TOURISM EXPORT COUNCIL OF NEW ZEALAND MEMBERSHIP BENEFITS

INBOUND TOUR OPERATOR BENEFITS AT A GLANCE

	New ITO Member	New ALLIED Member
Financial Year 2022-2023	**$2,400+GST**	**$735+GST**
Department of Conservation (DOC) guiding concession agreement	✓	
Qualmark Inbound Tour Operator assessment fees included	✓	
Full TIA membership included	✓	
Tourism Export Council e-newsletters	✓	✓
Tourism Export Council membership database access	✓	✓
Listing and promotion on www.tourismexportcouncil.org.nz	✓	✓
Business tools and resource access	✓	✓
Health and Safety: free access to supplier database (Tourism Trade Checklist)	✓	
Health and Safety: to input company information into a centralised online portal for ITOs (Tourism Trade Checklist)		✓
Voting Rights on Tourism Export Council matters	✓	✓
Nomination and voting rights for bi-annual Tourism Export Council Board of Director elections	✓	✓
Nominate and vote in the annual Tourism Export Council Operator of the Year awards	✓	✓
Educational webinars held regularly on topics of interest	✓	✓
TECNZ annual tourism conference attendance	✓	✓
Annual Xmas symposium attendance	✓	✓
ITO member forums attendance	✓	
YoungTEC membership available	✓	✓
NEW in May 2022: Governance and operational policy templates	✓	✓

HISTORY OF TOURISM EXPORT COUNCIL OF NEW ZEALAND

The Tourism Export Council of New Zealand, previously known as the Inbound Tour Operators Council (ITOC) celebrated its 50 years of marketing and bringing international visitors to NZ in 2021. To learn more about our organisation, feel free to read the special 50th Anniversary Publication released last year. https://mcusercontent.com/01dafc6f16e9f46b7a378a70d/files/fe2383d8-b829-31c6-8334-bd53284a9e73/FINAL_50th_publication_2Aug21_digital.pdf

WHO IS AN INBOUND TOUR OPERATOR MEMBER?

An Inbound Tour Operator (ITO) is a member who meets the Membership Criteria of the Tourism Export Council of New Zealand and has full voting rights. They must:

- Be registered in New Zealand and package two or more products and services on behalf of principal suppliers in New Zealand.
- Successfully meet the Qualmark accreditation criteria for Endorsed Inbound Tour Operators

WHO IS AN ALLIED MEMBER SUPPLIER?

An Allied member is a supplier of products and services (accommodation, activities/attractions and transport business) to Inbound Tour Operator members who meet the membership criteria of the Tourism Export Council and has full voting rights.

Both member types must abide by the Tourism Export Council Code of Ethics and Practice, and Constitution and Rules.

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WHY INVEST IN TOURISM EXPORT COUNCIL OF NEW ZEALAND MEMBERSHIP?

INBOUND MEMBERS

An Association that understands International Tourism

Full Member Inbound Tour Operators (ITOs) are the core membership of TECNZ – our aim is to deliver and service commercial relationships between companies across the travel distribution chain and we are committed to enabling our members to enhance their business performance. We are the only association that focuses entirely on the inbound (international) tourism sector.

Industry Influence and Advocacy

TECNZ is your voice to the industry and government at the highest levels. We actively listen to your feedback and recommendations, ensuring your views on critical issues that impact on your business development are heard. We work closely with Tourism New Zealand, the Tourism Industry Association and other major tourism associations so that the industry is unified and well-focused.

We advocate on behalf of our members when regulatory barriers and compliance costs impinge on business competitiveness. The Tourism Export Council has an agreement for ITOs with DOC for a New Zealand wide concession. Please note, the new 10-year concession from 1 April 2022 – 31 March 2031 is still under review. We have asked for the fees to remain the same. We will advise the confirmed fee as soon as possible.

Your TECNZ annual membership subscription includes your TIA annual membership fee making you a member of both organisations. It also provides significant savings on the Department of Conservation 'guiding' concession fees.

TECNZ AGREEMENT VS STANDARD

TECNZ AGREEMENT AND BENEFITS	STANDARD CONCESSIONAIRE
Free 10-year processing fee New Zealand wide (subject to SCh.4)	10-year processing fee cost $7500 covering 11 conservancies
$0.20 person per day payable from 01 April 2014 (for 2013 year)	$1.00 per person per day payable from day of concession approved
No additional H &S costs as per Qualmark endorsement	Safety plan and annual audit costs paid to an external auditor
Annual administration fee $50	Annual administration fee $200-$1000
Preference in processing additional concessions *Fees excl GST	As time and staffing allow

Quality Standards
TECNZ is all about upholding quality standards and each Full Member inbound tour operator has confirmed their commitment to our shared mission, TECNZ Code of Ethics and Practice and our common pledge. This includes a commitment by all full members to become Qualmark endorsed inbound tour operators.

*Your TECNZ annual membership subscription includes your **Qualmark** annual licence fee as well as free access to a centralised online Health and Safety supplier database that will improve your efficiency tin operations.*

TOURISM EXPORT COUNCIL OF NEW ZEALAND MEMBERSHIP BENEFITS

Health and Safety and Compliance

In 2020 TECNZ introduced the Tourism Trade Checklist (TTC) for members as an online portal for Allied members to store all their company's information. It's a one-stop shop for suppliers to load up all their business information including product/experience updates. Part of the ITO membership allows you free access to the portal to view supplier information. You are welcome to share access with your offshore travel partners if this is helpful. https://www.tourismtradechecklist.co.nz/ . Examples of information on the Checklist.

- Business compliance
- Health and Safety Plan
- Insurance compliance
- Operating compliance
- Liability acceptance
- Cancellation conditions
- COVID Readiness

Governance and Operational Policy Documents

In May 2022, the Board will release as set of governance and operational policy documents for members to use as a template to review their current documents and/or customize for their own business. The policies are currently under review with our legal advisors Anthony Harper.

Business Networking Opportunities and Education

Your attendance TECNZ's annual Tourism Conference and Xmas Symposium is designed to build long term commercial relationships between inbound and allied members, maximise business growth opportunities and exchange ideas with industry colleagues. Inbound member forums are also held 2-3 times each year to discuss issues that are of specific interest to inbound tour operators.

Marketing

TECNZ and its members are investigating and investing in new visitor markets and updating our partners on emerging trends. A comprehensive website that is easy to navigate allows for information searches and promotion of members and their own business updates. If Inbound Tour Operators wish to work with Tourism New Zealand in promoting New Zealand off shore to recruit potential clients, then they must be Qualmark endorsed.

Your TECNZ annual membership subscription includes a free business listing on the TECNZ website and opportunities to provide member updates.

Communication

TECNZ communicates with its members through regular e-newsletters and emails.

Your TECNZ annual membership subscription ensures you receive free regular fortnightly TECNZ e-newsletters affecting direct inbound member only issues, updates and surveys that canvass all TECNZ related issues.

Young Tourism Export Council (YTEC)

Membership to the Young Tourism Export Council will provide networking, mentoring and professional development opportunities for young people 18-36 years or newbies working in the tourism industry. Visit www.tourismexportcouncil.org.nz/ytec for more information.