



6. CULTURAL TOURISM

CATEGORY QUESTIONS

2025 AWARDS. VERSION 1.0

DESCRIPTOR

This category recognises tourism businesses that foster a greater understanding and appreciation of culture, history, heritage and/or the arts.

WORD COUNT

Word Count: maximum of 5000 words

NOTE: Word count will change to minimum 4,000 words and maximum 7,500 words for NSW Tourism Awards

SCORE SUMMARY

Submission Score 80 points

Digital Review Score 20 points

TOTAL 100 points

SUBMISSION SCORE BREAKDOWN

SECTION 1. OVERVIEW OF BUSINESS	5 POINTS
Question 1.1	(5 points)
Statement of Achievement	(0 points)
SECTION 2. CULTURAL RESPONSIBILITY	30 POINTS
Question 2.1	(15 points)
Question 2.2	(15 points)
SECTION 3. EXCELLENCE IN BUSINESS & PRODUCT DEVELOPMENT	10 POINTS
Question 3.1	(10 points)
SECTION 4. EXCELLENCE IN MARKETING	15 POINTS
Question 4.1	(5 points)
Question 4.2	(10 points)
SECTION 5. EXCELLENCE IN CUSTOMER SERVICE	15 POINTS
Question 5.1	(10 points)
Question 5.2	(5 points)
SECTION 6. EXCELLENCE IN SUSTAINABLE & RESPONSIBLE BUSINESS	5 POINTS
 Responsible Tourism and Sustainability Achievements 	(2 points)
Question 6.1	(3 points)

SECTION 7. FINAL REMARKS

Final Remarks

SUMMARY OF QUESTIONS

SECTION 1. OVERVIEW OF BUSINESS

Question 1.1 A. Provide an overview of the Cultural Tourism business and/or

cultural tourism offering.

B. Provide visual evidence to support your answer.

Statement of Achievement

SECTION 2. CULTURAL RESPONSIBILITY

Question 2.1 A. Provide 1 - 2 examples of how the business connects visitors

with culture.

B. Provide visual evidence to support your answer.

Question 2.2 A. Provide 1 - 2 examples of how the business educates visitors

and local communities to broaden their cultural

understanding or participation.

B. Provide visual evidence to support your answer.

SECTION 3. EXCELLENCE IN BUSINESS & PRODUCT DEVELOPMENT

Question 3.1 A. What improvements have been made to develop business

operations and/or the product offering during the qualifying

period?

B. Provide visual evidence to support your answer.

SECTION 4. EXCELLENCE IN MARKETING

Question 4.1 A. Provide an overview of the business's target market.

B. Provide visual evidence to support your answer.

Question 4.2 A. Provide 1 - 2 examples of marketing strategies the business

implemented during the qualifying period, along with their

outcomes.

B. Provide visual evidence to support your answer.

SECTION 5. EXCELLENCE IN CUSTOMER SERVICE

Question 5.1 A. What initiatives has the business put in place during the

qualifying period to deliver excellent customer service

throughout the visitor journey.

B. Provide visual evidence to support your answer.

Question 5.2 A. How has the business made improvements to be more

inclusive throughout the qualifying period?

B. Provide visual evidence to support your answer.

SECTION 6. EXCELLENCE IN SUSTAINABLE & RESPONSIBLE BUSINESS PRACTICES

Responsible Tourism and Sustainability Achievements

Question 6.1 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 7. FINAL REMARKS

Final Remarks

RESPONSE GUIDE

SECTION 1. OVERVIEW OF BUSINESS	5 POINTS
Question 1.1	15 points
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. Ensure you clarify the cultural tourism offering - culture, history, heritage and/or the arts.

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

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
- 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. CULTURAL RESPONSIBILITY Question 2.1 Question 2.1.A Provide 1-2 examples of how the business connects visitors with culture.

Provide a short overview of the businesses approach to connecting visitors with culture.

EXAMPLE

Name of activity:	
What culture is the activity representing?	
Describe the activity and how it protects or builds awareness of the culture of a place, community or tradition.	
How did the business collaborate with others to ensure the cultural activity provided was an authentic representation of culture?	
What outcomes has the business achieved through this activity in preserving and promoting culture?	

(?) Representing

Provide the judge with a short summary of the cultural representation the activity is connecting visitors to.

For example, but not limited to;

- Heritage
- History
- Local
- Country
- Religious
- Spiritual
- Sports
- Arts, including performing arts

(?) Describe the Activity

Describe the activity with emphasis on how it preserves and/or protects culture, or builds awareness, appreciation or an understanding of culture.

Activity can be initiatives that respect, celebrate, and/or sustain culture.

The enhancement and preservation of culture involves actions to maintain the historical, cultural or artistic significance of the cultural tourism experience. Some examples include, but are not limited to;

- Employing local artisans, performers, cultural guides etc.
- Funding restoration projects for historic buildings, artifacts, or artworks
- Using a portion of profits to restore cultural landmarks, monuments, or ecosystems etc.

The protection of culture involves safeguarding the culture for future generations. Some examples include, but are not limited to;

- Limiting visitor numbers at cultural sites to prevent overcrowding and degradation.
- Advocating for responsible tourism practices, such as leaving no trace
- Creating digital archives, apps, or virtual reality experiences to educate visitors
- Initiatives to protect cultural assets

(?) Authenticity

Consider the role local communities or cultural custodians have had in the design, development and delivery of the cultural tourism experiences. Some examples are:

- Collaborating with cultural custodians, Indigenous groups, or heritage organizations to co-design experiences that authentically represent their culture.
- Employing local artisans, performers, or cultural guides to deliver experiences directly to visitors.
- Creating partnerships with community groups to reinvest a portion of tourism revenue into cultural preservation projects.

(?) Outcomes

Provide measures used to understand how the cultural tourism business preserves and promotes culture and what outcomes the business has achieved.

Some examples could include, but are not limited to:

- Visitor feedback on cultural programs
- Increased participation in community events
- Conservation outcomes

Question 2.1.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 improvement
- A testimonial demonstrating the outcome
- Before and after images of works
- An infographic e.g. graph, demonstrating the outcomes.

Question 2.2. 10 points

Question 2.2.A Provide 1 - 2 examples of how the business educates visitors and local communities to broaden their appreciation or participation in the culture of a place/community/tradition.

Provide a short overview of the business's approach towards visitor education of
the culture of a place/community/tradition.

EXAMPLE

Name of education activity:	
Describe the activity and how it	
educates visitors and connects	
visitors to the culture of the	
place/community/tradition	
What outcomes has the business	
achieved through this activity in	
educating visitors and local	
communities?	

Response Guidance

Specify any guidelines, programs, or tools provided to visitors to enhance cultural understanding, participation or appreciation of culture. This can relate to a place, community or tradition.

(?) Describe the activity

Provide an overview of the activity that provides an educational outcome. Activities can include, but are not limited to;

- Educational materials on premise, in rooms, on vessel etc.
- Exhibits
- Events
- Performances
- Meet and Greet
- Volunteer programs

(?) Outcomes

Provide measures used to understand how the business provides education opportunities on culture and what outcomes the business has achieved.

Some examples could include, but are not limited to:

- Visitor Feedback
- Surveys that ask about post trip activities
- Visitor Engagement Metrics
- Local community feedback

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 education activity
- A testimonial demonstrating the visitors cultural understanding has been broadened
- An infographic e.g. graph, demonstrating the outcomes

SECTION 3. EXCELLENCE IN BUSINESS & PRODUCT DEVELOPMENT 10 POINTS Question 3.1 10 points

Question 3.1.A What improvements have been made to develop business operations and/or the cultural product offering during the qualifying period?

Provide a short overview of the business approach towards developing its business operations and/or product offering.

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 1-2 examples.

The response to this question can include examples relating to:

- Business operations
- Product development

(?) Business Operations

"Business operations" generally refers to the day-to-day activities involved in running a business. This can include but is not limited to managing resources, processes, and people to achieve organisational goals. Some examples of improvements include;

- Operations (inventory management, compliance and safety, risk management, trade distribution etc.)
- Finance (systems, investment, pricing strategy etc.)
- Human resources (training, reward, recognition, professional development, attracting staff etc.)
- Business capability or learning initiatives (e.g. completion of Quality Tourism programs including risk management, online distribution etc.)

(?) Product Development

"Product offering" generally refers to the products, services and experiences a company offers its customers.

Some examples of improvements include;

- Technology (developed a mobile app to improve the experience, introduced AI chatbots to assist in visitor enquiries etc.)
- Product packaging (value added to the experience with other local products/experiences etc.)
- Facilities (upgraded or introduced new facilities e.g. pool, vehicle, tasting room etc.)
- Experiences (upgraded or introduced new experiences e.g. tour, gastronomic tasting session, wine tasting, meet the keeper, spa/wellbeing etc.)

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.

Some examples on the rationale for the improvement could be:

- Business Operations
 - Reduce business expenses
 - o Streamline processes
 - Other strategic objectives
- Product Development
 - Driven by feedback

- o 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 QI.

(?) 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?

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 3.1.B Provide visual evidence to support your answer.

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

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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)

15 POINTS

• Before and after images of works

SECTION 4. EXCELLENCE IN MARKETING

• An infographic e.g. graph, demonstrating the outcomes.

Question 4.1.	5 points
Question 4.1.A Provide an overview of the buthe cultural experience or offering. 5 points	siness's target markets relevant to
Provide a brief introduction to the business's market was identified.	s target markets and how the top

EXAMPLE

ime 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.	
mouvations.	

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.

Provide details of your top target market.

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.

4.1.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 4.2. 10 points

Question 4.2.A Provide 1 - 2 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 s	trategy? 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 Q4.1	
Concept:	Provide greater detail of the strategy.	
Rationale and Research:	Describe the research and analysis undertaken to 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.	
How does this strategy	Detail how the local, regional or state	
align with local, regional	destination/marketing plans were considered in the	
or state	development of the strategy.	
destination/marketing		
plans?		
What were the outcomes	E.g. an increase to website traffic by 21% which generated an increase in online bookings by 30%	

Response Guidance

Provide 1 - 2 examples.

It is recommended that you include examples that differ to any of the improvements you have included in Q3.1.

(?) Objectives

Provide details on the business's marketing objective.

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

- o Improve brand awareness
- o Increase sales
- Higher number of leads
- Attract new customers
- o Improve customer retention
- o 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 Q4.1.

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

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

Demonstrate how the activity aligns with local, regional or state destination/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.

4.2.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.

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Examples of images/video evidence can include:

- Instagram Reel
- TikTok
- Video segment on TV
- TV Commercial

SECTION 5. EXCELLENCE IN CUSTOMER SERVICE		15 POINTS		
Question 5.1.			10 points	

Question 5.1.A What initiatives has the business put in place during the qualifying period to deliver excellent customer service throughout the visitor journey?

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?	

Provide 1 – 2 examples of initiatives.

Focus on the initiatives that have specifically related to customer service and provide examples that have not been included in question 3.1.

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.

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 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)

Question 5.	2.	5 points
Question 5.2.A How has the business made improvements to be more inclusive throughout the qualifying period?		
(text box re	esponse)	
	Has undertaken or updated an Accessibility Asses	sment 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.

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.

5.2.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 Q5.2.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 6. EXCELLENCE IN SUSTAINABLE & RESPONSIBLE BUSINESS PRACTICES 5 POINTS

Responsible Tourism and Sustainability Achievements. 2 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 6.1. 3 points

Question 6.1.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.		
Environm	ental	
	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, fuel	good records.)
	and energy reduction, carbon	
	reduction/offset, refuse initiatives,	

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	noise cancellation, wildlife destruction/interruption measures in place, participation in programs such as the Tourism Emissions Reduction Program.)	
Example 1.		
Social/Co		
	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.		
I	I .	1

Ethical		
	Provide an example of how the	What were the outcomes? (E.g.
	business acts ethically throughout its	The number of online reviews that
	development. (E.g., through animal welfare, restoration, procurement, inclusivity, human slavery etc.)	have improved.)
Example		
1.		

Please provide 1-2 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.

6.1.B Provide visual evidence to support your answer.

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

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

SECTION 7. FINAL REMARKS	0 POINTS
In 100 words or less, provide any final remarks as to w considered as a winner in its chosen category.	hy the business should be
(text box)	

Response Guidance

Make this a personal response to close out the submission.