# **FOOD TOURISM** A Practical Marketing Guide

John Stanley and Linda Stanley



# Contents

About the Authors	ix
Contributors	xi
Foreword	xiii
Preface	xvii

#### PART I: FOOD TOURISM AND THE TOURIST

1	Introduction	3
	What is Food Tourism?	3
	Consumer Awareness of Food Tourism	5
	Key Drivers of Culinary Tourism – A Consumer Perspective	5
	Key Drivers for Food Tourism – A Farmer Perspective	8
	Food Tourism Development	10
	Food Tourism Challenges	16
	Perception is Truth	16
	Should a Business be in Food Tourism?	17
	Should the Public be Allowed on Your Farm?	19
	Developing a Culinary Tourism Strategy and Action Plan	20
	References	21
2	The Changing Tourist	24
	Introduction	24
	Understanding Today's Consumer	26
	What is Local?	27
	What are Food Tourists Doing?	28
	Engage with Children – They Are Your Future	30
	Getting To and Around a Region and its Culinary Facilities	32
	References	36

3	On-Farm Marketing and Activities	41
	Introduction	41
	Farm Gate Sales/Roadside Stands	41
	Pick Your Own/U Pick	42
	Farm Shops or Farm Markets	45
	Grow the Unusual	61
	Rare Breeds	63
	Fish Farms	66
	The Farm as a Classroom	67
	Cooking or Culinary Schools on the Farm	67
	Long Table Dining on the Farm	70
	Vineyards	70
	Bakeries	71
	Butchers	71
	Farm Delis	73
	Cheese	74
	The Labour Challenge – it Could be WWOOFers	75
	References	75
4	Off-Farm Marketing and Retailing	77
	Introduction	77
	Pop Up Everywhere and Anywhere	77
	Box Schemes	79
	Consumer Cooperatives	80
	Farmers' Markets/Farm Markets	81
	Night Markets	99
	General Food Markets	100
	Christmas Markets	100
	Community Gardens	101
	Open Kitchen Gardens	103
	Victorian Walled Gardens and Potagers	103
	Urban Orchards/Community Orchards	104
	Foraging	105
	Providores/Specialist Food Retailers	106
	References	108
5	Agri-Entertainment or Agri-Tourism	110
	Introduction	110
	Agri-Entertainment Activities	113
	On-Farm Entertainment Activities	115
	Off-Farm Entertainment	121
	Icon Food Tourism - The Giant Pineapple to Gillie Racing	129
	Traditional Crafts, Foods and Cooking Techniques	130
	Food Factories and Museums	133
	Old-Fashioned Candy Stores	133
	Further Information for Agri-Tourism	134
	References	136

6	Accommodation Introduction Hotel Accommodation Bed and Breakfast Farm Stay Glamping Country Houses References	<b>138</b> 138 139 140 142 142 144 145
PA	rt III: Food Tourism – The Wider Picture	
7	<b>Independent Garden Centres and Nurseries</b> Introduction The Value of Independent Garden Centres to Food Tourism Nurseries References	<b>149</b> 149 151 152 153
8	The Food Offer Introduction Where do Food Tourists Start? Present-Day Food Tourism Restaurants Culinary Tourists Want To Eat Local Coffee – Make it Easy On-Farm Restaurants Pop Up Food Offers Food Trucks Street Food Field Kitchens Food Tourism Cluster Food Offers Chinatown 'Comedy of Errors' Restaurants Picnics and Food Hampers Food Trails References	<b>154</b> 154 156 157 160 164 165 165 166 166 166 168 168 168 169 170 171

#### PART IV: MARKETING AND THE FUTURE

181
181
183
185
188
190
191
193
194

	Distribution Points for Information	202
	Permission Marketing	203
	Social Media Marketing Tools to Help Grow Your Business	206
	Where to Start	218
	References	218
10	The Future of Food Tourism	220
	The Golden Opportunity	220
	Food Tourism Accreditation	221
	The Future Will Include the Past	224
	References	225
Ap	pendix 1: Culinary, Retail and Tourism Terms	227
Ap	pendix 2: 51 Ways to Promote Your Culinary Business to	
	Local Community	229
Fur	ther Reading	231
Ind	ex	233

### About the Authors



John and Linda have been involved in the food industry sector for many years. Apart from owning a consultancy and conference speaking company they also own a sweet chestnut farm in Nannup in the south of Western Australia. This means that when they are not on the road working with clients they are managing 1100 sweet chestnut trees.

Linda has been involved in setting up Kalamunda Farmers Market and the Kalamunda Community Garden, which are located on the outskirts of Perth in Western Australia.

John has often worked with the farm associations around the world and is a regular speaker at farm-related conferences, especially where farmers are developing tourist operations.

Both John and Linda have written a number of books relating to retailing and especially perishable retailing.

## Contributors

- Mejer, Edwin, Managing Director, Green Connect Ltd, Innovation Centre and Business Base, 110 Butterfield, Great Marlings, Luton, Bedfordshire LU2 8DL, UK. E-mail: edwin@gardenconnect.com
- Smith, Stephen, School of Hospitality, Food, and Tourism Management, University of Guelph, Guelph, Ontario, Canada. E-mail: stesmith@ uoguelph.ca
- Weaver, David, Professor of Tourism, Department of Tourism, Sport and Hotel Management, Griffith Business School, Gold Coast Campus, Griffith University, Queensland, Australia. E-mail: d.weaver@griffith.edu.au