

09. VISITOR INFORMATION SERVICES

CATEGORY QUESTIONS

2025 AWARDS

DESCRIPTOR

This category recognises the consistent delivery of high quality and face to face information services to the visitor. This category is open to Visitor Information Centres/Tourist Offices, Local Tourist Associations and Regional Tourism Organisations.

WORD COUNT

Word Count: Minimum of 4000 words, maximum of 7500 words

SCORE SUMMARY

Submission Score 75 points

Digital Review Score 20 points

Consumer Review 5 points

Site Visit 20 points

TOTAL 120 points

SUBMISSION SCORE BREAKDOWN

SECTION 1. OVERVIEW OF BUSINESS	5 POINTS
Question 1.1	(5 points)

• Statement of Achievement (0 points)

SECTION 2. VISITOR INFORMATION SERVICING 20 POINTS

Question 2.1 (10 points)Question 2.2 (10 points)

SECTION 3. EXCELLENCE IN MARKETING 20 POINTS

Question 3.1 (5 points)
Question 3.2 (5 points)
Question 3.3 (10 points)

SECTION 4. EXCELLENCE IN CUSTOMER SERVICE 15 POINTS

Question 4.1 (10 points)Question 4.2 (5 points)

SECTION 5. EXCELLENCE IN SUSTAINABLE & RESPONSIBLE BUSINESS 15 POINTS

Responsible Tourism and Sustainability Achievements. (5 points)
 Question 5.1 (10 points)

SECTION 6. FINAL REMARKS

Final Remarks

SUMMARY OF QUESTIONS

SECTION 1. OVERVIEW OF BUSINESS

Question 1.1 A. Provide an overview of the business.

B. Provide visual evidence to support your answer.

Statement of Achievement

SECTION 2. VISITOR INFORMATION SERVICING

Question 2.1. A. What initiatives does the visitor information service have in place that contributes to enhancing the visitor experience for its region.

B. Provide visual evidence to support your answer.

Question 2.2 A. What improvements have been made to the visitor information services during the qualifying period?

B. Provide visual evidence to support your answer.

SECTION 3. EXCELLENCE IN MARKETING

Question 3.1. A. Provide an overview of the business's target markets.

B. Provide visual evidence to support your answer.

Question 3.2. A. Identify how the Visitor Information Services aligns its marketing strategies with local, regional or state destination/marketing plans?

B. Provide visual evidence to support your answer.

Question 3.3. A. Provide 3-5 examples of marketing strategies the business implemented during the qualifying period, along with their outcomes.

B. Provide visual evidence to support your answer.

SECTION 4. EXCELLENCE IN CUSTOMER SERVICE

Question 4.1. A. What initiatives has the business put in place during the qualifying period to deliver excellent customer service throughout the visitor journey

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B. Provide visual evidence to support your answer.

Question 4.2. A. How has the business made improvements to be more inclusive throughout the qualifying period?

B. Provide visual evidence to support your answer.

SECTION 5. EXCELLENCE IN SUSTAINABLE & RESPONSIBLE BUSINESS

Responsible Tourism and Sustainability Achievements.

Question 5.1. A. What efforts have been made in the qualifying period towards responsible and sustainable business practices?

B. Provide visual evidence to support your answer.

SECTION 6. FINAL REMARKS

Final Remarks

RESPONSE GUIDE

SECTION 1. OVERVIEW OF BUSINESS	5 POINTS
Question 1.1	
Question 1.1.A Provide an overview of the business.	
(text box response)	

Response Guidance

Provide a clear and concise description of the business and the product/service/visitor experience it provides.

Include the vision and the values of the business to help set the scene for later questions.

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Assume the judge has no prior knowledge of the business so take them on a journey of how and when it began, where the business is located or where the services are provided, who works in the business etc.

Highlight the business's points of difference and what makes it stand out from others. Consider the amenities, products, services, or facilities that enhance visitor satisfaction.

Clearly demonstrate your eligibility by aligning with the category criteria to ensure that there is no misunderstanding as to why you have entered this category. The judges (and auditors) need to understand how the business fits into the category; therefore, be sure to include a clear explanation.

The judges may not be familiar with the business - your submission may be judged nationally and could have judges that are not from your state/territory. Therefore, explain everything from the ground up.

Question 1.1.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Response Guidance

This is where you can include images to support your answer in Q1.1. Examples of the type of evidence you can include are:

- Images of staff, services, experiences, buildings, room types etc.
- Map of location of business, route etc.

This is an opportunity to show each of the products or services that are on offer.

Do not include any documents (plans, procedures, policies etc.).

Statement of Achievement 0 points

Automatic Listing of Quality Tourism programs the business has completed/renewed in the qualifying period.

- Quality Tourism Accreditation
- Sustainable Tourism Accredited
- Marine Tourism Accredited
- Camp and Adventure Activity Accredited
- International Ready Accredited
- EcoStar Accredited
- Accessible Tourism Program
- Accessible Tourism Accredited
- Tourism Emissions Reduction Commitment Program (minimum of Level 3)
- Star Ratings
- Online Trade Distribution
- International Trade Distribution

contributes to enhancing the visitor experience for its region.

- Risk Management Tool
- Business Continuity Tool

If any of these programs are completed prior to the end of the qualifying period this will be reflected in your Statement of Achievement.

SECTION 2. VISITOR INFORMATION SERVICING	20 POINTS
Question 2.1.	10 points
Question 2.1.A What initiatives does the visitor information service have in place that	

Provide a short overview of the business approach towards visitor servicing.

EXAMPLE

Initiative 1.:

Outline the specific initiatives that the business has in place that enhances the visitors experience for its region. Keep this response here to one sentence, providing a basic introduction only.

Overview	Provide an overview of the initiative and its contribution to the visitor experience
How does this support a positive visitor journey?	Provide the rationale and research into the initiative.
Collaboration	Outline the collaboration taken to ensure the visitor information service contribution enhances the visitor experience in its region.
Goals	How do you measure the success of these initiatives?
Outcomes	What outcomes have been achieved?

Response Guidance

Provide 3-5 examples.

(?) Overview

The judges are looking for the measures the visitor information service has made to provide a positive visitor experience across the various phases of the visitor journey.

Consider the initiatives undertaken at each step in the visitor journey - dreaming, planning etc. and which have had the most impact.

In your response, specify at what time of the visitor journey the initiative takes place - dreaming, planning, booking, experiencing or post experience stages of the visitor journey.

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Initiatives can include:

(?) Supporting the visitor journey

Provide the judge with a clear understanding why this specific initiative was introduced.

Describe the research undertaken or whether the initiative was developed as a result of other influences e.g. changing technology, feedback etc.

(?) Collaboration

Outline how the visitor information service collaborates with local tourism operators, businesses, and community groups to support and promote the region through this initiative.

(?) Goals

Provide the judge with the specific goals that the business aimed to achieve with the improvement.

(?) Outcomes

What were the measurable results of these initiatives?

Provide measurable results that demonstrate to the judge the outcomes of the initiative, relating back to the visitor experience.

Consider what learnings were made during this process, particularly if intended outcomes were not achieved.

Question 2.1.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment

Provide evidence to support your response. For example:

- An image of the improvement
- A testimonial demonstrating the outcome (NOTE: the main content of the testimonial must appear in the written response)
- Before and after images of works
- An infographic e.g. graph, demonstrating the outcomes.

Question 2.2 10 points

Question 2.2.A What improvements have been made to the visitor information services during the qualifying period?

EXAMPLE

Improvement 1: What specific improvements has the business implemented in its operations and/or the product offering during the qualifying period? Keep this response to one sentence, providing a basic introduction only. Describe the Improvement: Provide further detail on the improvement. Rationale: What were the reasons for implementing this improvement? Specific Goals: What specific goals did the business aim to achieve with this improvement? Outcomes:

Response Guidance

Provide between 3-5 examples.

(?) Improvement

This question is looking for examples specifically within the qualifying period.

Some examples of improvements include;

• Digital Enhancements

- Development of mobile apps with interactive maps, event calendars, and itinerary planners.
- Integration of augmented reality (AR) for exploring attractions virtually.
- Implementation of QR codes for quick access to local guides and brochures.
- Upgraded website with user-friendly navigation, multilingual content, and live chat support.

Improved Accessibility

- Providing information in multiple languages to cater to international visitors.
- Creating resources for visitors with disabilities, such as braille brochures, accessible maps, and sign language videos.
- Offering virtual tours and resources for those unable to visit in person.

• Enhanced Physical Spaces

- Upgrading Visitor Information Centre layouts to make them more engaging, with interactive displays, digital screens and touchscreens.
- Creating themed areas showcasing local products, history, or attractions.
- Adding eco-friendly features like sustainable materials and green energy sources.

• Personalised Experiences

- Offering concierge-style services to create tailored itineraries for visitors.
- Establishing partnerships with local businesses to provide exclusive discounts or packages.

 Creating niche guides (e.g., food trails, adventure tourism, familyfriendly activities).

Focus on Sustainability

- Promoting eco-friendly tourism activities and low-impact travel options.
- Providing reusable maps and guides to reduce paper waste.
- Offering e-bike rentals or partnerships with sustainable transport providers.

Real-Time Updates

- Displaying live information on local events, weather conditions, or transport services.
- Using social media to share last-minute opportunities or urgent updates like road closures.

• Community Integration

- Hosting local artisan markets or cultural events within or near the Visitor Information Centre.
- Featuring rotating exhibits or displays about local history and heritage.
- Providing space for local operators to showcase and sell their services or products.

• Training and Knowledge

- Upskilling staff and volunteers to ensure they are highly knowledgeable about local attractions, events, and history.
- Offering cultural awareness training to better serve diverse audiences.
- Regularly updating staff on changes or additions to local services.

Expanded Distribution

- Establishing satellite information kiosks or pop-up centres in hightraffic areas.
- Partnering with hotels, airports, and transportation hubs to distribute visitor information.

Innovative Engagement

- Hosting workshops, tours, or talks directly from the Visitor Information Centre.
- Integrating gamification, like scavenger hunts or rewards for visiting attractions.
- Encouraging visitor participation in local events and initiatives.

Note, this is not a complete list but does provide some examples for consideration.

(?) Rationale

Provide the judge with a clear understanding why the improvement was made. Explain the decision-making process that drove the visitor information service to implement the improvement.

Consider how these enhance the visitor experience

Some examples on the rationale for the improvement could be:

- Reduce business expenses
- Streamline processes
- Other strategic objectives
- Driven by feedback
- Reaching new markets
- Advancing technologies
- Other strategic objectives

Note, this is not a complete list but does provide some examples for consideration.

Consider how the improvement aligns with the vision or values of the business as identified in Q1.

(?) Specific Goals

Provide the judge with the specific goals that the business aimed to achieve with the improvement.

Some examples of specific goals could be:

- Reduce manual effort by 15%
- Improve workflow efficiency by 30%.

(?) Outcomes

What were the measurable results of these changes?

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Provide measurable results that demonstrate to the judge the outcomes of the improvement.

Consider what learnings were made during this process, particularly if intended outcomes were not achieved.

Question 2.2.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Provide evidence to support your response. For example;

- An image of the improvement
- A testimonial demonstrating the outcome
- Before and after images of works
- An infographic e.g. graph, demonstrating the outcomes.

SECTION 3. EXCELLENCE IN MARKETING	20 POINTS
Question 3.1.	5 points

Question 3.1.A Provide an overview of the visitor information services target markets.

Provide a brief introduction to the Visitor Services target markets and how the business identified its top 2 to 3 markets.

Name of Target Market:

What stage is the target market in for the	(tick box)
business?	
Identify if this is Primary Market, Secondary	
Market, Growth Market or Emerging Market.	
Target market characteristics	
Describe the target market i.e. who are they,	
where are they from, age, behaviours and	
motivations.	
How does the business meet the expectations	
of this target market?	
Demonstrate how you have tailored the	
business to the target market.	
What research have you undertaken to confirm	
this target market is right for the business?	
Describe the research or analysis undertaken to	
determine that this target market and their	
characteristics are suitable to the business.	

Response Guidance

Provide between 2-3 markets.

A **target market** is a specific group of potential customers that a business directs its marketing efforts and products towards.

Identify the various characteristics such as demographics, psychographics, geographic location, and buying behaviour of the selected target market.

Demonstrate how the business tailors its products/service/visitor experience to effectively reach and engage the target market.

(?) Target Market Characteristics

For the target market characteristics, consider the following:

- Geographic Where they are: Where the people live or visit
- **Demographic Who they are:** Their age, family size, income, or lifestyle, such as families, retirees, or holidaymakers.

- Psychographic What they care about: What they enjoy, believe in, or value, like being active, spending time outdoors, or supporting local businesses.
- **Behavioural What they do, how they act**: e.g. like hiring bikes, exploring the area, or looking for fun activities.
- Motivations What drives them, why they do things: e.g. like wanting to have family adventures, stay healthy, or trying something new.

(?) Meeting the expectations of a target market

Demonstrate the business's understanding of the target market's needs, preferences, and behaviours, and how the business has tailored its products, services or experiences to meet these needs.

(?) Research

Outline how the business has determined that this target market is suitable for the business. What research was undertaken, and what was concluded from this research.

3.1.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Provide evidence to support your response. For example:

- An image of the target market
- An infographic e.g. graph, demonstrating the market characteristics

Question 3.2. 5 points

Question 3.2.A Identify how the Visitor Information Services align its marketing strategies with local, regional or state destination/marketing plans?

Provide an overview of how the local, regional or state destination/marketing plans were considered in the development of the Visitor Information Centres marketing strategies.

Response Guide

This question is looking to understand how the Visitor Information services curates and shares the key themes of the destination's marketing activities.

This could be its Indigenous, history, heritage, flora/fauna, food, wine, craft and/or art themes, as some examples.

Therefore, provide the judge with an overview of the destination's key marketing pillars, and then outline what the visitor information services does to support the promotion of these pillars.

3.2.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Provide evidence to support your response. For example:

- Imagery of destination themes
- Infographics demonstrating the alignment made

Question 3.3. 10 points

Question 3.3.A Provide 3-5 examples of marketing strategies the business implemented during the qualifying period, along with their outcomes.

Provide a short overview of the business approach towards developing its marketing strategies.

EXAMPLE

Marketing Strategy 1:		
What was the marketing strategy? E.g. was it a campaign, an exhibition, an		
event, a partnership, or	other marketing initiative?	
Objective:	Provide quantifiable objectives for the strategy.	
Target Market:	As per market/s identified in Q3.1	
Concept:	Provide greater detail of the strategy.	
Rationale and	Describe the research and analysis undertaken to	
Research:	determine that this strategy will achieve the objectives	
	and reach the intended target market.	
Activity/Tactics:	Describe the activities or tactics used in the strategy.	
What were the	E.g. an increase to website traffic by 21% which	
outcomes	generated an increase in online bookings by 30%	

Response Guidance

Provide between 3-5 examples.

It is recommended that you include examples that differ to any of the improvements you have included in Q2.1.

(?) Objectives

Provide details on the business's marketing objective.

Objectives or goals can include, but are not limited to:

- Improve brand awareness
- Increase sales
- Higher number of leads
- Attract new customers
- Improve customer retention
- Increase online engagement

- Expand into new markets
- Optimise ROI
- Highlight new features/experiences

Be sure to provide some quantifiable objectives e.g. increase leads from website by 10%.

(?) Target Market

Be sure to align this to one or more of the markets identified in Q3.1.

(?) Concept

This is where you can provide an overview of the strategy outlining its key highlights.

For example:

- A digital campaign to highlight the unique selling proposition of the business
- A PR campaign to highlight how the business fulfils specific visitor needs
- Improved website content to create an emotional connection with visitors
- Targeted email campaign conveying key business ethics/commitments
 e.g. sustainability or accessibility
- Social campaign demonstrating how the business aligns with target markets values, preferences etc.

(?) Rationale

Why did the business execute this strategy?

And what research was used to support the development of this strategy, e.g. visitor feedback, ticket sales, digital analytics etc.

(?) Activity/Tactics

Describe the activities or tactics used in the strategy

Different channels can include, but are not limited to:

- Digital Advertising
- Emails

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- Events
- Influencer marketing
- Search Engine Optimisation
- Social Media
- Traditional Marketing
- Trade activities

(?) Align with local, regional or state marketing plans

Demonstrate how the activity aligns with local, regional or state marketing plans.

(?) Outcomes

Provide measurable results that demonstrate to the judge the outcome of the strategies.

Consider what learnings were made during this process, particularly if intended outcomes were not achieved.

Be sure these results relate back to your specific objectives.

3.3.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Provide visual evidence demonstrating the marketing activity.

Videos can be included, however do not produce a video for the specific purpose to respond to this question, it must have been produced as part of the activity.

Examples of images/video evidence can include:

- Instagram Reel
- TikTok
- Video segment on TV

• TV Commercial

SECTION 4. EXCELLENCE IN CUSTOMER SERVICE	15 POINTS
Question 4.1.	10 points
Question 4.1.A What initiatives has the business put in place dur	ing the qualifying period
to deliver excellent customer service throughout the visitor journ	ney?

Provide a brief overview of the business's customer service philosophy.

EXAMPLE

Describe the initiative that enhances	
the business customer service:	
At what stage of the visitor journey	(checkbox with multiple choic
does this impact?	option)
(Pre, During, Post, All)	
What influenced the development of	
this initiative?	
What investment has been made in	
this aspect of the visitor experience?	
What outcomes have come from this	
initiative?	

Response Guidance

Provide the top 3 - 5 examples.

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Focus on the initiatives that have specifically related to customer service and provide examples that have not been included in question 2.1.

Ensure that you include activity that is new in the qualifying period.

This could include, but is not limited to:

- Staff training and development
- Customer feedback and post-stay surveys
- Improved booking processes
- Improved service delivery Front of House
- Additional services e.g. bed turn down services

(?) Describe the initiative

Consider the various touchpoints of visitor engagement and how these have been enhanced, specifically for the customer experience.

(?) Stage of the visitor journey

Specify at what point the initiative takes place within the visitor journey – pre, during, post or at all points.

(?) Influence of Initiative

Consider why the business focused on improving this specific customer experience.

This could be, but is not limited to examples such as:

- Customer feedback
- Staff input
- Competitive landscape
- Data/survey insights
- Shift in customer demands or expectations

(?) Investment

Consider all resources put towards the initiative. This could be financial, time investment in staff, technologies, supply chain etc.

(?) Outcomes

Provide examples of what outcomes were achieved as a result of the initiative. For example, increased online ratings by XX%, return visitation etc.

You could include testimonials here to demonstrate an improved visitor experience.

4.1.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Response Guidance

This is where you can include images to support your answer in Q4.1.A Examples of the type of evidence you could include are:

- Staff initiatives
- Customer initiatives in place
- A testimonial demonstrating the outcome (NOTE: the main content of the testimonial must appear in the written response)

Ques	tion 4.2. 5 points		
How has the business made improvements to be more inclusive throughout the qualifying period?			
(text	t box response)		
	Has undertaken or updated an Accessibility Assessment e.g. through the		
	Accessible Tourism Program on the QTF in the qualifying period.		
	Has included an Accessible Guide on the business website.		
	 Please insert website page the guide is available on. 		

Response Guidance

Demonstrate how the business has actively considered, and where able, met the needs of a diverse community. This could include:

- Staff training
- Management and leadership
- Business policy making
- Improved/modified systems/operations/facilities

Demonstrate how the business has analysed its target markets and identified any specific requirements that may need to be considered for these guests.

4.2.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Response Guidance

This is where you can include images to support your answer in Q4.2.A Examples of the type of evidence you can include are:

- Inclusive initiatives in place
- A testimonial demonstrating the outcome (NOTE: the main content of the testimonial must appear in the written response)

SECTION 5. EXCELLENCE IN SUSTAINABLE & RESPONSIBLE BUSINESS PRACTICES 15 POINTS

Responsible Tourism and Sustainability Achievements. 5 points		
	Sustainable Tourism Accreditation.	
	Has undertaken an assessment of its emissions and identified measures	
	to reduce and offset e.g. through the Tourism Emissions Reduction	
	Program.	
	Has undertaken an Accessibility Assessment e.g. through the Accessible	
	Tourism Program on the QTF.	

□ Has included an Accessible Guide on the business website.

Question 5.1. 10 points

Question 5.1.A What efforts have been made in the qualifying period towards responsible and sustainable business practices?

Provide an overview of the business philosophy on responsible and sustainable tourism.

EXAMPLE

	Select the type of activity	(drop down list)
Cultural		
	Provide an example of how the	What were the outcomes? (E.g.
	business supports the engagement	increased employment
	and representation of culture.	opportunities for local indigenous
	(E.g. Aboriginal and Torres Strait	community, greater visitor
	Islander people, heritage, religion.)	satisfaction in authentic
		storytelling.)
Example 1.		
Environme	ntal	
	Provide an example of how the	What were the outcomes? (E.g.
	business minimises its impact on the	the amounts saved/reduced in
	environment.	comparison to the previous year
	(E.g. water conservation, waste	(or multiple years if you have
	management/reduction/recycling,	good records.)
	fuel and energy reduction, carbon	
	reduction/offset, refuse initiatives,	
	noise cancellation, wildlife	
	destruction/interruption measures in	
	place, participation in programs such	
	as the Tourism Emissions Reduction Program.)	

Example 1.		
Social/Com	ımunity	
	Provide an example of how the business contributes to or benefits the local community. (E.g., supporting local businesses, product packaging, charitable donations, sponsorship, engagement with community groups, supporting local talent, school education and involvement, work experience, support of community fundraising.)	What were the outcomes? (E.g. the number of local people employed, the number of groups supported etc.)
Example 1.		
Economic		
	Provide an example of how the business supports the local economy. (E.g., local purchasing, creating job opportunities, promotion of local businesses, support of community funding initiatives, understanding of spend by the business customers to the region/community.)	What were the outcomes? (E.g. 75% of all our expenses were spent in a particular region.)
Example 1.		
Ethical		
	Provide an example of how the business acts ethically throughout its development. (E.g., through animal welfare, restoration, procurement, inclusivity, human slavery etc.)	What were the outcomes? (E.g. The number of online reviews that have improved.)
Example 1.		

Response Guidance

Please provide 2 to 5 examples.

This in an opportunity to offer deeper insight into how the business is achieving excellence in both business operations and tourism.

Try to include examples that have not already been identified in previous answers.

Businesses are encouraged to provide a response across all areas. However, it is essential to focus on the business's strengths to effectively showcase their unique capabilities and achievements.

5.1.B Provide visual evidence to support your answer.

File Name	Description of	Evidence Attachment
	Evidence	
	(up to 10 words)	
		Attachment
		Attachment
		Attachment

Response Guidance

This is where you can include images to support your answer in Q5.1.A Examples of the type of evidence you can include are:

- Images of guest participation in cultural programs
- Visuals of signage, flyers etc. demonstrating cultural contribution
- Images of participation in volunteering activities, community events or other local economic initiatives
- Images of water stations, upcycled materials, zero-waste kitchens and other environmentally friendly initiatives

0 POINTS

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In 100 words or less	s, proviae anv iin	ai remarks as to) wnv the busine	ess snouia d

In 100 words or less, provide any final remarks as to why the business should be considered as a winner in its chosen category.

(text box)			

SECTION 6. FINAL REMARKS

VISITOR INFORMATION SERVICES

Response Guidance

Make this a personal response to close out the submission.