



# Tourism Kuranda Advisory Committee Meeting Minutes

27 November 2018	Meeting 4:35pm	Tourism Kuranda Office Kuranda Community Precinct, Arara Street	
Chairperson	Cr. Lenore Wyatt, Mareeba Shire Council (MSC)		
Attendees	<ul> <li>Peter Danford, Cedar Park Rainforest Resort</li> <li>Chris Grantham, Rainforestation</li> <li>Cathie Flambo, The Australian Bush Store</li> <li>Kahlia Pepper, Executive Officer Tourism Kuranda MSC</li> </ul>		
Visitors	Nil		
Apologies	<ul> <li>Terry Pates, Frogs Restaurant</li> <li>Adrian Pancirov, Heritage Markets.</li> <li>Trish Green, Honey House</li> <li>Angela Freeman, Koala Gardens/Birdworld</li> <li>Adam Letson, Skyrail Rainforest Cableway</li> <li>Glenys Pilat, Manager Community Wellbeing MSC</li> </ul>		
Introductions and confirmation of Prev			
<ul> <li>Confirmation of the previous minutes in September 2018; Moved: Chris Grantham Seconded: Peter Danford Carried.</li> <li>Business Arising from the Previous Minutes</li> <li>Kahlia updated the committee that all 4 recommendations by the Tourism Kuranda Advisory Committee were approved. Which are:         <ul> <li>Appoints RJ New Designs to develop the new Tourism Kuranda Website as recommended by the Tourism Kuranda Advisory Committee;</li> <li>Allocates up to \$2,500 from the Tourism Kuranda surplus for Kuranda fashion and lifestyle promotional articles to be placed in local media;</li> <li>Allocates up to \$8,000 from the Tourism Kuranda surplus for new visual content and footage to be developed for promotional activities.</li> <li>Proposed sign opposite the BP service station in Kuranda is referred to the Wayfinding</li> </ul> </li> </ul>			
	the Kuranda Infrastructure Adv	isory Committee.	
Confirmation of Executive Report and E			
<ul> <li>Confirmation of the Executive Report;</li> <li>Moved: Cathie Flambo Seconded: Chris Grantham</li> <li>Carried.</li> </ul>			
<ul> <li>Confirmation of the Budget Report;</li> <li>Moved: Peter Danford Seconded: Chris Grantham</li> <li>Carried.</li> </ul>			
General Business			
<ul> <li><u>TK Strategic Direction update</u> review. The implementation of scheduled.</li> </ul>			

- <u>Fashion/Lifestyle Advertising</u> Kahlia updated the committee and advised that the Oasis magazine is completed and is reported in the EO report below. Kahlia is liaising with Cairns Post for Cairn Eye Kuranda fashion feature. Quote for feature and alternatives are being sourced to fit with the budget requirements.
- <u>Ergon Energy boxes artwork project update</u> Kahlia updated committee that there is a delay in painting boxes as Rebecca was awaiting on the Therwine st upgrade to complete as some ergon boxes are around the upgrade. Rebecca has now postponed her Ergon energy boxes artwork project for a few months as she is caring for many orphaned baby flying foxes due to the devastating heat wave in Cairns recently. Kahlia will updated committee on progress in the New Year.
- Nomination for Advisory Committee is open. Attending committee members were presented with a letter of thanks by CR Lenore Wyatt and other letters to be distributed by Kahlia to the remaining committee members.

Items		
Action Item 1	Person Responsible	Timeframe
Cairns Eye Kuranda Fashion feature	Kahlia Pepper	Ongoing
Action Item 2		
New visual content and footage for TVC - create filming script and gather quotes	Kahlia Pepper	Ongoing
Action Item 3		
Ergon Energy boxes artwork project	Kahlia Pepper	Ongoing

Next meeting
The next meeting will be held on Tuesday 24 March 2019 at 2.00pm.
Closure
There being no further business the meeting closed at 5.10pm

# TOURISM KURANDA INCOME AND EXPENDITURE STATEMENT to October

	BUDGET 2018/19 \$	ACTUALS	YTD Variance
INCOME			
Tourism Kuranda Advertising Contributions	36,500.00	6,004.58	30,495
Benefited Rate Contribution	207,000.00	102,735.75	104,264
Sundry Revenue			0
Surplus Carry Over 2017/18	15,504.00	15,504.00	0
	259,004.00	124,244.33	134,760
ADMINISTRATION COSTS			
Total Administration Costs	99,799.00	38,860.86	60,938.14
DROMOTIONAL COSTS			
PROMOTIONAL COSTS A4 Brochure	8 000 00	6 333 03	1 769
Map & Visitors Guide	8,000.00	6,232.03 2,000.00	1,768 27,500
Brochure Distribution	29,500.00		3,023
Kuranda Easter Event	16,828.00 21,000.00	13,804.67	21,000
	25,000.00	4,230.31	20,770
Social Media Management Industry Famils & Presentations	4,000.00	4,230.31	3,498
Tourism Kuranda Memberships	4,000.00	501.90	3,498
Adv Pre & Post Tourism Publications	11,000.00	3,453.33	7,547
Tradeshows & Sales Missions	21,000.00	4,633.12	16,367
Public Relations Management	6,000.00	1,500.00	4,500
Special Marketing Projects 18/19	1,372.00	1,500.00	1,372
General Advertising	1,572.00	-	1,572
Total Promotion costs	143,700.00	26 255 26	107,344.64
Total Promotion costs	143,700.00	36,355.36	107,344.04
TOTAL ADMIN AND PROMOTION COSTS	243,500.00	75,216.22	168,282.78
SURPLUS/(DEFICIT)	\$ 15,504.00 \$	49,028.11 -\$	33,523.11



# **EO REPORT OCTOBER & NOVEMBER 2018**

WEBSITE: Google Analytics for www.kuranda.org - 20 Sept 2018 to 20 Nov 2018



# SOCIAL CHANNELS

### **Facebook**

Growing quickly with engagement & likes increasing slightly month on month. Page previews are up and continuing to link some posts directly to Kuranda website, so we can increase website traffic. In September we ran a page promotion and created an Ad for the lead up and during the school holidays highlighting some of the family friendly activities which was successful.

Actions on Page (1) 3 September - 30 September	Page Views (1) 3 September – 30 September	Page previews () 3 September - 30 September	Actions on Page 2 October – 29 October	Page Views 2 October - 29 October	Page previews  2 October - 29 October
3 Total actions on Page <del>▼ 57%</del>	909 Total Page views <del>v</del> 8%	123 Page previews <b>* 3%</b>	4 Total actions on Page <b>* 33%</b>	<b>1,191</b> Total Page views <b>*25%</b>	92 Page previews <b>* 28%</b>
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Page Likes (1) 3 September – 30 September	Reach (1) 3 September – 30 September	Recommendations (1) 3 September – 30 September	Page Likes (1) 2 October - 29 October	Reach 2 October - 29 October	Recommendations 2 October – 29 October
320 Page likes <b>▼2%</b>	13,896 People reached <b>- 19%</b>	3 Recommendations <del>▼25%</del>	365 Page likes <b>• 14%</b>	18,870 People reached <b>*35%</b>	9 Recommendations <b>▲ 200%</b>
		<u> </u>			
Post engagements D 3 September – 30 September	Videos (1) 3 September – 30 September	Page followers (1) 3 September – 30 September	Post engagements 2 October - 29 October	Videos 2 October - 29 October	Page followers @ 2 October - 29 October
14,031 Post engagement <b>▼2%</b>	2,604 Total video views <b>~ 20%</b>	322 Page followers <b>* 2%</b>	11,557 Post engagement <b>* 19%</b>	2,925 Total video views <b>*14%</b>	369 Page followers • 15%
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Insights based on reporting period:

- Page Likes: +685
- Post engagements: 25,588

Achievements: Best posts based on Engagements:

Date		Engagement	Reactions, comments & shares	Reach	Clicks
28 <sup>th</sup> September	Prenda Vilage     Procession (Section 1997)     Procession (S	2.01%	70	2.2K	143
21 <sup>st</sup> October	Image: Weight State         1           Image: Weight State         2           Image: Weight State         2	3.38%	150	2.2K	220

#### <u>Instagram</u>

The page is growing, has strong engagement and good quality content and images are noticeably more engaging. To increase engagement in October & November, video content is being posted and which is often more engaging.

Insights based on reporting period:

- Overall engagement rate: +4,100
- 58 comments
- Follower growth: +126

Achievements: Best posts based on Engagement:

Date	Engagement	Likes	Comments
17 <sup>th</sup> September	7.55%	179	3
26 <sup>th</sup>	5.47%	126	6
September	3.47%	120	0
8 <sup>th</sup> October	5.33%	118	14

<u>Advertising</u>: Using the \$150 advertising budget for October/November for social media, we will run a page promotion, carousel advertisement and boost 1 post each week (4 in total) for \$10 each these will be the top performing posts from the previous week. New Kuranda village promotional videos will be launched in November.

## E-NEWSLETTER - News from the Village in the Rainforest.

September E-Newsletter	Open rate 25.8%	Click rate 7.4%
October E-Newsletter	Open rate 27%	Click rate 7%
November E-Newsletter	Open rate 27%	Click rate 8%

# September newsletter featured the following articles:

• Welcome – Kuranda perfect destination for school holidays. RACQ peoples choice for most popular Queensland tourism experience has three Kuranda businesses in the running which are Kuranda River boat, Skyrail, Rainforestation.

• Encounter a croc - Freshwater crocodiles are seen in Barron river with Kuranda riverboat cruise, on display at Rainforestation, crocodile and green curry at Frogs Restaurant or buy a crocodile charm at Opal House Kuranda.

- Rave reviews The buddha Bowls and other fresh meals at Sprout juice and coffee bar.
- Mobile magic -Colorful chakra mobiles created by Debbie ay Get Funked in Kuranda Original Markets.
- Meet the artist Meet local artists Hayley Gallespie, painting artist at Terra Nova September 16<sup>th.</sup>
- At a glance Sweet event, Japanese traditional music and sweets at Kuranda Original Markets.

Permaculture retreat, two-week rainforest retreat in Kuranda learning about tropical permaculture. Road closure - Kuranda range closed on Saturday Sept 22 for Mount Franklin Cardiac Challenge ride.

### October newsletter featured the following articles:

- Welcome Kuranda Info center becoming finalists for Ricoh Australia Customer Service award.
- Feathered friends Naturopath and massage therapist Emilienne at Kuranda Original Rainforest Markets
- Sweet as sugar Vote for sugar glider name at Rainforestation Nature Park.
- Colourful candy Kuranda Candy Kitchen creations in 36 different kinds

• At a glance - Outdoor concert with sounds of the Kyoto on November 4<sup>th</sup> at Botanic Garden stage.

Escape to Kuranda with a two-night escape to Honeybee House.

National award for Kuranda artist Mollie Bosworth porcelain bowl and ceramic decals. Online art with the Kuranda Arts Cooperative with new mobile friendly website.

### November newsletter featured the following articles:

• Welcome – Xmas shopping in Kuranda, Fun holidays with Skyrail and Kuranda Scenic Railway, Relax and spend a few days in Kuranda with Kuranda Accommodation.

- Discover the Rainforest Skyrails new Rainforest Discovery Zone and Red Peak Station.
- Brighten your home Kuranda artist Robyn King fabric artworks for the home at Kuranda Arts Co-op.
- Baked in Kuranda Pan-Ya Bakery in Original Kuranda Rainforest Market, pizza and fresh bread.

• Get camping - Queensland National Parks is launching "lifes best moments' urging Queenslanders to

switch their "sceen for gree' and experience national parks. Camp a Speewah Conservation Park.

• At a glance - Street entertainment, Kuranda local buskers in Coondoo street during school holidays. Festoval of Small Halls, At Koah Community Halls on 5<sup>th</sup> December. Local grown beans from Kuranda Rainforest coffee in Thongon St.

#### SUMMARY OF ACTIVITY

# MEDIA & TRADE FAMILIARISATIONS: During the month we hosted the following trade and media famils in Kuranda village:

'Cruising with Jane McDonald' Travel Documentary 9 October: I hosted the popular UK television travel documentary crew called 'Cruising with Jane McDonald' for UK's Channel 5. In the series, the presenter Jane travels around the world and explores different destinations, which Kuranda was selected as one of these top destinations. At Kuranda, Jane was taking part in a range of exciting activities available to visitors in Kuranda. Jane has a large social following in the UK with a potential average viewing figures of 1.8 million per episode. This creates great exposure for Kuranda encouraging UK consumers to visit our destination.

**Christine Retschlag Australian Travel blogger Famil 8 October:** TNQ supported this award-winning travel writer and blogger to write two stories on Indigenous TNQ. The first, for the CEO Magazine, will be focusing on highend products and experiences, and will appeal to both a domestic and international readership. CEO Magazine is an upmarket magazine which, targets Australia's business leaders. The second story, for Australian Traveller online, is based on Top 10 Indigenous experiences that Australian travellers can have in TNQ. This will be an earthy, chatty, confident story extolling the virtues of the region to an Australian audience who may know TTNQ, but not be familiar with its Indigenous offerings.



I was able to provide Christine with an interview with local Djabugay elder Rhonda Brim at the Kuranda Amphitheatre, telling stories about weaving

baskets from local grass, emu feathers and giddy seeds. CEO magazine will be publishing early 2019.

**FTI Touristik Germany Trade Famil 24 October:** I hosted 14 Aussie Specialist Agents and it was essential to for them to experience Kuranda themselves to better sell Kuranda to their clients and it will give them a fundamental knowledge of Kuranda village and the many thing to see and do here. FTI Touristik is one of Germany's largest wholesalers and has been specialising on long haul, modular holidays for over 20 years and caters for the German, Swiss and Austrian markets. FTI's key distribution channels are on-and offline retail travel agents.

**Tabi Salad Japan TV program media Famil 13 October & 9 November:** I hosted film crew and producers in Kuranda Village for travel program TABI SALAD (Travel Salad) and is one of the top popular travel programs on every Saturday morning in Japan nationwide. A talent reporter visits several destinations in one country and experience its tourist attractions including nature & wildlife, aquatic & coastal and food & wine. The estimated audience reach will be 6.4 million pax x 4 times. Travel program to be launched early next year.

**HIS Japan 101 stories Campaign Famil 6 November:** I hosted 16 top H.I.S. retail sales staff from Tokyo and Osaka to experience what the many highlights of Kuranda. They had free time to expore the markets and ended the day at Rainforestation. The agents of this famil will join TTNQ's seminars in the market to present 'How-to-sell Cairns Products' to other H.I.S. sales staff.

**WELCOME TO CAIRNS MAGAZINE** –Tourism Kuranda participated again in the Welcome to Cairns Magazine 2018. We have managed to secure a four-page feature in this magazine. This is a wonderful result for our destination and great to see so much continuous support from businesses in this magazine.



**PHLIPVIDS NEW KURANDA VIDEOS** - Tourism Kuranda contracted Phlipvids with the goal to produce new video content that will showcase and highlights of Kuranda Village. Video is one of the most versatile digital marketing tools and this video will be used in social media Ads & campaigns, YouTube, Enewsletters and will give the opportunity for local tour desk and accommodation operators to imbed these videos to their websites for maximum exposure. Final version of 1 minute and 30 second video was in November 2018.

**KURANDA VISITOR INFO CENTRE FINALIST:** Congratulations to KVIC for being a Finalist for the Ricoh Australia Customer Service Award, part of the 2018 Queensland Community Achievement Awards. This is an amazing achievement for Cathy and the volunteers and one we are extremely proud of, well done! Announcement of winner will be on the 30<sup>th</sup> November.

**TEQ International Market briefing 12 November** – I attended the TEQ International Market briefing and TTNQ, TA and TEQ Regional Directors were all extremely positive about numbers into Australia for 2018 and all report positive growth into TNQ. Some key insights from the International Market Briefing included:

- India boasts the fastest growing economy in the world, and Indian travellers love to splurge on holidays. The country has a predominantly young population, so marketing should be youth-focused.
- Up to 48 per cent of Americans are using their smart phone to book long-haul travel with most of that usage while they are in the destination. Having a mobile-optimised website with booking functionality is vital for Queensland's tourism operators.
- In Europe, mobile usage is heavier for research, with traditional trade channels still preferred for booking long-haul travel.
- In the UK, complex itineraries are also still booked through traditional channels, where travellers visiting friends and relatives are increasingly using airline website or online travel agents.

**ATEC INBOUND UP NORTH 19 to 21 October -** This program is designed to educate 45 qualified Inbound Tour Operators on the diversity and quality of the products and services available in the TNQ region. B2B workshop enabling Kuranda to meet with all these important buyers during one-on-one appointments to promote about the many experiences available in the Village in the Rainforest. Sales follow up email was done in November and contacts added to E-newsletter database.

**CHINA NOW WORKSHOP IN KURANDA 15 NOVEMBER** - Tourism Kuranda funded this workshop to help support Kuranda businesses in understanding the fastest growing visitor market to our region. We picked a day and time that would be most convenient for businesses to participate. The workshop covered the following topics; Is your Business ready to welcome the next generation of Chinese visitors? China Knowledge, Travel patterns; why Chinese tourist travel, getting your product/Shop ready for the China Market, Hints and tips to engage Chinese visitors, Union pay and online payment platforms, Communication and marketing; Wechat and m-commerce and Major market segments. Only 12 of the 26 businesses that RSVP turned up for the workshop. We would like to thank the facilitator Harriet from TTNQ, for taking the time to present such an information workshop.

**CHINA WEIBO ACCOUNT - Kuranda's new official Weibo account** - With the help of a Kaverine from Big Red Business Solutions, Kuranda Village now has an officially registered Weibo account. Sina Weibo is a social networking and microblogging service based in China with more than 600 million registered users. The site's features and structure are like those of Twitter and It also incorporates a lot of the popular features found on other social media platforms, such as instant messaging, eCommerce features, direct comments, third party app integrations, and the standard



variety of embedded multimedia including videos, photos, and voice recordings. So far we have 250 followers for WeChat account and 18 followers on Weibo.

**OASIS MAGAZINE - KURANDA FEATURE -** Tourism Kuranda secured 4-page spread in the local Oasis Magazine DEC/JAN edition. The purpose of this feature was to promote the many things to see and do in Kuranda and by encouraging to stay longer and overnight. Skyrail and 'Friends of the Rainforest' (Birdworld and Koala Gardens) Collaborately advertised in this spread and an expression of interest was sent out to all Kuranda Businesses, which was an excellent opportunity to promote their business in conjunction with our spread. Oasis Magazine offers huge local exposure with printed magazines of 35,000, online magazine 12,000, E-newsletters 6,500 every 2 weeks and Social engagement of over 6000.



- > Meeting with Julianne, Oasis Magazine re: Kuranda lifestyle feature 27 September
- Attended TTNQ networking function 27 September
- Meeting with Kim, Didgigo re: TK website opportunity 3 October
- Public Holiday and Annual leave 1<sup>st</sup>, 3<sup>rd</sup> & 5<sup>th</sup> October
- > Developed Council Reports for four Tourism Kuranda recommendations 8 October
- > Internal information gathered for TK strategic direction review working group meeting 8 to 11 Oct
- Escorted UK 'Cruising with Jane McDonald' Travel Documentary 9 October
- Kuranda Visitor Info Centre monthly meeting 11 October
- Escort Christine Retschlag Australian Travel blogger Famil 12 October
- Escort Tabi Salad Japan TV program inspection media Famil 13 October
- Meeting Colyn, Lovegreen Photography re: Kuranda photos for new Kuranda website 16 October
- Meeting with Kate, Cairns Post re: Kuranda Fashion feature in Cairns eye 17 October
- > Meeting with Ian, ASPECT, Sam and Glenda MSC re: Wayfinding Signage audit 18 October
- > Working group meeting re: to discuss three options for the future direction of TK 19 October
- > Attending MSC Council meeting re: TK Recommendations to council 23 October
- Workshop meeting with Councilors re: future strategic direction for TK 24 October
- Escort FTI Germany Trade Educational 24 October
- > Attend Inbound Up North 2018 24 to 26 October
- > Attend SKAL function being hosted by Kuranda Hotel 8 November
- Meeting Epic times social media management re: content for November/December 2 October
- Escort HIS Japan 101 stories Campaign Famil 6 November
- Attended Googlopoly workshop TTNQ 7 November
- > Attended Skul networking function, Kuranda Hotel 8 November
- > China Now workshop in Kuranda 8 November
- Escort Tabi Salad Japan TV program media Famil 9 November

- > Oasis Magazine Kuranda feature content deadline 9 November
- Attended TEQ International Briefing 12 November
- > Attended Local Government Tourism Masterclass at Gold Coast CC 15 November
- > Attended DestinationQ Tourism Forum at Gold Coast CC 16 November
- > Meeting with Kav, Big Red Business Solutions re: Kuranda Weibo Launch 19 November
- > Attended TTNQ Tourism Marketing Conference 22 November

### FUTURE ACTIVITY

- Lifestyle editorial in Oasis Magazine End November
- Savanah Way Magazine advert on behalf of MSC End November
- Tripping Magazine advert End November
- Discover Magazine advert December
- Fashion advert in Cairns Eye December
- Japan Inbound Presentation 5 December
- New Kuranda Website project ongoing
- Kuranda Wayfinding signage ongoing
- Nominations for new Tourism Kuranda Advisory Committee January 2019
- New Strategic Marketing and development plan Early 2019
- New TVC project Early 2019

#### **Correspondence In/Out:**

23/9 email from Peter, TEQ re: Kuranda images request to be used in new German TNQ brochure 24/9 follow up 'thank you for visiting' email to all agents in September CWA ITO Trade Famil 25/9 email from Kylie, TTNQ re: adding Kuranda Easter Festival 2019 to events calendar 26/9 email from Marcia. KSR re: request of 20 boxes of Kuranda Visitor Maps and Guides. 26/9 email from Stuart, Itourism re: new contract within TK budget for brochure display distribution. 26/9 email from Phil, Phlipvids re: last film shooting day for new Kuranda video 26/9 email from Becca. TTNQ re: Educational Hosting opportunity - FTI Germany Trade Famil 26/9 email to Julianne, Oasis Magazine re: meeting request for Kuranda lifestyle advert 27/9 email from Barb, TTNQ re: TTNQ membership 27/9 email to Kate, Epic times re: Social media content for October 27/9 email to TKAC members re: flying minute Tourism Kuranda's new website development 2/10 email to Kim, Didgigo re: website development opportunities 2/10 email to 10 Kuranda businesses with overdue invoices, reminder of payment due. 3/10 email from Fiona, ATEC re: Inbound Up North 2018 schedule. 4/10 email to/from Mike, Destination Think! Re: requesting updated date for TSI report to arrive. 7/10 email to/from Tanya, TTT re: Kuranda content and handles for TTT social networks. 8/10 email from Peter, ATEC re: ATEC 2018/19 membership renewal approved 10/10 email to/from Liz Inglis re: E-newsletter content for October 11/10 email from/to Aisha, Skyrail re: Kuranda markets blog on Skyrail Chinese Wechat 11/10 email to Kuranda Businesses re: Update to Kuranda Businesses - Kuranda Day/Spring festival 12/10 email to Kate, Cairns Post re: meeting request for Kuranda fashion feature 12/10 email Invitation to Kuranda businesses for China Now workshop on Thursday 8<sup>th</sup> November 15/10 email from Claudia, Tour Guiding Services Cairns re: Request for brochures on Cruise ship days 19/10 email from Phil, Phlipvids re: Final draft for approval for Kuranda videos 31/10 email from Tash, NQ Marketing re: Kuranda brochures on Itourism Boards and new hotel boards 2/11 email to Kuranda Businesses re: EOI Oasis Mag advertising 3/11 email from Kate, Cairns Post re: Cairns eye Kuranda advertising quote and brief 6/11 email to Kuranda Businesses re: Kuranda online customer reviews and how to help your business 9/11 email from Sam, Savannah Visitor Guide re: Full page MSC advertisement revised artwork 9/11 email to all participating buyers at Inbound Up North re: Follow up sales email 10/11 email from TTT re: Discover Advertising & Tourism Kuranda contribution subsidy costs 13/11 email to Kuranda Businesses re: Kuranda village Social networks and how to interact with us 13/11 email from Kav, Big Red Business solutions re: Kuranda Weibo account set up 21/11 email from/to Colyn, Lovegreen Photography re: Kuranda new photos 23/11 email to Tripping Magazine re: updated final artwork for Kuranda spread 23/11 email from Destination Think! Re: TSI report ready update

26/11 email from/to Jules, Oasis re: OASIS magazine feature approval drafts