



The following consultants are partners of the Tourism Industry Council South Australia (TiCSA), with experience to assist in preparing your award submission.

They can assist you from concept stage through to delivery of final presentation or simply provide a writing, editing and/or graphic service. Their rates vary according to length and content of the project.

Disclaimer: This list is presented as information only. While TiCSA takes care to ensure these consultants are capable, **we don't endorse them or provide any guarantees of performance or results**. TiCSA recommends that you interview prospective awards consultants carefully and thoroughly to ensure you are clear on their experience, track record, qualifications, capabilities, timeframes, costs and what they can provide before engaging any of them.

DECANT DIGITAL

Decant Digital is a specialist wine, tourism & hospitality marketing agency founded in 2010. Based in the beautiful Barossa Valley, each team member of this small team has a background thoroughly entrenched in marketing, communications and design.

Founder – Tania Shirgwin is a tourism marketing strategist specialising in wine tourism and **epicure experience marketing**. **Tania's unique role over the past 12 years has enabled her to follow her passions of travel and her marketing obsessions of consumer-focused web development, search optimisation, strategic planning, and training**. With over 70 customised wine & tourism websites built to date, successful event marketing and new business launch **campaigns, the Decant Digital team's experience ensures businesses continually increase website traffic, direct bookings, and sales via proven marketing tactics**.

Tania has personally written several grant and tourism award submissions and can mentor you through the process or write the entire award application for you.

To discuss your requirements, please contact Tania Shirgwin on 0457 592 736 or email tania@decantdigital.com. More details are available at www.decantdigital.com

GALLARELLO PROPERTY SOLUTIONS

I am privileged by the opportunity to introduce myself to you; my name is Carmine Gallarello and I am an experienced, highly qualified and self-motivated senior management professional.

With a career that spans over 20+ years in a vast array of fields and sectors, I have gained extensive experience in funding major projects, site identification, preparing grant application

and leasing agreements/contracts, master-planning for tourism and other related businesses, and identification of new sites for tourism related business, and finalising long term leases for those sites.

If you require assistance with your Tourism Awards 2021 submission then I can make sure that you are using the correct strategy and ensure that your application is presented in the best possible way to give you the best opportunity to be successful, at the 2021 Tourism Awards.

I am currently strongly involved in site identification, grant application and finalising, and a long-term lease for adventure tourism and accommodation providers in Australia, my exposure to preparing appropriate project management documentation, and including project briefs, procurement plans and project management plans is extensive.

Details: To discuss your requirements, please contact Carmine Gallarello on 0427 939 502 or email gallamav@iinet.net.au.

MARSHA DEARDEN COMMUNICATIONS

In one way or another, MDC has been involved with the SA Tourism Awards for more than 20 years. Principal, Marsha Dearden-Cadd, has been a State, National and Review judge since the mid 90s, and was Chair of the SA Judging Panel for four years.

MDC colleagues are also all experienced submission writers and have judged state, national and international awards in many industries, including advertising/communication, design, wine, public relations, real estate, and hospitality.

We can provide submission preparation, submission reviews, editing and proofreading (if you do nothing else, do this!!!). We take on just one submission per category to guarantee total commitment and no conflicts of interest. More detail about our services and awards track record can be found at www.marshadearden.com.au

Details: To discuss your requirements, contact Marsha on 0418 829 278 or email marsha@marshadearden.com.au

CLEAR VISION CONSULTING

Susan is a progressive Business Advisor with clients at all stages of growth. South Australian based, she offers specialist help in sustainable tourism development, business planning and market analysis.

A born communicator and professional writer Sue helps clients get clarity by identifying underlying issues and creative problem-solving. **She's mentored 100+ entrepreneurs on business fundamentals and helped clients win market share, scale by winning grants, tenders and strategic marketing investment. She's led innovative initiatives such as Desert Guides NT, Industry Walkabouts and statewide stakeholder engagement for Prime Minister & Cabinet, SA**

Department of Environment and Water, Tourism Australia and Indigenous Business Australia. **Susan's daily work is in market analysis and consultation, preparing business cases, building** the capacity, skills and confidence of teams committed to taking risks and experiencing success on their terms.

Details: To discuss your requirements, contact Susan on 0466 090 600 or email suemelee@gmail.com