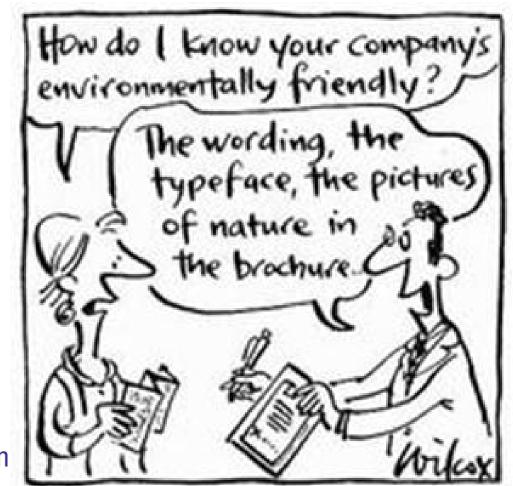
# Responsible destination management Dr Xavier Font





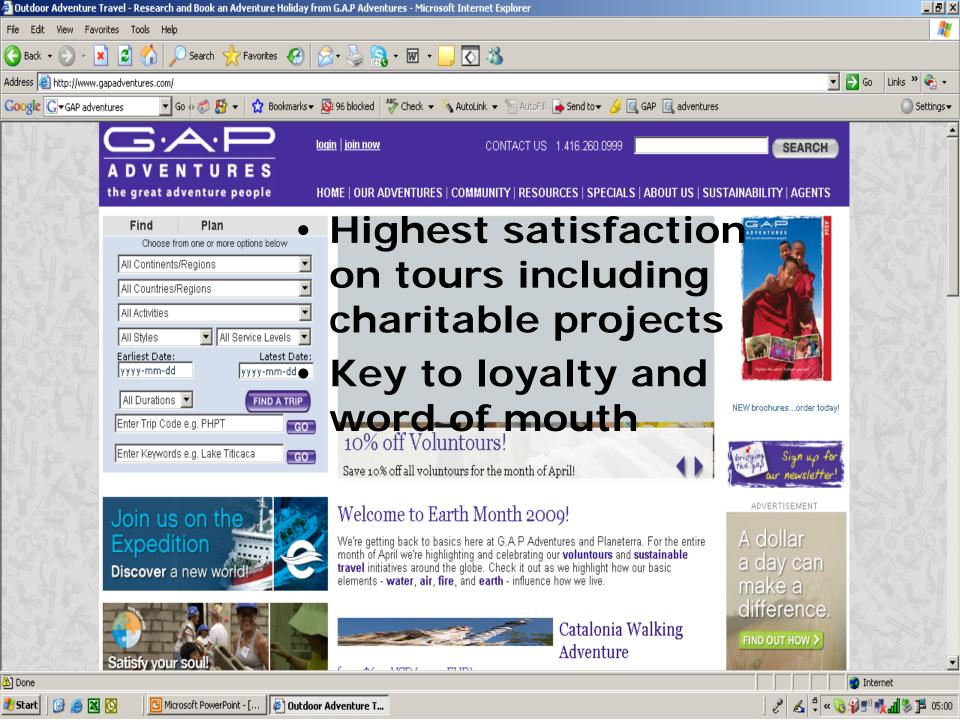
Responsible Tourism

# The argument

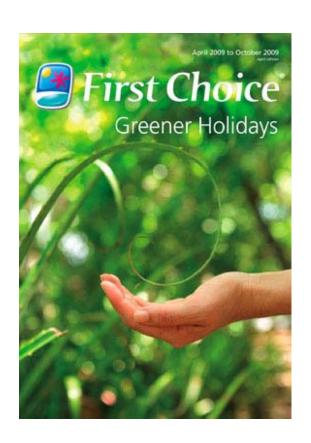
- Public sector is very slow to act and looks for easy solutions- regulation can only solve part of the problem
- Individual companies have already shown leadership- it can be done
- Industry associations must take the lead- we need sector wide standards







# TUI UK and Ireland



- 9% higher customer satisfaction in green hotels
- TUI aims to certify its key 400 hotel suppliers, responsible for 50% of all holiday volume
- All major UK tour operators certifying key hotel suppliers







### A bed is a bed is a bed

- What makes my bed more interesting than yours?
- In crowded markets, profile consumers, speak to your target market.





# It's now a requirement to trade

- Sol Melia (8<sup>th</sup> chain in the world) is certifying all its hotels so they can remain suppliers to large corporations
- Every travel agent needs ISO14001 to be shortlisted in business travel agency tenders in the UK





# The rankings Source: Konsument, March 2011

		CORPORATE	LABOUR ISSUES	SOCIO ECONOMIC	ENVIRONMENTAL	CUSTOMER	TRANSPARENCY	Total (0-100)
1º	ACCOR	В	В	В	Α	В	Α	79
<b>2</b> º	SOL MELIA	C	В	В	В	С	Α	66
3∘	MARRIOTT	C	В	В	В	С	Α	66
4º	CARLSON	C	В	В	В	С	В	65
5º	IHG	C	Α	В	С	D	Α	64
6º	STARWOOD	C	В	С	Α	D	В	64
<b>7</b> º	BARCELO	C	C	С	С	С	Α	52
80	HILTON	C	D	D	C	D	В	41
9º	IBEROSTAR	E	E	D	D	D	В	31
<b>10</b> º	RIU	E	Ε	E	Ε	Ε	Ε	6



# What is an ecolabel, and how many would you like?





den**grønne**nøgle

























































#### **Travelife Awards**

Achieving a Travelife Award isn't easy and requires a good result from the Travelife Audit. This involves a visit from our auditor, who'll look at employment records and energy bills, interview staff, and inspect the property thoroughly to ensure excellent management of energy and water, chemical usage and community relations - to mention a few. There are three levels of award:

#### **Bronze**

Businesses that have policies and procedures in place which actively reduce their environmental impact and treat people in a fair and respectful way.



#### Silver

Going further than the Bronze, these businesses seek ways to provide extra benefit for the local community and environment.



#### Gold

These businesses display a very high commitment to sustainability. They encourage others to get involved, constantly seek new opportunities for improvement, and actively communicate their progress to others.



Not every business in the Travelife Collection has a Travelife Award. Those without an award are working with Travelife towards achieving one.

Where would you like to go? View All Region View All Tour operator View All ▼| Accomodation type -View All

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# Reasons to be responsible

- Revenue growth. Secure loyalty of current customers, increase market share, allow access to new markets.
- Cost saving. Reduce resource use, improve operating efficiency, lower waste output, avoid noncompliance fines.
- Access to capital. Lending risk assessments
- Human capital. Retain and attract skills and talent of employees

- Brand value and reputation. Be less vulnerable to short term market & economy changes
- Improved service. Staff morale, improved services and later, higher customer satisfaction. Safer & healthier facilities.
- Risk management & license to operate.
   Reduce legal liability by managing compliance and preempting relevant legislation
- Pre-empt government regulations. Be seen to be sustainable to be able to influence regulations





# Corporate social responsibility for travel agents and tour operators

- 1. Product design and development
- 2. Internal management
- 3. Supply chain management
- 4. Cooperation
- 5. Marketing

(Source: United Nations Environment Programme, 2005, Integrating sustainability into business)





# **CSR** process

- Audit your products
- Believable yet ambitious policies
- Motivate and engage staff
- Set targets, develop plans
- Allocate resources, operationalise
- Monitor, evaluate





# **Association level activities**

- 1. Internal commitment and identification of responsibilities
- 2. Identifying stakeholders and prioritising targets
- 3. Setting criteria and targets
- 4. Increasing the awareness of UHPA members and their suppliers of sustainability issues
- 5. Provide technical support
- 6. Promoting sustainable members
- Preferential benefits of sustainability approved UHPA members



# Your choices in Croatia

- Niche market
- Press release opportunity
- Guilt outsourcing opportunity

- Business and destination resilience planning opportunity
- Integral part of quality





