



Key News Update

September 2019

A Message from the CEO, Dean Long.

With only two months left of 2019, many of us increase the level of intensity to ensure we finish off the year as strongly as we can. This newsletter provides just a sample of what we have been doing and we will be keeping up the pace as we see out the year to ensure your voice is heard. We held events on the Gold Coast, Sydney, Melbourne, Hobart and next week we are attending the Golden Chain conference in Canberra and the feedback about the activities of the association has been really positive. We have also delivered a submission to government at a rate of one a week across the issues, of unregulated letting, building rating programs and health regulations and continue to be the trusted voice for those seeking to understand what our sector needs and how to support them.



This month we welcomed on board our newest corporate partner, Bunnings meaning members are now able to access advice, services and even better prices beyond Bunnings lowest price guarantee. As we strengthen our corporate partner offering to ensure they directly benefit our members, this partnership will deliver workshops in Bunnings stores in regional and city locations and access on products which previously were not available to our sector. Stay tuned, we will have more to announce on the leadup to Christmas.

Delivering cost reducing partnerships such as the one with Bunnings and advocating for government action to level the playing field on unregulated letting is especially important as we see the economic softness economist and the RBA have been forecasting coming to effect. That is why we have actively supported the Government's implementation of the Black Economy Taskforce findings which has provided the Australian Tax Office the powers to force platforms such as AirBnB to handover their data of those people not declaring their true income. As I have said, since taking over the role of CEO of the Accommodation Association, we will only win this battle by taking practical and sensible solutions to government around Taxation, planning and enforcement through a transparent registration model. These measures will start to create the level playing field we need to compete on service and price for our customers.

It is important while we congratulate the government for this action that as a sector, we continue to apply the pressure by reminding them that the job is not done. If you haven't already I would recommend you look at the analysis we have undertaken of the International and National visitor surveys factsheets (please refer below) which show that unregulated accommodation grew at an average annual rate of 22.3% and our sector only grew at 5.9% for domestic visitors. We will be tracking this each quarter and speaking directly to the political leaders about what this means in terms of jobs and our ability to invest in our products and services to continue to position Australia as one of the most desirable destinations in the world.

As a sector I would urge you to see your local state or federal Member of Parliament and take the time to tell them the impact that unregulated is having on your ability to employ people. This will be a team effort and together we need to ensure our politicians understand the important role our sector has in the community and as an economic powerhouse.

Until next month.

Policy

[Expansion of the Work and Holiday Maker Visa Program](#)

[Review of the skilled migration occupation lists commenced 4 September 2019](#)

From 2 September, the number of places available to Vietnamese citizens will increase from 200 to 1,500, meaning more people who can holiday, study and work here. Vietnamese Work and Holiday visa holders can undertake work in approved industries in certain occupations in regional Australia to become eligible for a second and third Work and Holiday visa.

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[Victorian Regional Review Consultation Process finalised](#)

The Regional Tourism Review in Victoria was announced in March 2019 by Minister for Tourism, Sport and Major Events Martin Pakula and Minister for Regional Development Jaclyn Symes to explore opportunities to encourage visitor growth in the competitive tourism market.

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[Further input requested on the proposed STRA Regulatory Framework for NSW](#)

Following two government inquiries, on 5 June 2018, the Minister for Planning and the Minister for Better Regulation and Innovation announced a whole-of-government framework for STRA in New South Wales

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The next update to Australia's skilled migration occupation lists is scheduled to be announced in March 2020. The Department of Employment, Skills, Small and Family Business has now commenced its review of the lists and has begun public consultation.

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[WA Parliamentary report on Short Stay Accommodation a good first step](#)

On the 26 September the WA Economics and Industry Standing Committee issued its [final report](#) into short term rental accommodation. The report clearly recognises and highlights the regulatory imbalance the currently exists between short term accommodation and short- term rental accommodation

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[Revitalisation of Sydney's Night-Time Economy](#)

The NSW Parliament Joint Select Committee Inquiry into Sydney's night-time economy was convened on the 29 May 2019. The Association provided a [submission](#) to the inquiry and was represented at the Hearings.

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Expanded Air Services Arrangements between Japan-Australia

In September, the Federal Government announced an expanded air services agreement with Japan, which have the capacity to triple the airline frequency between Australia and Japan.

The expanded arrangements allow for an additional two new return frequencies per day for Australian airlines and two for Japanese airlines. This will complement the 67 services between the two countries. The new flights will take effect from 29 March 2020. By 2026 to 2027, Australia estimates to welcome an estimated 626,000 Japanese tourists who will contribute AUD3.7 billion (USD2.5 billion) to the Australian economy. Please [click here](#) for a copy of our media release.

Expanded Air Services Arrangements between Nepal-Australia

Deputy Prime Minister and Minister for Infrastructure, Transport and Regional Development, Michael McCormack has announced new air services arrangements between Australia and Nepal.

Nepal is one of Australia's largest passenger markets within non-stop range that doesn't have a direct flight. Under these new arrangements, Australian airlines will be able to operate up to seven services a week to Kathmandu and another 28 services a week to all other airports in Nepal.

Nepalese airlines will be afforded similar opportunities, with potential to fly up to seven services a week to Sydney, Melbourne, Brisbane and Perth, along with an unlimited number of services to all regional airports in Australia.

China Eastern Airlines to launch seasonal trial between Shanghai and Perth in 2020

The WA Government has announced a new trial of direct flights between Shanghai and Perth with China Eastern Airlines over the peak Chinese New Year season.



Starting on January 15, 2020, the trial is a result of a partnership between the State Government, through Tourism WA, Perth Airport and Tourism Australia. China Eastern will operate three flights each week over five weeks on Airbus A330s, until Monday February 17 offering 3,480 seats from Shanghai to Perth

Planning progresses for third cruise terminal in Sydney

The NSW Government has announced the commencement of a market engagement process to inform the next stage of delivering more capacity for Sydney's growing cruise industry. In a statement the government advised that the 'potential terminal at Port Botany would address the capacity constraints we're seeing at the Overseas Passenger Terminal'.



The project will consider and assess options for an additional terminal at Yarra Bay or Molineux Point near Port Botany, following the Commonwealth Government ruling out Garden Island as an option.

The Accommodation Association welcomed the announcement in our [media release](#).

Research

TRA releases National Visitor Survey

Tourism Research Australia has [released](#) the results of the domestic travel survey for the period to year ending June 2019.

Domestic overnight travel continues to perform well with spend reaching \$77.5 billion. The number of domestic overnight trips grew to 109 million, with visitors spending a total of 400 million nights in the Australian market.

There was a 7.6% growth overall in domestic visitor nights into hotels, motels and serviced apartments (HMSA) in Capital City markets. ACT showed the greatest growth at 16.4%, followed by Hobart (15.7%) and Sydney (13.4%). Darwin was the only capital city market with a decline of 6.7% in domestic visitor nights.

[Please click here](#) for a copy of the Accommodation Association's summary analysis of the impact on the accommodation sector.

TRA releases International Visitor Survey

Tourism Research Australia has [released](#) the results of their International Visitor Survey (IVS) for the year ending June 2019 showed that Visitors, Visitor Nights and Expenditure demonstrated growth overall, however on a market by market basis we are seeing some concerning trends. Table 1 in the report shows that there were declines in visitor nights from two of our largest markets – New Zealand (-0.9%) and United Kingdom (2.4%).

In terms of performance of the Capital City Accommodation Market, Perth, Adelaide, Hobart and Darwin showed significant declines in visitor nights across all accommodation, with Hobart showing the biggest decline of 22.9%. Adelaide showed the largest decline for Hotels, Motels, Serviced Apartments (HMSA) and Resorts (-21%) followed by Hobart (-14.3%) and Brisbane (-10.2%) on a year on year analysis. The only markets which showed growth for HMSA were Perth (11.7%) and Melbourne (6.5%).

[Please click here](#) for a copy of the Association's summary analysis of the impact on the

HAVE YOUR SAY: NSW Tourism Industry Sentiment Survey

Businesses in the NSW visitor economy are being encouraged to have their say by participating in a new industry sentiment survey. The survey is part of the NSW Government's Visitor Economy Index (VEX) - an initiative of the *Visitor Economy Industry Action Plan 2030* (VEIAP), which provides insights into the overall performance of the State's visitor economy. The survey will allow participants to provide feedback on the NSW Government's efforts to boost the visitor economy, as well as industry hiring, skills and investment plans. The survey will be online until 18 October 2019 at:

<https://surveys.tkwresearch.com.au/SE/1/TMMTR206> [Online/](#)

Industrial Relations Helpline

With the recent media reports of alleged noncompliance of Australia's Industrial relations it is a good time to ensure you're employing your staff correctly.

Given the complexity of Industrial Awards conditions we know how hard it can be to keep up and that is why we have all the information you need to ensure you stay compliant.

Importantly the Association has not been alerted to any alleged cases of members not complying, but did you know that as part of your membership we have dedicated Industrial relations support service.

We have information on our website on the changes that came into effect on 1 July 2019 as well as employment templates to help you manage your staff effectively and it is available whenever you need it.

We also have a dedicated Senior Workplace Relations team lead by Noel Teskey available during normal business hours for members to speak to and he can also provide higher level support during disputes.

Noel has been helping Accommodation our members since 2006 and is one of the best in the business.

If you have any questions please give us a call or send us an email mail@aaoa.com.au



The Accommodation Association of Australia have teamed up with Olive Learning, a global provider of digital learning and compliance solutions, to offer member access to essential training on The Australian Privacy Act and GDPR Awareness for Australian businesses.

[Click Here](#) for more information or Register now at olivelearning.com.au/aaoa/
For a limited time, get 20% off when you use the code 'AAA19' at the checkout

AAoA Members - Restart a Heart October Awareness Offer



Act NOW! Take advantage of the [AAoA member benefit offer](#) during the Restart a Heart October Awareness Month Offer and save \$900 on your Defibrillator Package purchase by [submitting your details](#) to receive your discount code.

Round up of Events



Canberra & ACT Accommodation Market Update
Hotel Realm, Canberra

A big thank you to Hotel Realm | Doma Hotels for hosting our event and our speakers Dean Long (AAoA), Tom Chappel (STR), Avril Carter (ReviewPro), Karen Wales (Colliers International) & Matthew Terpstra (Austrade) for sharing your thoughts & knowledge.



Breakfast with Chris Mills
Mantra Legends, Gold Coast

A fantastic morning at Mantra Legends on the Gold Coast with Queensland Airports Limited CEO Chris Mills. Our members received an update on the expansion plans for the Airport and the importance of investment by government in infrastructure such as light and heavy rail.



Future Melbourne Forum
William Angliss Institute, Melbourne

The Accommodation Association of Australia held a fantastic event with over 100 members and industry leaders discussing the future of transport with Clem Newton-Brown OAM, Food and Wine with Natalie O'Brien AM and market performance with Damien Little at the William Angliss Institute. We also heard from our CEO Dean Long on the work of the association in fighting for government action to regulate those operating unregulated accommodation.

Upcoming Event Schedule

Upcoming Events

- Hobart & TAS Accommodation Market Update - **16th October 2019 at RACV Hotel TAS**
- Gold Coast Christmas Drinks - **28th November 2019 at Hyde Paradiso, Peppers Soul Hotel**
- Brisbane General Manager's Briefing - **3rd December - Venue TBC**

New AAoA Members

On behalf of the AAoA Board and team, we would like to welcome our newest members:

- Holiday Inn Potts Point, NSW
- Sofitel Darling Harbour, NSW
- Mercure Sydney, NSW
- Mercure Canberra, ACT
- Novotel Newcastle Beach, NSW
- Ibis King Street Wharf, NSW
- Rydges Newcastle, NSW
- Four Points by Sheraton, NSW
- Crowne Plaza Hunter Valley, NSW

For more information on any of the above events, please visit our events calendar at www.aaoa.com.au or contact events@aaoa.com.au

- Ibis World Square Sydney, NSW
- The Victoria Hotel, NSW
- Fairmont Resort Blue Mountains, NSW
- Hilton Gold Coast, QLD
- Rydges World Square, NSW
- Rydges Sydney Central, NSW
- Best Western Parkside Motor Inn, NSW
- Meriton Suites Sussex Street, NSW
- Wine Country Tourist Park, NSW
- Comfort Inn Julie-Anna, VIC
- Intercontinental Sanctuary Cove Resort, QLD
- The Ashton Townhouse & Motel Suite, NSW

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