DAYLESFORD
MACEDON
TOURISM

Industry Briefing

February 19th 2019

Woodend Wine Store

Visitation numbers

Hepburn Fires – how to respond to emergency events

Autumn magazine and upcoming marketing opportunities

Live.Love.Life and the independent review

Our focus for the next 18 months

Websites

Grants

Board changes and new Chair introduction

Forum:

- Content campaign
- May Annual Conference
- Tell us what you think

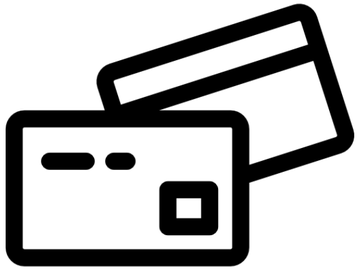
DM Tourism works with partners and stakeholders to:

Increase visitor numbers

+

Increase visitor nights

+



Increase spend per night

=

$857m regional visitor economy spend

DAYLESFORD & MACEDON RANGES

TRAVEL RESULTS

October 2017 to September 2018

and change on October 2016 to September 2017

Due to quality issues with the incoming passenger data, IVS and total travel results for the YE Sep 18 are preliminary.

TOTAL TRAVEL - preliminary		
4.1 million	↑ 12.0%	
3.7 million	↑ 25.9%	
$857 million	↑ 7.0%	

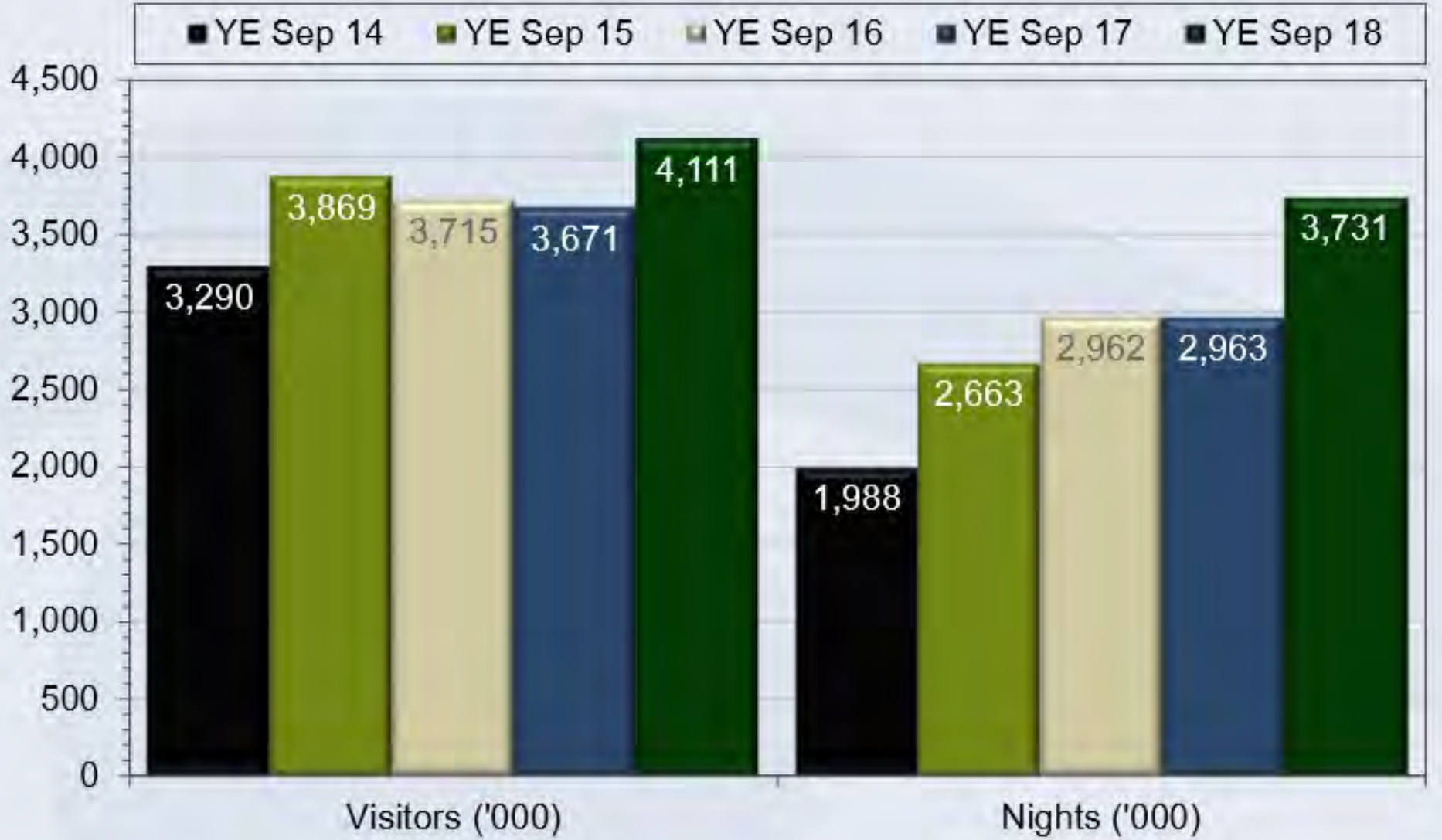
International overnight travel - preliminary		
124.1 thousand	↑ 23.4%	
1.2 million	↑ 44.9%	
$89 million	↑ 2.4%	

Domestic overnight travel		
1.1 million	↑ 19.5%	
2.6 million	↑ 18.9%	
$507 million	↑ 8.4%	

Domestic daytrip travel		
2.9 million	↑ 9.1%	
$261 million	↑ 5.9%	

TOTAL TRAVEL

Daylesford & Macedon Ranges



YE Sep 18

Visitors

4.1 million
+12.0% on YE Sep 17
+25.0% on YE Sep 14

Excl Melbourne Airport
3.7 million
+13.6% on YE Sep 17
+29.9% on YE Sep 14

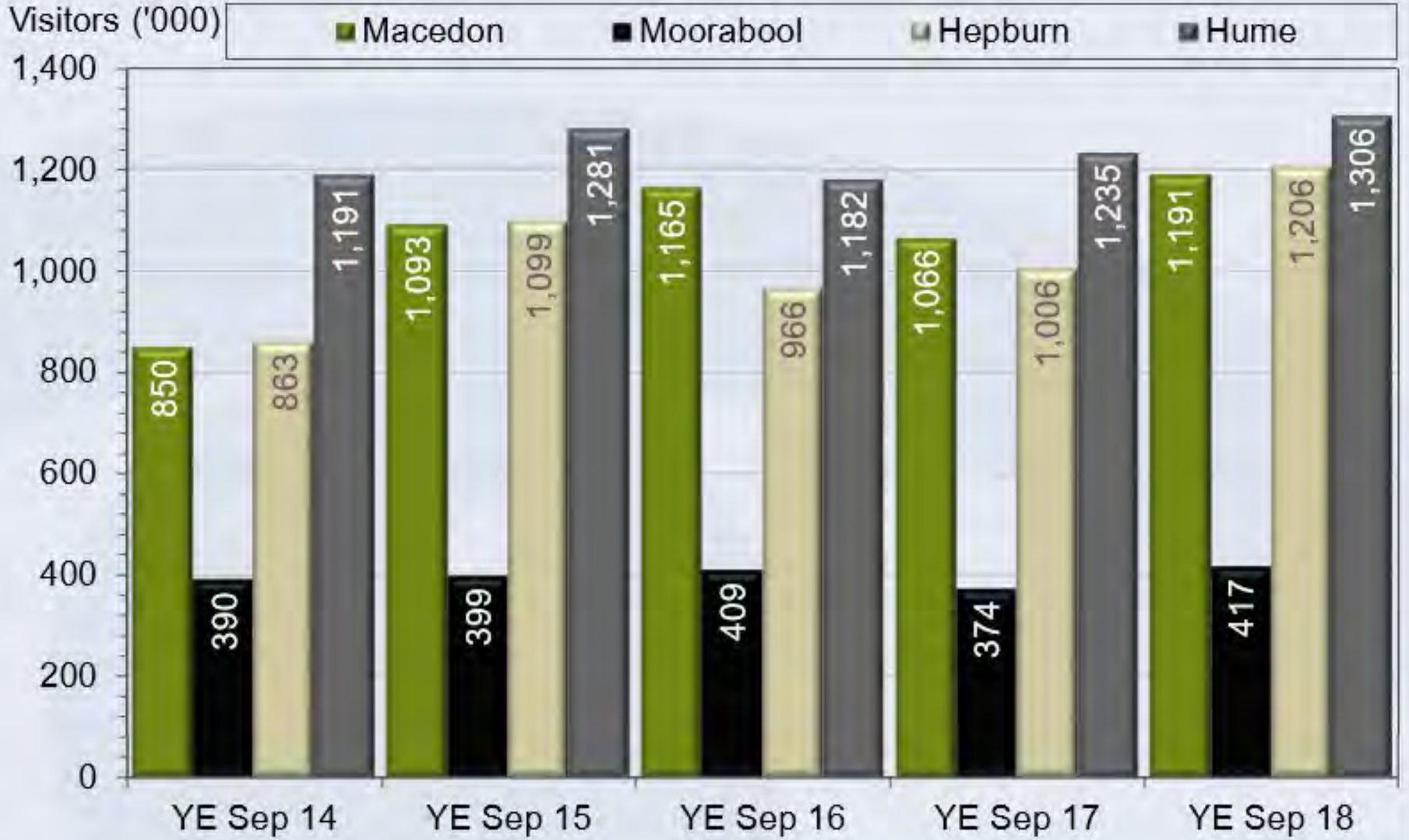
Nights

3.7 million
+25.9% on YE Sep 17
+87.7% on YE Sep 14

Excl Melbourne Airport
3.6 million
+27.5% on YE Sep 17
+95.0% on YE Sep 14

TOTAL VISITORS

sub-regions



YE Sep 18

Macedon

1.2 million visitors
+11.7% on YE Sep 17
+40.1% on YE Sep 14

Moorabool

417 thousand visitors
+11.6% on YE Sep 17
+6.9% on YE Sep 14

Hepburn

1.2 million visitors
+19.9% on YE Sep 17
+39.8% on YE Sep 14

Hume

1.3 million visitors
+5.7% on YE Sep 17
+9.6% on YE Sep 14

Hume excl Melbourne Airport
861 thousand visitors
+9.4% on YE Sep 17

Statistics in isolation are meaningless…

Our region ranked first in the state for the key visitor segments:

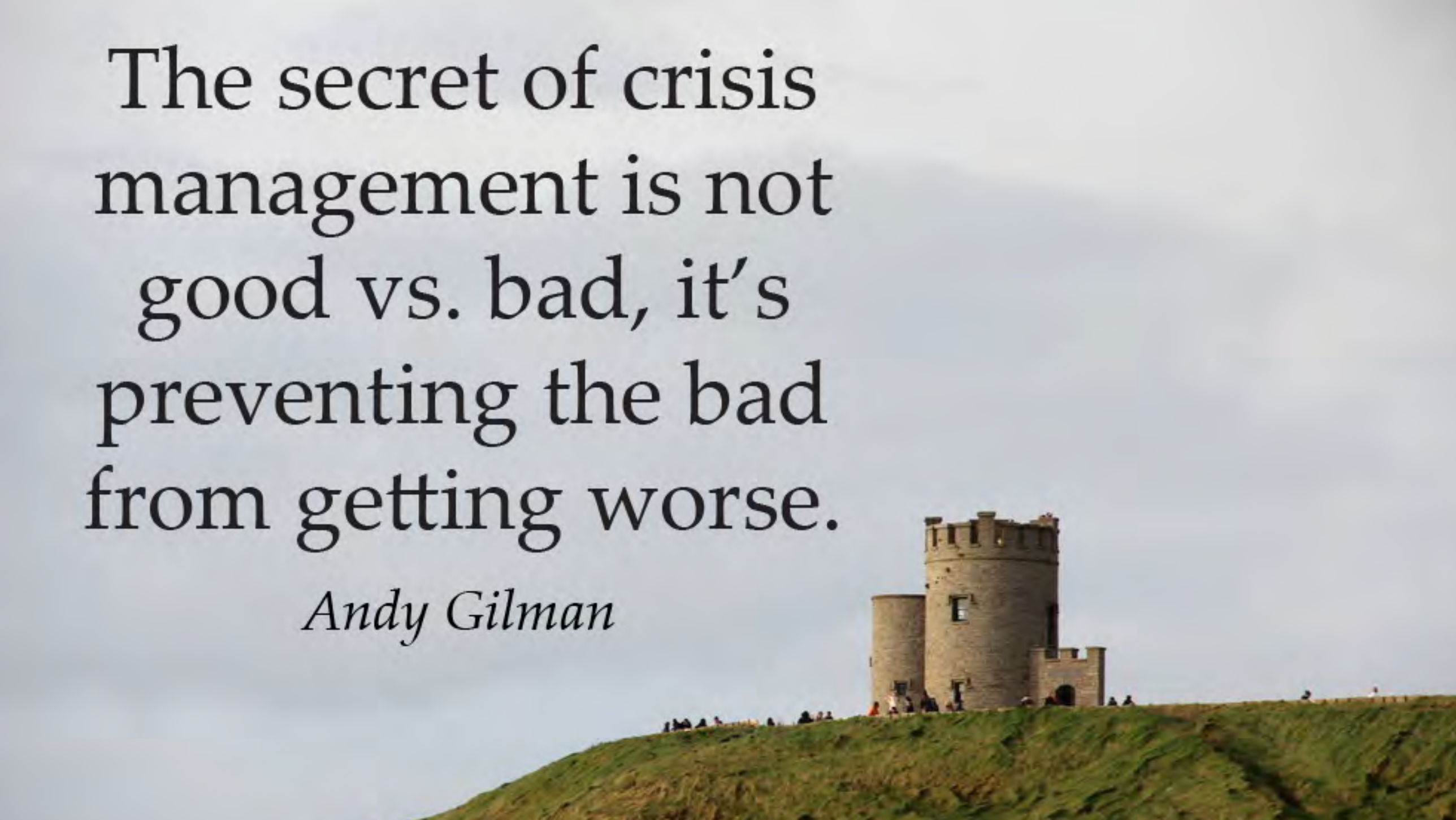
1st in average annual growth in domestic overnight visitation (19% growth)
1st in average annual growth in international overnight travel (23% growth)
1st in average annual growth in international visitation (45% growth)

After a couple of years of strong performance, these numbers were off a good base.

So, demand is good…what about the supply side?

The secret of crisis management is not good vs. bad, it's preventing the bad from getting worse.

Andy Gilman



Minimising the impact on your business when things go pear-shaped …

Stand back from the media feeding frenzy

Assess the situation

- What information is being given by the emergency services/Councils/DMT?
- What facilities in your neighborhood are operating/not operating?
- What is the status of the key access routes?
- What is the condition of the attractions and services in the area?
- Will my clients be disappointed with the current visitor experience?
- What is the tone and scale of the media coverage?

Talking to the Media

- Be factual – don’t speculate
- Be calm, reassuring and positive - avoid dramatic language
- Acknowledge the responsibility to visitors and community
- Acknowledge the importance of visitor welfare (if appropriate)
- Avoid using it as an opportunity to criticise government or other stakeholders

Herald Sun

Your media channel management

- Post a brief, factual statement about the status of the situation.
- Focus on official information sources.
- Avoid use of emotive language
- Don’t post dramatic images.

Remember that a customer who cancels now may be a customer in the future, so part on good terms if you can.

Add us to your ‘white list’ as we have a new email platform

The Big Decision

Decide whether you will encourage clients to come or to postpone their visit.

Protect your bookings

- Get on the front foot. Fewer cancellations and more deposits held.
- Contact all customers who have made bookings for the next few weeks and update them on the situation.

Managing Cancellations

- Have a clear policy
- Know your booking conditions
- Offer credit notes or transfer the booking – protect your cashflow
- Consider a ‘sweetener’ and be honest about why
- Goodwill and flexibility goes a long way – consider the amount of backlash if you choose to have a stricter policy and make an assessment

tourism.vic.gov.au/crisis

Would media training help you?

DAYLESFORD

life

MACEDON

DAYLESFORD MACEDON SEASONAL MAGAZINE

- Autumn edition is out
- Why are we doing this?

AUTUMN 2019

DAYLESFORD Life MACEDON

"TREEIFIC" SPOTS FOR AUTUMN COLOUR

Our top picks for vantage views

ALLA WOLF-TASKER

Leading a revolution for local producers

DAVID HOLMGREN

A Daylesford legend who's changing suburbia

OUR AUTUMN HARVEST

Spuds, meat, hemp and flowers and where to get 'em

A DAYLESFORD MACEDON TOURISM PUBLICATION | DAYLESFORDMACEDONLIFE.COM.AU

FORGING A LOCAL FOOD COMMUNITY

Alla Wolf-Tasker AM
Culinary Director Lake House Daylesford

Driving into our local villages in the Daylesford Macedon region, you're likely to spot honour boxes selling in-season berries, fruit, vegetables, eggs, chestnuts and more. You pop into cafés and general stores stocking local produce, and there's at least one farmers' market operating somewhere in the region each weekend. **Visit dmproduce.com.au/markets for details.**

Alla at Mt Franklin Organics with local farmer and supplier Florian Hoffinger.
Photo: Lisa Cohen

But this is no tourist trap. Daylesford boasts the only fully accredited (guaranteed to be local produce) weekly farmers' market in regional Victoria. We also have many CSA (Community Supported Agriculture) schemes operating here. A local community that knows what it has in its backyard - and creates demand - is critical to making local regenerative farming viable.

Visitors clearly also want a piece of the local food action, so guests staying at **Lake House** are offered a chilly bag in which they can put their food shopping. I'm told that there are sensational dinners being created with our produce in many a leafy Melbourne suburb; no doubt washed down with wines, beer and ciders from our region. Real bread will have come from John Reid's sensational **RedBeard** bakery in Trentham or Daylesford's wonderful Double Fold community bakery.

But perhaps the quickest snapshot of our local bounty is to list what's currently available to us as cooks at **Lake House**. On our menus are vegetables, fruit or berries from: **Adsum Farmhouse, Angelica Organics, Mt Franklin Organics, Morningswood Farm, Daylesford Organics** and our own **Dairy Flat Farm**. All these are just down the road, and all are regeneratively farmed by folk passionate about growing the best produce.

Then there's Sommerlad chickens from nearby **Milking Yard Farm**, beef from **Brooklands Free Range Farm's** British Whites cattle and Black Berkshire pork from the same supplier. Those pigs incidentally are fed whey from **Goldfields Cheeses** and fallen apples from **Daylesford Cidery** in the sort of producer to producer relationship often forged here. I can tell you the resulting meat is oh so very sweet. Our Wagyu is from **Sher** – again just down the road. And **Honest Egg Co Real Eggs** - the best in the world I reckon - are produced by hens belonging to Paul Righetti who runs his great grandfathers farm in nearby Yandoit. Their bird-to-space ratio makes a mockery of most "free range" claims. **The Fermentary** in Daylesford supplies us with delicious kefirs and krauts. In season, our truffles are from nearby **Black Cat Truffles**. **Salt Kitchen** in Ballarat sorts most of our smallgoods requirement – some of it being produced from those delicious **Brooklands** pigs. And there's also **Istra** smallgoods in nearby Musk. Then there's **Jonai Farms** exceptional pork, **Vue du Vulcan** ducks and blueberries from **Trewhella Farm**. Brilliant honey comes from local apiarist **Des O'Toole**. Farther afield is impeccable **McIvor Pork**, delicious meaty ducks from **Milla's Farm** in Mount Macedon and organic cheeses from **Holy Goat**. I've only just scratched the surface...and there's more coming on line every day...

A QUIET REVOLUTION

by Bruce Burton
Milking Yard Farm

Hidden behind the flowering acacias and fragrant eucalypts of the Macedon Ranges, at the end of dusty laneways and just out of sight, there is a quiet revolution taking place that is changing the way meat is grown, processed and sold in Victoria.

A collection of micro-scale farms, too small to support conventional meat production, are dramatically changing almost every aspect of the way meat is produced. The characteristics that glue this eclectic group together are surprising.

Foremost, is their unbridled passion to discard industrial-scale animal factories and maximise animal welfare. Like Jonai Farm or Taranaki Farm, they care for a handful of breeding sows to grow small numbers of pigs that roam the lush pastures and wallow in the red volcanic mud seen throughout the ranges. Or, like Hand to Ground whose famous eggs and spent hens go directly to customers at farmers markets and local stalls. While over at Vue du Volcan Farm, their ducks and veal grace the tables of famous local restaurants. Here at Milking Yard Farm, our award-winning Sommerlad chickens roam our forest and open pastures, free to roam and 'fertilise' wherever they choose.

But the similarities and passions run even deeper. These young, mostly first-generation farmers, have walked away from corporate or academic careers, bringing fresh eyes and overturning the traditional model of producing a single commodity. Instead, they are running multiple enterprises, efficiently 'stacked' alongside each other, and are capturing even more value by on-farm butchery, cooking, curing and smoking. They have created direct relationships with their customers through farmers' markets or Community Supported Agriculture (CSA) subscription schemes that have allowed them to retain the profits that normally end up in the pockets of the large supermarkets.

And rather than putting further pressure on fragile farmlands, these grass farmers plant trees and regenerate soils and the environment in an effort to halt climate change and leave a legacy for their young families.

This quiet band of artisanal agricultural innovators are changing the way we consume meat. Why not visit them next time you are in the area?

GENUINE LOCAL PRODUCE
The DAYLESFORD MEAT Co.
BBQ SEASON
Try our gourmet sausages, pork cutlets, our own farmed beef and lamb from Green Hills Natural perfect for the autumn BBQ.

the DAYLESFORD MEAT Co.
37 VINCENT STREET DAYLESFORD
t: 5348 2094

Why are we doing this?

COFFEE TABLE

Over 70% of people keep catalogues in their homes for over a month and 34% for up to a year.

GOOD VALUE

You can reach the perfect target market cost-effectively – ad space is much cheaper than in the newspaper section and is much less cluttered.

BRAND EQUITY

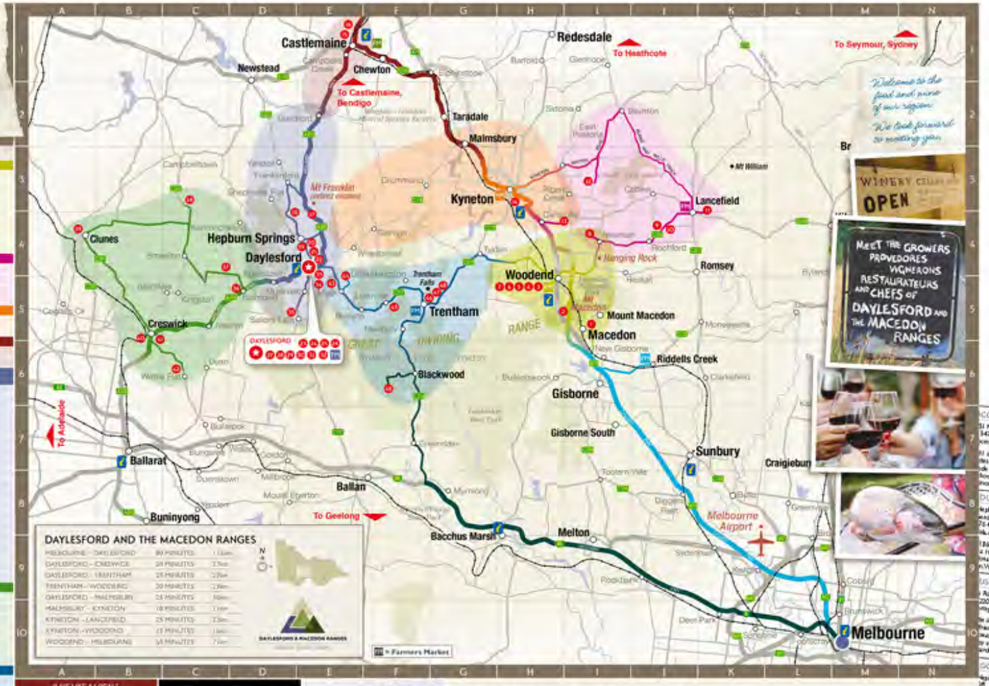
Despite our dive headlong into digital, magazines and paper collateral have a high degree of trust and are a growth area in marketing spend.

Australasian Catalogue Association

A TASTY LITTLE TOURING MAP

Meet the Locals - The winemakers, growers, producers, cooks, restaurateurs and publicans of Daylesford and the Macedon Ranges.

ADD NO.	VILLAGE CLUSTER & ADVERTISER	LOCATION	GRID REF.
	MACEDON, WOODEND, NEWHAM		
1	Ida Red Pizzeria	Macedon	15
2	The Wine Collective	Macedon	H5
3	Holgate Brewhouse	Woodend	H5
4	Super Lekker	Woodend	H5
5	The Woodberry Café	Woodend	H5
6	Woodend Wine Store	Woodend	H5
7	Kizu Izakaya	Woodend	G5
8	Hanging Rock Winery & Hanging Rock Beer	Newham	I4
	LANCEFIELD, EAST PASTORIA, WATTAVIA		
9	Glen Erin at Lancefield	Lancefield	J4
10	Curly Flat Vineyard	Lancefield	J4
11	Cleveland Winery	Lancefield	K3
12	Cloud 9 Farm	Pastoria	I3
	CARLSRUHE, ROMSEY		
13	Paramour Winery	Carlsruhe	H4
14	Dr Abalone Wine Bar	Kyneton	H2
	CASTLEMAINE		
15	Coffee Roots (Dot Kitchenette)	Castlemaine	E1
16	Johnny Baker's Drive In	Castlemaine	E1
	MT FRANKLIN, SHEPHERDS FLAT, HEPBURN SPRINGS, DAYLESFORD, HADDON, HALLS GAP		
17	Chocolate Hill	Mt Franklin	E4
18	Lavandula's La Trattoria	Shepherds Flat	D3
19	The Argus Dining Room	Hepburn Springs	E4
20	The Salty Goat	Hepburn Springs	E4
21	Blue Bead Love	Hepburn Springs	E4
22	Botanicca Resort	Hepburn Springs	E4
23	Cellarbrations @ Tracey's Daylesford	Daylesford	E4
24	Lake House	Daylesford	E4
25	Wombat Hill House	Daylesford	E4
26	Sakura Restaurant	Daylesford	E4
27	Farmers Arms Daylesford	Daylesford	E4
28	Bistro Terroir	Daylesford	E4
29	The Bar @ Hotel Frangos	Daylesford	E4
30	The Daylesford Hotel	Daylesford	E4
31	Daylesford Meat Co.	Daylesford	E4
32	Kookila Daylesford	Daylesford	E4
33	Herbal Lore Liqueurs	Daylesford	E4
34	Terra Australis Distillery	Daylesford	E5
35	Sault Restaurant	Daylesford	D5
	BLAMPIED, EDNEATHON, CLUNES, CRESWICK, HASTINGS FLAT		
36	Swiss Mountain Hotel	Blampied	D5
37	Captain Creek Organic Wines	Blampied	C4
38	Tuki	Smeaton	C3
39	Quigley & Clarke	Clunes	A4
40	Le Péché Gourmand	Creswick	B5
41	The American Creswick	Creswick	B5
42	Black Cat Cottage & Truffles	Woods Flat	C6
	MUSK, IRONVILLE, TRENTHAM, BLACKWOOD		
43	Istra Smallgoods	Musk	E5
44	Daylesford Cider	Musk	E4
45	The Kettle Springs Hotel	Lyonville	F5
46	Redblend Historic Bakery	Trentham	F5
47	The Cosmopolitan Hotel	Trentham	G5
48	Cosmopolitan Cellar & Store	Trentham	G5
49	The Gardens of St Erth	Blackwood	F6



The Daylesford and Macedon Ranges region is known for its excellent and diverse food and wine product. We hope you enjoy touring with this map and discovering many of the region's cellar doors, farm gates, restaurants, cafés, pubs and other food and wine outlets listed on the reverse.

To learn more about us and our members, and read about our food and wine events, visit www.dmproduce.com.au

To become a partner of DMP and Daylesford Macedon Tourism, please contact us at 03 5309 2770 or email info@dmrtourism.com.au

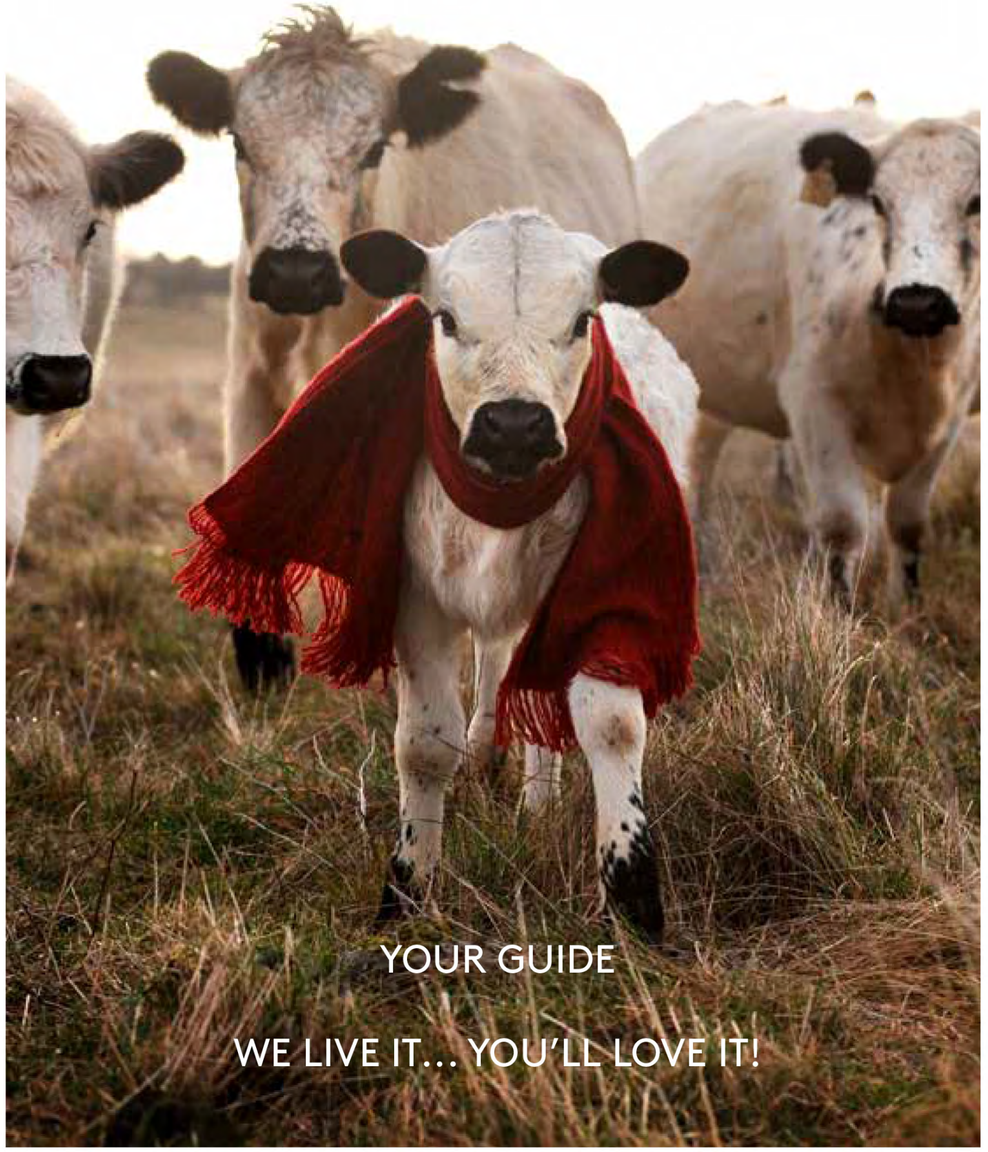
dmpharvest

All information is correct at time of printing and subject to change.

Daylesford Macedon produce

As you travel across the region keep a look out for this sign. You'll find local food and wine being grown, cooked and served by our members.

DAYLESFORD *Life* MACEDON



YOUR GUIDE

WE LIVE IT… YOU'LL LOVE IT!

Live.Love.Life

What went wrong:

- It was a good concept that went beyond its scope and was too big, too soon
- The Board assessed the risk of operating vs scaling back and decided that a scaled-back version was the safest option
- It hurt DMT and hurt our most important stakeholders – our operators

Take ways:

- DMT is not an event manager, we're an event promotor and facilitator
- We prioritised our partners when it came to finances
- Most of the expenses went toward contracted staff (mostly locals)
- Visit Victoria have been fantastic in their support
- We delivered a great weekend, with 1,600 tickets sold
- We are assessing 2019 and want to hear from you

Independent Review – recommendations and response

Improved governance, finance management and reporting, develop in-house finance capacity, stick to core business, create a strategic plan linked to budget, regular reporting to Visit Victoria

- Back to basics approach to running DMT – we are focussing on what we do well
- Remember: DMT has a fantastic and committed team
- Establishment of a Finance & Risk Sub-committee with much improved reporting
- Recruitment of an in-house bookkeeper
- 18 month strategic plan has been drafted

Where necessary, trim expenditure without impacting on core business

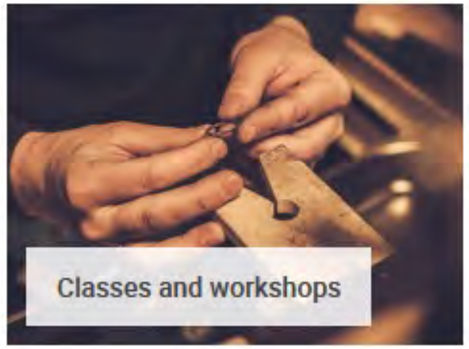
- An FY19/20 budget has been prepared, with various scenarios. Our forecasting shows a cashflow positive FY20 EOFY without interruption to your regular service. Costs have been reduced by over 20% this FY. Staff attrition and 'Steve's Mowing Services'

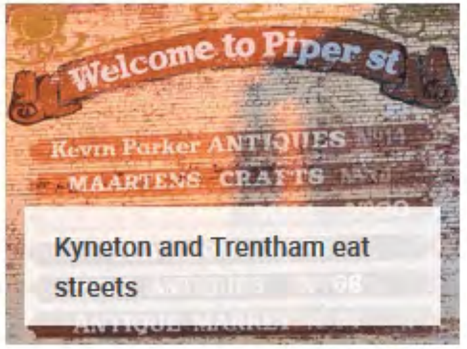
Improved stakeholder relationships and review of Board composition

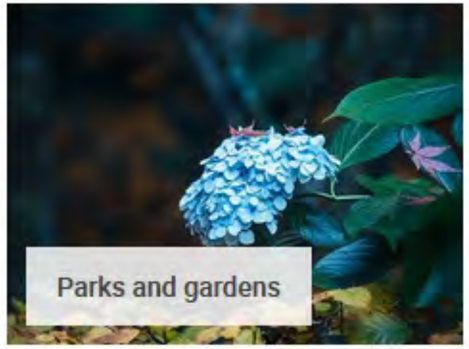
- New CEO, Board and Chair. Vacancies on Board with an EOI to come shortly.
- Industry forums. Councils involved with strategic direction – better cooperation with visitor journey etc – a partnership.

Explore the region *Daylesford & the Macedon Ranges*

GRID LIST MAP







THINGS TO DO

Classes & workshops

Overview *Classes & workshops*

Carve, stitch, bake and paint your way to inspiration at workshops and classes all across the Daylesford and Macedon Ranges region. Learn new skills, fine tune your senses and delve into a world of creativity at events run by local studios, boutiques and kitchens. Choose from a broad range of classes on offer, from guitar making, cooking and mushroom foraging to jewellery making, creative writing and stitching.

What's on *Classes & workshops*

GRID LIST MAP

What's on *Classes & workshops*

GRID LIST MAP

CLASSES & WORKSHOPS

Lost Wax Ring Carving Workshop

Learn the art of carving and shaping wax to create your own unique ring. Once you have the knowledge, lost wax carving is something you can continue from...

16 Feb 2019

$320 - $350

+ Show more dates

Map

CLASSES & WORKSHOPS

Writing and Wellness Mini Retreat

On launching the first Writing and Wellness Retreat in Daylesford, there were many requests for something that was a little shorter and a little more affordable...

19 - 20 May 2019

From $1,250

Map

CLASSES & WORKSHOPS

Helen Cottle painting workshop - Art in the Vines at Hanging Rock Winery

Join renowned artist Helen Cottle for a plein air painting workshop, as part of Art in the Vines at Hanging Rock Winery. Weather permitting, sit amongst...

16 Feb 2019

From $245

Map

CLASSES & WORKSHOPS

Silver Ring Making Workshop

Create your own made-to-measure sterling silver ring in just one day.Sit at a

17 Mar 2019

$300 - $330

+ Show more dates

WELCOME TO DAYLESFORD AND THE MACEDON RANGES.

IF YOU ARE INTERESTED IN WONDERFUL PRODUCE AND GREAT FOOD AND WINE, THEN THIS IS THE PLACE FOR YOU.

Just over an hour from Melbourne and surrounded by hundreds of hectares of lush rolling farmland and beautiful forest our region is breathtakingly beautiful – lakes, watercourses, hills, pretty villages and distinctly felt seasons.

Why not explore our rich Swiss-Italian history, culture and architecture. Dine out at our acclaimed restaurants, congenial gastro pubs, rustic trattorias, vineyard eateries, and cosy cafes. You might dine simply or lavishly but

OUR NEWEST MEMBERS

THE SURLY GOAT

JOHNNY BAKER

THE ARGUS DINING ROOM

SUPER LEKKER

MEMBERS IN THE MEDIA

HAPPY HENS
Read more ›

A NEW WAY TO EXPERIENCE THE GARDEN OF ST ERTH
Read more ›

GRASS FED & FREE-RANGE
Read more ›

HOLGATE BREWHOUSE EXPANSION
Read more ›

SOME OF OUR FAVOURITE RECIPES

DAVID WILLCOCK'S TORTILLA DE PATATAS
Read more ›

ALLA WOLF-TASKER'S HERB AGNOLOTTI, HOUSE RICOTTA, SALSA VERDE, HEIRLOOM CARROTS 'EN PAPILLOTE'
Read more ›

ANNIE SMITHERS' GREEN TOMATO PICKLE
Read more ›

VALLI LITTLE'S ROAST CHICKEN WITH WINTER FRUITS
Read more ›

DATE Date

SEARCH Keyword

FIND EVENTS

VIEW AS Photo

« Previous Events

The Fermentary LOVE YOUR GUTS this Valentines

February 16 @ 10:30 am - 1:30 pm

FEB 17th -Our first workshop at the fabulous Daylesford Longhouse - a Hands-on workshop on how to make your own KIMCHI, KRAUT and BRINED VEGETABLES. You'll leave filled with inspiration and wonder at the magic that is authentic, wild, fermenting. And happy with yourself for the rewilding. Includes all you can drink water kefir, and plenty of fabulous ferments to snack on. A quick tour of the Daylesford Longhouse included if you're early enough. 10.30am -1.30pm What to bring? An...

Summer Masterclass at Lake House

February 17 @ 11:00 am - 4:00 pm

Sunday 17th Feb 2019 | 11am – 4pm (coffee from 10.30am) A full day of demonstrations and foodie discussion with some of Australia's top chefs including: Nicky Riemer – Bellota Wine Bar, Melbourne Thi Le – Anchovy, Melbourne Ben Cooper – Chin Chin, Melbourne & Sydney Hosted by Lake House Culinary Director Alla Wolf-Tasker in The Cooking School at Lake House. Day includes all three demonstrations, recipes, tastings, baguette lunch, wine and refreshments.

Thai Thursdays, at Radio Springs Hotel

February 21 @ 5:00 pm - 9:00 pm

Recurring Event (See all)

THAI NIGHT every Thursday at the Radio Springs Hotel in Lyonville.

Natural Cheesemaking Intensive with DAVID ASHER

March 1 - March 5

Join us for our first collaboration with Daylesford Longhouse. Long is the theme - this is a jam packed 5 full days within the Longhouse - learning from David Asher how to be a part of a sustainable food system through natural cheesemaking. Ticket price includes a copy of his book 'The Art of Natural Cheesemaking', luscious morning tea and lunches each day and ends with a celebratory dinner on the Tuesday evening. The

Grants and training

International Mentoring Program (IMP) 2019

The program provides a framework for tourism businesses to understand international trade, pricing & commissions, how to work with ITOs, the need for collaboration and packaging, how to engage with media both social and traditional, and how to adjust their business to take advantage of the growing markets of China and India.

In addition, it's a great opportunity to brainstorm ideas and gain contacts within Visit Victoria and with other participants and the industry.

There is no cost to the participating businesses

Tourism businesses will be short listed from across the state based on market demand and current gaps in product in priority markets. Priority products include:

- Farmstays and/or Glamping
- Soft adventure
- Businesses that focus on the Tourism Australia campaign program of Nature and Wildlife, or provide supporting infrastructure (eg accom) to enable international visitors to experience these attributes in your region.

Navigate red tape

The Small Business Regulatory Review (SBRR) Innovative New Ventures pilot program will test ways Government can help reduce the regulatory burden in order to make it easier for you to do business

What are we going to do?
CASE MANAGEMENT TRIAL - via online EOI: open 8 – 28 Feb 2019
Run a trial to provide case management support for up to 15 small business / projects to help them work through their regulatory requirements and help bring new products onto the market.

CASE STUDY LIBRARY – via online Registration: open 8 Feb – 30 June 2019
Build a case study library. Calling for existing businesses to share their experiences and lessons learnt. The library will also be used to identify what holds small businesses back from delivering new products to market and to create better programs to support them.

IMPROVED COMMUNICATION – to commence online March 2019
New digital portal to make it easier for businesses to access information and know where to go to get support and better understand regulation requirements.

www.business.vic.gov.au/INV

ABOUT ZIVIT

Dr. Zivit Inbar is a People, Culture and Leadership expert in the field of Technology VC's and Startups as well as the Founder & CEO of DifferenThinking.

An Adj Professor in the MBA Program at Deakin University (Melbourne), Zivit is a non- executive director, senior executive, advisory board member, and chairwoman with over 15 years' leadership experience at board and executive levels.

ABOUT THE PROGRAM

OVERVIEW

The key to great execution is people, culture and leadership. **Execution = People + Culture + Leadership** is 5-day, fully subsidised, founder education program that covers all best practice execution theories and models giving founders practical tools to walk away with and implement in their businesses.

The course, delivered at no cost to participants, covers 10 key learning modules and founders are also offered a complimentary 1 on 1 coaching session with Zivit.

WHO IS IT FOR?

This program is designed specifically for founders and executives of established startups or scale-ups looking to build their own capability and drive growth in their teams and organisations.

DATES & BOOKING INFO

Fridays 9:30 – 4:30pm

March 15 - April 12

Book now at DifferenThinking.com.au

Email us at Admin@DifferenThinking.com.au

THE TEN MODULES

- Building and leading a strong culture
- Successfully working with your board
- Interviewing for cultural fit
- Retaining talent through change
- Building a champion team
- Coaching skills for success
- Driving high performance
- Effective delegation and control
- Conflict resolution skills
- Motivating and engaging teams

Regional Events Fund, round 7, is open. Expressions of Interest close on the 15th of March. corporate.visitvictoria.com/events/regional-events/regional-event-fund

Creative Vic funding program is now open. The fund provides one-off support for small-medium sized organisations to undertake innovative marketing programs. If you have a clever idea that builds your database, social media following, website traffic or foot traffic, find out more here: creative.vic.gov.au/funding-and-support/programs/innovation-in-marketing.

Grants are for between $2,000 - $20,000.

Introducing…

Andrew Dick

DMT Chair

Forum

EOI for DMT Board

We will be looking for industry experts who are innovative, outspoken and energetic.

What skills do you want to develop? Conference and seminars.

Media training. Social media. Digital marketing. Award applications. Funding Applications.

Save The Date: May 7th – Annual Conference

What can DMT do more of? Less of?

How can we help you succeed?

Thanks for coming