



March 2010

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**WELCOME TO THE MARCH EDITION OF YOUR BOAV NEWSLETTER!**

Following the release of Tourism Australia's International Visitor Survey (IVS) for December 2009, the relentless growth of Australia's backpacker and youth travel sector paints a bright picture for the future of the inbound tourism industry. The figures showed that both total inbound numbers and Total Inbound Economic Value (TIEV) held steady during a tough 12 month period. Although this was an excellent result for an industry which was still picking itself up after the Global Financial Crisis, the real story was the inbound growth potential apparent in the outstanding IVS Backpacker sector figures, which saw numbers up by two per cent to 570,000 visitors and expenditures up by 10.4 per cent to almost \$3.5 billion.

The results indicate that the number of first-time backpacker visitors was almost double the wider industry average (68 per cent to 38 per cent) while the average stay was almost triple (77 nights to 26), meaning that Australia is cementing a solid reputation as a destination which would pay dividends for decades to come. To view full results visit our website.

In other news we've had BOAV members winning numerous awards and there's an opportunity to win even more. Read on to find out how...

Cheers,  
**Anita Donnelly**  
Executive Officer

## WHY SHOULD YOU ENTER THE HMAA VICTORIA AWARDS IN 2010?

There's a specific category for **Backpacker Accommodation**, open to accommodation providers primarily catering to backpackers. The focus of this award is on facilities and services that enhance the tourism experience. The winner of this category will go on to represent Victoria in the HMAA National Awards in the category of Backpacker Accommodation. You can also enter the **Excellence in Sustainable Tourism** category and the **People's Choice Award** if your guests get voting for you! There are plenty of benefits to entering such as...



- Free Entry
- Positive exposure in the media, on the HMAA website and in the *Business Excellence Magazine*
- Submission is a maximum of five written pages
- Learn about your business throughout the entry process and gain insights into your business that you otherwise wouldn't achieve
- Entering & being either a finalist or winner provides a competitive edge for your business and can boost patronage - marketing wise you gain the use of the HMAA Finalist or Winner logo to promote your success on your website, email footer, front desk and all collateral
- Winners progress to the HMAA National Awards
- Entering & being either a finalist or winner improves staff morale

The Entry Kit and Voting Form will be uploaded to [www.hmaavictoria.com.au](http://www.hmaavictoria.com.au) next week so stay tuned!

Written submissions and People's Choice Award votes will close on Friday 30 April.

## BOAV MEMBERS WIN AWARDS AT THE QANTAS AUSTRALIAN TOURISM AWARDS



Congratulations to two of our members that picked up National Awards at the Australian Tourism Awards in Hobart last month. The **Melbourne Aquarium** has been crowned best Major Tourist Attraction of 2009 and **The Old Melbourne Gaol Crime and Justice Experience** won the Heritage and Cultural Tourism Award. Well done!

For the past decade visitors to Melbourne Aquarium have been treated to an underwater journey of discovery that showcases wonderful animals such as sharks, stingrays, turtles, hundreds of tropical fish and the latest additions to the Melbourne Aquarium family – a collection of sub-Antarctic King and Gentoo penguins.



In the Old Melbourne Gaol Crime & Justice Experience, visitors can be charged with a crime by the police sergeant, locked up in the old Police Watch House and take part in the re-creation of a real trial in the old City Court, taking the part of the judge, witness, prosecutor or the accused including, on specific days, Ned Kelly himself.

The full list of winners is available at [www.tourismalliance.org](http://www.tourismalliance.org)

## **SIMON WILL BE MISSED**

It is with heartfelt sadness that we let you know Simon Buckley a dear friend of many in the tourism industry, passed away last week in Argentina. Simon was travelling around the world on a motorbike to raise awareness for men's health issues ([www.riderightround.org](http://www.riderightround.org)) and was due to arrive home next month.

Simon had a profound effect on the tourism industry in Melbourne and Victoria and will be sorely missed.

In memory of Simon, his brother Mark Buckley is establishing the **Simon Buckley Foundation** to continue on with the great work that Simon had started. To make this a reality Mark would like to hear from you, your thoughts and ideas. Please email [mark@mbhqonline.com](mailto:mark@mbhqonline.com)

Simon's family is in the process of arranging for his return to Australia and a suitable memorial service. Simon's family has requested that if you are interested in attending please contact Todd: [todd@riderightround.org](mailto:todd@riderightround.org)

Our love and support are with Simon's family at this very difficult time.

## **BUSHFIRE COMMUNICATION INDUSTRY TASK GROUP**

VECCI Tourism and Events, including VTIC and TAV, has been actively representing members recently in relation to bushfire related issues – including the indirect impact of the fires on tourism and event operators and the impact of Code Red alerts. One issue that is currently high on the agenda is communication, and as such we are proposing a Bushfire Communication Industry Task Group.

This Industry Task Group will be formed to discuss effective bushfire related communication strategies for Victoria including, but not limited to, the use of the Fire Danger Ratings. It is also designed to provide feedback to applicable agencies on proposed communication strategies and provide input into applicable reviews.

The Task Group is designed to be solution-focused, and it represents an opportunity to ensure clarity, simplicity and consistency of messages around bushfire related issues by both Government and industry.

Initial expressions of interest are currently being sought. Further details will follow.

Membership is open to industry stakeholders – including VECCI tourism and events members and other stakeholders.

If you are interested in being part of this Task Group please email [info@vtic.com.au](mailto:info@vtic.com.au) or phone 8662 5170.

## **BOAV INDUSTRY AND BUSINESS FACT SHEETS**

BOAV has developed a number of other handy business resources, designed to help members stay up-to-date with safety regulations, legislation, laws and trends that apply to the accommodation industry. Just two of the many fact sheets have been highlighted below, however more can be downloaded [here](#).

### ***Top 15 Things Backpackers Can Do To Be Green***

As an industry, we need to take advantage of the unique opportunity that we have to communicate environmentally responsible travel to the thousands of travellers who visit us from across the globe each year.

Learn practical advice on how you can educate your guests on reducing their environmental impact.

[Click here](#) to view this fact sheet.

## **10 Reasons Why Websites Fail**

There is no new business paradigm that defines how to succeed in the web environment. However, there are some fundamental mistakes made by businesses in setting up a web presence. Download this fact sheet to find out how to make your website work for you and your business effectively.

[Click here](#) to view this fact sheet.

## **HOSTEL BOOKERS AWARDS FOR NEW BOAV MEMBER**

When it comes to city accommodation, Vic Hall believes that backpackers, weekenders, or even business travellers can have it all. That's why they have revolutionised Melbourne's budget accommodation, offering value for money and the luxury extras to make Vic Hall a truly comfortable experience.

Hostel Bookers have awarded them in the Top 3 Most Popular Hostels in Oceania for 2009. This award was based on the top three hostels from each continent receiving the most bookings during 2009. The accolades continued in February with Hostel World awarding Vic Hall number five in the Top Ten Hostels in Australia for the month of February 2010. Well done!

See attached full **Media Release!**

## **PROMOTING AUSTRALIA TO THE WORLD'S YOUTH**

The youth market continues to be a very important sector for Australia representing 27 per cent of total inbound arrivals (over 1.5 million 15-29 year olds) in 2009. This was the message delivered at last week's Backpacker Tourism Advisory Panel (BTAP) and Backpacking Queensland Industry Forum, held in Brisbane.

In its presentation to the forum Tourism Australia briefed delegates on its youth focused initiatives within social media and advocacy, PR, digital marketing, campus visits and other co-operative initiatives with partners. To view an extended version of the presentation visit [www.tourism.australia.com/youth](http://www.tourism.australia.com/youth).

## **TOURISM VICTORIA HOPES FOR VIRAL MUSICAL HIT**

Tourism Victoria's latest promotion is a YouTube video ditty performed by a Canadian blogger and a cast of local amateur musical buffs, who dance and sing through the city singing its praises in harmonies that would fit right in on the geek-pride US television show *Glee*.

Tourism Victoria hired biology student Mitchell Moffit, 21, to compose a Melbourne tribute in song and dance after his unsuccessful musical audition for Queensland's "Best Job in the World" on YouTube made headlines around the world.

Moffit and his sister Kim, 26, were flown to Melbourne last July on an all-expenses paid research trip, and the young would-be performer was loaned a digital camera and recording studio when he returned in September to make his video.

To view video [click here](#).

## **GO TO AMERICA AND PAY THEIR BILLS**

Australians travelling to America will be asked to pay a \$US10 (\$A11) fee to help fund a program to boost US tourism - as well as the country's ailing economy. The fee will apply to the US "visa waiver" program that is used mostly by tourists and short-stay business travellers from 34 countries, including Australia and New Zealand.

To view full Media Release [click here](#).

## CITY OF MELBOURNE QUERIES COST OF FREE TOURIST BUS

Melbourne's free tourist shuttle bus is at risk as City Council look at ways to recoup – or ditch – some of its \$1.4 million-a-year operating costs. In October last year, City of Melbourne (CoM) Chief Executive Kathy Alexander wrote to 26 local businesses requesting financial support to keep the service going. According to a report prepared for the council, none of those contacted were prepared to contribute. BOAV together with our other four tourism and events associations situated within VECCI wrote letters of support for the visitor service but cannot provide funding to maintain it.

The contract for the bus – which runs every half-hour and makes 13 stops around the city, including the Shrine of Remembrance, the Queen Victoria Market and Docklands – is due to expire in August. As this goes to press, it appears the City of Melbourne voted to extend the contract for the Melbourne City Tourist Shuttle until June 2011. We expect industry consultation to continue up until this time.

## AWARD-WINNING MUSICAL SCHEDULED FOR MELBOURNE

*Hairspray* is coming to Australia. The multiple Tony award-winning musical about an overweight teenager growing up in 1960s America will start at Melbourne's Princess Theatre from October. Jason Coleman, a judge on television's *So You Think You Dance*, will choreograph and David Atkins will direct. The show ran on Broadway in New York for six-and-a-half years and will finish its run in London's West End later this month.

## NO LEAVE NO LIFE – HOW YOUR BUSINESS CAN BE INVOLVED



Tourism Australia's No Leave, No Life initiative encourages Australians to take their annual leave and enjoy a domestic holiday. The first bit of good news is that it assists to promote the benefits of a local holiday. The second is there are plenty of ways in which tourism businesses can become involved in the campaign.

Firstly, to become a No Leave, No Life industry partner visit [www.noleavenolife.com/industrypartners](http://www.noleavenolife.com/industrypartners). Here you will find out more about the range of opportunities available to promote your business as part of No Leave, No Life.

From free toolkits to advertising opportunities or a three or six month partnership, there is an opportunity to suit every tourism business.

Secondly, why not sign up your business for No Leave, No Life? It is a great way to promote the importance of taking leave among your staff as well as encouraging suppliers and clients to encourage their staff to take a great domestic holiday. To sign up for the No Leave, No Life employer program visit [www.noleavenolife.com/employer](http://www.noleavenolife.com/employer). Not only is it free, but there is advice, tools and templates to help you implement No Leave, No Life in your workplace.

For further information on No Leave, No Life, please do not hesitate to contact Megan Cox on 03 8662 5310 or email [mcox@vecci.org.au](mailto:mcox@vecci.org.au) or Christine Litera at Tourism Australia on 02 9361 1216 or email [noleavenolife@tourism.australia.com](mailto:noleavenolife@tourism.australia.com)

## SMALL BUSINESS ACCESS TO FINANCE – HAVE YOUR SAY

VECCI together with BOAV will be preparing a submission into the Senate Inquiry investigating the issue of small business access to finance. In order to strengthen our advocacy in this area, we encourage small businesses to provide information outlining their own experience and concerns.

Thank you to the many members who have already contributed. Your feedback will make a vital contribution to our pool of evidence. We would still like to hear from any other affected or concerned businesses. Please be assured that all company and personal details will be kept strictly confidential. We are most interested in the diversity and frequency of the problems. Please contact Jodie Wickham, Senior Policy Adviser on [jwickham@vecci.org.au](mailto:jwickham@vecci.org.au) or phone 03 8662 5337.

For more information on the Inquiry, including the full terms of reference, click [here](#). Members wanting to provide their own submissions direct to the Senate Committee should do so by **31 March 2010**.

## EXPERIENCING DELAYS IN LIQUOR LICENSING APPLICATIONS?

VECCI and BOAV continue to advocate on behalf of members in relation to the ongoing delays experienced in liquor licensing applications. In addition to concerns over increased costs associated with the new risk-based liquor licensing fees, member feedback indicates that there are significant delays occurring in the processing of applications, together with other related issues.

Thank you to all the members and stakeholders who have provided feedback in relation to this. We are gathering valuable evidence that is proving vital in our advocacy efforts. If any, additional members and stakeholders would like to provide information on your own experience, please contact Jodie Wickham on [jwickham@vecci.org.au](mailto:jwickham@vecci.org.au) or phone 03 8662 5337.

## VTIC QUARTERLY FORUM: 'CODE RED/ CATASTROPHIC – WHAT ARE THE IMPACTS FOR VICTORIA'S TOURISM INDUSTRY?' – 10 MARCH 2010

On Wednesday 10 March, the Melbourne Convention and Exhibition Centre played host to the first VTIC Quarterly Forum for 2010, "Code Red/ Catastrophic – What are the impacts for Victoria's tourism industry?"



Our three guest speakers, provided delegates with very different views and personal experiences on how the new fire danger rating system came into effect, how local operators and accommodation providers have been affected and possible solutions to these problems. The delegates led a passionate question and answer session and provided valuable ideas and feedback to the presenters and industry representatives.

We'd like to take this opportunity to thank the presenters:

- Mick Bourke – CEO, Country Fire Authority
- Peter Corish – CEO, Victorian Caravan Parks Association
- Steve Baird – Owner, Bogong Horseback Adventures

Thank you to the sponsors for this event; City of Melbourne, Tourism Victoria, MCEC and Mitchelton Wines.

## BOARD MEMBER PROFILE

### Get to know your board...

**Name:** Polly Gibson

**Title/Role:** Sales & Marketing Manager for Bunyip Tours

**Place of birth:** Melbourne

**Zodiac sign:** Taurus

**Favourite holiday destination:** India

**Dream holiday destination you've not yet travelled to:** South America



**A location you'd never go back to:** Hmm... Haven't found one yet

**Favourite movie:** Tootsie

**Most prized personal possession:** My Michael Jackson 'Thriller' Album

**When I was a child I wanted to be...** a nurse but then I realised I didn't like the site of blood

**If you could have 3 people to dinner who would they be and what would you cook?** Dalai Lama, Gandhi & Sam Kekovich. Cook up a vegetarian delight!

## LATEST IN RESEARCH

### AUSTRALIAN TOURISM DEFIES THE DOWNTURN

Despite the GFC and the outbreak of the H1N1 virus, Australian tourism managed to defy the global downturn last year, according to Tourism Australia's *Global Market Monitor* for the February quarter 2010.

While global tourism fell by four per cent, Australia performed relatively well, with total inbound arrivals remaining unchanged in 2009 compared to 2008. However, strong competition from worldwide destinations, particularly short haul destinations, continues to challenge the competitive advantage of the industry. The appreciation of the Australian dollar also affects Australian tourism.

In all, Australia has enjoyed growth in international aviation capacity, while domestic capacity has declined slightly. Industry sectors such as business events, accommodation, attractions and inbound tour operators are reporting signs of improved business. Domestic tourism remains an important market segment, making up 75 per cent of the market.

However, while there are positive signs of a turning point in tourism for Australia in 2010, there remains a degree of uncertainty around the timeframe and the sustainability of the recovery, and as such optimism is cautious. To view the full report [click here](#).

### REGIONAL TOURISM EMPLOYMENT

Victoria generates 21 per cent of Australia's tourism employment; a proportion that has remained largely unchanged since 2006-07 according to a recent report by the Department of Resources, Energy and Tourism, "*Regional Tourism Employment in Australia 2006-07 to 2008-09*". Victoria lags behind New South Wales (33 per cent) and Queensland (25 per cent).

During 2008-09, 105,000 persons were directly employed in the tourism industry in Victoria, unchanged from the previous year. In all, 67,600 were directly employed in the Melbourne tourism region, up three per cent from 2007-08. Almost three quarters of employment occurred in Accommodation, Cafes and Restaurants; Whole Trade; Retail Trade and Transport and Storage. To view the full report [click here](#).

### VICTORIA CONTINUES TO INCREASE INTERNATIONAL VISITORS YIELD

International visitor expenditure in Victoria increased 9.1 per cent for the year ending December 2009, outperforming key competitors New South Wales (+0.6 per cent) and Queensland (-4.1 per cent), according to the latest International Visitors Survey recently released by Tourism Research Australia.

Over the year, international overnight visitation to Victoria increased by 3.5 per cent, outperforming the national average. In total, Victoria received 1.5 million visitors and reached its highest ever market share of 30 per cent.

Melbourne recorded its highest recorded number of visitors and visitor nights; 1.4 million international overnight visitors (+4.4 per cent) and 34.2 million international nights (+15.7 per cent). Visitor expenditure for Melbourne increased 8.5 per cent. International visitor expenditure in regional Victoria increased (+15.9 per cent) to reach its highest recorded level.

The results indicate significant year-on-year growth occurred in the following markets; education (+17.8 per cent), visiting friends and relatives (+10.9 per cent), holiday (+5.5 per cent) and backpacker (+3.4 per cent). The business market experienced the largest decline (-13.8 per cent). The full report can be found at <http://www.tra.australia.com>

## MIXED TOURISM CONDITIONS OVER THE FEBRUARY QUARTER 2010

The tourism industry reported mixed trading conditions over the February quarter 2010, according to the latest Survey of Tourism Performance and Outlook, produced by the Victoria Tourism Industry Council (VTIC).

In general results are consistent with other industry surveys which indicate that despite improved consumer and business confidence levels, there is still a degree of uncertainty among businesses, and the recovery is expected to be gradual.

Businesses reported that the most commonly identified factors currently constraining business growth were environmental factors (including bushfires), and business taxes and government charges (including liquor licensing fees and insurance). Over the coming quarter respondents expect similar conditions to prevail.

This quarter, businesses were also asked a series of questions about bushfire related information and preparedness. Results suggest that while most operators understand the new Fire Danger Ratings and also have a bushfire plan in place for their business, there is still some confusion that exists. Information provision and clear and consistent communication is vital. To download a copy of the survey results please visit [www.vtic.com.au](http://www.vtic.com.au)

## THE ROLE OF BUSINESS EVENTS IN DELIVERING INNOVATION, KNOWLEDGE AND PERFORMANCE

A recent report prepared by Professor Leo Jago and Professor Margaret Deery titled "*Delivering Innovation, Knowledge and Performance: The Role of Business Events*" examines the broader value of business events beyond the traditional 'tourism' benefits available to the host destination.

This interesting report highlights the role business events can play in delivering innovation - vital for our nation's ongoing growth and competitiveness - and encourages greater efforts in raising awareness within key government portfolios and industry sectors as to the broader value and potential of business events. The full report can be accessed from [www.businesseventscouncil.org.au](http://www.businesseventscouncil.org.au).

## UPCOMING EVENTS

### BACKPACKER & YOUTH INDUSTRY CONFERENCE Tuesday 20 April, 2010 - Grand Chancellor Hotel, Hobart

Make sure you are not left behind! Registrations are still available for the Backpacker & Youth Industry Conference, to register [click here](#).

We are moving forward and putting the past twelve months behind us and planning how to prosper as the global economy recovers. Industry representatives from all over Australia will gather to hear about topics including business diversification, global youth and backpacker insights and social media. You will also have the opportunity to participate in interactive break-out sessions where we will discuss sector-specific issues, challenges and solutions that will help shape a sustainable future for our industry.

### Conference keynote snapshot below:

Yvonne Adele

#### **Founder, Ideas Culture**

"Diversification – the cornerstone of future growth"

Increasingly, the companies that become industry leaders are those with their ideas firmly rooted in the future. Those businesses which are fading away into obscurity or fighting to maintain market share are those still putting too much faith in the business models of the past. We will talk about the importance of business diversification due to changing consumer demands. Here we aim to highlight those factors under your control, and what you can do to re-invent, improve or expand your tourism product and operation to position your business to meet future market demands.

Tom Griffiths

**Founder, Gap Year.com**

The 21st Century Backpacker/ Budget Traveler – Global Round-up

Tom will provide a snapshot of how the 21st backpacker has evolved since 2000 – reviewing age, nationality, length of stay, length of work, spend, travel patterns and purchase habits. He will also explore their expectations and motivations and help you prepare for future trends.

For the full Backpacker & Youth Conference program [click here](#).

**Backpacker Conference Dinner**

*Tuesday 20 April*

Henry Jones Art Hotel

7.00pm

After a full-day conference, unwind and join us for the Backpacker & Youth Industry Dinner at the award-winning Henry Jones Art Hotel, Harbourside Hobart. This dinner is included in all Backpacker Conference registration packages; however additional tickets and Symposium Conference delegates are welcome to join the dinner, registration fee of \$110.00 which includes 2 course dinner, beverages and entertainment. [Click here](#) to register.

**Backpacker Delegate Famil**

*Monday 19 April*

Don't miss your chance to network with industry colleagues whilst getting out and about during your stay in Tasmania. The one day-trip, hosted by Adventure Tours Australia, will include a short trip to the historic Port Arthur site. This social famil will give you the chance to network, relax and take in the sights of one Australia's most intriguing tourism destinations.

For more information on the famil and to register please [click here](#). For further information please contact Jessica Quinlan, on 02 8262 5520 or [Jessica.quinlan@atec.net.au](mailto:Jessica.quinlan@atec.net.au)

**BOAV REGIONAL WORKSHOP - 28 APRIL, HALLS GAP, GRAMPIANS**

On Wednesday 28 April BOAV will host a regional workshop in the Grampians. We'll all be travelling in style thanks to the generosity of George and the **Bunyip** bus. We'll be having a pit stop in Ballarat for morning tea to meet members from around the area and then on to Halls Gap for our event.

Speaker details are currently being confirmed but you'll learn about how to have a great website and internet trends, receive an update on the WHM research from the Mildura study, hear about the successes and challenges faced by the Grampians Regional Tourism Board and find out how to get more involved with BOAV.

We'll be supporting our members too by staying at Brambuk Backpackers, the Grampians Eco YHA Hostel, Ned's Beds and Tim's Place. Save the dates and stay tuned for further info...

**2010 VICTORIAN TOURISM CONFERENCE – 19 & 20 MAY**

The 2010 Victorian Tourism Conference is gearing to be the must attend event of the year. Themed *'Progress is Impossible without Change'* we will be looking forward into the new decade and tackling important issues such as: Crisis management, brand Australia, engaging your community, media, Web 3.0 and much, much more. Registrations will be open later this month.

**Our confirmed speakers:**

- Hon. Tim Holding MP, Minister for Tourism & Major Events
- Andrew McEvoy, Managing Director, Tourism Australia
- Bruce Esplin, Emergency Services Commissioner
- Chris Buckingham, Destination Melbourne
- Wayne Kayler-Thomson, VECCI

## **Speaker Profile - Andrew McEvoy, Managing Director Tourism Australia**

Andrew McEvoy returned to Tourism Australia in January 2010 to take up the role of Managing Director, following almost three years with the South Australian Tourism Commission (SATC) as Chief Executive.



Andrew has more than 15 years of tourism specific marketing experience, which includes driving major initiatives for state and national tourism bodies to deliver significant results.

Most recently at the SATC, Andrew was responsible for managing the Commission through its biggest change in 10 years. This included a renewed focus on better marketing, attracting more airlines, improving and developing SA's events calendar and working with investors to see the development of a more appealing SA. As a result, the State's tourism expenditure grew by 20 per cent on the back of a fully integrated marketing, events, access and infrastructure program.

For all the up to date information on the 2010 conference visit [www.victoriantourismconference.com.au](http://www.victoriantourismconference.com.au)

## **EARLY BIRD REGISTRATIONS OPEN FOR 2010 AUSTRALIAN REGIONAL TOURISM CONVENTION – CLOSING MARCH 26**

Each year the Australian Regional Tourism Network (ARTN), in association with its partners, initiates a gathering of industry professionals and policy makers to discuss the latest research and industry trends and their impact and application on the future of regional tourism.

The Australian Regional Tourism Convention, now in its tenth year, is the only opportunity for grass roots, regional practitioners to discuss and debate with policy makers.

This year's Convention will be held 16 to 20 August in the Yarra Valley and Dandenongs region of Victoria. The theme of the Convention is 'Australia's Regions – Ready, Resilient and Robust' and will attract delegates from all states and territories and all sectors of the industry.

Registration information can be found online at [www.regionaltourism.com.au](http://www.regionaltourism.com.au) or by phoning 02 6620 3785.

### ***Other important dates:***

- June 16 – VTIC Forum
- July 30 – HMAA Accommodation Awards for Excellence Gala, Melbourne
- September 6-11 – Victorian Tourism Week including the *Amazing BOAV Race*