

Public Consultation Meeting process (with the Themes of Tourism & Retail) Wed 27th June 2012 Thomastown, Co Kilkenny Amanda Horan, Failte Ireland



A Look at Tourism

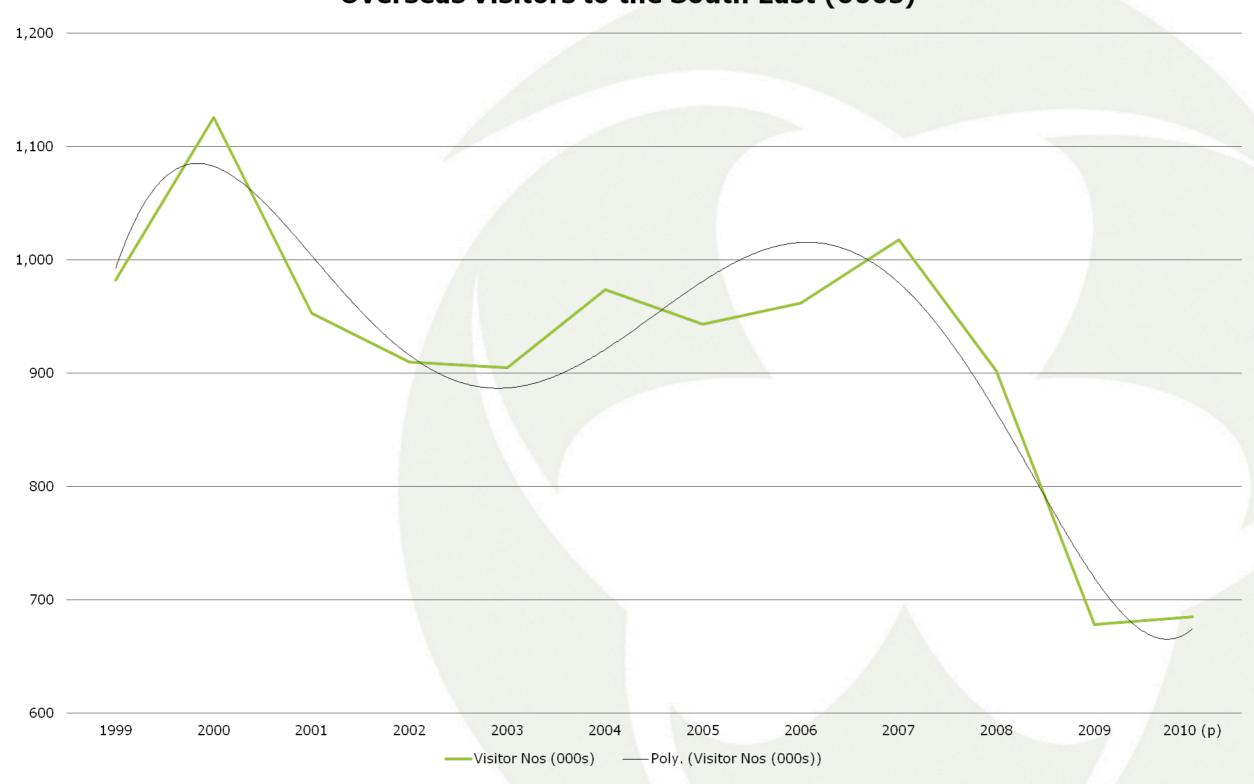
- Tourism Performance National, Regional & Implications for Kilkenny
- 2. Destination Development Developing a shared vision, setting clear objectives & targets
- 3. What Visitors want from a Tourism Destination Key Considerations in development planning
- **4. What visitors are saying.....** Some key findings from our 2011 Visitor Attitude Survey in SE



TOURISM PERFORMANCE 2009 – 2011

Overseas Visitors to South East has continuously fallen between 2000 and 2009 but starting to turn in 2010 and 2011

Overseas Visitors to the South East (000s)



2010 Tourism Performance Overview – National

Tourism Facts (Preliminary data – 2010)

 Visitor Nos ('000's)
 2006
 2007
 2008
 2009
 2010

 Total Overseas
 7,417
 7,739
 7,436
 6,555
 5,865

Preliminary Returns for International Nos. for 2011 show +5% rise (nationally) in International Visitors

Where did overseas tourists go in 2010?

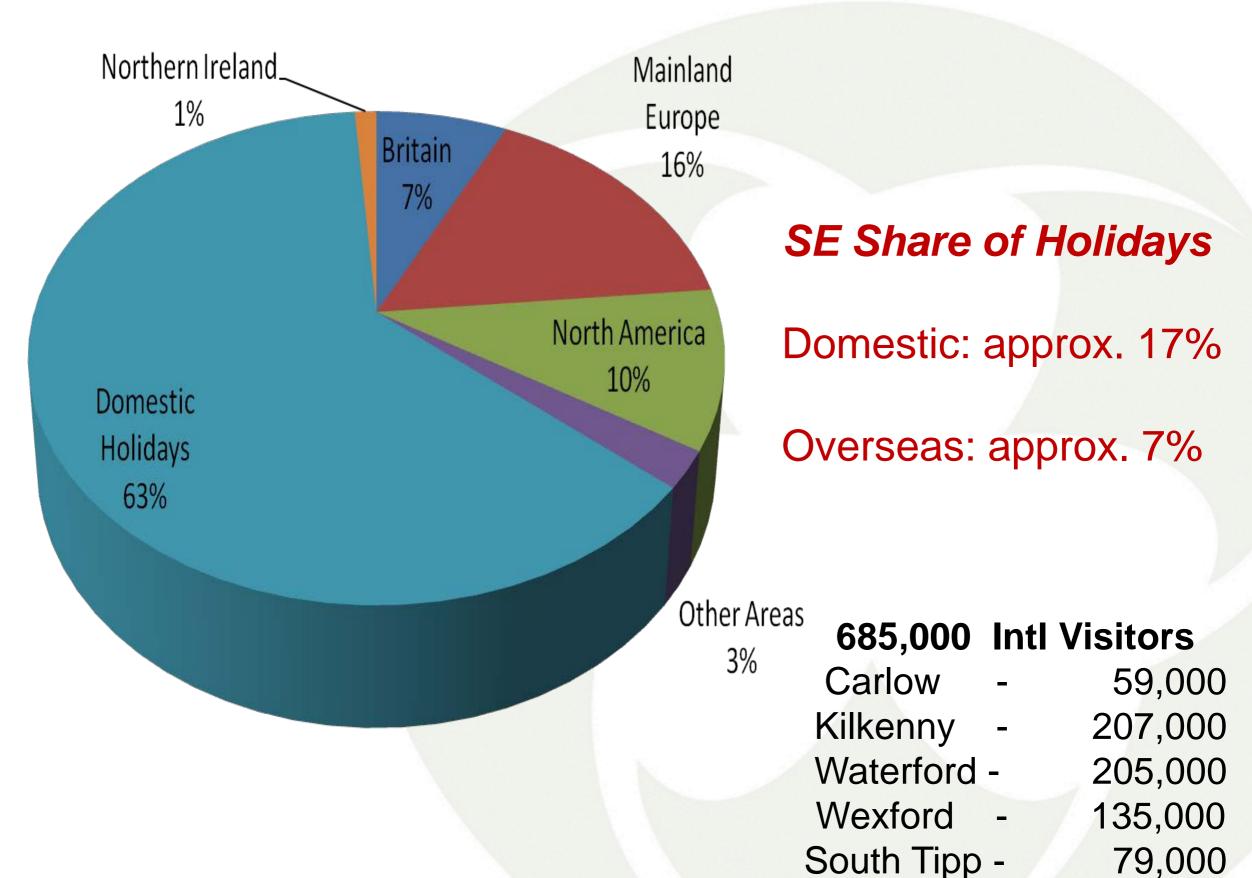
OVERSEAS TOURISM TO THE SOUTH EAST Overseas Tourists to Counties (000s)

	Total	Britain	M. Europe	N. America	Other Areas
Carlow	59	31	19	3	6
Kilkenny	206	58	74	59	15
Tipperary	y(s)104	51	24	19	9
Waterfor	d 204	72	55	52	26
Wexford	179	98	47	20	14

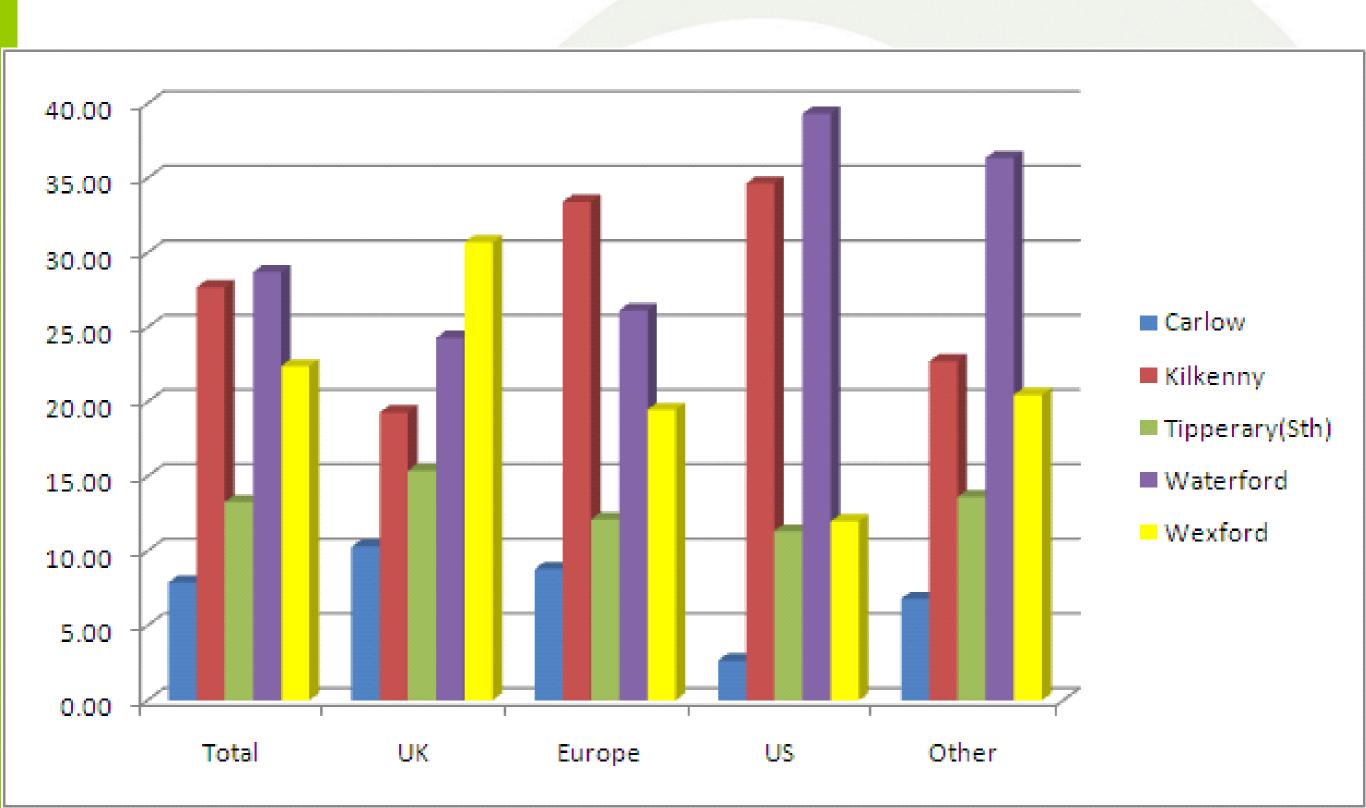
Source: Survey of Overseas Travellers 2010



Where Holidaymakers to the South East come from



Kilkenny's Share South East's International Tourist Markets

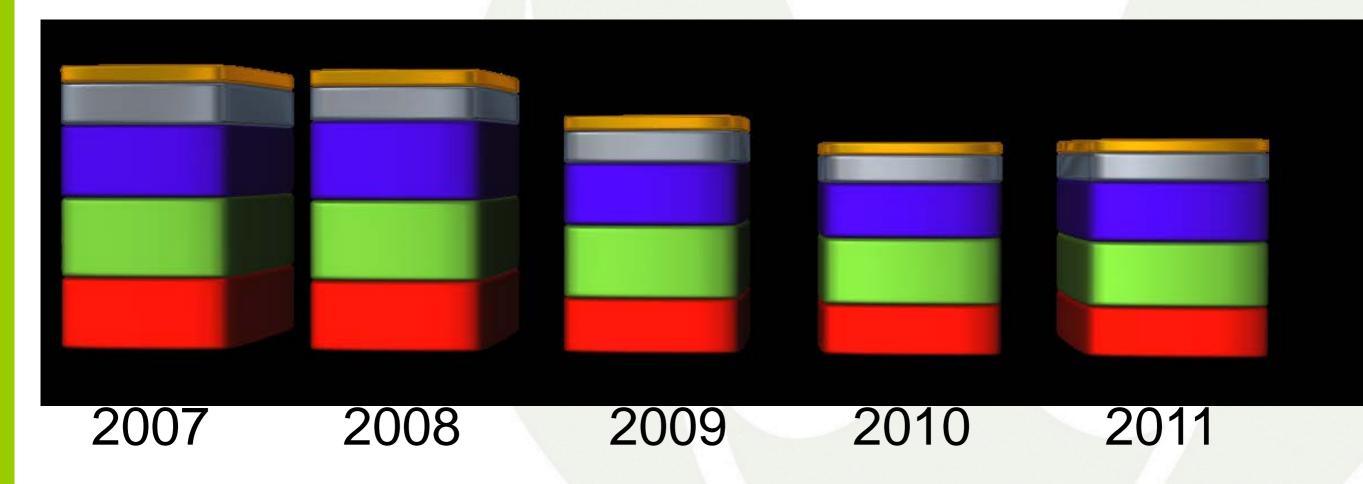


Revenue Generated by Overseas Tourists to Counties (€m)

	Total	Britain	M. Euro	pe N. Am	erica Other
Areas					
Carlow	23	9	9	1	4
Kilkenny	30	1	5	7 7	1
Tipperary((s)35	15	13	5	2
Waterford	41	22	10	6	3
Wexford	45	30	9	4	3

Spending by Visitor







DESTINATION DEVELOPMENT

& Destination Kilkenny

A new strategy for a changed Tourism/Business Climate

Focus on Developing Tourism Destinations....

Working with Businesses, Agencies and Communities together to grow Tourism Experience & Tourism Footprint in a region in developing Tourism Destinations in terms of

- The Destination's <u>Unique</u> offering
 - how we present the Destination, make it accessible, easy to understand and engaging
- Development that can influence visitor nos. (demand)
- Supporting local jobs job creation, job growth & job sustainability & new businesses... new services
- Improving economic return to an area



Strategic Vision for Tourism in South East

To be synonymous with
the very best in
authentic Irish [Built] heritage
and happening [contemporary] culture
that attracts domestic
and international visitors and has a positive
return for businesses and communities



Destination Strategy 2011 - 2013

From:

- Known for 3/4 Attractions
- Known for Opera, Arts ...
- Known for Corridor Tourism
- Famous for Friendliness
- Known for Coastline, Rolling Hills and Valleys

To:

- Famous for engaging built Heritage
- **Solution** Famous for Contemporary Culture
- Known for Vibrant Cities/Towns
- Known for Skilled Hospitality
- Known for Outdoor Pursuits,
 Activities

Our Proposition

Forever happening

In visiting the South East you your family and friends will take part in our heritage in an stimulating and fun way with memories and moments that last forever.

In visiting the South East you know that you, your family and friends will get a quality experience that keeps you in touch with modern culture with an insight and realistic backdrop to our heritage







FOREVER HAPPENING The Visitor Proposition



DESTINATION DEVELOPMENT - THE GOAL 2011-2013

To grow the region's share of overseas holiday visits from its current 7% share of bed nights to at least 8% by 2013, while maintaining share of the domestic holiday bednights at 18%.

This would result in:

Half a million additional bed nights or an increase of one third on nights spent by overseas holidaymakers in the region from 2009 levels

Projects delivered to date

- 1. Agreed **vision**, **goals & clear communication messages for SE** as an International Destination
- 2. Developed International Sales Collateral for Main Markets in 3 Languages and for business tourism
- 3. Developed a Mood Video to support these messages
- 4. Developed Sales Toolkit for the Industry engaging with Selling Ireland abroad & provided training in Internationalising your business
- 5. Developed SE Driving Routes to encourage greater engagement by the Visitor to areas outside of the Urban Hubs... to influence dwell time & spend
- 6. Have **created new interactive animated map of the city** to support better visitor engagement highlighting some 25 heritage experiences and area of interest
- 7. Working with Kilkenny Tourism to **develop similar map for the County** with 22 landmarks and cultural and heritage experiences of interest to be included
- 1. NEW (this weekend) **Culture Trail** for the City for Summer Season

Irlands SÜDOSTEN





Carlow Kilkenny Tipperary Waterford

L'Irlande du **SUD-EST**









Carlow Kilkenny Tipperary Waterford Wexford

5 Driving Routes from

WATERFORD

Detailed route maps, places to see & driving tips



5 Driving Routes from

KILKENNY

Detailed route maps, places to see & driving tips

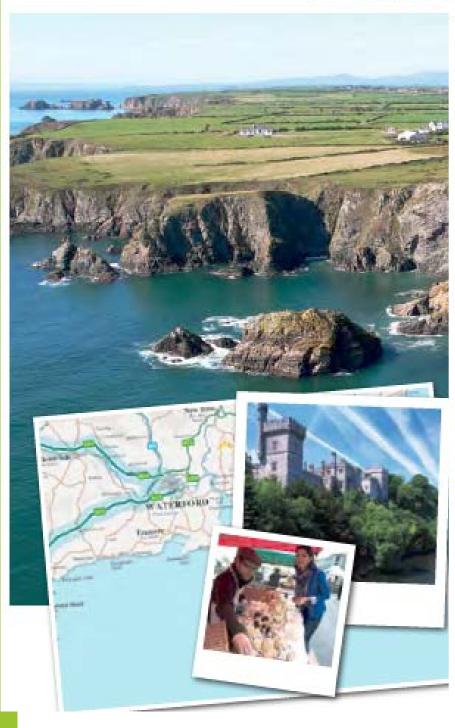


5 Driving Routes from

WEXFORD

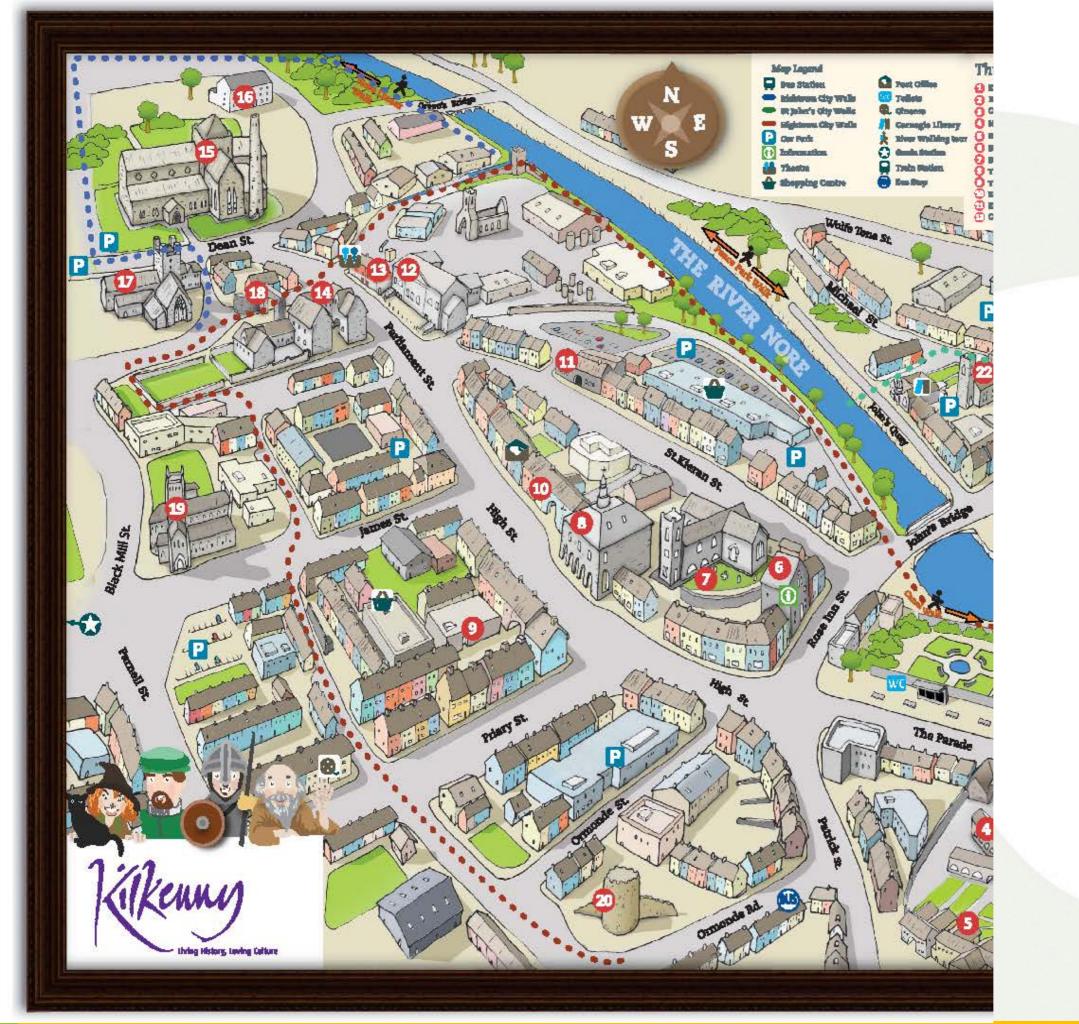
Detailed route maps, places to see & driving tips











t Kytlers Inn

2 Cleeres Pub Parliament Street Hight Street Tel: 056 7761822

Kilkenny Culture Trail

Tel: 056 7721783

John Stree

Matt the Mills John Stree Tel: 056 7761698

12 Breathnachs John Street Tel: 056 7756737

> 13 The Field High Street Tel: 056 7702763

Pump House Tel: 056 7763924

> 15 Johns Bridge Tel: 056 772129

16 Lanigans Rose Inn Street Tel: 056 7721718

17 Ryans Bar

Culture

Langtons

MONDAY

Elkenny

WEDNESDAY Matt the Miller

Langtons

Pump House

Matt the Miller

THURSDAY Matt the Miller

Langtons Kytlers Inn

Lanigens

Trad = Traditional Irish Muisc and Song

FRIDAY

Breathrachs

Kytlers Inn

SATURDAY

's Music, Food and Cultura

Marble City

D'Gormans Kilkenny House

Kytlers Inn

Food & Drink Heritage

eners Market (FW)

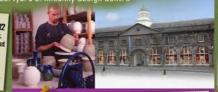
The energy of the market stall personalities. Pick up some ship local foods & share some great recipes and cooking tips! The Parade, Kilkenn insday 10am - 3pm | T 056 7794513

canny Dosign Food Hall – Tosting Events (FW) www.telkan at local food producers, taste their produce and hear ir story. Saturdays throughout summer @ 12 noon cenny Design Food Hall. The Parade, Kilkenny T 056 7722118



Theatre, The Arts, Craft & Design

NOT TO BE MISSED! CORRESPONDED BY A MISSED! CORRESPONDED BY A MISSED! CORRESPONDED BY A MISSED BY A MI neatre 2012 sees Shakespeare's lobe Theatre, London perform in eland for the first time with outdoor eatre performance of 'As You Like It' ookings at www.kilkennyarts.ie



ge Berkeley (1685 - 1753) world famous Irish philosopher (after whom Berkley University in California was named born in Dysart Castle near Thomastown Co Kilkenny & studied at Kilkenny College

es Hoban (1758-1831) famous Irish architect who designed The White House in Washington DC, (the US Presidenti ce) was born in Cuffsgrange, Callan, Co Kilkenny

28/29 Rase Inn Stri

(FW) (AF)

(FW) (AF)



The Spirit of the Irish

Ryland House with Chefs and Cookery writers Anne Neary & Edward Hayden
www.ryelandhouse.com T 086 2767656
Summer programme bursting with I day & ½ day courses or adults & summer
boot camp for children! Rylands.Cuffesgrange, Co Kilkenny





Work On-going

- 1. Capital Investment Programme in Kilkenny City with local Authorities in consultation with stakeholders
 - **Stage 1**: Developing a Clear Interpretation Plan & themes of the City for Visitor 'Working Title' Medieval Mile Project
- 2. **Animation project** for Kilkenny City 2012-2013 to help present & tell the Story of Kilkenny
- 3. Continue to work with with Kilkenny Leader & local authorities in prioritising development programmes for the County
 - e.g. Barrow Study, walking routes, activity hub development and cycle trails, Food & Craft trail next stage development
- 4, With individual businesses on new business development Activities, Accommodation, Attractions, Festivals & Events, Packaging & bundling, building Marketing and Promotion capabilities



WHAT VISITORS WANT

WHAT ATTRACTS THEM TO KILKENNY?

Post Recession Consumer

VALUE CONSCIOUS

Trends in travel

- 'Authenticseeking'
- 'Travel with a purpose'
- Experience /Adventure/Culture
- Family / bonding
- Wellness
- Eco preferences
- 'Bleisure'

The Grey Market by numbers

Every 40 seconds someone turns 50 in the UK (every 7 seconds in the US)

50% consumer spending by EU 50+s

Only 10% marketing spend aimed at over 50s in the EU



'Experience' Focus not Product Focus

- 'To give the customer what they want you must follow two rules:
- •first, do what you do best i.e. play to your strengths and
- •second, to meet the full needs of customers needs you must collaborate with other players sometimes your competitors.'

Peter Drucker











Activity Tourism

(Specific relevance to Rural Tourism providers)

Overseas Visitor Participation in Activities 1 in 4 visitors engage in adventure pursuit

Visitor	Visitor Numbers(000s)			
Numbe				
Hiking/ Cross County	830	494		
Golf	143	110		
Angling	105	132		
Cycling	114	97		
Equestrian	46	27		

^{*}Latest International research shows overseas activity sector is worth **30M....** Visitors interested in activity pursuits spend average of 40% more during their trip and stay up to 24% longer than other sectors

Source: International Adventure Tourism Development Index 2010. Note: full report available on FI website



Activity Tourism

High Yield Segment – Spend 45% higher than average visitor

Markets for Activity Tourism to Ireland 2010:

Britain 32%
Mainland Europe 45%
North America 19&
Other areas 4%

Longer Length of Stay: 34% 6-8 Nights & 31% 9 – 14 nights

Majority of Walkers engage in walks of 5-10km (50%)

Walking: All ages, all social classes (Age profiles 35 – 54 and 55-64 account for greatest nos 63% white collar)

Cycling Largest Age profile of 19-34, mostly white collar workers. A preferred activity of families, although enjoyed by lone travellers

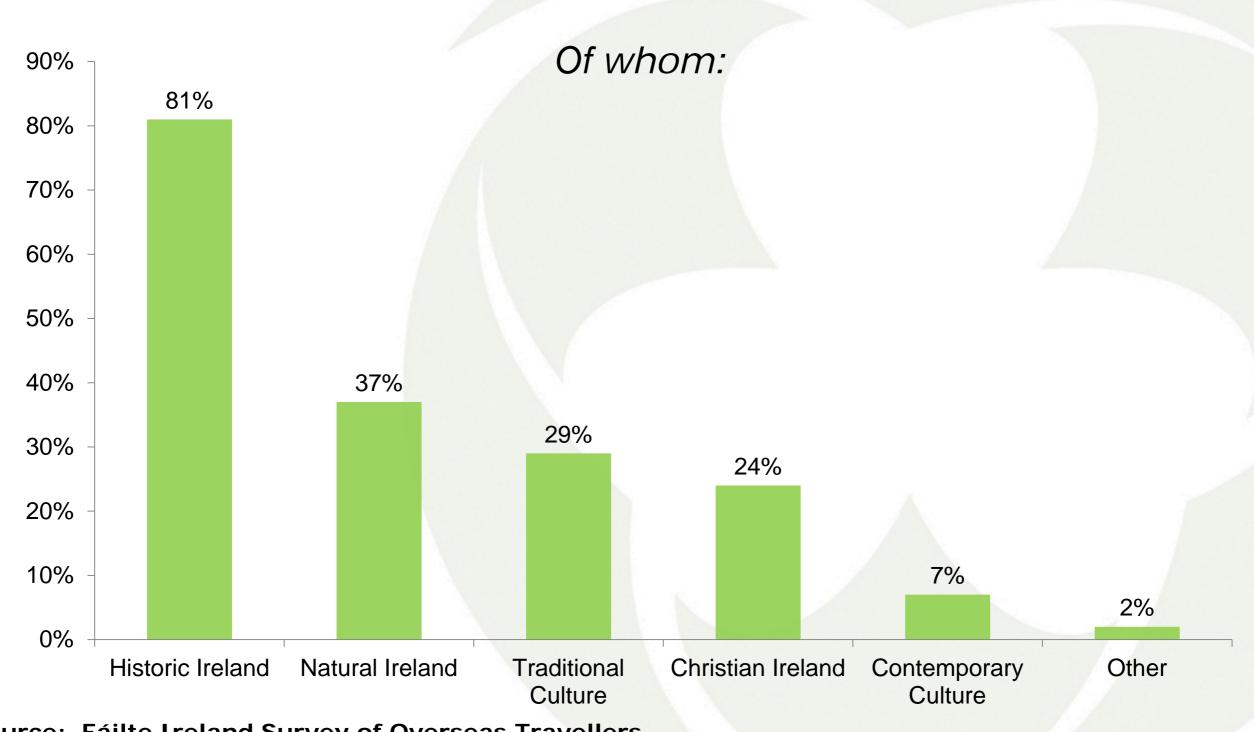


Heritage & Culture

Overseas Holiday Visitors 2009

2,931,000 Overseas Holidaymakers

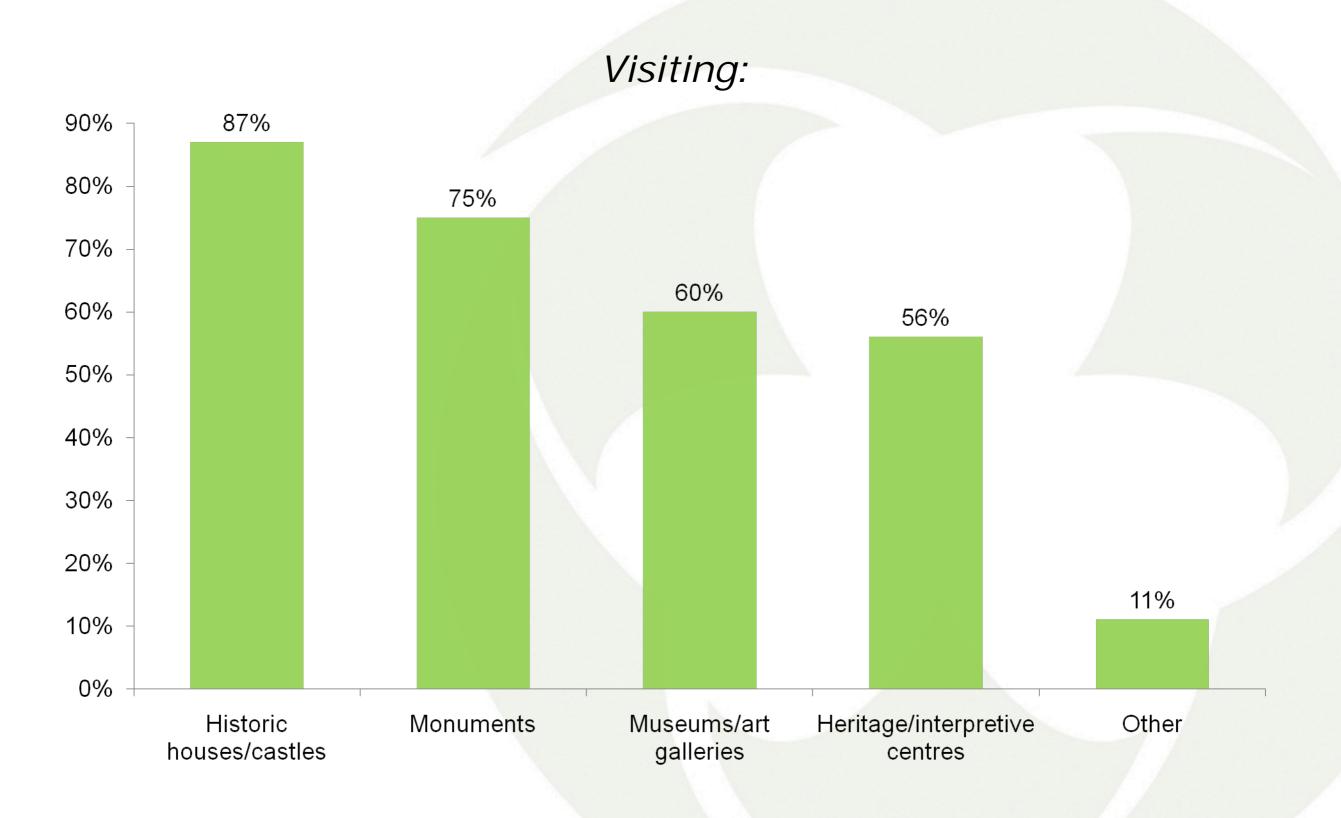
55% "Sightseeing/Culturalists"



Source: Fáilte Ireland Survey of Overseas Travellers

Overseas Holiday Visitors 2009

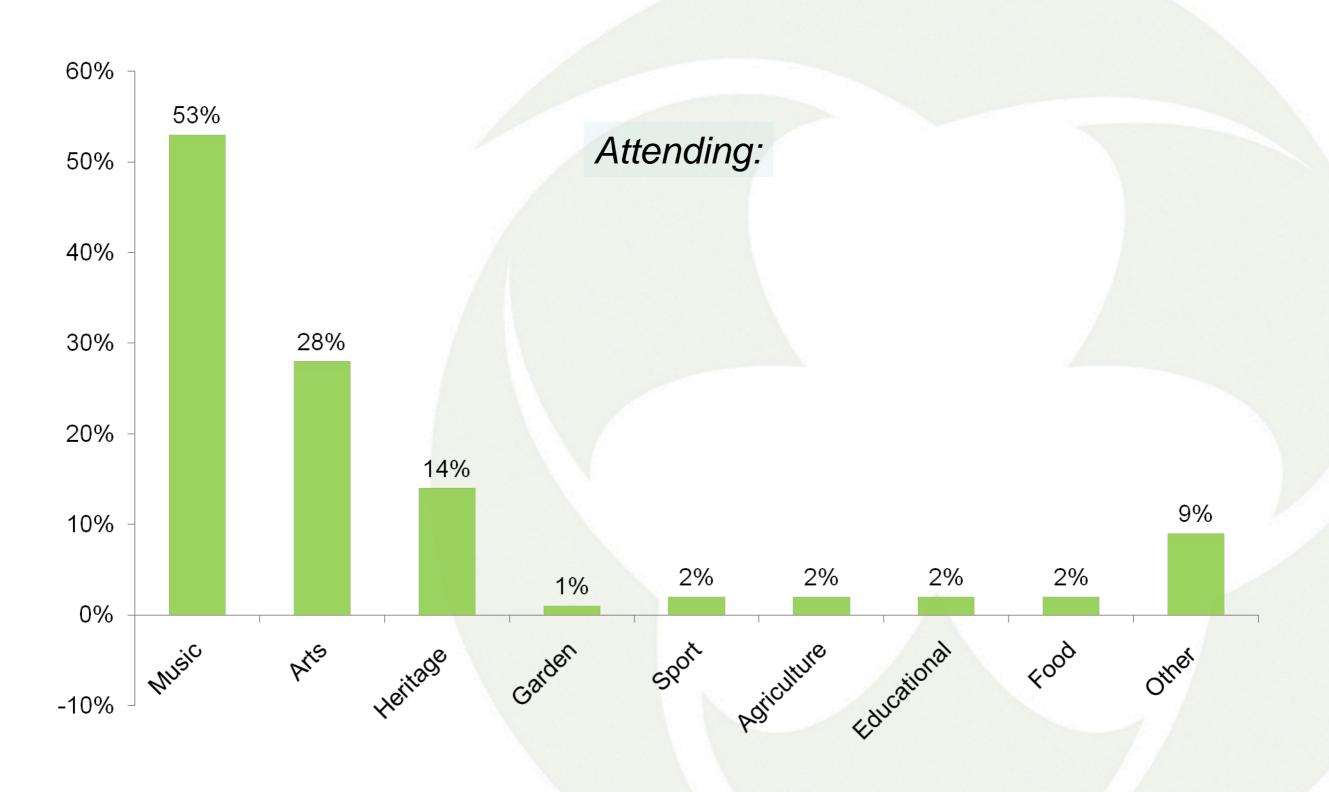
2,140,000 visited places of historical/cultural interest



Source: Fáilte Ireland Survey of Overseas Travellers

Overseas Visitors 2009

376,000 visitors attended festivals/events



Source: Fáilte Ireland Survey of Overseas Travellers

Domestic Holidaymakers Engaging in Cultural Pursuits 2009

	2005	2006	2007	2008	2009
National parks	21%	21%	28%	26%	23%
Houses/castles	22%	25%	26%	25%	24%
Gardens	17%	21%	19%	20%	20%
Heritage/interpretive centres	17%	17%	17%	15%	21%
Museums/art galleries	11%	11%	16%	14%	14%

Source: Fáilte I reland Survey



Meeting the Neds of Visitors

In our County Development Plan

Satisfying basic visitor needs

- •Access and information
- Hygiene and safety
- Engaging with visitors
- Showcasing the town's best assets
- Local distinctiveness
- The public realm
- Story and interpretation
- Enticing people to stay longer and spend more
- •Activity in the town
- Shops, restaurants and bars



Reference our Tourism Towns Award NEW in 2012

Sense of Place

How the town tells its own unique story to visitors, what's special about it, and what distinguishes it from others

How we welcome visitors (before, on route & during stay) – websites, signage, directions, transport information, civic amenities, public realm, car parking, orientation, how well locals can advise on tourism?

Local Involvement

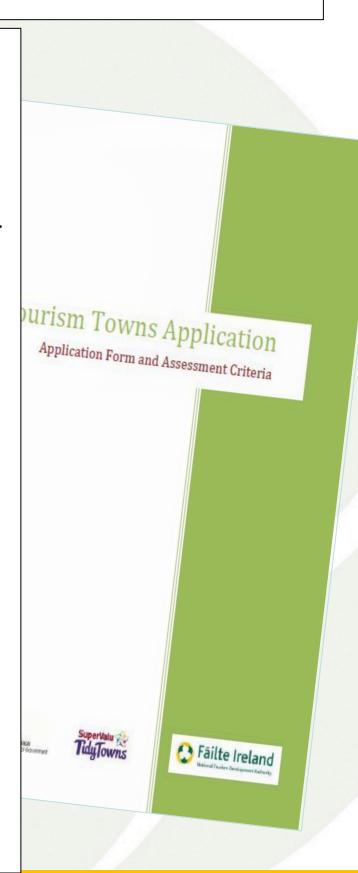
How the local community and businesses work together to provide an authentic visitor experience?

Tourism Products available

What the town has to offer visitors and how well it showcases and makes accessible it's local heritage culture and produce

Development / Promotion

- How the town takes a unified approach to marketing and developing the town into a "tourism town"
- how well do all businesses understands tourism where visitors come from, what they want, what appeals to them and uses that in marketing and promotion



Shaping Kilkenny's Tourism Potential & Future

- What /Where are the opportunities?
- What kind of tourism do we want?
- What are our Destination Development Priorities and Challenges?
- How can the County Development Plan influence & support the ambitions and goals we set?

Barrow Navigation Study



Tourism Recreation & Commercial Development Study

Key Objective:

To identify ways it could develop opportunities along the banks of the country's second-longest river in British Isles

Programme 1 – Navigation Infrastructure & Management

Programme 2 Activity Hubs and Tourism Trails

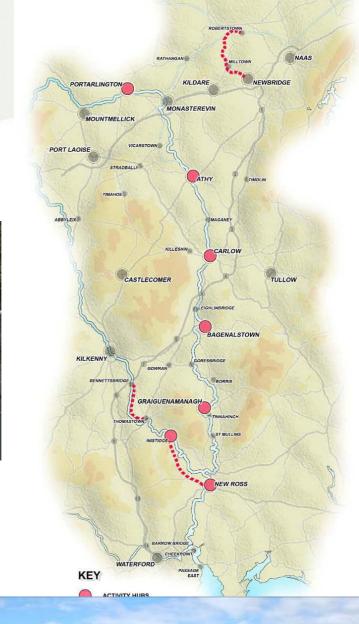
Programme 3- Boating & Cruising Development Programme

Programme 4 – Raising the profile– touring itineraries

Programme 5 – Barrow Nature and Wildlife Sites & Interpretation

Programme 6 -Barrow Way & South Leinster Way Trail Enhancement

Programme 7 – Development of a Coarse Fishing Centre of Excellence for the Barrow



WHAT VISITORS SAY

Visitor Attitudes In Destination Survey Results 2011

Why visitors would recommend us:

- 1. Friendliness of People made their holiday stand out
- 2. 25% of overseas visitors became **aware of SE by word of Mouth**, 77% referred to Internet by higher than national average proportion used Guidebooks, low propensity to use social media
- 3. British & Americans to SE were mainly over 45 while Europeans were mainly younger
- 4. North Americans favoured hotel Accommodation, Europeans were mixed stays to B&B's Self catering and 1 in 5 stayed with family & friends. British were more likely to use Self Catering than European... overall positive ratings about accommodation, however only 12% rated our hostels in Se as Very Good

Visitor Attitudes Survey 2011

Destination Performance Rankings – <u>against other Destinations (10 in total)</u>: (Ranking – out of 10 for V good scores achieved)

- Activities: Ranked 3rd
- Gardens: Ranked 9th
- Heritage/Interpretation/visitor centre: Ranked 3rd
- Museum/ Gallery Ranked 8th
- Friendliness of People: Ranked 6th
- Natural Environment: Ranked 4th
- Quality of Buildings /Architecture: Ranked 3rd
- Condition of Roads: Ranked 2nd
- Cleanliness of Locality: Ranked 4th
- Transport (To and from): Ranked 3rd (Within) 2nd
- Signposts (to attractions) & (For attractions): Ranked 3rd
- Availability of things to See and Do Ranked 4th
- Overall Value for Money: Ranked 3rd

Questions?

Thank You

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