

# islands partnership

## Non-Accommodation membership

### Rate Card 2022/23

#### STEP 1 SIZE OF BUSINESS

Tick the box applicable to your business.

		WHAT SIZE IS YOUR BUSINESS?		
		Small	Medium	Large
TYPE OF BUSINESS	Under 10 FTE employees* and/or turnover that is under £500,000	Between 10 to 20 FTE employees** and/or turnover between £500,000 and £1M Membership rate: <b>£1,600</b> (EX. VAT)	More than 20 FTE employees*** and/or turnover that is more than £1M Membership rate: <b>£2,575</b> (EX. VAT)	
	<b>CONT. TO STEP 2</b>	<b>SKIP TO STEP 3</b>	<b>SKIP TO STEP 3</b>	

**NB** For mainland businesses who have close connections with the Isles of Scilly e.g. suppliers, or accommodation in South West England etc.; please enquire directly for discounted rate.

\* Any business that employs under 10 employees on a FTE basis for more than 4 months of the year

\*\* Any business that employs 10 to 20 employees on a FTE basis for more than 4 months of the year

\*\*\* Any business that employs 20 or more employees on a FTE basis for more than 4 months of the year

For any other non-standard membership packages, including corporate partnerships, clubs and societies etc., please contact the Islands' Partnership team to discuss further.

Please contact the IP Office to discuss payment in installments if required.

#### BUSINESS DISCOUNTS

Owners of more than one business registered with the IP may be eligible for the following discounts:

**25%  
DISCOUNT**

**ON YOUR SECOND  
SUBSIDIARY BUSINESS**

**40%  
DISCOUNT  
PER BUSINESS**

**ON YOUR THIRD OR MORE  
SUBSIDIARY BUSINESS**

#### CHARITIES

**20%  
DISCOUNT**

**ON MEMBERSHIP FEES  
FOR CHARITIES**

## STEP 2 TYPE OF BUSINESS

Food & Drink				
Mobile Food Units/ Roadside Stalls <b>£100</b> (EX. VAT)	Café/ Tea Room (daytime only) <b>£210</b> (EX. VAT)	Bar/Pub/Restaurant Less than 50 covers <b>£300</b> (EX. VAT)	Bar/Pub/Restaurant More than 50 covers <b>£385</b> (EX. VAT)	Small Scale Farmer/ Producer <b>£190</b> (EX. VAT)
Retailer/Wholesaler				<b>£185</b> (EX. VAT)
Attractions/Activities/Motorised Tours/Bike Hire etc.				<b>£185</b> (EX. VAT)
Artist/Craftsperson/Musician/Photographer				
Individual	<b>£95</b> (EX. VAT)	Studio/Gallery	<b>£170</b> (EX. VAT)	
Walking Tour Guides				<b>£150</b> (EX. VAT)
Transport Operators	1 Vehicle/Boat <b>£175</b> (EX. VAT)	Each Additional Vehicle/Boat <b>£120</b> (EX. VAT)		
Trade/Business Supplier (Builders, Plumbers, Hairdressers, Cleaners, Web Designers etc.)				<b>£95</b> (EX. VAT)
Collective Not for Profit Organisations				<b>£300</b> (EX. VAT)
Booking Agency/Property Management/Letting Agent				
Up to 25 properties <b>£320</b> (EX. VAT)	26 to 50 properties <b>£460</b> (EX. VAT)	51+ properties <b>£570</b> (EX. VAT)		
Interested Parties (Individuals who do not own a business)				<b>£55</b> (EX. VAT)

An invoice will be issued by the Islands' Partnership upon receipt of your membership application/renewal forms and in respect of your marketing requirements.

## STEP 3 MARKETING OPPORTUNITIES

Let us know which marketing opportunities you are interested in. Your Non-Accommodation membership includes a **FREE LISTING** on [visitislesofscilly.com](http://visitislesofscilly.com) — promote your business further by selecting other opportunities on offer.

Website ( <a href="http://visitislesofscilly.com">visitislesofscilly.com</a> )	
Additional Listing <b>£80.00</b> (EX. VAT)	Featured Banner Advert <b>Contact for rates</b>
Email marketing	
Featured business in our monthly newsletters to the Visit Isles of Scilly database <b>£185 PER NEWSLETTER</b> (EX. VAT)	
E-newsletter takeover <b>£600</b> (EX. VAT)	
Tourist Information Centre (Leaflets, Posters & What's on Events)	
Advertising Package - <b>£110</b> (EX. VAT)	
Print	
Gig guide (contact to register interest)	
IOS Official Pocket Map - <b>£175</b> (EX. VAT)	



**DISCOUNT BUNDLE**  
Choose any 3 marketing opportunities and save 10%



### VISITISLESOFSCILLY.COM

3M page views a year - up on the previous year.

615,000 unique visitors, the majority of whom are looking for ideas of things to do and places to stay – make sure they find you! - 12% up on the previous year.

900,000 sessions on our website.

No. 1 in Google for all relevant searches.

According to Visitor Survey 2021, two thirds of visitors cite [visitislesofscilly.com](http://visitislesofscilly.com) as being the most useful source of information when booking or planning their visit.



### EMAIL MARKETING

Reach almost 100,000 active subscribers every month.

Create a mini editorial feature to sell your business or a particular seasonal promotion.

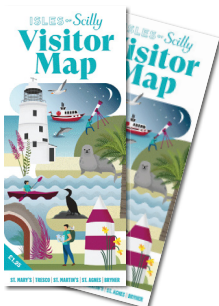
Open rates of our emails are significantly higher than industry averages and average open rate of 30%.

Click-throughs to advertisers can also be several thousand per newsletter.



### TOURIST INFORMATION CENTRE

Make sure our thousands of visitors know about your business.



### OFFICIAL POCKET MAP GUIDE

Proved incredibly popular with visitors in getting around and planning their days out.

A new map will be produced in early 2023.

Primarily for experiences, things to do, places to eat, travelling around, retail, etc. but it is a valuable promotional tool for accommodation providers to get seen by day visitors for future staycations.

## STEP 4 BUSINESS DETAILS

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In order that we can keep our records up to date, please provide your business details below.

Business Name	Proprietor Name
Business Address & Postcode	Correspondence Address & Postcode (if different)
Telephone	Mobile
Email	Website
Instagram Handle	Facebook Page
Twitter Handle	Other Social Media (please state which)

## STEP 5 TERMS AND CONDITIONS

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For our full Membership and Marketing Terms and Conditions please see [visitislesofscilly.com](http://visitislesofscilly.com).  
Hard copies available on request.

Insert name of business
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hereby agree to the Islands' Partnership  
Membership and Marketing Terms and Conditions.

Name
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Date
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