

24. New Tourism Business

Important 2019 QTA Accreditation Changes:

The Australian Tourism Industry Council (ATIC) will introduce a new, integrated framework for Australia's business quality programs, which will incorporate existing programs such as; the *Australian Tourism Accreditation Program*, *Star Ratings* program, and the *Australian Tourism Awards*. This new framework will be known as the **Quality Tourism Framework (QTF)**.

Under the new QTF, there will be changes to requirements for the 2019 Queensland Tourism Awards (QTA), which all entrants must meet in order to be eligible for the national award categories. The QTF, will provide greater efficiencies for those who are engaged across multiple programs and provide an assurance of minimum standards being met by all.

Important 2019 QTA Accreditation Changes

1. To be eligible for any of the accommodation categories (17 – 23) except Unique Accommodation, all entrants are required to meet a specific Star Rating (dependent on their category), through the completion of a pre-assessment module in your submission portal, which will calculate a proposed rating. Those who are already Star Rated will not be required to complete a pre-assessment as the rating has already been confirmed. *Note: annual Star Rating renewals are due July 2019.*

Accommodation	Star Rating required to enter
Luxury	5
Deluxe	4 or 4.5
Standard	3.0+
Unique	Business standards (QTF Level 1)
Hosted	3.0+
Caravan Park	3.0+
Self-contained	3.0+

2. All entrants in non-accommodation categories are required to complete certain business standards known as Level 1 of the QTF. This pre-assessment will be included within the submission portal. Those who are already accredited through QTF (formally known as ATAP) will not be required to complete a pre-assessment. *Note: annual QTF (formally ATAP) renewals are due July 2019.*
3. There is no additional cost for 2019 QTA entrants to complete the required pre-assessments. Additional costs will only apply if an entrant wishes to finalise the accreditation process through the QTF.
4. Queensland entrants were previously required to hold accreditation through one of 17 recognised programs. In order to ensure consistency across the States under the QTF, this requirement **no longer applies**.

Although this requirement no longer applies, QTIC highly recommends that all entrants maintain their current accreditation, as it is a valuable business asset and will strengthen QTA submissions.

Under the new QTF, QTIC will continue to work with our accreditation partners to uphold tourism excellence and deliver quality standards across the industry.

To nominate click this link: <https://online.qualitytourismaustralia.com/>

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Category Descriptor: This category recognises new tourism businesses that have commenced trading, visitation or service delivery during the qualifying period. This award recognises excellence in the planning and development of new tourism infrastructure and/or services. Tourism businesses that have commenced a new product or opened new infrastructure need to enter another category most applicable to the business.

Important Notes:

- The numbers after each sub-question refer to the judges' weighting.
- Entrants must ensure their answers refer specifically to the product and category they are entering.
- Entrants are encouraged to answer questions to highlight participation in tourism-related accreditation programs.
- Prior to using an acronym, please state phrase or name in full followed by the acronym in brackets.
- Achievements or activities referred to within your entry must relate to the qualifying period: 1 July 2018 – 30 June 2019.



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1. TOURISM EXCELLENCE (20 marks)

- a) Demonstrate your eligibility for this category as related to the descriptor above and provide a brief overview on the nature of the new tourism business. (6)
- b) What tourism products, experiences and services do you offer? (6)
- c) Describe your commitment to tourism excellence. (5)
- d) Describe your involvement in the tourism industry. (3)

Tips:

- a) *Take care to ensure you have entered the right category and that your response aligns to the category descriptor. Failure to demonstrate your eligibility will be reflected in your score. Refer to the ABOUT US section of your website as this may assist with this response. Judges will want to know how and when the business started, who works in the business, where it is located and how it was developed. A map will be helpful here.*
- b) *The focus of this question is tourism.*
- c) *Explain your values, philosophy and commitment to excellence and what makes you stand out.*
- d) *Explain how you are involved with and contribute to the tourism industry locally, regionally and nationally.*

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2. BUSINESS PLANNING (20 marks)

- a) Explain the rationale and the philosophies behind its development. How did you determine what was required? (2)
- b) Provide an overview of the goals for the development of your new business and include key features of your business plan. (4)
- c) Describe the innovative approaches to product development and design you implemented in your new tourism business. How has this innovative design enhanced your tourism experiences/services? (5)
- d) What investment has been made in staff training and development and how has this ensured high quality service delivery to your customers? (4)
- e) Describe the main risks in establishing your new tourism business and the risk mitigation measures you implemented. (5)

Tips:

- a) *Provide judges with an understanding of why you developed the business and what research was used to determine its' feasibility.*
- b) *Introduce this section with your mission and/or vision statement. A 3-column table would be useful here to display the information. Make sure you use measurable goals and outcomes.*
- c) *This is a 2-part question. An innovation can be defined as "The process of introducing new or significantly improved goods or services and/or implementing new or significantly improved processes." (Source: Australian Bureau of Statistics). Show how you applied innovative thinking to your new business operations. Be sure to include the impact the innovation had on your business.*
- d) *Describe your commitment to training? How do you ensure you and/or your staff gain the correct knowledge and skills to carry out their job? Investment does not need to be financial.*
- e) *Consider all aspects of business risk including start up risks. This is*

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more than just workplace health and safety.

3. **MARKETING (25 marks)**

- a) Who are your target markets? (5)
- b) How do you know your product/service meets the needs of your target markets? (5)
- c) What are your unique selling points and demonstrate how you communicate these to your target markets? (5)
- d) Describe the innovative marketing strategies you have implemented to encourage new business. (5)
- e) Demonstrate the success of the initiatives outlined in (d). (5)

Tips:

- a) *This question seeks to understand who you have aimed your marketing towards. Consider for example; who they are, where they are from, how old they are, how they purchase travel, what motivates and inspires them and how your product meets their expectations.*
- b) *What research have you conducted or used to determine your target markets? How do you know the target markets you identified in Q 3 a) are right for you?*
- c) *What makes you different from your competitors? Consider for example; size, location, exclusivity, services, facilities. What methods do you use to communicate these to the target markets you have mentioned in Q 3 a)?*
- d) *What have you done differently to attract your customers? Consider for example; social media, digital advertising, apps. The response needs to focus on innovative approaches to marketing.*
- e) *Outline how the new/different/unique activities you outlined in (d) have been successful.*

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4. CUSTOMER SERVICE (20 marks)

- a) Describe your customer service philosophy/values. (5)
- b) Explain how you provide for customers with specific needs. (5)
- c) Describe how you measure customer satisfaction and identify areas for improvement. (5)
- d) What processes do you have in place to respond to customers complaints both online and offline, and manage your online reputation? (5)

Tips:

- a) *Consider the systems and procedures you have in place to deliver outstanding service. How do you make an effort to understand visitor needs, welcome them, respect them, thank them and do business with them?*
- b) *Demonstrate how you consider visitors' special and specific needs. Think about who your customers are and their specific requirements. Do you offer any accessible tourism products, experiences and services to visitors? How do you identify your customers' requirements and provide for them appropriately? Specific needs could include cultural, language, physical, intellectual, dietary and other specific needs e.g. groups, special interest etc. Provide examples of how you catered for customers with specific needs, explain the outcome or successes.*
- c) *What processes do you have in place to understand how your customer feels about your product/service? For example; feedback forms, monitoring social media, blogs, mystery shoppers etc. Consider providing a case study/example where you have implemented a change based on customer feedback.*
- d) *This is a three-part answer. It is crucial to know what your clients are saying about your business and take measures to protect your business. A sound Reputation Management strategy will outline the processes you have in place to understand how your clients see you, think of you and talk about you and how you take action when feedback is received (negative or positive). In this response you need to outline your reputation management strategy and (1) what processes you have in place to respond to positive and negative feedback (online and offline), (2) how you measure customer satisfaction and (3) what processes you have in place to monitor your online reputation.*

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5. SUSTAINABILITY (15 marks)

- a) Demonstrate how your business contributes to the local economy. (5)
- b) Demonstrate how your business engages with and benefits the local community. (5)
- c) Describe how your business cares for the local environment. (5)

Tips:

- a) *Explain how your business financially contributes to the local economy in your region, for example; local purchasing, employing local people etc.*

The focus should be the economic contribution (money) in dollars. What have you spent. Include calculations to show how you know the economic impacts. This may include in-kind and contra spend.

This is ALWAYS best presented in a table, and always include some words before and/or after the table with an explanation.

It is recommended for businesses that spend a significant portion of their money in the region, to determine the percentage of total contribution. Eg. '75% of all our expenses were spent in X region.'

If you are outlining your intention for contribution provide evidence of the plans in place.

- b) *Consider the social benefits you provide to your local community, for example, supporting local businesses, product packaging, charitable donations, sponsorship, engagement with community groups, working with local Aboriginal and Torres Strait Islander people etc.*

Outline how your financial contribution/spending in the local economy has benefited the community.

Select some interesting examples and tell several stories such as:

- *Employing locals and the impact their employment has had on the person*
- *Operators who stock and sell a local artisan's products, or stock local produce in minibars/hampers/outlets and how the business has boomed because of it for the manufacturer/producer (or something similar)*
- *Mentoring other businesses*
- *Speaking at schools*
- *Work experience opportunities that are offered*
- *Offering gifts for the school raffle that allowed the school to raise money for an item they wouldn't have otherwise been able to afford*
- *Waiving conference room fees for local not-for-profit groups to give them somewhere to meet which allows the group to keep going*

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If you are outlining your intention for engagement provide evidence of the plans in place.

- c) *Explain your commitment to environmental sustainability and detail the activities you conduct in relation to water conservation, waste management and recycling, fuel and energy reduction, carbon reduction/offset.*

Outline the activities you conduct on an ongoing basis as well as any new initiatives implemented during the qualifying period.

Demonstrate how the initiative benefited the environment and where possible include a measurement/evidence of how the activity has reduced your environmental footprint. The inclusion of actual measurement data including the amounts saved/reduced in comparison to the previous year may enhance response.

This is always best presented with a table and include some words before the table with an explanation of the table and your overall commitment to environmental sustainability.

If you are outlining your intents towards caring for the environment provide evidence of the plans in place.

TOTAL SCORE: _____/100

SUBMIT YOUR ENTRY:

Rules For Entry: <http://queenslandtourismawards.com.au/entrant-information/rules-for-entry>

Submission Due: 19th August 2019

Submit online: Log in using the details you created when you registered to nominate

Questions: awards@qtic.com.au

Gala Ceremony: 08 November 2019 – Sunshine Coast, Novotel Twin Waters

