

## Outrigger Signs Second Australian Resort

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Just days since announcing the company's selection to manage the deluxe Viridian Resort & Spa, to be built in the resort town of Noosa, on Australia's Sunshine Coast, Outrigger Hotels & Resorts has entered into a second deal - this time with the Twin Towns Services Club on the Queensland-New South Wales border, to manage its 343 rooms and suites.

The agreement between Outrigger and Twin Towns includes Outrigger managing the four-and-a-half-star resort's two highrise hotel towers - the 12-month-old Harbour Tower of 197 suites and the original Ocean Tower with 116 hotel rooms and approximately 30 suites. A \$1 million (AUD 1.2 million) refurbishment of the Ocean Tower is to take place following the area's upcoming high season.

Located at the twin towns of Coolangatta and Tweed Heads, astride the border of Queensland and New South Wales, the resort is only a few minutes' walk from Coolangatta Beach and the Tweed River, as well as the area's many visitor attractions and charter boat operators.

David Carey, President & CEO of Outrigger Enterprises Group, said the group was excited about the opportunity and extremely confident in Twin Towns Resort's future performance given the Tweed's newfound revival as a desirable tourist destination.

'Twin Towns is undoubtedly the Tweed's most recognized leisure and entertainment landmark and has built a very solid following over the years,' Mr Carey said. 'Outrigger's aim is to capitalize on Twin Towns' enviable market awareness by enhancing links with the resort's existing clientele and members, while also tapping into Outrigger's own strong loyalty-base around the world,' he added.

Pending approval by Twin Towns Services Club members and owners, Outrigger will assume management of the resort's Harbour and Ocean Towers beginning November 1. Twin Towns Services Club's gaming, entertainment, conference and food and beverage facilities will stay under the Club's control.

General Manager of Twin Towns Services Club, Rob Smith, said the Club was seeking the expertise of a recognized global hotel group such as Outrigger to focus its efforts on the project's accommodation operations.

'Outrigger has a long and proven history in the surrounding area having previously managed large-scale resorts in Coolangatta and on the Tweed Coast. The company's previous operations, awareness and performance were stand-out factors to the Club's Board recommending Outrigger,' Mr Smith said.

Supporting Mr Smith's views, Cliff Olson, Outrigger Vice President-Oceania, who is based in Australia at the company's Gold Coast regional headquarters, added: 'We certainly know the area. Twin Towns Resort is literally across the street from one of the properties we had previously opened and successfully managed (Outrigger Coolangatta Beach Resort), and we will be tapping into our previous sales and marketing networks and databases to build on Twin Towns' great name and reputation and to bring more visitors to this beautiful part of Australia that is a tried and proven holiday playground for both domestic and international vacationers.'

According to Mr. Carey, this week's agreement heralds a busy period for Outrigger's Australian operations. "Cliff Olson and his team have done a tremendous job pulling together and finalizing our agreement with the Viridian Resort & Spa project and now the Twin Towns contract. But this is just the beginning, and we can look forward to further resort signings expected within the next six months plus the new five-star Outrigger O-CE-N Bali Resort scheduled to open this December."

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