

# spa opportunities

08 MAY - 21 MAY 2015 ISSUE 215

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## Henri Chenot to open health spa hotel in Azerbaijan

Health and wellness expert Henri Chenot will open the second 'Espace Cure' hotel and its entire structure will be dedicated to his health and wellness programmes. The destination retreat will be located in Gabala, Azerbaijan and is set to open in Q2 2016. The first of these 'Espace Cure' hotels, which opened in 1980, is Chenot's flagship Palace Merano hotel in Italy.

International architect and interior designer Michel Jouannet will lead the 72-key Gabala Lake Palace Espace Chenot Health

Wellness Hotel, 225km (140-miles) from Baku. The luxury retreat will be located in a 26-hectare (64-acre) park with a restaurant, tea room, games room, children's club and 6,000sq m (64,583sq ft)



Henri Chenot is working with designer Michel Jouannet to create this forest-based retreat

the body's functions at the different stages in one's life. Chenot created this theory of wellness in 1999 before setting up the Academy of Biontology in 2004 and opening a number of spa centres across Europe.

Within the Gabala site's dedicated wellness zone, there will be a number of 'Chenot departments' for sports and fitness; traditional aesthetic spa therapies, aesthetic biontology, hydro biontology, aesthetic medicine, human performance, plus medical diagnostics.

The Chenot medical screen-

ing tests are said to identify lifestyle biomarker levels as Chenot believes one's status of health is largely derived from the interaction between their genetic profile and their lifestyle.

Details: [http://lei.sr?a=j2x5U\\_S](http://lei.sr?a=j2x5U_S)

### Wellness blogger who 'cured cancer' admits lies

Australian wellness blogger, Belle Gibson, who built an online community and sold a recipe book off the back of claims she cured terminal brain cancer through diet and lifestyle changes alone, has admitted she never had the disease.

Gibson told *Australian Women's Weekly*: "None of it's true."

Early in March, the supposed wellness guru's lie began to unravel when it was revealed she never donated thousands of dollars to charity, which had been promised from the proceeds of her successful mobile phone app, website and recipe book.

Details: [http://lei.sr?a=A8b6x\\_S](http://lei.sr?a=A8b6x_S)

### Tara Hanrahan lists Spa Cenvaree plans

Tara Hanrahan, group director of spa operations for Centara Hotels and Resorts, has revealed details of three spas set to join the group's portfolio in the coming years under the Spa Cenvaree brand in China, Vietnam and Qatar.

Speaking exclusively to *Spa Opportunities*, Hanrahan outlined the Spa Cenvaree facilities at Centara Resort Zhaoqing, the first property in China to be run by the Thai hospitality group.

Slated to open in Q4 of 2017, the four-star family-friendly resort located in Zhaoqing city in Guangdong Province, which is owned by Zhaoqing Yuhao Properties Development, will offer a Spa Cenvaree, complete with a mixture of single and couples' therapy rooms.

"There will be a strong focus on communal and social therapies at this spa; three separate



Tara Hanrahan is in charge of Spa Cenvaree operations

zones for communal foot massage are planned," said Hanrahan. "Anyone who has worked on spas in China will know the importance of ensuring social space for spa guests. Each of these three massage zones will have a different ambience. For example, one will incorporate TV and snacks for social interaction."

Continued on back cover

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## Tahitian spa resort secures US\$3bn

Hawaiian design firm G7o International (G7o) has secured investment deals with a number of companies in the US, Tahiti, China, France and Mexico to work on the 130-acre (53-hectare) Tahiti Mahana Beach Resort and Spa. Commitments from these sources add up to more than US\$3bn (€2.8bn, £2bn).

In July 2014, G7o was awarded the contract for the resort, which is also backed by the French Polynesian government. The design practice now acts as the architect, interior designer and civil engineer for the project. Commercial real estate services company CBRE Group will provide financial and project management services.

Aside from the French Polynesian government, investing companies include five Tahitian firms: Le groupe 3 Brasseurs, Imagine Promotion, La Societe Polynesienne des Eaux, Enterprise MT2 and La Societe GAZ de Tahiti.

Other global companies involved are Vinci; Cofely Polynesia, a subsidiary of independent power producer GDF Suez; waterpark



G7o expects to break ground on the waterfront project in 2015

developer Aquakita; plus Chinese real estate and energy group Beauty Legend Holding.

The waterfront project – to be located in Papeete on Tahiti's west side – is set to feature five hotels, a timeshare, condominiums, a marina, a retail mall, an aquatic park, a casino, a convention centre and theatres. G7o expects to break ground in 2015, with completion targeted for 2021. "Group 70's intention is to enhance local ownership to the maximum extent possible," said G7o chair Francis Oda.

Details: [http://lei.sr?a=v5E5S\\_S](http://lei.sr?a=v5E5S_S)

## Two Anantara resorts set for Africa

Minor Hotel Group (MHG) has partnered with Qatari Diar Real Estate Investment – the development arm of the Qatar government – to develop two new Anantara-branded resorts in North Africa, both of which are due to open in 2017.

The Anantara Tozeur Resort in the city of Tozeur, southwest of Tunisia, is being developed by Qatari Diar to include 93 bedrooms, a selection of restaurants and bars, business facilities, a health club and a signature Anantara Spa.

This resort is being marketed as an oasis located in the home of the original Star Wars film set. Presumably MHG expects to capitalise on the movie's tourism trail, however, following the threat of Islamic State (ISIS) to tourists in Tunisia, the UK Foreign Office recently advised against all but essential travel in the Tataouine area – in Libya. It also warned against all travel in the south of



The Anantara Hoara Tangier Resort is being developed in Morocco

Tunisia, where Star Wars fans visit the location that inspired Luke Skywalker's home planet.

Also being developed by Qatari Diar is the Anantara Al Houara Tangier Resort in northern Morocco. The hotel will be part of the US\$600m (€558m, £400m) Al Houara leisure destination project along 2.5km (1.6-miles) of beachfront that overlooks the Atlantic Ocean.

Details: [http://lei.sr?a=A6m8V\\_S](http://lei.sr?a=A6m8V_S)





## Dusit to open thermal resort in China



Dhevanand is the architecture firm involved in the resort, while interiors are by Leo International Design Group

Thai operator Dusit Fudu Hotels and Resorts is set to manage a hotel in China's Shandong province in early 2018, complete with an extensive destination wellness centre.

Owned by Zaozhuang Thai Cultural City Development, the Dusit Thani Thai Cultural City Resort Zaozhuang will contain 257 bedrooms and will be Thai-focused in its design. Dhevanand is the architecture company involved in the resort's conception and the interior design firm enlisted on the project is Leo International Design Group.

The resort's wellness centre will feature infrared heated cabins, laconium and salt saunas, a hot sand bath, an ice fountain room, a vitality pool, a nano bubble pool, mineral springs pools, an oxygen spa suite and an indoor swimming pool. A spokesperson for

Dusit told *Spa Opportunities* that the supplier of the thermal zone has not yet been confirmed.

The comprehensive wet zone will be complemented by Thai-inspired massage treatments, curated by Dusit's Devarana Spa brand.

As part of a mixed-use commercial complex, the resort will offer Thai retail brands, cultural performances and tours at the Buddhist cultural centre.

Dusit Fudu has also recently announced that it will operate a Dusit Thani hotel and serviced Dusit Princess residence in Shanghai.

Owned by Mingyuan Group, the Dusit Thani Hotel, Shanghai Zhabei will house 215 bedrooms, a conference centre, two restaurants, a rooftop swimming pool and a pool bar for guests and local residents.

*Details: [http://lei.sr?a=S4G5r\\_S](http://lei.sr?a=S4G5r_S)*

## Kurotel becomes first 'cancer aware' spa in south America

The Kurotel Longevity Medical Center and Spa in Brazil is the first wellness location in south America to become certified as 'cancer aware' by Wellness for Cancer – the first organisation to establish standardised, objective, cancer-focused training and business criteria for the spa and wellness industry.

By partnering with Spafinder Wellness, Wellness for Cancer has been able to teach many locations how to provide safe, therapeutic and treatment services to clients who have experienced, or are living with cancer.

According to the World Cancer Fund, 30 to 40 per cent of all cancers can be prevented by following a healthy lifestyle. The Kurotel Center, however, believes this number can be much higher if a healthy lifestyle is adopted early on.

*Details: [http://lei.sr?a=D3f3u\\_S](http://lei.sr?a=D3f3u_S)*



The spa will offer up to 35 yoga and exercise classes

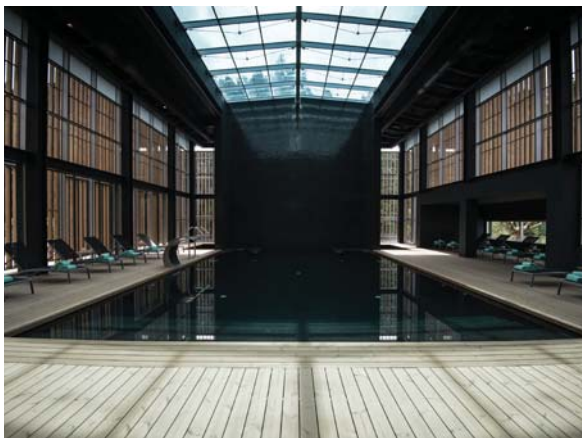
## Volcanic hot spring spa gets refurb

Architect Miguel Saraiva of Saraiva+Associados and interior designer Nini Andrade Silva have completed a renovation of The Furnas Boutique Hotel & Thermal Spa on Sao Miguel Island in the Azores archipelago off the coast of Portugal.

Operated by Discovery Hotel Management and a member of the international Design Hotels chain, the 55-key property now features a spa that comprises a thermal pool, fitness centre, 10 treatment rooms, whirlpools, flotation beds, Vichy showers and much more. The hot spring water, dubbed "iron water of quenturas" by locals, is pumped into the spa's wet zone facilities at 56°C, according to a spokesperson for Saraiva+Associados.

The design team had to rise to the challenge of maintaining the original character of the old Thermal Centre of Furnas, which became the hotel's spa.

"We aimed to emphasise the beauty of the



The spa has a thermal pool, fitness centre and 10 treatment rooms

surrounding nature via a chromatic palette within the spa," said the spokesperson. "We were also inspired by creating a journey through the historical, cultural and natural heritage of the island, so we used shades of white – symbolising the light of the vapours from the volcanic hot springs; brown to represent the strength of the earth; plus blues and greens that symbolise the influence of the Atlantic Ocean.

*Details: [http://lei.sr?a=w7s5y\\_S](http://lei.sr?a=w7s5y_S)*

## Mexican Esperanza resort to debut refreshed spa in June

Esperanza, an Auberge Resort Collection hotel, in Cabo San Lucas, Mexico, is set to reopen on 1 June following a revitalisation of the entire property – including the spa.

HKS Architects' interior designer Mary Alice Palmer and landscape architect George Girvin worked together to revamp the 57-bedroom retreat and to refresh the spa, which now includes a new outdoor relaxation lounge set under a large palapa: an elevated thatch roof terrace.

There is also a new large retail boutique featuring curated selections of local art, homeware, textiles and accessories, similar to many of those that have been chosen to decorate the interiors of the hotel and its spa.

In celebration of the reopening, The Spa at Esperanza will launch a new wellness programme featuring a fitness schedule with up to 35 yoga and exercise classes weekly with guest instructors, a nutritionist, acupuncture therapy and healthy cooking classes.

*Details: [http://lei.sr?a=g5x4W\\_S](http://lei.sr?a=g5x4W_S)*

## The complexity of spa consulting



**JEFF MATTHEWS**  
President of Steiner  
Spa Consulting

There's a notion that the barrier to entry to becoming a spa consultant nowadays is next to nil. There's some truth to that, given how many consultants there are today compared to a decade ago. But the reality is, spa consulting is a lot more complicated and demanding and in many cases, unsustainable as a business. Why? Because to survive today as a spa consultant requires a manageable or robust pipeline of projects, a comprehensive scope of services and an infinite amount of patience.

For a start, landing a project takes a lot longer than it did before because developers and hoteliers put spa consultants through a laborious vetting process, which in some cases can take up to a year. Then once a project is awarded, it can take another few years before you actually see the spa open.

There are at least six phases of work that take us from a feasibility study with financial projections, the design, construction and building stage, to recruitment and training, the sourcing of all furniture, fitting and equipment, as well as and operating supplies and the creation of all standard operating procedures.

Then there are instances when hotels will want you to manage the spa full time or will want your support only for 6-12 months as the operation gets up to speed, which will require another set of contracts and negotiations.

Now imagine if you have several projects in the pipeline at different stages of completion, or in some cases, delay. Unless you have the breadth of human resources and required capabilities to service them all, managing multiple projects can be next to impossible.

Matthews recently revealed a number of spa projects at properties including Kudarah Island Resort in the south Alifu Atoll of the Maldives and the Al Murooj Golf Club in Saudi Arabia

Details: [http://lei.sr?a=z8z8P\\_S](http://lei.sr?a=z8z8P_S)

## Eco-garden Alila to launch in September

Alila Seminyak is set to open on Bali's southwest coast, having exceeded requirements for the sustainable design assessment carried out by Earthcheck, called the Global Standards in Building, Planning and Design Certification.

Due to launch in September 2015, Alila Seminyak will feature 240 bedrooms and a number of suites for sale. Designed by architects URBNarc, the property is themed as a private garden, connected by a labyrinth of green corridors, natural landscaping, plus rooftop pools and gardens.

Steve Jeisman, the man who developed the spa brand for Alila in 2006 and has been director of spa and development ever since, told *Spa Opportunities* that the property's signature Spa Alila will offer six double therapy rooms and one signature spa suite – complete with twin Vichy showers, a silk bath, heated treatment beds, twin rain showers and



The property harvests rainwater and has low energy light fixtures

a steamroom. The other six couples' suites each comprise an indoor day-bed, in addition to treatment beds and steam showers. Also within the spa, there will be a Thai massage room, a reflexology room – with five lounge beds – a spa lounge, as well as a hair and nail salon. The fitness area at the property will offer a state-of-the-art gym and a yoga studio.

Details: [http://lei.sr?a=e3C6j\\_S](http://lei.sr?a=e3C6j_S)

## Spafinder reveals wellness award judges

Spafinder Wellness 365 has revealed the global panel of judges who will nominate candidates for the 2015 Wellness Travel Awards – the programme dedicated to honouring spas, hotels, resorts and retreats that offer the best experiences and packages to consumers seeking healthy vacations and travel.

The expanded 2015 panel includes 33 spa and wellness travel editors and experts from all over the world, including *Spa Business* managing editor Katie Barnes.

A three-part approach will

be used to select winners, which will then be announced in November at the World Travel Market in London. The first and second steps in the approach involve nominations and voting by the panelists, followed by voting by consumers who will help select the final winners.

Nominations begin in early May and consumer voting will start in July.

Judges include Mary Bemis, founder and editorial director, *Insider's Guide to Spas*; Kris Abbey, publishing editor, *Spa Life*; Sarah



Katie Barnes, managing editor of *Spa Business*, is a judge for the awards

Camilleri, founding editor and publisher, *European Spa magazine*; Julie Keller Callaghan, editor-in-chief and publisher, *American Spa*; Dr. Franz Linser, CEO, Linser Hospitality, Kate Phillips Melaragno, travel editor, *Spafinder Wellness 365*; Sarah Joan Ross, editor, *Modern Spa Magazine*; Fifi Kao, editor-in-chief, *SpaChina magazine*; Elaine Okeke-Martin, editor, *Spa and Wellness Africa*; and Sara Jones, managing director of *Spa Professional Mexico*.  
Details: [http://lei.sr?a=7N2z9\\_S](http://lei.sr?a=7N2z9_S)





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## One-size-fits-all weight programmes 'lack efficacy'

People who have a body mass index (BMI) of 30 or over fit into one of six behavioural groups, according to a new University of Sheffield study, providing evidence that the one-size-fits-all weight loss programmes currently available to obese people are not effective for everyone.

Following the news of another study that found few commercial weight loss programmes provide concrete evidence of their effectivity, the new investigation, led by Dr Mark Green of the University of Sheffield's Health and Related Research department, identified six groups of obese people who are likely to respond differently to various weight loss promotion strategies.

The six groups were identified using data from the *Yorkshire Health Study* – which included 4,144 obese individuals.

**Details:** [http://lei.sr?a=E6C6z\\_S](http://lei.sr?a=E6C6z_S)



The Monocot Studio designed the spa villas

## Maldivian Loama Resort showcases over-water spa

The 105-key Loama Resort Maldives at Maamigili has launched a 496sq m (5,339sq ft) spa with treatment rooms extending out on a jetty over the sea.

Spa consultant Barry Warrington of IS Wellness and designer Mikael Tay of Singapore-based The Monocot Studio created four beach spa villas and four over-water villas that face southwest to take advantage of the sunset.

Owned by Singaporean company GJS Group, the resort's new spa has a steam bath and offers a variety of therapeutic treatments using its own in-house branded skincare products, signature to The Loama Spa, made with natural plant essence and extracts.

A spokesperson for the resort told *Spa Opportunities* that the spa expects to receive 1,000 guests within its first year of operation. The cost of investment is confidential.

The resort also hosts an art gallery and museum dedicated to the island nation.

**Details:** [http://lei.sr?a=N4g2r\\_S](http://lei.sr?a=N4g2r_S)

## Japanese inn hotel opens at temple site

The first Luxury Collection Hotel – by Starwood – in Japan has opened in Kyoto, set in the grounds of Tenryūji Temple – a world heritage site that formerly housed a traditional Japanese inn that was used by the Japanese government to entertain honourable guests.

Owned by Mori Trust and operated by Mori Trust Hotels & Resorts, the Suiran, a Luxury Collection hotel, was designed by Takenaka Corporation. It features 39 guestrooms, two restaurants and a two-treatment room spa.

Run in-house, both of the spa's treatment rooms are equipped with a Japanese-style open-air bath. Treatments on offer include traditional Japanese therapies, such as a body scrub with green tea and facial treatments with jade stones. The spa also incorporates a very



The property is owned and operated by Mori Trust Hotels & Resorts

rare tea seed oil in its massage treatments.

Kyoto was once the capital city of Japan and it is now home to 17 UNESCO World Heritage Sites, more than 1,600 Buddhist temples and some 400 Shinto shrines. Nearby sites to the hotel include Nijo Castle and Nishiki Market.

**Details:** [http://lei.sr?a=e2e6D\\_S](http://lei.sr?a=e2e6D_S)

## Famous London bank to become hotel

EPR Architects is working to design the hotel and spa – in collaboration with Barr+Wray – at the upcoming Poultry Hotel in London. The five-star offering will occupy the Grade I-listed former Midland Bank headquarters – the vault of which was portrayed as Fort Knox for the climax of the 1964 James Bond film *Goldfinger*.

Scheduled to open in 2016, the hotel is set to feature 252 bedrooms, a restaurant, health and leisure facilities, rooftop terraces and two pools. There will also be a bar in the bank's former vault – where *Goldfinger*'s lethal henchman Oddjob, played by Harold Sakata, famously met his demise when he was electrocuted by Bond.

Originally built between 1925-1939, the Midland Bank building was one of the most expensive bank headquarters of its time. It is considered to be British architect Sir Edwin Lutyens' finest commercial building.

EPR Architects' website says: "The proposals [for the hotel and spa] have been developed with sensitivity to the existing Lutyens interiors and elevations and in close consultation with City planners and conservationists. An insensitive 1960s



The original Midland Bank was created by designer Sir Edwin Lutyens

extension at the rear will be demolished and replaced with a new bedroom wing."

The refurbishment will include a spa with a thermal zone, which Barr+Wray will install.

"The project will include the supply and installation of the water filtration and treatment plant for both the lap pool and rooftop pool," Lorne Kennedy, European sales director of Barr+Wray, told *Spa Opportunities* exclusively. "We will also be responsible for the supply, installation and commissioning of an 8sq m (26sq ft) hammam, sauna and steamroom."

Developer and owners are Sydel Poultry and Capital Construction & Development.

**Details:** [http://lei.sr?a=W7x9z\\_S](http://lei.sr?a=W7x9z_S)



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# DIARY DATES

**19-21 May 2015**

## **China Beauty Expo**

Shanghai New International Expo Centre, Shanghai, China

An annual event held in Shanghai, China Beauty Expo (CBE) is the leading beauty trade show in Asia. It is a popular trade platform for international cosmetic companies entering the Asian beauty market and is the key beauty and cosmetic exhibition promoted by the Chinese Ministry of Commerce. In 2014, the event attracted 252,200 visitors from 80 countries. The event measures a total of 127,000sq m (31 acres) across 11 halls, featuring 6,433 exhibition booths.

Tel: +86 21 2326 3697

[www.chinabeautyexpo.com](http://www.chinabeautyexpo.com)

**19-22 May 2015**

## **European Spas Association Congress**

Sofitel Grand Sopot, Poland

This will be the 20th anniversary of the European Spas Association. In addition to business meetings, the congress will focus on the opportunities for regional spas and health resorts. Research demonstrating the health benefits of balneotherapy will be highlighted alongside innovative spa products. The association represents members from 19 European countries.

Tel: +32 2282 0558

[www.europeanspas.eu](http://www.europeanspas.eu)

**26-28 May 2015**

## **Beautyworld Middle East**

Dubai, UAE

Beautyworld Middle East will celebrate its 20th anniversary in 2015. The event is said to be a leading trade and networking event for professionals in the beauty, wellbeing, haircare and fragrance sectors. In 2014, approximately 1,350 companies – from both surrounding regions and international markets – showcased products, equipment and services.

Tel: +971 4389 4500

[www.beautyworldme.com](http://www.beautyworldme.com)

**28 May 2015**

## **Forum HOTel & Spa**

Four Seasons George V, Paris, France

This one-day educational event is now in its eighth year. This edition comprises panel discussions, trend insights and aims to bring together hotel and spa professionals.

Tel: +33 142 409 077

[www.forumhotspa.com](http://www.forumhotspa.com)



Belgin Aksoy (in pink) of Aksoy Group founded the Global Wellness Day

**13 June 2015**

## **Global Wellness Day**

Founded by Belgin Aksoy of Aksoy Group, every year on the second Saturday of June, the day will represent an occasion to slow down and think about ways in which to

address our bad habits and make us aware of the value of our lives. Global Wellness Day is an entirely not-for-profit day – a social project created by volunteers dedicated to living well.  
[mina.ertem@globalwellnessday.org](mailto:mina.ertem@globalwellnessday.org)  
[www.globalwellnessday.org](http://www.globalwellnessday.org)

**3-6 June 2015**

## **SPATEC Europe**

Meliá Villaitana, Costa Blanca, Spain

During the two-day event, spa owners, operators, directors and suppliers network during dinners and carry out a series of 20-minute one-to-one business meetings. Both buyers and suppliers get to choose who they would like to meet with and these appointments are scheduled.

Tel: +35 6994 58 305

[www.spateceu.com](http://www.spateceu.com)

**8-11 June 2015**

## **HOTEC Design**

San Diego, California, US

Created specifically for hospitality design professionals, HOTEC Design brings designers, hoteliers, architects, management companies and purchasing firms face-to-face with innovative suppliers for three days of one-to-one meetings and creative exchange. Domestic and international buyers and vendors attend the event – participating in team-building activities in a relaxed setting for networking purposes.

Tel: +1 215 402 9467

[www.hotecna.com/designeast](http://www.hotecna.com/designeast)

**28-29 June 2015**

## **Professional Beauty Cape Town**

Cape Town International Convention Centre (CTICC), South Africa

The latest product launches, innovations and developments from across the world are all showcased under one roof at this networking forum. An educational seminar is planned and leading skincare brands will exhibit their latest product ranges, making it easy for operators to source suppliers.

Tel: +27 11 781 5970

[www.probeauty.co.za/ct.htm](http://www.probeauty.co.za/ct.htm)

**12-15 July 2015**

## **Caribbean Spa Association Summit**

La Concha Renaissance Resort, Puerto Rico

Spa managers, owners and suppliers are invited to the first Caribbean Spa Association (CSPA) Summit to exchange ideas and network with leaders in the industry. Depending on their level of membership, suppliers will meet with a minimum of 15 regional operators in one-on-one meetings and a number of small groups to do business.

Email: [info@caribbeanspaa.com](mailto:info@caribbeanspaa.com)

[www.caribbeanspaa.com](http://www.caribbeanspaa.com)





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World Spa & Well-being Convention 2015 is bringing new answers and business solutions to all spa & well-being professionals seeking professional education, the opportunity to enter a global market place or, to expand their market share. Co-located with the 2nd Beyond Beauty ASEAN-Bangkok, the 2 events bring the best of both beauty industry and spa & well-being events together onto one international platform.

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- Reach out to a market of over 600 million people
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### Why Visit?

- Meet over 300 brands and suppliers in 3 days
- Discover the successes of tomorrow by exploring new markets today
- Be inspired by participation in the World Spa & Well-being Congress, with first in Asia innovations while offering practical tools for spa workers
- Network with entrepreneurs and industry insiders and trade professionals
- Celebrate the 2015 Thailand Spa & Well-being Awards which rewards the most outstanding brands/services in the Thai Spa industry

### CONTACT US

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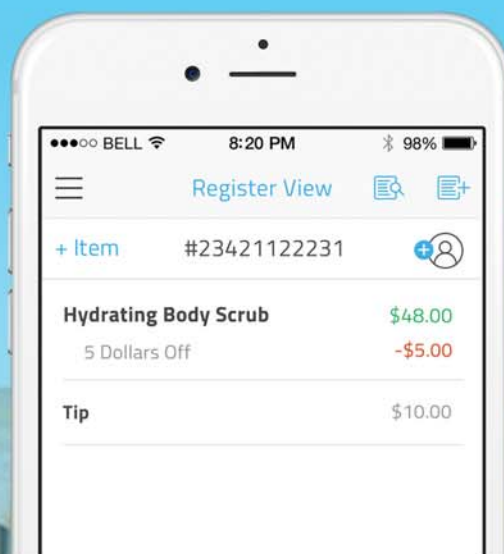
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## Wahanda sales academy to launch

European online marketplace and booking platform for hair and beauty, Wahanda is to launch The Wahanda Academy – a series of free seminars for salons to participate in twice a week in key cities throughout the UK, on topics such as sales, marketing and key operational areas.

The Wahanda Academy will offer expert advice on how to make the most of Wahanda and its salon software, but it will also teach participants how to use wider marketing platforms such as CRM, social media and brand building.

To support the seminars, Wahanda will also create an online version of the Academy – making the information available online to allow salons and spas to receive training at their convenience via tutorials and webinars.

The workshops and training programmes will be led by head of academy, Valerie Delforge, who has 25 years' experience in the beauty industry. She has worked for luxury spa and beauty companies such as L'Occitane,



Lopo Champalimaud, CEO and founder of Wahanda, welcomed Delforge

Steiner, Clarins and Urban Retreat in Harrods.

"Valerie is fantastically well-placed to help hair and beauty businesses drive top line growth and improve operational efficiency, thanks to her extensive experience," said Lopo Champalimaud, CEO and founder of Wahanda. "I am delighted that we will be able to offer this support to all of the spas and salons that we work with, to help them maximise their business potential."

*Details:* [http://lei.sr?a=n6u6h\\_S](http://lei.sr?a=n6u6h_S)

## WTS designers pursue WELL credential

Andrea DuBois and Mary Lynn Mellinger of global spa consultancy and management firm WTS International (WTS) are among the first interior designers in the world to begin an accredited training programme with the WELL Building Institute.

The International WELL Building Institute (IWBI) is a public benefit corporation whose mission is to improve human health and wellbeing through the built environment.

Its WELL Building Standard is a set of 102 performance metrics, design strategies and procedures that can be implemented by owners, designers, engineers, contractors and operators of a property. The Standard is third-party certified by the Green Building Certification Institute (GBCI), which also administers the respected LEED certification program and the LEED professional credentialing program.

During 2015, WTS designers, Andrea DuBois



Mary Lynn Mellinger said the WELL AP exam will launch in November

and Mary Lynn Mellinger, will undertake the work required to become fully accredited.

The process started with the awarding of the provisional Well Accredited Professional credential (WELL AP) at the conclusion of the IWBI's first two-day inaugural WELL AP workshop.

A WELL AP Exam will launch in November 2015, alongside an educational programme.

*Details:* [http://lei.sr?a=U7P4x\\_S](http://lei.sr?a=U7P4x_S)

## Ilslington Country House Hotel refurbishes and expands spa site

The Ilslington Country House Dartmoor Hotel in Devon, UK, has refurbished and expanded its existing spa facility with the help of local interior design consultancy Ashton House Design.

Director of Ashton House, Simon Bantock, spoke exclusively to *Spa Opportunities* about the project brief for the spa.

"We were tasked with refurbishing the spa facility on-site at the 25-bedroom property, which was a couple of decades old," said Bantock. "While the hotel is in a great location, the spa was quite compact and it also wasn't connected to the hotel – something that affected the spa journey significantly. The spa has been linked to the hotel now. Two existing treatment rooms will be reinvented in time and the wet zone has been entirely replaced."

*Details:* [http://lei.sr?a=H6G3f\\_S](http://lei.sr?a=H6G3f_S)



Paul Schmidt, executive director of GSN

## Green Spa Network redesigns membership structure

In honour of Earth Day (22 April), the Green Spa Network (GSN) has unveiled a new membership structure designed to make joining the sustainability-focused network easier and expand the non-profit organisation's impact.

The new 'associate member' and 'contributing member' levels will provide GSN with an improved foundation for the ongoing development of spa sustainability resources for the industry.

Associate members will have access to GSN's sustainability assessment tool and 'greening' toolkit, as well as news, information and a wide range of volunteering opportunities – all for free.

Contributing members, however, can have their spa listed on GSN's green spa locator map, take advantage of supplier discounts, offers, marketing opportunities, in addition to preferred rates for GSN events – all for US\$360 (€337, £242).

*Details:* [http://lei.sr?a=J4t2E\\_S](http://lei.sr?a=J4t2E_S)



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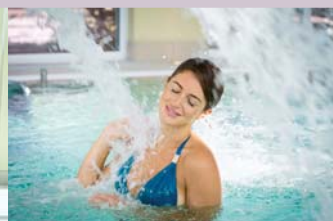
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Due to ongoing business growth we are now looking for an enthusiastic Assistant Spa Manager to join our expanding and highly successful team. A fundamental part of this role will be ensuring the development of our new and existing staff into 5 Bubble & ESPA standard employees, with an emphasis on training.

The ideal candidate will have a background in training within the beauty industry, experience in a supervisory position and a clear passion for developing people. We pride ourselves on supporting the development and progression of our team, right from their first day!

**Other roles: Spa Therapist, Spa Receptionist, Spa Attendant**

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[www.bedfordlodgehotelspa.co.uk](http://www.bedfordlodgehotelspa.co.uk)

## Job opportunities with Aqua Sana at Center Parcs



Center Parcs is the leading provider of short break holidays in the UK, delighting generations of guests for the past 27 years. Each of our Villages is set in beautiful forest locations with over 200 activities and after recently opening our fifth Village, we now employ a team of more than 7,000 people.

Aqua Sana is our award winning spa which welcomes guests who are on short breaks as well as spa day clients. As well as 'World of Spa' there is a full treatment menu, using Elemis, Decl  r and our own signature ranges. We also have an Express Beauty area, a fully stocked Boutique, and Vital   Caf   Bar. Aqua Sana is a high quality, continually evolving spa concept.

If you're as passionate as we are about the benefits that spa can bring, why not be part of our evolution?

**We are currently recruiting for various roles within our Aqua Sana teams across the 5 villages, including;**

- **BEAUTY THERAPIST (FULL & PART TIME)**
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If you're interested in a career within Aqua Sana, please visit the Center Parcs Careers Website and select 'Job Search'.

Here you can select the Village where you are interested in working and see what opportunities are currently available. You can also register for 'Job Alerts' and we will contact you as and when opportunities become available.'

[www.centerparcscareers.co.uk](http://www.centerparcscareers.co.uk)







## General Manager - Health Club and Spa

**Salary/ Bonus: Very dependent upon experience but a basic of between £26,000 and £32,000 with an unlimited and attractive bonus structure on top.**

**St Michaels Hotel & Spa** is one of Cornwall's leading 4 star hotels. It is stylish and contemporary, with a vibrant, friendly atmosphere which embraces the local community. It overlooks a sandy, blue flag beach, and a wonderful stretch of coastline. It is within walking distance of the vibrant, creative Falmouth recently voted 4th best place in the UK to live (Sunday Times, 2014)

The hotel has benefitted from a £5 million investment programme over the past 10 years and been awarded Cornwall Hotel of the Year in 2009 (Gold) and 2012 (Silver); South West Large Hotel of the Year 2015 (Bronze) Best Cornwall Spa in 2013 and 2014; Gold in GTBS and Silver IIP. We have also gained 2 AA rosettes for our food.

St Michael's has recently acquired the site of the former Falmouth Beach Hotel next door and is set to embark on a major investment programme to build a brand new luxury spa with associated facilities; re-invigorated health club; 30 new bedroom suites and c 55 apartments.

This is a very exciting time to join and lead the Spa and Health Club businesses at St Michaels Hotel & Spa through its next phase of expansion

### Role scope & general purpose

- Deliver the profit, business performance goals and other objectives specified in the business plan
- Set standards and drive business performance that consistently delivers great results through strong business management and leadership
- Set up and manage effective controls and reporting systems that track business performance and present business information from which smart decisions can be made
- Recruit, develop & retain excellent staff who deliver outstanding levels of customer satisfaction
- Develop retention programmes to maximise member and client satisfaction and the longevity of their custom
- Tightly control costs and maximise yield through efficient and smart ways of working
- Drive sales through maximising repeat business, exploring all market opportunities, staff culture and innovative thinking
- Create an environment where staff thrive and endeavour to delight our customers at all times

### Experience/Qualifications

- An experienced Spa and/or Health Club professional who has really strong achievements behind them in growing the business, is extremely commercially focussed and exhibits natural leadership qualities
- You will have experience of successfully managing, developing and motivating a spa or health club orientated team and will have ideally used relevant management systems
- Ideally, you will have worked in a senior capacity within a busy membership environment and have a working understanding of data bases, direct debit systems, behaviour analysis, retention strategies and best practice membership relations
- You will be appropriately qualified through your career so far

### Personal Attributes

- You will be an instinctive sales orientated manager but with a natural desire to delight your customers directly and through your teams
- Highly numerate and analytical. Can navigate around profit and loss accounts and be able to forecast accurately and consistently
- Sound commercial judgement and hunger for business success
- A real desire for sales and smashing targets!
- Strong leadership and man management skills
- Great interpersonal skills, charm and a naturally strong communicator. Hard working, passionate, bright
- Outgoing, personable, fun and a great sense of humour. You'll need it!
- IT literate and used to working with systems
- A team player who is confident in themselves but also keen to encourage a participative and supportive management team
- Quality oriented with experience of implementing new standards
- Extremely honest and trustworthy with high standards of integrity
- Flexible and able to work under pressure

### Benefits:

28 days annual holiday. Meals on duty. Spa/ health club membership for self and immediate family. Pension scheme

## Centara details Spa Cenvaree pipeline

*Continued from front cover*

In addition to the Centara Resort Zhaoqing detailed on the front cover, another Centara property set to receive a Spa Cenvaree is the Centara Beach Resort Phu Quoc.

Tara Hanrahan, group director of spa operations for Centara Hotels and Resorts revealed to *Spa Opportunities* that the 143-key resort, which is expected to open in Q3 2015, will house a Spa Cenvaree with seven therapy rooms.

"These will be a mixture of single and couples' treatment rooms spread over two floors," said Hanrahan.

"A kids' spa, with fun therapies, will form part of the Kid's Club and a dedicated communal foot massage zone is planned – along with standard wet facilities including steamrooms and saunas," added Hanrahan.

"The resort itself is family-oriented, hence the kids' spa therapies," said Hanrahan. "We're finding that guests want the spa to 'come to them', so to speak, so we'll also offer therapies poolside during the day and at the property's club lounge. Therapies will feature our



The Centara Grand West Bay Hotel in Doha will have a Spa Cenvaree

traditional Thai treatments and incorporate other southeast Asian influences."

The four-star Centara Beach Resort Phu Quoc on the main coast of Phu Quoc Island in Vietnam's Kien Giang Province is the second Centara property on the island and Centara's VP of sales and marketing, Chris Bailey, said it "has a different style and product focus than our other properties in the region – and so we can expand our appeal to a wider cross-section of the market."

*Details: [http://lei.sr?a=W8dqg\\_S](http://lei.sr?a=W8dqg_S)*

## CIDESCO's president joins Raison d'Etre

Spa and wellness consultancy Raison d'Etre has appointed Anna-Cari Gund – president of global association for beauty and spa therapist accreditation CIDESCO International – as managing director.

Swedish-born Gund has more than 30 years' experience in the spa and beauty industry and has lectured extensively at beauty and spa therapy schools. For nearly 15 years, Gund also managed Yrkeshögskolan för Hudvård & Spa – a leading beauty and spa therapy school in Sweden.

After eight years as VP of CIDESCO, Gund was elected president in October 2012 and now represents the organisation – which provides guidance to more than 250 beauty therapy schools around the world.

At Raison d'Etre, Gund will be focused on further developing the company's educational platforms, spa management programmes and enhancing the brand's advanced beauty concept. As the company



Anna-Cari Gund will focus on Raison d'Etre's education platforms

expands its offering in spa, wellness and fitness sectors, Gund will be leading the launch of the LivNordic spa concept that will be rolled out to several spas during 2015.

"Anna-Cari brings a unique set of skills to Raison d'Etre, with her expertise in education, product distribution and advanced beauty therapy knowledge," said Anna Bjurstam, partner of Raison d'Etre – speaking exclusively to *Spa Opportunities*. "With Anna-Cari at the helm, we see a bright future ahead."

*Details: [http://lei.sr?a=Z3h8z\\_S](http://lei.sr?a=Z3h8z_S)*

### Argentina Spa Association

T: +54 11 4468 0879 W: [www.asociacionspa.org](http://www.asociacionspa.org)

### Asia Pacific Spa and Wellness Coalition

T: +65 9777 3204 W: [www.apswc.org](http://www.apswc.org)

### Association of Malaysian Spas (AMSPA)

T: +603 4253 3478 W: [www.amspa.org.my](http://www.amspa.org.my)

### Australasian Spa Association

T: +61 4 3003 3174 W: [www.aspaassociation.com.au](http://www.aspaassociation.com.au)

### Bali Spa and Wellness Association (BSWA)

W: [www.balispaandwellness-association.org](http://www.balispaandwellness-association.org)

### Brazilian Spas Association

T: +55 11 2307 5595 W: [www.abcspas.com.br](http://www.abcspas.com.br)

### Bulgarian Union for Balneology and Spa Tourism (BUBSPA)

T: +359 2 942 7130 W: [www.bubspa.org](http://www.bubspa.org)

### China Spa Association

T: +86 21 5385 8951 W: [www.chinaspaassociation.com](http://www.chinaspaassociation.com)

### Association of Spas of the Czech Republic

T: +420 606 063 145 W: [www.jedemedolazni.cz](http://www.jedemedolazni.cz)

### The Day Spa Association (US)

T: +1 877 851 8998 W: [www.dayspaassociation.com](http://www.dayspaassociation.com)

### Estonian Spa Association

T: +372 510 9306 W: [www.estonianspas.eu](http://www.estonianspas.eu)

### European Spas Association

T: +32 2 282 0558 W: [www.espa-ehv.com](http://www.espa-ehv.com)

### Federation of Holistic Therapists (FHT)

T: +44 23 8062 4350 W: [www.fht.org.uk](http://www.fht.org.uk)

### French Spa Association (SPA-A)

W: [www.spa-a.com](http://www.spa-a.com)

### German Spas Association

T: +49 30 24 63 692-0 W: [www.deutscher-heilbaederverband.de](http://www.deutscher-heilbaederverband.de)

### Hungarian Baths Association

T: +36 1 220 2282 W: [www.furdoszovetseg.hu/en](http://www.furdoszovetseg.hu/en)

### The Iceland Spa Association

W: [www.visitspas.eu/iceland](http://www.visitspas.eu/iceland)

### The International Medical Spa Association

T: +1 877 851 8998 W: [www.medicalspaassociation.org](http://www.medicalspaassociation.org)

### International Spa & Wellness Association (ISWA)

T: +49 69 130 25 86 0 W: [www.iswa.de](http://www.iswa.de)

### International Spa Association (ISPA)

T: +1 859 226 4326 W: [www.experienceispa.com](http://www.experienceispa.com)

### Japan Spa Association

W: [www.j-spa.jp](http://www.j-spa.jp)

### Leading Spas of Canada

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### National Guild of Spa Experts Russia

T: +7 495 226 4289 W: [www.russiaspas.ru](http://www.russiaspas.ru)

### Portuguese Spas Association

T: +351 217 940 574 W: [www.termasdeportugal.pt](http://www.termasdeportugal.pt)

### Romanian Spa Organization

T: +40 21 322 01 88 W: [www.romanian-spas.ro](http://www.romanian-spas.ro)

### Salt Therapy Association

W: [www.salttherapyassociation.org](http://www.salttherapyassociation.org)

### Samui Spa Association

T: +66 7742 08712 W: [www.samuispaassociation.com](http://www.samuispaassociation.com)

### Serbian Spas and Resorts Association

T: +381 36 611 110 W: [www.serbianspas.org](http://www.serbianspas.org)

### South African Spa Association

T: +27 11 447 9959 W: [www.saspaassociation.co.za](http://www.saspaassociation.co.za)

### Spanish National Spa Association

T: +34 902 1176 22 W: [www.balnearios.org](http://www.balnearios.org)

### Spa Association of India

T: +91 995 889 5151 W: [www.spaassociationofindia.in](http://www.spaassociationofindia.in)

### Spa Association Singapore

T: +65 6223 1158 W: [www.spaassociation.org.sg](http://www.spaassociation.org.sg)

### Spa & Wellness Africa Association

W: [www.spaassociationofafrica.com](http://www.spaassociationofafrica.com)

### Spa & Wellness International Council (SWIC)

T: +7 4957640203 W: [www.iswic.ru](http://www.iswic.ru)

### Taiwan Spa Association

W: [www.tspa.tw](http://www.tspa.tw)

### Thai Spa Association

T: +66 2168 7094 W: [www.thaispaassociation.com](http://www.thaispaassociation.com)

### Turkish Spa Association

T: +90 212 635 1201 W: [www.spa-turkey.com](http://www.spa-turkey.com)

### The UK Spa Association

T: +44 8707 800 787 W: [www.spabusinessassociation.co.uk](http://www.spabusinessassociation.co.uk)

### Ukrainian SPA Association

T: +3 8044 253 74 79 W: [www.spaua.org](http://www.spaua.org)