



# Application for 2019/20 WAITOC Membership

WAITOC is the peak representative organisation for the Western Australian Indigenous tourism industry sector promoting authentic Aboriginal experiences at a state, national and international level.



[www.waitoc.com](http://www.waitoc.com)

# About WAITOC

WAITOC's vision is to raise the profile of Aboriginal Tourism at a state, national and international level.

The Western Australian Indigenous Tourism Operator's Council (WAITOC) was established in October 2000 and became an Incorporated Association in May 2002. WAITOC believes that Indigenous Tourism is a very unique industry in that it allows Indigenous people to participate at a real and meaningful level while still maintaining and valuing their cultural heritage.

WAITOC is an autonomous committee comprising representatives from the five tourism regions within Western Australia providing advice and information to all relevant

State Government agencies in Western Australia. The Committee also plays a role in assisting the development of a dynamic Indigenous tourism industry sector in Western Australia by helping existing and emerging Indigenous tourism operators.

The WAITOC Board meets regularly with key stakeholders, both within government and private industry to raise issues by members and develop collaborative and joint venture opportunities for the Aboriginal and Non-Aboriginal tourism industry.

Refer to page 4 for a detailed description of Membership categories.

(ATB - Aboriginal Tourism Business)

| MEMBER BENEFITS  | FULL ATB MEMBER | ASSOCIATE MEMBER   | ATB MEMBER | VALUE OF BENEFITS |
|--|-----------------|--------------------|------------|-------------------|
| <b>CORPORATE</b>   |                 |                    |            |                   |
| ▪ Eligible for election to the Board   | ✓               | ✗                  | ✗          |                   |
| ▪ Full voting rights   | ✓               | ✗                  | ✗          |                   |
| ▪ Lobbying support on industry issues  | ✓               | ✓                  | ✓          |                   |
| ▪ Invitations to all WAITOC functions, seminars and other events   | ✓               | ✓                  | ✓          |                   |
| ▪ Regular newsletter mailing on industry issues and events   | ✓               | ✓                  | ✓          |                   |
| ▪ Opportunity to represent WAITOC on industry committees & advisory groups   | ✓               | ✗                  | ✗          |                   |
| <b>WAITOC WEBSITE</b>  |                 |                    |            |                   |
| ▪ Business listing on website (including individual web page, further information, images and contact details)               | ✓               | ✓                  | ✓          | \$1,000           |
| ▪ Front page feature (rotational)  | ✓               | ✓                  | ✗          | \$500             |
| ▪ Technical support with your WAITOC web page  | ✓               | ✓                  | ✓          | \$400             |
| ▪ Acknowledgement of Associate Membership support  | ✗               | ✓                  | ✗          |                   |
| <b>ADVERTISING</b>   |                 |                    |            |                   |
| ▪ WAITOC promotional & marketing material (ie product manual, map and lists )  | ✓               | ✗                  | ✗          | \$1,500           |
| ▪ Inclusion in printed advertising in newspapers & tourism magazines( eg: Sunday Times and miscellaneous advertising)        | ✓               | ✗                  | ✗          | \$1,200           |
| ▪ Product listing on all WAITOC promotional & marketing material (including further information, images and contact details) | ✓               | ✗                  | ✗          | \$1,100           |
| <b>MARKETING</b>   |                 |                    |            |                   |
| ▪ Promotion of your product to travel trade distribution channels (export ready businesses only)                             | ✓               | ✗                  | ✗          | \$1,200           |
| ▪ Promotion of your product to media/social media channels   | ✓               | ✗                  | ✗          | \$1,500           |
| ▪ Opportunity to host trade/media famils   | ✓               | ✗                  | ✗          | \$300             |
| ▪ Promotion of your product through digital channels   | ✓               | ✗                  | ✗          | \$1,200           |
| <b>NETWORKING</b>  |                 |                    |            |                   |
| ▪ Discounted cost of attendance to all WAITOC functions  | ✓               | ✓                  | ✗          | \$450             |
| ▪ Discounted cost of attendance to the AITC  | ✓               | ✓                  | ✗          | \$150             |
| <b>GENERAL</b>   |                 |                    |            |                   |
| ▪ Membership certificate   | ✓               | ✓                  | ✗          |                   |
| ▪ Use of WAITOC logo   | ✓               | If tourism related | ✗          |                   |
| <b>TOTAL VALUE</b>   |                 |                    |            | <b>\$10,500</b>   |
| <b>MEMBERSHIP COST</b>   |                 |                    |            | <b>\$198</b>      |

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Refer to page 4 for a detailed description of Membership categories.

(ATB - Aboriginal Tourism Business)

- FULL ATB MEMBER \$180 + GST (\$198)  
 ASSOCIATE MEMBER \$150 + GST (\$165)  
 ATB MEMBER FREE

Business Name: \_\_\_\_\_  
ABN: \_\_\_\_\_ ACN: \_\_\_\_\_  
Contact Person: \_\_\_\_\_ Position: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Postal Address: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Mobile: \_\_\_\_\_  
Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_  
Website Address: \_\_\_\_\_

Please tick which category you feel is your core business:

- Accommodation Transport  
 Attractions/Activities Tours  
 Events Retail  
 Restaurants Other

I/we

Owner(s) / Director(s) of

are of Aboriginal and/or Torres Strait Islander descent.

\*Applicable to Aboriginal Tourism businesses only.

I understand that by typing my name below, I am agreeing to the terms and conditions outlined in this application form.

Name

Date

\_\_\_\_\_  
Type your full name to serve as your electronic signature OR print and sign here.



WAITOC  
PO Box 7689, Cloisters Square  
PERTH WA 6850  
Tel: 0419 921 946  
Email: [info@waitoc.com](mailto:info@waitoc.com)

NOTE: A Tax Invoice will be forwarded after WAITOC Board approval.



## WAITOC Membership Categories

**ATB (Aboriginal Tourism Business) Membership** – applies to an Aboriginal person or entity of which at least 50% of its members are Aboriginal persons, currently operating a business within the tourism industry, within Western Australia.

**Associate Membership** – applies to any person, business, government or non-government organisation who does not meet the Aboriginal Tourism Business membership criteria and would like to join and support WAITOC.

### Membership Terms and Conditions

As part of the amended membership process, the application form includes signed confirmation of Aboriginal and/or Torres Strait Islander descent for every Indigenous owner of the business.

Aboriginal Tourism Business members are required to confirm/demonstrate 50% Aboriginal ownership.

At the board's discretion, further confirmation may be required. There are two different types of confirmation that WAITOC recognises: a Confirmation of Aboriginal or Torres Strait Islander descent provided by a recognised institution, or a binding statutory declaration.

#### 1. CONFIRMATION PROVIDED BY A RECOGNISED INSTITUTION

For the purposes of the verification process, a recognised Indigenous organisation means one of the following:

- Aboriginal and/or Torres Strait Islander land and/or sea councils
- Aboriginal and/or Torres Strait Islander medical centres, Aboriginal and/or Torres Strait Islander legal services,
- Aboriginal and/or Torres Strait Islander organisations registered with ORIC
- Aboriginal and/or Torres Strait Islander community justice group.

Other organisations may be accepted by WAITOC as a recognised Indigenous organisation on a case by case basis. Please contact us if you have confirmation from another organisation.

#### 2. STATUTORY DECLARATION

A WAITOC confirmation form was introduced in order to streamline the registration process for Indigenous people who own a business but do not have a traditional confirmation of Aboriginal or Torres Strait Islander descent. By signing the form, the signatory is confirming they are Aboriginal and/or Torres Strait Islander as it is understood by the Aboriginal and Torres Strait Islander Act 2005, which states that in order to be recognised as Indigenous, a person:

- Is of Aboriginal or Torres Strait Islander descent, or both
- Identifies as an Aboriginal person or Torres Strait Islander, or both and Is recognised as such by his or her community.

When you have completed the form, click on File and select Save As (to save the form) or Attach to email (to send as an email).



[www.waitoc.com](http://www.waitoc.com)

## Membership enquiries

For more information on becoming a WAITOC member contact:

**Chief Executive Officer | WAITOC**  
**PO Box 7689, Cloisters Square PERTH WA 6850**

Telephone: 0419 921 946 | Email: [info@waitoc.com](mailto:info@waitoc.com)