

TOURISM TOP END GENERAL MEETING AGENDA

March 2020



DATE: Monday 30th March 2020
TIME: 5.30pm for 6.00pm start

1. **Welcome**
 2. **Apologies**
 3. **Acceptance of Minutes of the General Meeting, 25th February 2020**
 4. **Business Arising from the General Meeting, 25th February 2020**
 5. **Treasurer's Report**
 6. **General Manager's Report**
 - 6.1 Including Marketing, Membership and Visitor Information Centre news and activities.
 7. **Membership Standing Committee Report**
 - 7.1 New Members to be welcomed to the Association
 - 7.2 Super Deed Award Nominations
 8. **General Business**
 9. **Close Meeting**
- Annual General Meeting to follow**



TOURISM TOP END

wild life – wild land

George Brown Botanical Gardens
Visitor Centre
25 February 2020,
Minutes Commenced at 6.12pm

1. Welcome

Michael Scott chaired the meeting and welcomed members and guests including:

Board Members: Rachel Beaumont-Smith, Melanie Lewis, David Metcalf, Penny Eckel, Shane de Wit, Shaun Pearce and Shelly Haitana

Life Members: Frances Fausett

2. Apologies

Board Members: Alderman Peter Pangquee, Annabel Curtain, Andrew Hopper and Trevor Cox.

Special Apologies: Nil

Life Members: Nil

3. Minutes of the General Meeting held on 28 January, 2020 (as circulated)

Motion: "That these minutes be accepted as a true and accurate record"

Moved: Scott Russell Seconded: Rachel Beaumont-Smith CARRIED

4. Business Arising from the Meeting held on 28th January, 2020

Nil

5. Treasurer's Reports - Presented by Trevor Cox

Trading Report for January 2020

1. The Association is off to a good start for the year, with revenue at pleasing levels. Included in revenue is \$106k in membership funds and \$207k in Publications income from the Holiday guide.

2. Costs are in line with expectations and include all costs associated with the production of the holiday guide. The association has now filled all employment roles which has resulted in wages costs being in line with budgeted costs.
3. The reported net result is in line with expectations and ensures the Association is off to a good start for the new year.
4. The figures indicate that Tourism Top End continues to be in a satisfactory liquid position, and able to meet its commitments as and when they fall due.

1. Refer General Meeting Register - February 2020 - Finance Report

Motion: "That the Treasurer's Report be accepted"

Moved: David Metcalf Seconded: Shelly Haitana CARRIED

6. General Manager's Report - Presented by Glen Hingley

Reporting on January 2020

Following the bushfires in the Southern states, the consequences of the coronavirus in China have made the 2020 tourist season for the Top End uncertain. Tourism across the world, not just Australia, will be disrupted, ultra-competitive and well below the performance of past years. While Chinese visitors were around one per cent of total visitor arrivals to the Northern Territory in 2019, there are some members which are entirely dependent on the China market and our immediate concerns are for them. Over 80% of total arrivals to the Top End are domestic Australian travellers and the impact of this evolving situation is expected to be felt in the coming months. Destinations around Australia, New Zealand and Asia affected by the travel bans are now pivoting their marketing to target the Top End's traditional markets.

Tourism Top End supports the NT's Government industry resilience response plan as an important initial process in preparing for the year ahead. As part of its intra territory marketing role Tourism Top End will focus on encouraging Territorians to holiday in the Top End this year. Additionally, Tourism Top End is aligning its Tourism Enhancement Program to the needs of industry for what will be a very challenging time for the visitor economy.

Many members have asked what they can be doing to best prepare for what is anticipated to be a highly competitive market place in 2020. A key aspect is to consider options from the perspective of a potential customer. This will help spotlight which traditional approach or innovation can be developed as a relevant solution in marketing, distribution and product offering. Safeguarding booking channels are important by ensuring the processes are as seamless as can be and the value proposition remains dynamically competitive.

Further to maintaining close communications with Tourism NT, Tourism Top End is also representing members through its membership of the Australian Tourism Industry Council (ATIC) at a Commonwealth level. It is seeking that the Federal Government immediately provide emergency funding to tourism operators impacted by the coronavirus that was similar in scale to the emergency funding provided to businesses impacted by the recent bushfires. The overall impact of coronavirus on the Australian tourism industry has quickly exceeded the financial impost of the recent bushfire crisis.

Kakadu National Park management responded to the Association's concerns speaking at the January Member General Meeting. In response to the dissatisfaction by tourism with the ongoing closure of Twin Falls, Parks Australia have announced their intention to hold quarterly industry forums in an effort to better communicate with the needs of industry. The first industry forum will be in Darwin on March 2nd at which the Director of National Parks will be present. Kakadu is so vitally important to the Top End, as is ensuring a better understanding around the genuine commercial requirements of tourism by Parks Australia. The implications of having an ongoing lack of certainty deeply affects the future of the Region's visitor economy.

After twelve years of passionate service with Tourism Top End, Julie Lawrance is calling it a day in her role as Visitor Information Centre Manager. Julie's meticulous and generous leadership has meant that the Top End Visitor Information Centre is ranked as one of Australia's best performing facilities, by service and sales. The Board, staff and members are grateful for Julie's many years of dedicated service and we wish her the very best in future.

Marketing Highlights

Social Media January

Metrics	Facebook	Instagram
Followers	+48 = 67,352	+218 = 23,107
Reach	551,562	230,992
Engagement	618,336	266,441

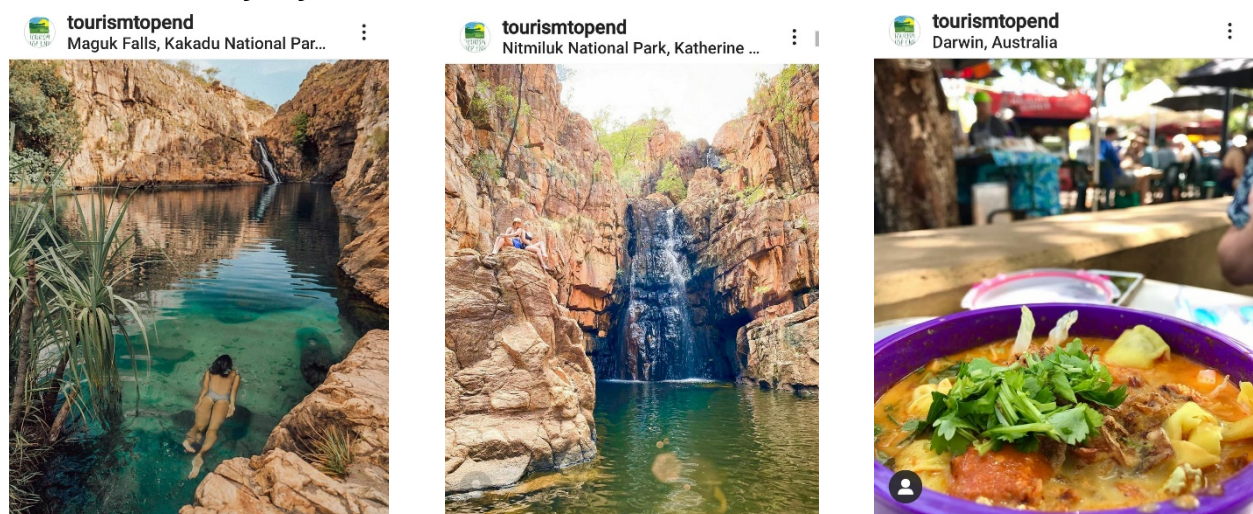
Highlights

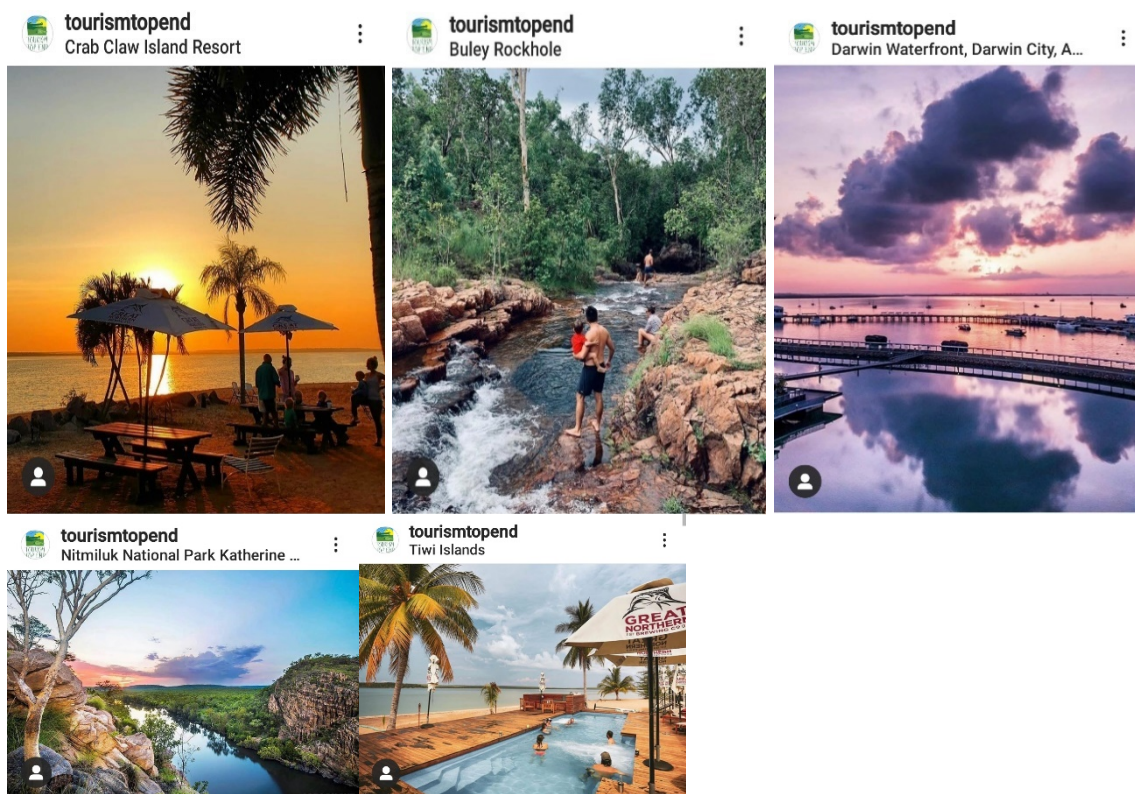
Mid-January we saw Tourism Australia's #HolidayHereThisYear campaign launch, which we jumped on straight away.

Tourism Australia were very encouraging, liking and commenting on our Instagram and Facebook posts.

We also had good traction with Jetstar Sales, everyone's favourite Mataranka and spectacular Mother Nature lightening show.

Social Media Highlights





Website statistics - tourismtopend.com.au

	January 2020	January 2019
Bookings		
Tour and attraction bookings	15	11
Accommodation bookings	22	24
Ecommerce conversion rate (users vs bookings)	0.26%	0.22%
Traffic		
Website sessions	12,848	14,760
Website users	10,288	11,945
New visitors %	85%	84%
Returning visitors	15%	16%

Region Logo

Tourism Top End is pleased to unveil our new region logo to be used across consumer marketing campaigns when promoting the Top End region. This replaces the 'Do the Top End' logo, directly aligning with the Tourism NT brand. Thank you to the team at Tourism NT for coordinating this united approach to consumer communications.

The Tourism Top End (RTO) and Visitor Information Centre logo remains unchanged.

Top End Consumer Logo	Tourism Top End Association Logo

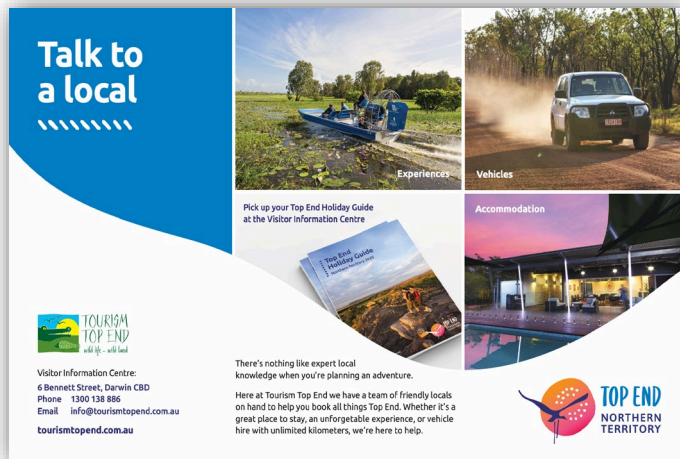
Campaigns

Holiday Here this year

Commenced participation of Holiday Here This Year social media campaign. We strongly encourage members to get involved to increase the Northern Territory's share of voice. Get involved by using #holidayherethisyear and #tourismtopend.

Resident campaign Check release

Advertisement and editorial "Discovering Darwin" in the Relocation North magazine - targeting new Top End residents - Defence families.



Events Campaigns

Tropical Light and Million Dollar Fish social media and digital display activity continues.

Business Events

Showcased/built Darwin Welcomes Delegates offering to the following confirmed conferences and events:

ActronAir Dealer Conference 2020

Electrical Industry Annual Conference 2020 (Centric Yuasa)

Members who would like to provide a special offer or value add for business event delegates as part of our Darwin Welcomes Delegates Program are encouraged to contact admin@tourismtopend.com.au. Information about this program can be found at tourismtopend.com.au/darwin-welcomes-delegates-program

Projects

Launch of the 2020 Top End Holiday Guide

The 2020 edition of the Top End Holiday Guide was launched at the January General Meeting. Thank you to the overwhelming number of members that advertised in this edition.

Distribution to regions commence shortly and members are welcome to contact us to coordinate local pickup. In the meantime, you can view the publication on the website under 'Plan Trip'.

We welcome your feedback to continue to enhance this publication into 2021.

Contact Chantelle marketing@tourismtopend.com.au and Karen admin@tourismtopend.com.au.

Visitor Information Centre Report

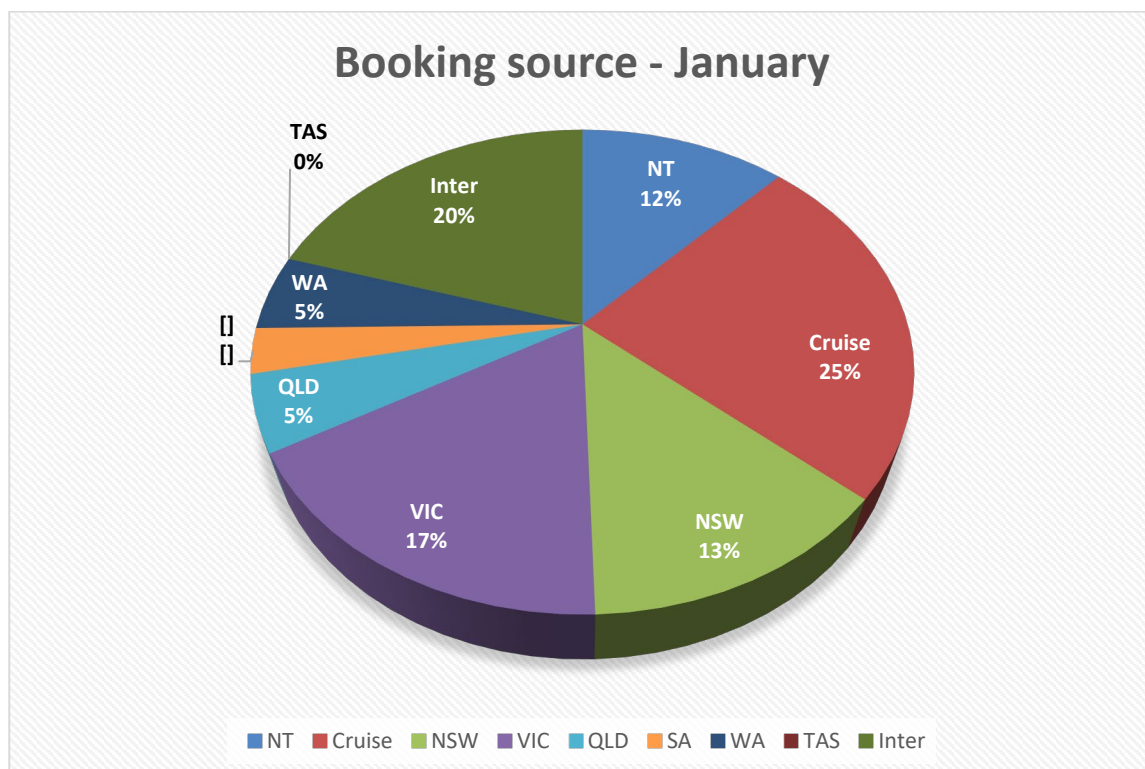
January 2020

13th Famil: Darwin Explorer & RFDS
14th Cruise Ship: Coral Adventure
15th Product Briefing: Kakadu Air
21st Cruise Ship: Aida Vita
24th Cruise Ship: Europa
24th Famil: AAT Kings D4
28th Product Briefing: Sea Darwin
BookEasy Point of Sale Training
Attendance TTE General Meeting
29th Product Briefing: Chartair
BookEasy Training
30th Product Briefing: City of Darwin Cruises
BookEasy Training
31th Staff Meeting
First Aid Training

Total for the month:

- Product briefings: 4
- Famils: 2
- Site inspections, events, training: 5

Visitor Information Centre Summary



Visitor Centre Activity

Activity Comparison		January 2019	January 2020
Accommodation Bookings	Visitor Centre	51	17
	Online	9	13
Tour & Attraction Bookings	Visitor Centre	236	219
	Online	23	16
Merchandise & Other	Visitor Centre	501	434
	Online		
Total		820	699

VIC Door Count

Door Count	November	December	January
2008	6,792	7,325	7,325
2009	7,528	6,948	6,948
2010	7,245	6,346	6,346
2011	8,494	7,350	7,350
2012	13,169	11,558	11,558
2013	11,992	8,307	8,307
2014	10,828	9,173	9,173
2015	10,835	8,460	8,460
2016	12,292	7,000	7,000
2017	10,732	7,984	7,984
2018	9,023	7,721	7,721
2019	6,677	6,235	6,235
2020			5234

2. Refer General Meeting Register - February 2020 - General Managers Report

MOTION: "That the General Managers Report be accepted"

Moved: Glen Hingley Seconded: Shaun Pearce CARRIED

7. Membership Standing Committee Report - Presented by Melanie Lewis

*Full Member

Northern Territory Major Events

Northern Territory Major Events Company (NTMEC) is a dynamic organization that delivers and supports significant events across the Territory. Owned by the Northern Territory Government NTMEC has the responsibility of identifying, attracting and facilitating significant community entertainment, sporting and cultural events.

Contact: Victoria Scott

Email: victoria.scott@nt.gov.au

*Associate Member

E-Print

Fast Promotional Printing for your Business or Venue. Top Quality. In House. On Time. On Budget.

EPRINT has been providing the Territory with outstanding printing and design services for the past 18 years. We're a small team of Darwin locals with a combined

knowledge of over 40 years in the signage and graphic design industries. Operating as a small business allows us to offer personalized service where we work closely with our clients to provide them with unique solutions that suit their individual needs. Speed and efficiency is our strong suit. Need an urgent run of flyers or last minute signage for your event? Tight deadlines are what we excel at. We can meet them and still remain competitive on price plus we don't apply surcharges for faster turnarounds and we also offer free delivery. Same day cards or brochures, posters, pullup banners, banners or signage. We have the highest standards in terms of quality with a range of new printing machines. As a team with backgrounds in graphic design we have the knowledge and skills to ensure every design (supplied by client or designed in house) is not only printed at its best but also with it's intended use in mind. Providing best economy solutions is what we do, we are always happy to problem solve with clients to come up with solutions that best suit their needs and budget whether that be suggesting standard sizing to keep costs down or offering a custom made product to help them stand out.

Contact: Stan Whiting or Simone Porrovecchio

Email: sales@eprintdarwin.net.au

Katherine Camping & Fishing

Katherine Camping & Fishing is conveniently located on the corner of the Stuart and Victoria highways with ample parking out back for caravans, campers and motorhomes. Katherine Camping and Fishing is your one stop shop for all things camping, fishing and outdoors. With a range of gear, stocking such brands as outdoor connection, Oz Trail, Coleman and Campion. As well as leading fishing brands Daiwa, Shimano, Abu Garaa and Penn. We will surely have all your camping and fishing needs covered. We specialize in hunting and caravanning.

Contact: Matt Bannister

Email: katherinecamping@bigpond.com

*Multi List Member

Darwin International Film Festival

During eleven luscious Top End September nights, Darwin's unique outdoor screen culture comes to life with visiting filmmakers, Premiere gala events, film industry initiatives and live entertainment.

Showcasing over 50 films from all continents, the Darwin International Film Festival celebrates the

best of cinema from all corners of the globe, reflecting the vibrant diversity of the Darwin community. With a focus on South-East Asian cinema, Northern Australia and Indigenous stories, DIFF boasts a unique film program highlighting the incredible talent emerging from the region.

Darwin's unmatched sunsets, friendly possums and eclectic dining scene all contribute to the

laid-back, yet exquisite festival atmosphere you'll experience at DIFF.

Contact: Blandine Ruffo

Email: manager@diff.net.au

*Change of Ownership

Horizontal Falls Seaplane Adventures

Journey Beyond Adventures Pty Ltd has purchased Horizontal Falls Seaplane Adventures. Experience the trip of a lifetime with the multi-award winning Horizontal Falls Seaplane Adventures. Operating for more than 15 years being one of the largest and most experienced Kimberley tour specialists and the only operator based at the falls. This is a great opportunity to discover our wide range of tour options to suit every adventurer with the flexibility of the Broome half day tour, full day options and Derby overnights. Our fleet of seaplanes, helicopters, fast boats and houseboats will provide luxurious comfort and unparalleled opportunities to get up close and personal with the breathtakingly beautiful landscape of the rugged North West of Australia. For a thrilling adventure experience of a lifetime, trust our award-winning service for your ultimate Horizontal Falls and Kimberley seaplane adventure.

Contact: Kirsty Bailey

Email: marketing@horizontalfallsadventures.com.au

Super Deed award

Name	Company	No. of Nominations
Annika Berendes	Katherine Visitor Information Centre	1

Motion: "that the Membership Report be accepted"

Moved: Melanie Lewis Seconded: Rachel Beaumont-Smith CARRIED

8. General Business

8.1 FEASTIVAL - Shelly Haitana

Information overview:

- Late September to October all events or offerings to be held south of Howard Springs turn-off to Douglas Daly Hot Springs and everywhere in between. West to Dundee Beach and east to Lake Bennett, inc Berry Springs, Adelaide river and Batchelor.
- Celebration of food, drink and good time in and around the iconic Litchfield National Park
- EOI from operators for events or tours
- Further information contact Shelly Haitana or Deb Moyle
info@visitlitchfieldnt.com.au

8.2 Kakadu National Park Update - Glen Hingley

- Monday 02March 2pm-4pm at Environmental Office, on Pedersen Rd Darwin Airport. Tourism Industry needs to show strong united support.
- Members to watch for Kakadu National Park updates and raise concerns.
- Future itineraries are at risk due to inconsistent information on opening of Kakadu's iconic sites.
- Warradjan closed for 3 months after and expected closure of 14 days.
- Open letter is being sent to Prime Minister Scott Morrison and other

senior ministers.

- Problems in Kakadu are largely due to funding and limited resources. Kakadu National Park needs better support from Canberra.

8.3 Tourism Top End Advertising & Marketing Opportunity - Glen Hingley

A range of Intra-Territory Marketing Opportunities target is visiting friends and relative, Territorians and visitors already travelling thru the region. Opportunities are available to all members.

- tourismtopend.com.au landing pages
 - Holiday in the Top End this Year
 - BASSINTHEGRASS
 - Tropical Light
- Holiday in the Top End this Year Cooperative Advertising - digital and social
- Holiday in the Top End this Year Cooperative Advertising - Traditional Media.
- Visitor Information Centre Retail Promotions (Darwin and Katherine)
- Social media content.

8.4.1 Tourism NT Resilience Plan - Scott Lovett

Scott presented an up date on the current conditions affecting the tourism market and Tourism NT Resilience package.

- COVID-19
 - Travel Restrictions have been kept in place till end of February. Some exemptions apply.
- Aviation
 - SilkAir reduced services between February - May 2020.
 - Qantas and Jetstar 2.5% decline on domestic services.
 - Jetstar Asia 1% decline in flights across Asia.
 - Donghai all flights suspended up till 10 March 2020.
- Cruise will see regular changes will be seen with visits from the bigger liners thru the dry season.
- Towards 2030 - complimentary tickets available via the Tourism NT website. To be held Darwin 25 March and Alice Springs 278 March. Big line up of guests with the conference expected to be very popular.
- Key to NT
 - Partnership with Caravan Industry Association of Australia.
 - Promote NT holidays via downloadable Google wallet key.
 - 2000 key holders to receive \$50 voucher to be used at TCA and TTE.
 - Offers available 01 April 20 - 31 March 21.
- New Visitor Experience Program - applications 02-31 March 20.
 - Up to \$50k - applicants to provide \$1 for \$1 in funding.
 - 4 months of support to all participants.
 - In addition to Visitor Experience Enhancement Program.

8.4.2 Operator Advertising Opportunities - Rachel Telford

Rachel presented range of Interstate and International advertising opportunities either commission payable or subsidised rates available to all

operators.

- Northern Territory.com - Holiday Here This Year landing page.
- NT Now - packages via Holiday of Australia.
- Australian Travellers.com website, social and digital.
- Trip Advisor - Target Australians with product deals.
- Trip Advisor - Target Global Flash Sale.
- Weekend Australian Magazine - Full page to one-third page advertising.
- Weekend Magazine News Regional - Medium strip advertising.
- NT News Special Editions - 19 April Front page and 16 page special.
- Backpackersdeal.com
- Regional Tourism Organisations - Tourism Top End and Tourism Central Australia.
- International campaigns to be run thru Northern Hemisphere dependent on travel restrictions.

8.5 AGM Reminder

TTE March General Meeting & AGM

Date: MONDAY 30th March

Darwin Convention Centre

\$65 pp

Link to book in the Industry Newsletter

*Board Nomination Forms & Proxy Vote Forms are available at the check in desk.

8.6 No General Business from the floor.

Meeting Closed at 7.25pm

TOURISM TOP END
TREASURER'S REPORT TO THE BOARD
26 March 2020

Trading Report

February 2020

Month End Comparisons	Feb-20 Actual	Feb-20 Budget	Feb-19 Actual
Revenue	\$125,842	\$132,083	\$240,103
Expenditure	\$116,751	\$148,574	\$130,436
Net Result	\$9,091	-\$16,491	\$109,667
Year to Date Comparisons Comparisons	Feb-20 YTD Actual	Feb-20 YTD Budget	Feb-19 YTD Actual
Revenue	\$540,521	\$546,975	\$441,795
Expenditure	\$349,914	\$396,346	\$286,705
Net Result	\$190,607	\$150,629	\$155,090

Comments:

1. Income was marginally down on budget for February reflected.
2. Expenses are under budget due to website development being still underway and Intra-Territory Marketing being placed.
3. All budgeted expenses are now being reviewed
4. The figures indicate that Tourism Top End continues to be in a satisfactory liquid position, and able to meet its commitments as and when they fall due.



General Manager's Report – Reporting on February 2020

At the time of writing this report to members we now know that the foreseeable future for tourism in the Top End being the ability of Territorians to travel within the Top End. Over the last few weeks each time there is an announcement or communication to members, it is almost redundant shortly after.

Nonetheless, Tourism Top End (TTE) is committed to staying in close touch with you all, as colleagues, as members and most importantly as friends. No matter what happens, our solidarity with each other as Territorians is key to our tourism industry's future. TTE is focused on how we can best assist members in the constantly changing environment now while also having an eye to the future.

The impacts are affecting every person, business and community in every part of the Top End. It is having a profound impact on all our members and their families, whom are now suffering from the loss of income and significant levels of anxiety.

Our focus as an Association is to keep as many members supported and viable, seeking ways for members to keep their business intact and where we can assist their staff.

We have sought to reduce the burden on resources and government by combining where-ever possible the various Associations with shared interest in the visitor economy. TTE will continue doing this to lead and assist members, especially in the delivery of sharing of resources and helpful information.

We will stay in close contact with all levels of government and organisations to get through this together.

When the conditions are right, and agreed by our medical experts we as your Association will be there with you to help with all we can in the mammoth task of reigniting our tourism industry and visitor economy.

Marketing Highlights

Social Media February

Metrics	Facebook	Instagram
Followers	+32 = 67,384	+601 = 23,708
Reach	755,551	323,342
Engagement	850,848	338,571

Highlights

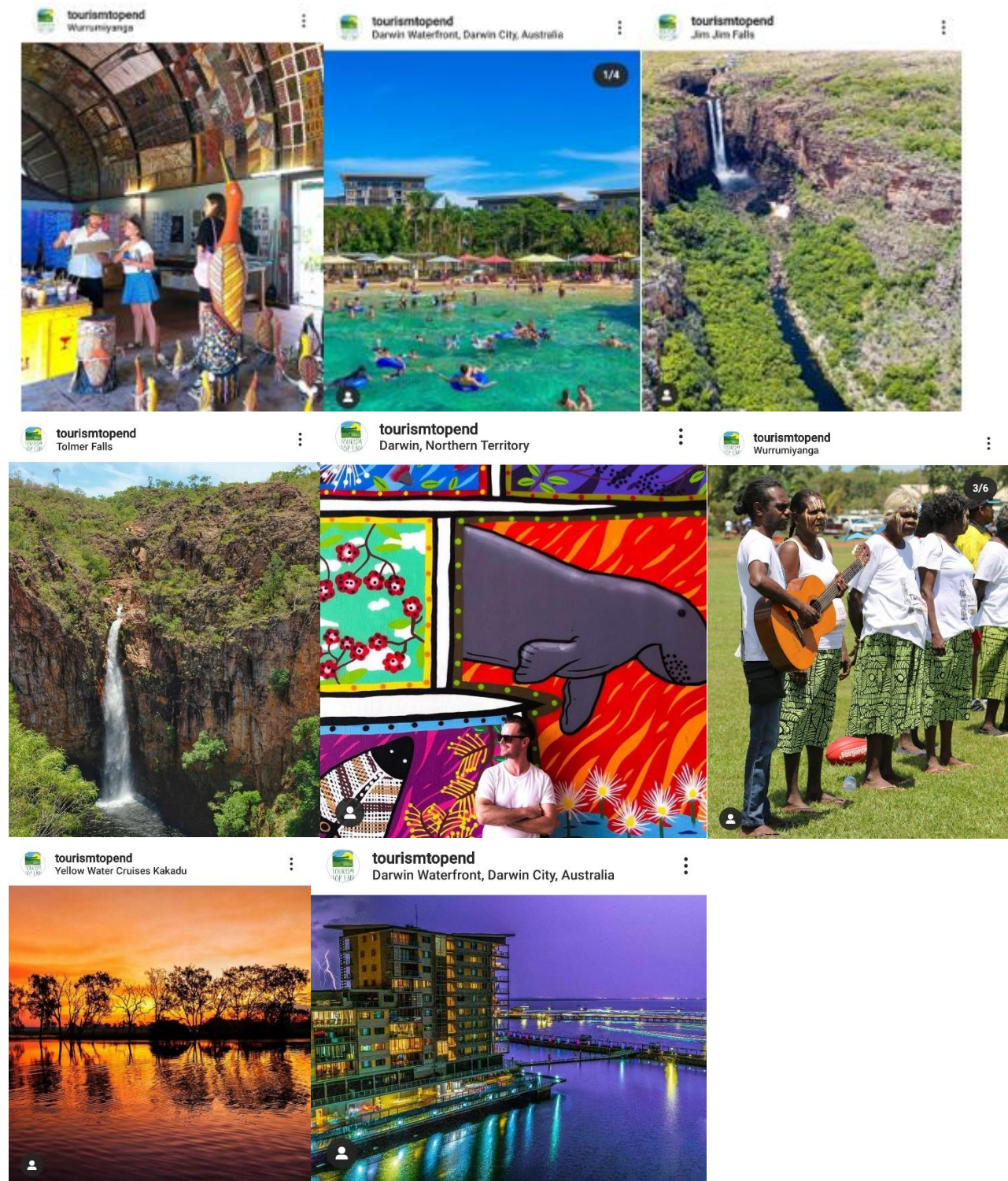
The Peninsula Way road trip was popular this month (using content from an old trip I did for TTE) as was chasing waterfalls in LNP. We posted a call-out to South Australian followers to come and see our team at the Caravan & Camping Show, plus Jetstar continued to offer discounted airfares. Tropical Light was mentioned and TripAdvisor named Darwin in the Top 25 destinations to visit!

Due to a real lack of content being shared across Instagram (like I haven't seen in 5 years) I have been downloading images from Tourism NT's gallery to keep highlighting different regions.



We really need a plan for new and unique content going forward as its an ongoing struggle to find beautiful/colourful imagery that sets us apart from others on social media.

Social Media Highlights





Website statistics – tourismtopend.com.au

	February 2020	February 2019
Bookings		
Tour and attraction bookings	15	13
Accommodation bookings	18	27
Ecommerce conversion rate (users vs bookings)	0.24%	0.23%
Traffic		
Website sessions	13,601	14,888
Website users	10,916	12,079
New visitors %	85%	84%
Returning visitors	15%	16%

Campaigns

BASSINTHEGRASS

Commenced BASSINTHEGRASS digital marketing activity, directing through to a dedicated landing page with member deals and packages.

Holiday Here this year

Launched co-operative intra-territory Holiday in the Top End marketing opportunities in line with Tourism NT Resilience Marketing Plan. Includes free opportunity for members to submit deals to be featured and packaged on key campaign landing pages. For a copy of the opportunities available, contact marketing@tourismtopend.com.au

Events Campaigns

Tropical Light and Million Dollar Fish social media activity continues.

**The above campaigns were put on hold March 2020 due to COVID-19*

Projects

Activation of Campaign and Packages functionality in BookEasy to promote member specials within marketing campaigns.

Events

8 Feb	Welcome to the Top End Expo (Defence), Darwin
12-16 Feb	Lets Go Caravan and Camping Lifestyle Show, Adelaide
20-24 Feb	Victorian Caravan, Camping & Touring Supershow, Melbourne
22-24 Feb	AIME Asia-Pacific Incentives and Meetings Event, Melbourne



Visitor Information Centre Report

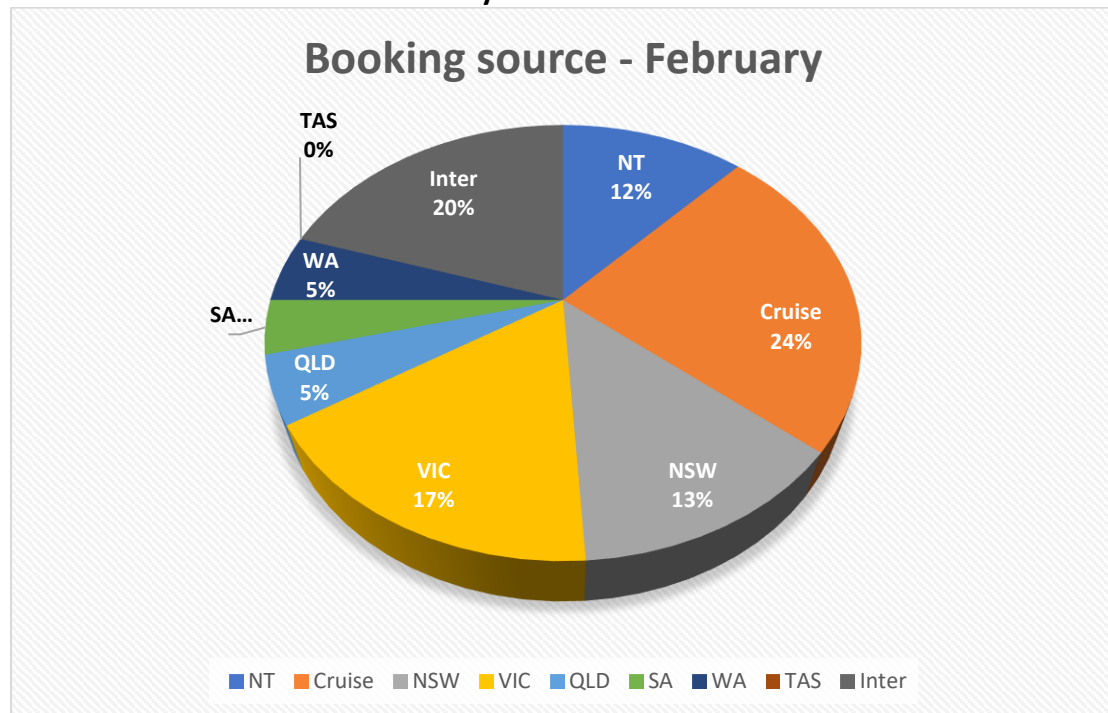
February 2020

- 3rd Cruise Ship: The World
Ship on-board Assist – x1
Training: Book Easy – Retail Console – x2
- 4th Cruise Ship: Seven Seas Navigator
Ship on-board Assist – x1
- 5th Training: Bookeasy Retail Console – x2
- 6th Training: Bookeasy Retail Console – x2
- 8th Cruise Ship: Seven Seas Voyager
- 11th - 16th SA Caravan & Camping Show – x1
- 12th Training: Bookeasy Retail Console – x3
- 13th Product Briefing: AAT Kings – x4
- 14th Training: Crown Forklift – x3
- 17th Cruise Ship: Radiance of the Seas
- 19th - 26th VIC Caravan & Camping Show – x1
- 20th Product Briefing: Aboriginal Investment Group
- 24th Cruise Ship: Queen Mary 2
- 27th CDU Assist – Exchange Student Morning Tea – x1
- 28th Cruise Ship: Viking Sun
- 29th Cruise Ship: Artania

Total for the month:

- Product briefings: 2
- Famils: 0
- Site inspections, events: 5
- Training: 5
- Cruise Ships: 7

Visitor Information Centre Summary



Visitor Centre Activity

Activity Comparison		February 2019	February 2020
Accommodation Bookings	Visitor Centre	32	27
	Online	15	19
Tour & Attraction Bookings	Visitor Centre	229	202
	Online	10	12
Merchandise & Other	Visitor Centre	571	329
	Online		
Total		857	589

VIC Door Count

Door Count	December	January	February
2008	7,325	5,062	4,876
2009	6,948	5,342	6,503
2010	6,346	5,524	6,306
2011	7,350	5,000	6,000
2012	11,558	7,048	15,872
2013	8,307	8,262	10,182
2014	9,173	7,284	9,672
2015	8,460	6,788	6,761
2016	7,000	6,486	10,294
2017	7,984	10,310	13,329
2018	7,721	7,301	8,608
2019	6,235	7,324	7,313
2020		5,234	7,060

TOURISM TOP END GENERAL MEETING NEW MEMBERS SUMMARY



MARCH 2020

***Full Member**

Territory Manor Motel & Caravan Park

The Territory Manor Motel and Caravan Park offers a blend of accommodation from our unique rammed earth motel accommodation and our grassed en-suite powered sites and unlimited unpowered camper trailer sites. We have a fully licensed restaurant on site that is open for breakfast, lunch and dinner and can seat up to 90 people per setting. The park is soon to have a purpose built running and walking track within its green tropical setting making it great for birdwatching.

Contact: Sharleen Vandeleur

Email: territorymanor@bigpond.com.au

Wiyibi Fishing Wilderness Lodge

Self catered accommodation on the doorstep of Australia's most remote and pristine fishing locations. Get ready for the ultimate Fishing Adventure. Facilities at Wiyibi Fishing Wilderness Lodge include 240v Power via Diesel Generator, 2 bedrooms with lights and fans, each bedroom can sleep 4 guests, accommodation for larger groups available, large kitchen with gas stove and oven, spacious outdoor living areas including seating for large groups, built in outdoor fireplace, satellite TV, Flushing toilet and separate shower. The lodge has deep freezers to make plenty of ice, two large double door fridges and VHF radio installed (use channel 81)

Contact: Brett & Eve Travis

Email: wiyibifishing@brettandevent.com

Glamping NT

Glamping NT is Australia's leading provider of luxury camping accommodation and services. Whether you plan on hosting a wedding, festival, corporate retreat, special event or hiring an entire pop-up hotel to cater to 400+ people we are dedicated to providing comfortable, bespoke accommodation matched with outstanding dining experiences and other services to enhance your and your guests experiences. Let us make your next event one to remember or come for a weekend away in our new home in the heart of Litchfield National Park and experience the best the NT has to offer! (Opening date TBC 2021)

Contact: Allan Lodge

Email: nt@flashcamp.com.au

***Partnership Member**

Australian Walking Holidays

Australian Walking Holidays is one of Australia's most experienced adventure operators. Our exclusive itineraries are based on over 40 years in offering unbeatable experiences of Australia's great wilderness destinations in the most appropriate style for that environment. We operate Top End guided walking tours exploring Kakadu National Park staying at our private eco-friendly campsites and full pack treks on the Jatbula Trail. Our small group sizes minimise impact on the environment and maximise experience of the wilderness with our guides being the most experienced in the field.

Contact: Brad Atwal

Email: brad@worldexpeditions.com.au

***Interstate Member**

Faraway Bay

Faraway Bay is a unique exclusive wilderness property in the East Kimberley. Located 280km north west of Kununurra on the coast, Timor Sea. It consists of 8 cabins and lodge, eco friendly built with low impact on the environment and offering guests an experience of back to nature, touring the coast, including the iconic King George Falls, waterfalls, fishing, rock art, bushwalks and birdwatching. Faraway Bay is a fly in / fly out property only (no road access)

Contact: Kathie Reilly

Email: info@farawaybay.com.au

***Change of Ownership**

Ask Darryl in Darwin

We combine our free information service with our private hire car/limousine transfers and sight seeing tours. We have travelled Australia and the world extensively both in a personal and business sense and know the pitfalls first hand. Being a local there are many things known, but rarely published in tourism brochures. The intention is to provide a cheerful, reliable service to take the hassle out of your holiday so you can really enjoy what Darwin has to offer. This is especially useful if you are here for a short time and are confused with the huge array of tourist attractions, restaurants and accommodation on offer.

Contact: Bret Goodman & Mark Dickson

Email: info@askdarryl.com.au

Clickstarter

The local digital marketing agency with a focus on tourism and hospitality. Clickstarter is a web, social media, search engine optimisation and a full service digital marketing agency for Darwin small businesses with a focus on hospitality and tourism. Clickstarter has all the tools and experience to help your business get known, get found and stay known. Featuring northern Australia's only Facebook Community Trainer and Facebook/Instagram Digital Marketing Associate, Shopify Partners, GSuite by Google Cloud and LinkedIn Marketing Partner.

Contact: Jack Cameron

Email: info@clickstarter.com.au

Tour Tub

Darwin's most comprehensive guided city sights tour. Travel on a locally owned and operated tour with guides who love Darwin and want to show you what it has to offer. Half day tours with door to door service, full driver commentary and all entry fees included to Darwin's major attractions.

Contact: Karen Marchant

Email: info@darwintours.com.au

Wallaroo Tours

Litchfield Tour includes private up close Jumping Crocodile Cruise, morning tea, lunch supplied & finishing the day with Prawns & Champagne on Sunset. Join us for a unique tour to Litchfield National Park including a private Jumping Crocodile Cruise. This Small Group Tour is a fun easy going day for all ages. Enjoy the beauty of the Waterfalls and awesome power of the mighty Salt Water Crocodile finishing your day enjoying a spectacular Top End Sunset with Prawns and Champagne

Contact: Karen Marchant

Email: info@darwintours.com.au

Darwin Tours

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