



## FORT DENISON UP FOR TENDER

**SYDNEY'S** historic island venue Fort Denison is up for tender, with the National Parks and Wildlife Service seeking expressions of interest (EOI) from companies able to run its restaurant and cafe.

The 1840s landmark is one of the city's most spectacular event sites, able to host groups in marquees and outdoor spaces with dress-circle views of the Sydney Opera House and Harbour Bridge.

NPWS director Stuart Schramm said he expected interest in the island to be strong given its location.

"The purpose of the EOI is to find a lessee able to provide an exceptional visitor experience



while protecting the heritage and environmental values of this unique site," he said.

"The EOI is a perfect opportunity for an operator to continue to grow and develop the business at this exceptional location, which has national and international heritage significance."

Schramm said cafe, restaurant and function proposals would

be considered, along with alternative ideas or plans to utilise other areas on the island.

The available lease area is about 470m<sup>2</sup> and involves one building, the former barracks, which is divided into several smaller rooms suitable for dining and other uses.

The deadline for expressions of interest is 07 Jun.

For details [CLICK HERE](#).

## Ray Martin for MEA breakie

**BROADCASTER** Ray Martin, will host the inaugural Meetings and Events Australia (MEA) Leadership Breakfast on 02 May.

The respected journalist will talk with Tourism Australia managing director John O'Sullivan and Tourism & Transport Forum chief executive officer Margy Osmond about how Australia is performing and how it can attract more business events.

MEA ceo Robyn Johnson said other speakers would discuss how Australia could compete internationally.

The breakfast will be held at the Hyatt Regency Sydney, with tickets costing \$65.

To register [CLICK HERE](#).



### Today's issue of BEN

*Business Events News* today has three pages of news.

## Regional Vic Showcase

**BUSINESS** Events Victoria will highlight the state's regional assets next month when it holds its 2017 Regional Victoria Showcase.

Event organisers are invited to join the 25 May event at the Plaza Ballroom.

"The annual flagship event, now running its third edition, is going from strength to strength," said BEV exec officer Chris Porter.

"The Showcase has grown 60%... and 25% of exhibitors are new," he said.

To register [CLICK HERE](#).

**A PRAGUE** museum has taken the trend for rooftop spaces to new heights, introducing a new reading room in the form of a giant wooden airship.

Designed by Czech architects Hut Architektury, the "Gulliver Airship" straddles two buildings at the DOX Centre for Contemporary Art.



The 42m-long space will be used for events including workshops, public talks and poetry discussions.

## Pier One offers perks for events

**PIER** One Sydney Harbour has released a package for functions, providing free extras for the event and perks for the organiser.

The waterfront hotel, part of the Marriott Autograph Collection, caters for events of up to 440 people and is offering free options including a barista coffee cart, cocktails and canapes, a dining upgrade, an AV discount or team building exercises.

Event organisers can choose their own bonus from options including a dinner, cocktails, retail discounts and reward points.



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## BEA WANTS CHINA

**TOURISM** Australia held a Business Events Australia (BEA) Greater China Showcase, in Chengdu over yesterday and today, with the aim of capitalising on the strong demand for Australia by large-scale Chinese incentive groups.

A total of 38 Australian business events products and destinations will meet with over 70 Chinese incentive agencies and corporate buyers during the showcase, which is designed to deliver event opportunities for the industry.

“Demand for Australia from

China’s incentive market is strong, with a significant number of visits by major Chinese direct selling firms heading here over the next 24 months,” said Tourism Australia md John O’Sullivan.

He said the Business Events Australia Greater China Showcase was an opportunity to keep the country top of mind with key incentive agents and cooperate buyers in China.

China is Australia’s most valuable inbound visitor market, with the potential to be worth \$13 billion by 2020.

## Aloft Perth’s new event space

**THE** new Aloft Perth, is accepting bookings for its meeting and function rooms from 26 May onwards.

With panoramic views across the Swan River, the event space features a sky-high ballroom and open-air terrace function space.

Meetings can take place in 924m<sup>2</sup> of meeting rooms known as ‘Tactics’, which can be used for small-scale events to large conferences.

The main ballroom has a capacity for 300 people for conferences, social events and weddings.

Aloft Perth general manager Stephen Morahan said the conference and event facilities were designed to capture the beauty of their surroundings with the open-air terrace.

“Our conference, meetings and events offering will be one of the best in Perth because of the diverse spaces,” he said.

Aloft Perth is located 15 minutes from the airport and five kilometres from the Perth central business district.



## Aus Event Awards launched

**CATEGORIES** and criteria for the Australia Event Awards have been released, two weeks ahead of the opening for entries for the accolades on 03 May.

There will be 10 Best Event categories and 10 Best Achievement categories open for entry in 2017, in addition to the Headline Awards, the 2017 State or Territory Award and the Lifetime Achievement Award.

Entries for the awards will be open from 03 May until 17 Jul, with the ceremony taking place at The Events Centre in Caloundra on the Sunshine Coast on 17 Sep.

**MEANWHILE** ticketing platform Local Tickets has come on-board as a Partner of the Australian Event Awards.

To view the awards night program, **CLICK HERE**.



# Destination NSW

## Manager, Regional Conferencing

- Ongoing, Full Time
- Sydney CBD – The Rocks
- Total Remuneration Package (\$144,268 – \$178,850)

### About the Organisation

Destination NSW is a Public Service Executive Agency with responsibility for developing and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

For more information about Destination NSW please visit our website at [www.destinationnsw.com.au](http://www.destinationnsw.com.au)

### About The Role

The Manager, Regional Conferencing will lead the implementation of Destination NSW’s strategy to promote regional conferencing, improve service capability and support Destination Networks in the promotion of the viability and attraction of conferencing in regional NSW, to drive growth in the visitor economy. You will manage the Regional Conferencing team, providing strategic direction as well as day to day operational oversight to drive achievement of Unit objectives.

### Applying for the Role:

Applicants should respond to the following two targeted questions in a covering letter [maximum two pages] as well as supplying an updated copy of their resume [maximum five pages] with relevant skills and experience and identifying how these relate to the capabilities of the role.

1. Please provide details of your experience in developing regional conferencing strategies for a particular organisation or customer, and how these strategies have driven growth for a specific operational area.
2. Managing priorities and implementing action plans are a particular focus for this role, especially throughout geographically dispersed locations. Please provide an example of how you have managed conflicting priorities and project plans, within a similar environment and/or industry and highlight the difficulties in meeting these expectations.

Part of the assessment process may include additional online capability testing, skills testing or work samples in accordance with the new Government Sector Employment Act 2013; therefore you may be contacted to participate.

**Closing date:** 26 April 2017 at 11:59pm

**Enquiries:** Ross Pearson on (02) 9931 1111 or [info@dnsw.com.au](mailto:info@dnsw.com.au)

Applications must be lodged electronically via the I Work For NSW website, reference 00005801. Applications submitted via email will not be accepted.





See what's new in Melbourne conference and meeting venues in the April issue of *travelBulletin*.

**CLICK HERE** to read

**travelBulletin**



## PUSH FOR LIVE EVENTS

**THE** Exhibition and Event Association of Australasia (EAAA) will be pitching the strengths of live events in achieving marketing results at Jun's Mumbrella360 conference to held at Hilton Sydney.

EAAA is targeting the marketing community - and in particular those who influence marketing spend - with a special masterclass which will "unpack" the power of business events and how new technology applications can help to track the customer and results.

The masterclass event

comes as part of a partnership with Mumbrella which was formalised last month.

EAAA chief executive Joyce DiMascio said the session, 'How to build profitable customer relationships with events', would focus on the essential role exhibitions, events and the latest event technologies played in deepening customer engagement.

Julia Erben, event director at Reed Exhibitions and Phil Silverstone, gm, Australia and New Zealand at Eventbrite, will join DiMascio for the event.

### Record btTB conference

**A RECORD** attendance is expected at the first btTB Conference held in tandem with the Global Business Travel Association.

The event will be held at Royal Randwick, Sydney, on 02-03 May.

Organisers say delegate numbers are on track to exceed any previous event in btTB's 17-year history.

The event will provide travel buyers and suppliers with a platform to come together, share knowledge and build valuable relationships.

Nigel Wardropper, md of btTB/PASA said the event would explore numerous ways to extract greater value from travel programs.

Registration remains open, **CLICK HERE** for more details.

### Q Station new offering

**SYDNEY'S** historic former quarantine facility Q Station has designed a series of new activities for conferences and events.

New team-building options including taking on the role of a quarantined passenger or quarantine staff and moving to key locations to search for clues and unravel a mystery.

Q Station has also partnered with Shared Path to provide Aboriginal perspectives for conferences and events at the venue.

Aboriginal offerings include a Welcome to Country ceremony for the start of a conference and a smoke dance ceremony.

Prices start at \$726 for a two-hour Aboriginal tour for a group of 12 people.

### Stamford adds wine and cheese

**STAMFORD** Hotel and Resorts is offering free South Australian wine education sessions with any event booked at Stamford Plaza Adelaide or Stamford Grand Adelaide.

The package includes an hour of South Australian wines and cheeses following the conclusion of a meeting or conference. Events held before 31 Aug are eligible for this offer.

### Partner Up

The low down on tech in the events world



### 4 great benefits of holding an offsite meeting

**CONSIDERING** going offsite for your next business meeting? An offsite meeting is where you bring your team together in a different location to your usual office to hold a meeting, coordinate a strategy day, or deliver training.

Here are 4 great benefits of holding an offsite meeting:

#### Your team will be focussed

Being offsite means your team won't be as easily distracted as they may be in their usual work surroundings. This will lead to improved productivity and better meeting outcomes.

#### Your team will network and bond

An offsite meeting should include time for 'team building' - which could be as simple as a nice break with catered lunches, or a little more involved such as morning yoga to start the day. Giving your team a chance to chat and loosen up will allow them to relax and engage in the

day's activities.

#### Your meeting can be tech-savvy

Holding your offsite meeting at a venue that offers state of the art audiovisual (AV) technology means that you can get creative and leverage this in your meeting. From live streaming through to enhanced projection capability, creative audiovisual can grab your team's attention and hold it.

#### You encourage creativity

Whether you are holding your meeting for brainstorming, forward planning, or strategy, chances are being in a new environment will inspire creativity in your team, and encourage new ideas in a way that can't be replicated in-house.

Talk to us today to plan your next offsite meeting at one of our fantastic venues.

**Jarum Rolfe** is the partner at RACV Royal Pines Resort with AVPartners, which creates integrated event experiences through combining state of the art audiovisual technology, unrivalled expertise and a highly-tailored approach. [www.avpartners.com](http://www.avpartners.com)



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