

- Share project context and background
- Suggest how we can work together to deliver success
- Gather perspectives and insights
- Hear your ideas and suggestions
- Outline next steps



CONTEXT AND BACKGROUND





Tourism is a Key sector

Of our economy and benefits us all



Central to **economic** and social wellbeing



Drives **export** earnings



Balanced sub **regional** growth and job creation



Connects people with place



Renewal of local and national pride



Supports promotion of our unique culture



Provides local and central **government** revenue

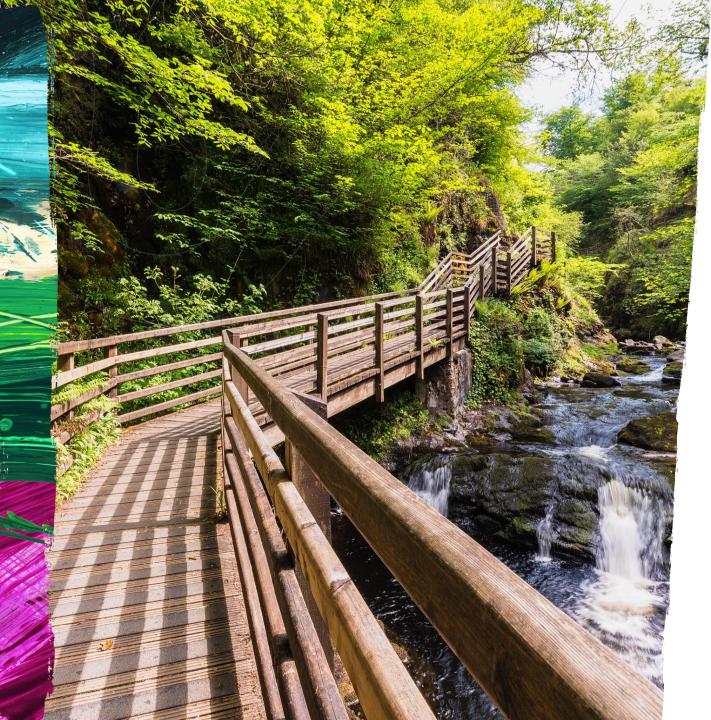


Attracts inward investment and growth



Needs ongoing investment





Consumer Trends:

- Safety is key WG2G
- Health and wellness
- Trips for rest and relaxation
- Outdoor experiences
- Getting back to nature
- Food and drink
- Hidden gems and getting off the beaten track
- Multi-generational offers for families
- Consumers want to be able to use technology to research in advance
- Value for money
- Sustainability- environmental and economic
- Supporting local to stimulate post-Covid recovery and support local communities





Five Strategic Pillars

A thriving tourism ecosystem that enriches Northern Ireland, its people and its guests

Share our Giant Spirit and Awaken it in Our Visitors and create a world-class, short-stay destination

Heritage

A place full of stories, myths, writers, poets and history

Legendary

Environment

Ruggedlandscapes, wild seas, lush greenery, rich natural resources

Elemental

Culture

Ours is alar shaped by Giant Spir

Giant Spirit

Industry

Ambition, imagination, hard-working perseverance

Pioneering

Community

pecial generosity hospitality and warmwelcome

Big-hearted

Place

People

Principles

- Emerging demand aligns strongly with what NI and the experience brand offers
- Sustainable, meaningful and regenerative tourism is key to our recovery
- Work closely with local stakeholders to align our efforts to their respective development strategies.
- Develop compelling experiences to meet market demand.
- Ensure consistency within the Embrace a Giant Spirit brand



Working Together....

Vision and ambition guided by...

Desire to **unlock** Northern Ireland's natural assets to attract and motivate visitors spend time exploring and enjoying the destination, contributing to economy and host communities

Need to create and hone world class, distinctive visitor experiences.

Opportunity to harness skills and knowledge in consumer brand led experience development to support product design, development and implementation

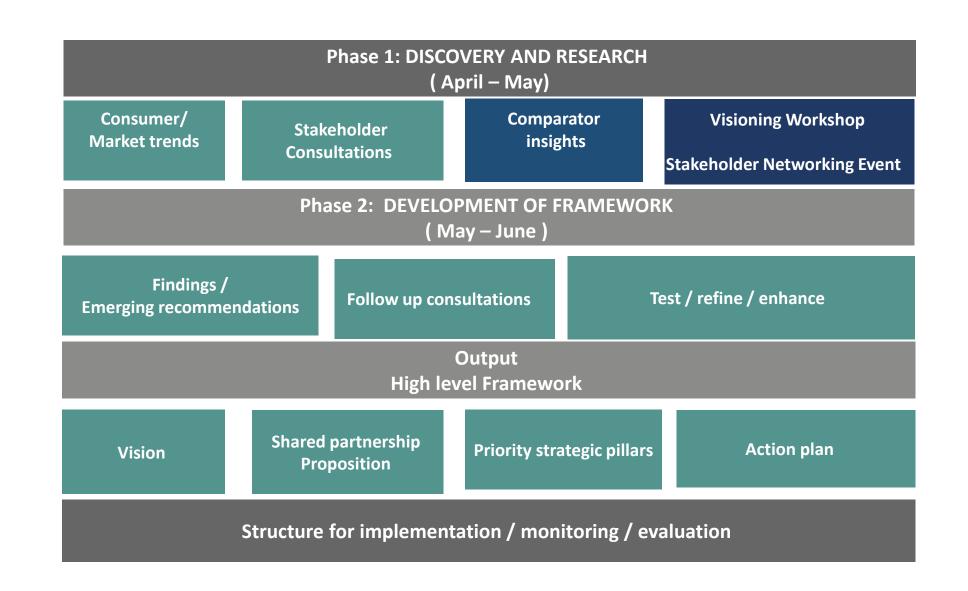
Ambition to build a partnership that is sustainable and valued by its network of stakeholders

The development of a distinctive, compelling and **relevant Framework** informed by consumer needs, business opportunity and one that delivers on Embrace a Giant Spirit brand promise, endorsed and supported by relevant stakeholders

The stakeholders



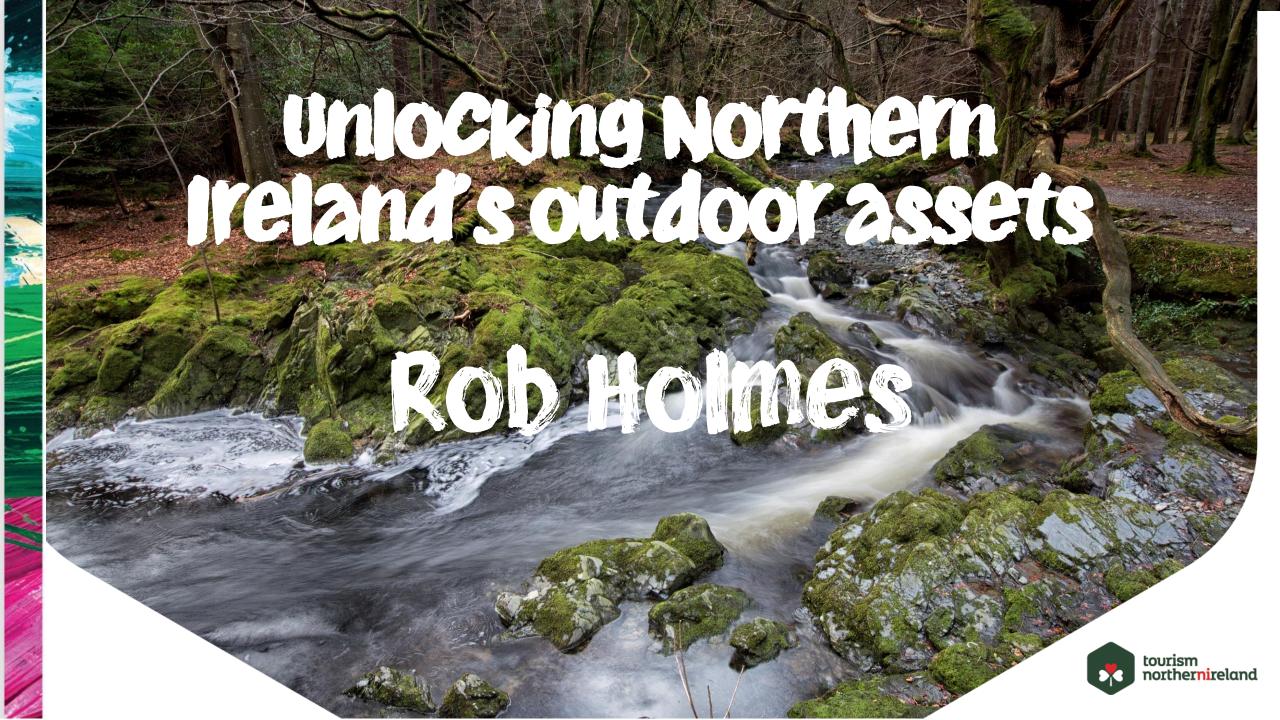
Our approach

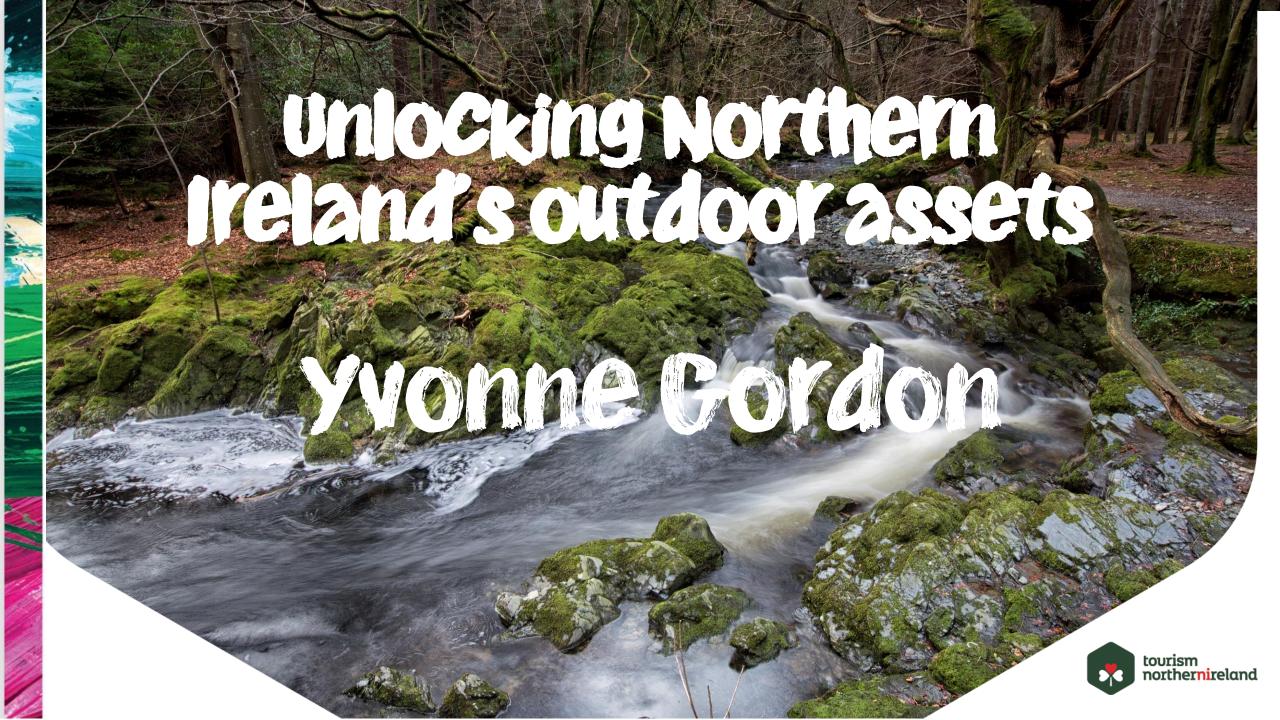


Our speakers ...



- Rob Holmes GLP Films
- Yvonne Gordon TravelWriter
- Rob Rankin Vagabond Tours
- Brendan Kenny IAAT





Unlocking the outdoors

Yvonne Gordon, Travel Writer



tourismni.com

Travel writer...

Newspapers, magazines and websites around the globe

Travel guides — Lonely Planet, Frommer's

Adventure Travel Writer of the Year 2019

Washington

AFAR Hemispheres

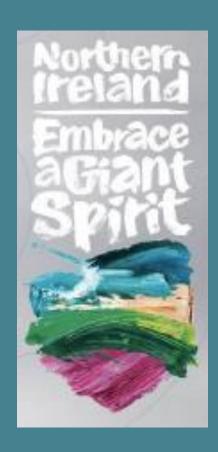


THE SUNDAYTIMES Irish Independent THE IRISH TIMES the guardian



Embrace a Giant Spirit

- Good timing for reposition
- Growth in adventure travel
- Demand for more outdoor and nature experiences
- More media coverage
- EAGS gives framework and brand to unlock these
- How to communicate this
- How to deliver on the promise communicated



Tuscany





Tuscany

Tuscany Adventure Times is born, the new holiday project in Tuscany

O June 27, 2018 & Editorial board 🕒 Strategies & Promotion 🔎 0



Journalists arrive at the press conference sailing the Arno on a raft.



Skipass, the Tuscan mountain is told through its products

O October 29, 2021 O I



Two tourism medals: Tuscany showcase best project, Val d'Orcia best welcome

@ October 15, 2021 @



Experiential tourism, Tuscany in Rimini under the sign of Dante

TERRITORIES



Toscana Plastic Free: the

HOME > FIERE & B2B > Turismo avventura, a Montecatini (prima volta in Italia) l'Adventure Travel World Summit

Turismo avventura, a Montecatini (prima volta in Italia) l'Adventure Travel World Summit

O 28 settembre 2018 ▲ Redazione → Fiere & B2B O 0



FIERE & B2B



Skipass, la montagna toscana si racconta attraverso i suoi

29 ottobre 2021 Q



Due medaglie al turismo: Vetrina Toscana miglior progetto, Val d'Orcia migliore accoglienza



Turismo esperienziale, la Toscana a Rimini sotto il segno di Dante

TERRITO





After what society like Devest-type gregorations the night and Browness. When and Browness who and throwing below on a read of the whole to see the second of the second o

an Ministo is halfway between Hss. After what seem like Everest-type pre parations the night. Cannino and decided to do another trail. The woman who

Take three: travel tips



must stop on the pilgrimage - the church even has holes in the back

door so that pilgrims could pray to

the cross when it was closed.

At San Gimiano, famous for its

At San Girmann, bettoms for the modifiend towers, there were nine 'hospitals' for pilgrims to stop at in Signic's time. Monterigition is a welled on the with a timy-village inside — including a fun museum where visi-

earn the route's story at the Vis rancigens museum in Lucca (vio from digen centrypoint, eu/ en). Don't miss the superb video installs donin its basement vaults.



Bedtime Spend the night at a traditional housel like The Contesso Ava del Lambardi housel (+39 0577 300000) in Abbadia a lable. It has welcome plightes since the middle ages.



Swim in a thermal pool. Tuscany is full of healing thermal springs — take a dip where the Via Francigens trail passes Le Caldane near Colle di Val d'Elsa. It dates to Etrusca ntimes.

GETTHERE

 \equiv



tors can by medievel clothing and hold weapons, and three hostels which welcome

You can still stay there to day.

The final stop on this section of the trail is Siena, where the pilgriess would walk along the long, narrow Via Camo-The programs we have assing our ring, mar was consistent and readers would sell them silk and spices.

Highests were not shown poor — for some, they just we noted to meach Rossie once in their like. For me though, we king even a timy part of the Via Francigena to a rich reperfence of Well shown it researe.

Sunny Spain & Picturesque Port

The Algarve Coast & Country



Departs 24 Sep (6649), 26 Sep (6619), 17 Oct (6529) 23 Oct, 25 Oct (6499), 30 Oct (6459) & 14 New (6579)

Fully Guided | 7 nights | 3° or 4° B&B / Half board What's included:

Flights from Dublin to Fero

7 nights in Albufeira or Praia da Roche beach, in the southern Algarve region A half day excursion to the beautiful town of Silves and the Algarye countryside

A full day excursion to the unspoilt towns of Lagos A half day trip to the historic town of Fare and the

Costa Brava & Barcelona



Departs 25 Sep (6619) & 17 Oct (6659) 2018 13 Mar (6599), 20 Mar (6679) & 31 Mar (6739) 2019

Fully Guided | 7 nights | 4* Half board What's included:

Flights from Dublin to Barcelons

7 rights in the beachside town of Pineda de Mar. Santa Susana or Malgrat de Mar

A full day panoramic tour of Barcelona and a free day in the city with guided transfers A full day excursion including Cava wine tasting and a visit to Montserrat.

A full day excursion to Girona visiting the Dali Museum

W: traveldepartment.ie T: 01 637 1636

Step out on the Via Francigena

Subser 1 2010 | By Weine Gode

that the I was valving into a painting. Deneath the blue sky, a grassy path curved around a id scattered with havetacks, with a row of comess trees at its roar. The colourful catchwork of a distant till was made up of golden fields, a cale green vineward and a durier square of plice trees, while lone willow

and a firty hilliop tows completed the view it was the perfect Tascan some that I always desarted of exploring. Walking some of the Via Francigera, the ancient pilgrim route from Northern Europe to Rome, was treated to such bindecapes oil day every day. Est attacked that posticular day in the town of San Ministry Elling my water toothe at the fourtein used stocking To safetion that parameters and or the review of safe formats, temp by when bottom are inspection and another up on that, namewiches and sever contactor belower it leaves at the local did before setting off. San Ministe, strategically located on the junction between the Via Francigens and the road from Florence to Plas, was the score of many battles in the Middle Ages and various rulers fortified it with a castle and city walls. It

was all quiet. Bough, as I looked out on the Amo Valley from the clock tower, before leasing fown to see the Tuscan countryside on tool. Turning off the main road, I joined a white grassi trail, each anging the noise of the traffic for that of water in a stream and the sonce of birds and prickets, (passed beint stone villas with tree-lined driveways, and rking forms, vineyards and olive grosses, admining as I went the views across the salleys to blue and



before exploring the village's streets and alleys. I discovered tall houses with omate doorways, windows framed by wooden shallers and boxes of Fowers, and old-fashioned street large that iff my way when dust deacanded. In medieval times the town was popular for its but springs and pilgrims would stop base on their long journey to rest weary limbs or disks the outsilve waters. Modern-day pilgrims like me can still take the waters or check into a upa recort

The next day, the trail led me to San Girolonano, At times the path was lined with wild white flowers among which discord butletfiles and dragonlies. Elsewhere, I walled through copies of dark given oak and chestrul furest and clive grosse, and say signs alorting me to the likely onsence of deer and where I















Outdoor center Lima valley about us safety blue tracks contacts v activities ~





activities ~

Outdoor center Lima valley

about us

safety blue tracks contacts ~







packrafting

SUP

footbike

rivertrekking

swimtrekking

trekking hiking

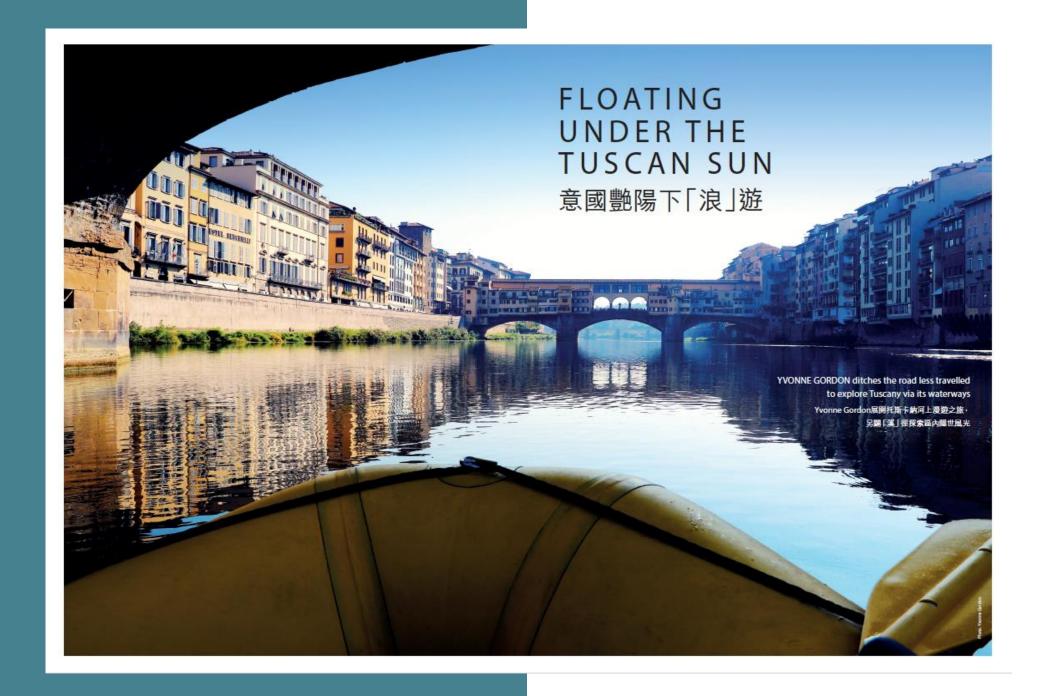


AND OUTDOOR ACTIVITIES IN TUSCANY

400 km routes on rivers, coast and lakes













TRY THESE OTHER WATERSA 托爾卡的其他必玩水上推動



MAN SAIX

WE PADDLE SLOWLY UP THE RIVER, AND BEFORE LONG THE 大家既既地划向上西·未接·佛羅倫斯一座座養養理·金鄉鄉的 建築便校入勘曆



TUSCANY, ITALY AN **ADVENTURE** RENAISSANCE

EVEN JUST saying the word Truscary feels relaxing, But don't mistake this part of Italy for being only about vineyard tours and villa escapes. The region has long been an under-the-radar haven for plucky Ital-ians seeking out an adrenaline buzz, as I learned last year.

Mountain ranges like the dramatic

Apuan Alps, which rise 6,000 feet from the Mediterranean Sea, and dormant volcanoes like Monte Amiata provide thrilling downhill mountain-bike runs and networks of forest hikes. There are quiet roads and gravel trails for road cycling. plenty of crags and ridges for climbing and even canyoneering in narrow river canyons. Tuscany also has 140 miles of

coastline for sailing, kayaking, or SUPcoastine for saining, sayaking, or SUF-ing. Best of all, the region is chock-full of geothermal activity, meaning it's littered with (mostly free) hot springs like those in the town of Saturnia, where hot sulfur pools are perfect for sore muscles. And yeah, there's no shortage of vino to relax with, too. -YVONNE GORDON

070



BIKE PARKING Monte Amia ta ski resort has a beech forest with, come summer, 22 miles of downhill trails. Stay at the Hotel Le Macinaie (\$55 pernight),

ESTATE PLANNING If you're headed to Tuscany, RRR is a must at some noin: and there's no better place than Villa Barbering, which dates to the 14th century and has appolland gardens

across from a local bike part

3. AN ELBA ESCAPE The Ligurian Sea coastline is stunning, with the Tuscan Archipelago's seven islands just offshore. You can sail to the largest, Elba, by taking a boat from Piombino, then hike to the top of 3,343-foot Monte Mediterranean's bestview.

Reach end of your tether in Tuscany lost visitors associate the Italian egion with picturesque scenery, ood, wine, Renaissance art and architecture – but Yvonne Gordon

The noise is designing to the state of the waterfall when I beaded file waterfall when I beaded waterful when I beaded file waterfall rades chianti for canyons and opes up to find its energetic side











Sligo





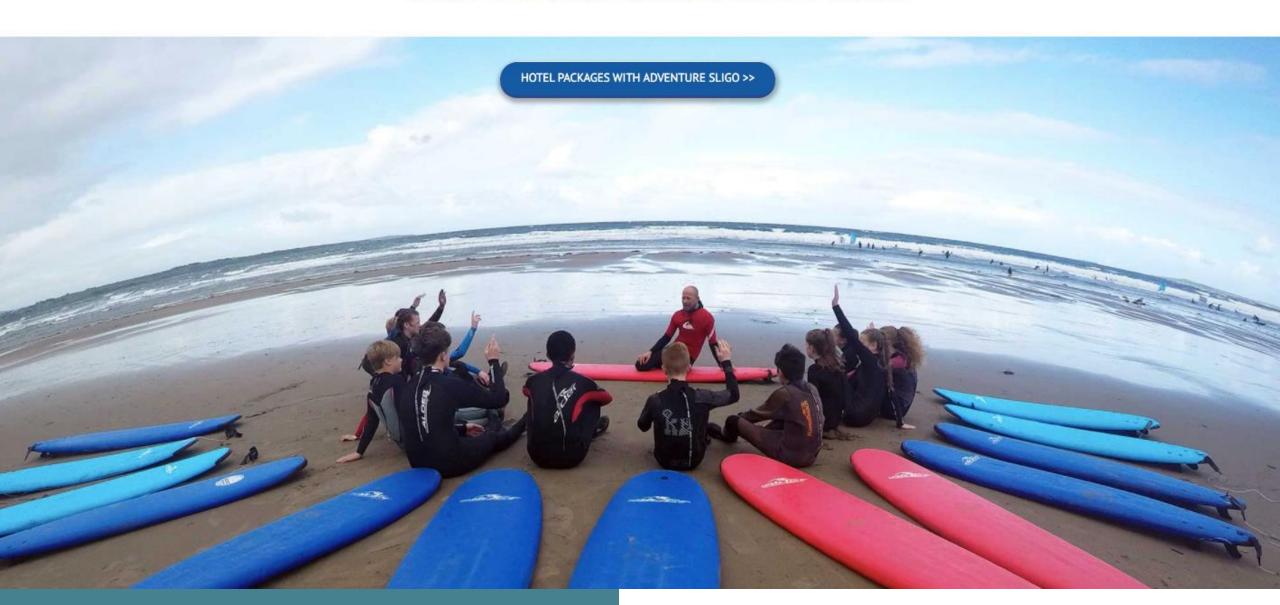
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https://adventuresligo.ie/choose-your-adventure/





AdventureSligo.ie



The second process of the control of







you can avoid the crowds



dimers area convivial affairst one large dising table. B&B from ergs. (Ballymata, othy gyr 6045) temple founcie)

Yeats Country is well-travelled but Co Sligo also offers lesser-spotted nooks and crannies that are at once surprising and eminently

beautiful at any time of year.

After a short climb to the hill top, we come to the first cairs – a mound of large stones. Inside is a passage grow with three small burist chambers. We climb in the



40 | CIPS | ATRINGISCOM

you have worked up a supporting at the sandors' that the sandors' track the plant of the did not include by the did not the did not include by the did not the did not include by the d

- Ni has all the natural resources coast, rivers, lakes, beaches, cliffs, caves, islands, mountains, forests
- Local companies and guides not just signage and routes
- Support, access and permits
- Nature as nature not manicured, or spoiled by development
- Media support storytelling
- Bookable experiences







Rob Rankin

Founder and Owner - Vagabond Tours of Ireland

Owner - Sustainable Travel Ireland

President (just retired) - ITOA

Founding chairman - IAAT

Husband and Father of three (and youngest of six..)







A potted history of Vagabond...



Sustainable Travel Ireland (STI)

Passionate about inspiring and helping tourism businesses to become more sustainable...







Once upon a time...







Cultural Adventures...







The Bigger Destination...

7 Day Magnetic North Adventure Tour

Our Most Immersive Northern Ireland Tour Ever

Head north, touring Belfast to Donegal via Giant's Causeway. This is our most immersive Northern Ireland adventure vacation yet! Spend 7 days on an unforgettable adventure holiday in Ireland. Explore rugged coastlines and learn about Ireland's fascinating history and culture.

Combine Mayo, Donegal and Northern Ireland's wild outdoors with the warmth of Belfast and Derry/Londonderry. Hike the Giant's Causeway, discover the beaches of Donegal, explore Mayo by bike and cross the Carrick-a-Rede Rope bridge. If you're looking for a longer active vacation in Ireland, check out our 12 Day Vagabond Giant Irish Adventure Tour.

SENJOY 10% OFF MARCH & APRIL DEPARTURES. Check Out Our Springtime Special Offer







How the Landscape has changed for Irish Adventure Tourism...





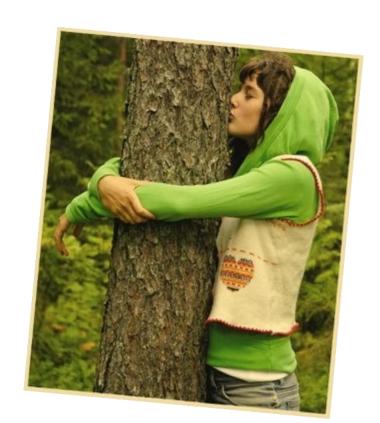








What has sustainability ever done for Vagabond...







Why Sustainability (and what is it)?

Tourism, as we know it, will not survive unless we change the way we do business.

The challenges:

- 1. Climate emergency
- 2. Biodiversity
- 3. Over-tourism



"Tourism that takes full account of its current and future economic, social and environmental impacts, addressing the needs of visitors, the industry, the environment, and host communities"



UNWTO

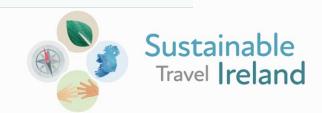


TOURISM: THE BAD



- Worldwide, tourism accounted for 8% of global greenhouse gas emissions from 2009 to 2013, making the sector a bigger polluter than the construction industry. <u>Nature Climate Change 2018</u>.
- CO2 emissions from tourism are forecasted to increase by 25% by 2030.
 Climate change | New report | UNWTO
- The hotel sector accounts for around 1% of global carbon emissions.
- Don't have carbon stats for Ireland's tourism industry yet.





TOURISM: A FORCE FOR GOOD



- Redistributing wealth nationally and globally.
- Regional and seasonal employment.
- Regeneration of communities.
- Fostering understanding, peace and cultural exchange.
- Protecting and putting a value on cultural heritage both tangible and intangible.
- A vehicle for both valuing and protect biodiversity and nature.
- Promoting wellbeing.
- Reconnecting people with nature.





But there is also an opportunity...

'Until everybody on the whole planet gets sustainability there is a real competitive advantage in moving in this direction'

Neil Carson, CEO of British multinational Johnson Matthey in 2010







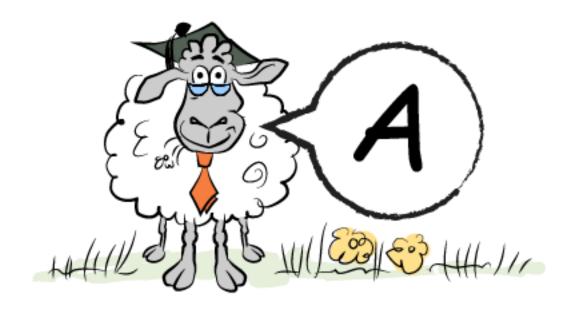
The results

The company has grown constantly - 60% between 2016-2019

It is more efficient profitable

Staff turnover is exceptionally low - engagement is high

Customer satisfaction is very high







Communicating our story with confidence























- Destination Level
- Association Level
- Business to Business
- Sustainability
- Communities

IAAT GOALS AND CULTURE:

Goals:

- 1.To achieve top ten status for Ireland is the index of adventure tourism destinations
- 2.To increase sector profile in Failte Ireland and Tourism Ireland marketing campaigns
- 3.To establish an annual 'Get out there' style conference to energise membership
- 4. For the adventure sector to 'have a seat at the table' and be recognised as a major force in Irish tourism.
- 5. To be Ireland's first carbon neutral association.

Culture of the Association:

- 1. To provide leadership
- 2.To encourage sharing and cooperation
- 3.To be proactive and positive
- 4.To innovate and set trends





To conclude:

- Going in the right direction
- Lessons from other destinations
- Embrace Sustainability
- Work together





Thank you very much!

Please feel free to ask any (easy) questions...

Rob Rankin

https://vagabondtoursofireland.com/

https://www.sustainabletravelireland.ie/







Brendan Kenny – Chief Executive IAAT



Note and consider ...



What do you like / what could we could learn



What surprises you?



What do you find challenging / need more information?

Getting the best from working together in small groups today



Tables 1, 3, 5,

What works well now that needs to be retained and built on to ensure your business, community and Northern Ireland can grow and develop in a manner that is sustainable and recognised as being the best place to visit and spend time in..

What needs to change and why?

Who needs to be involved and why?

Tables 2, 4, 6

Describe our future target market and consumer

What specifically may attract them to Northern Ireland?

What information do they need and what will they pay attention to?

What' the most important thing we need to do to now?

What is the MOST important thing we need to do to position Northern Ireland as

THE Destination

to experience

Giant adventures in nature and outdoors

Next Steps

Consultation and follow up underway and ongoing - March / April

Draft Framework – May

Sign off – May / June

Questions / Comments ...



A PARTING SHOT Want to hear and understand...

The most important thing(s) we need to get right:

Barriers we need to address and risks that need to be managed:

Who needs to be involved

How can I or my organisation help

Contact_details (optional)

