CONNECTING CLIMATE, COMMUNITY & THE VISITOR **ECONOMY**

Opportunities for Community Rail

& Destination Partnerships











Today's hosts

Alice Mannion, Campaigns and Leisure Promotions Coordinator, Community Rail Network

Hannah McDonnell, Executive Director, Gloucestershire Community Rail Partnership

Rebecca Armstrong, Sustainable Tourism Specialist, The Travel Foundation

BACKGROUND

The Williams-Shapps Plan for Rail published in May 2021 is the government's plan to transform the railways in Great Britain identifying "how the government will make railways the backbone of a cleaner, more environmentally friendly and modern public transport system across the country."

The whitepaper references the shift towards a leisure market and the role community rail partnerships will play in maximising the potential for leisure travel both locally and nationally.



The opportunity for rail and tourism

"The uptick in [rail] leisure journeys has boosted the economic recovery of rural, seaside and leisure destinations" Rail Delivery Group research, 2021

Increased interest in travelling by train for leisure offers opportunities to:

- Develop new ways of collaborative working
- Create new products and services
- Enhance the customer experience
- Attract visitors interested in a local, sustainable experience
- Improve and coordinate communications
- Guide infrastructure development and investment
- Boost health and wellbeing benefits for visitors and local communities
- Strengthen local economies
- Contribute to achieving sustainability goals and place-making activities

Byway

Paul Conroy, Head of Partnerships









As seen in









Our mission

To make slow travel mainstream

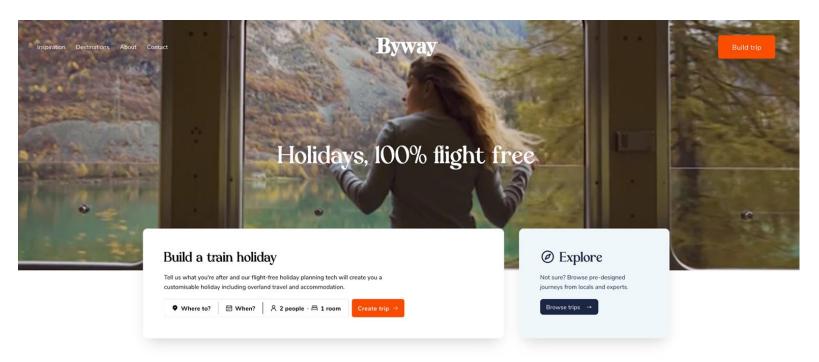


Our goals

- Reduce the climate impact of travel
- Combat over tourism and boost local economies
- Increase tourist spending with sustainable providers



What do we offer?







Multi stop, multi modal holidays



Based on sustainability

Look after the planet with every trip you take

Travel by train, boat and bus.

We've built adventures that don't rely on flights, and we stand by the principle that travelling through the world is better than flying over.

Rail travel accounts for just 14g of CO2 per passenger mile, dwarfed by the 285g generated by air travel (Energy Saving Trust, 2018). You could get the train from London to Edinburgh five times and your carbon footprint would still be lower than if you flew there.

Build trip



And slowing it down!

What is slow travel?

Slow travel is a mindset. Sustainability over speed and quality over mass tourism. It brings tourism spend to the communities seeking it and keeps the environmental footprint of travel down.

Cut your carbon



Opting for overland travel cuts carbon by 90% vs flying.

Taking trains, boats, buses and bikes helps combat climate change while still enjoying travelling.

Love the journey



Choose enjoyment over speed, making the ourney part of the holiday. Take the scenic route and embrace the serendipity of what you might find.

Go local



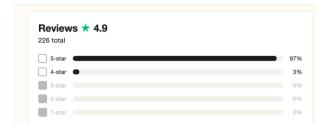
Avoid overtourism hotspots and chains. Select accommodations, restaurants and experiences that are locally run, locally loved and sustainable.

Customers love it!

☑ VERIFIED COMPANY



Byway Reviews 226 • Excellent





Inter-rail with Byway was a great way to travel!

Interrail was a great way to travel. Through France, Switzerland, Czech Republic, Germany (former GDR) and Netherlands. James worked with me to shape the trip, gave outstanding suggestions that I would never have found without them. Byway's Journey Guide is clear, has all the detail and ticket info needed to travel well. Once booked, then Becca was alongside for all the practicalities. Brill experience with Byway.

Date of experience: 13 November 2022



Excellent bespoke holiday

Excellent bespoke holiday. Byway made ferry and train bookings absolutely hassle free with very good WhatsApp backup if needed. Very good at giving time between connections etc as I am slightly disabled. Never felt rushed. 3 town holiday in central Spain - absolutely glorious with brilliantly located hotels in lovely old buildings. Highly recommend.

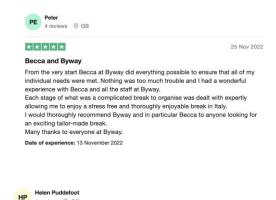
Date of experience: 17 October 2022



Route to the Highlands

We had a recent trip to the Highlands of Scotland and the Isle of Skye, all arranged with Byways Travel. All the travel arrangements went as planned and the hotels were brilliant. We decided to change part of the travel arrangements whilst away and Byways dealt with it very smoothly. We would highly recommend them for "no fly" holidays. I'm already thinking of using them next year to organise a trip for hubbles 80th!

Date of experience: 09 October 2022



Wonderful service

Wonderful service - exceptional customer engagement both before and during our trip. Made everything very stress free and were incredibly responsive while we were travelling. Online holiday schedule was very easy to use and kept everything in one place. Highly recommended.

5 Nov 2022

Date of experience: 24 October 2022

So do the press!



How will you get there? I love Byway, the slow travel, flight-free itinerary booker that takes away the faff of deciphering train timetables. If you are going to fly, remember a low-cost airline packed full has a much smaller carbon footprint per person than an expensive flight with a lot of business-class seats.

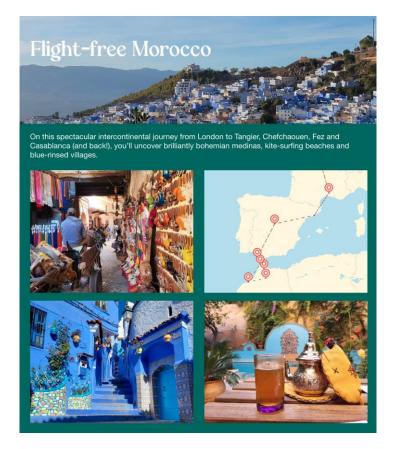
So does the industry!







We go as far as Morocco, Greece and Scandinavia!



Grab the attention of people who care about the environment by pointing out how weird it is that flying is a default travel plan and show how beautiful and unique sustainable Byway journeys are instead.

How we'll travel



Flight free for '23

2023 will be the year of flight-free travel. Governments, brands and travellers are seeking to reduce carbon emissions by avoiding flights.

In 2022, France banned domestic short-haul flights and Schiphol airport pledged to become emission-free by 2030.

Governments held the line on a 1.5-degree increase at COP27



Going Flexi-air-ian

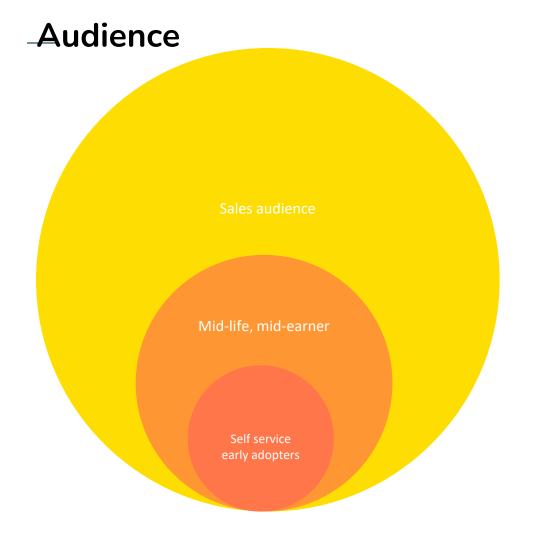
Just like flexitarianism and meat-free Mondays, we're starting to see people seeking to reduce flying rather than cut it out entirely.

75% of adults are worried about the impact of climate change and are three times more likely to make lifestyle changes because of this, like reducing flying. People are requesting



Regen-tourism

Regenerative tourism goes further than sustainable tourism. It's about creating a positive impact wherever you visit. This could be visiting places that needeconomic regeneration following Covid like Spain's Burgos or San Sebastián, taking a rewilding tour like this one from Exodus, or following Byway's recommendations to Gouda's 100% fair trade street, Korte Groenendaal, instead of perusing the mainstream shops.



Core audience: Self serve early adopters

25-45, sustainable travel curious, middle-high income, early adopter, frequent traveller, London, lite adventurers (hiking, cycling), solo/couple/group, ~10 day trips, last minute trips

Secondary audience: Mid-life, mid-earner

30-60, sustainable interest, middle income, live near travel hub, like luxe products or experiences, new empty nesters, solo/couple/group, longer trips, not always last minute

Halo audience: Sales audience

Mainland UK, 25-75 authentic travel enthusiast, rail enthusiasts, family travel, accessible travellers, high end luxe, longer trips, planned in advance

Some numbers for context: 7x growth YOY!



CONNECTING

Opportunities for Community Rail & Destination Partnerships

This toolkit is designed to help bring together destination marketers and managers, Train Operating Companies and Community Rail Partnerships to work together on realising the potential for rail. other public transport and active travel options

in relation to tourism.

CONTENTS

SECTION 4



by (TOC) is a business operating allowy system of Great Britain onal Rail brand, TOCs have tion of the notwork under the

TOC in England most hold partment for fransport through perato services on certain routes while a small number of openconces to provide supplementary es. These operators can run of the licence validity. The Scotland and Wales where the is now directly specify and control

2 Source: Tuis operacing consumer - Wikipada

The franchised operators have changed considerably since privutisation: previous franchines have been divided, merged, re-let to new operators, or renamed. Some operators have been taken over by a government owned operator of last resort, due either to failing expectations or to events on the rull system as a whole.

The term is also someting operating passenger or owned by another comp 25 - 45 year old adventurers and single travellers were identified as key audience for rail for leisure products

Youth Transport survey - 850 respondents - 80% recognised public transport was the smarter environmental choice

"University of Gloucestershire student survey - 68% unsure about the actual meaning of the term sustainability - 78% said that were committed to choosing climate friendly leisure and tourism products

Marketing the trail maps in partnership with Gloucestershire DMO's resulted in 300% increased online engagement with the maps and trails, 3 press features, 2 x BBC radio show interviews and a dedicated podcast.

Leisure and booking needs identified included: 'Bookability', Flexibility, Integration, Fun

ulated investment into the next phase of work with stakeholder consultations providing our audience and marketing potential. GCRP and Visit Gloucestershire are working ie project involving tourism stakeholders and DMO's in the process. The online platform th destination experiences and is designed to encourage people to choose the train as to and their climate commitment. Our research identified a requirement to communicate Action" with sensitivity and so we will be working with a specialised marketer to make ng sustainability is effective and engaging.

As CRPs represent the communities in which they are bosed, they are an ideal conduit for DMOs to connect to community values, interests and printines, to ensure these are reflected in strategies and plans.

Establishing and maintaining regular dialogue between CRPs and DMOs can support community buy-in around tourism and help the tourism economy build and maintain a social ficence to operate within communities. For DMOs seeking to establish a more meaningful relationship with buy-in from local communities. CRPs represent an ideal partner to facilitate these connections and ensure the community perspective is heard, through their unique insights into local travel and connectivity as well as local community priorities.

The recent Government response to the independent review of destination management organisations in England (Published 20 July 2022) aligns DMOs more closely with the LIK's 'Leveling Up' agenda, which



puts communities at the heart of investment, and which shifts priorities towards projects with big regional impacts. With connectivity one of the main priorities of the Leveling Up agenda, CRPs are ideally placed as collaborators and partners for future DMO funding strategies.

WALES ON RAILS

ACTIVITIES: Website promoting sourism through using public transport. The site highlights safe, sustainable, and scenic adventures using the risal network, heritage railways and buses throughout Wates. The visitor facing site provides suggested which safe is foundational to provide suggested. rouse cards, bineraries and recommended attractions, supported by regular communications on social media (for example a daily update on one of the priven day timeraries). EY FAREAWAYS: This installative very reach-tailes the journey on integral part of the receiver, appealing to slow travelers and use interested in authentic, local experience well as other markets such as family tra-

The Transport Focus (Independent transport user wytchgogi's data hub allows a more detailed analysis (by TOC) of both the National Rail Postenger Survey (NRPS) and the Rail User Weekly Survey (RUNYS)



Visit Gloucestershire in Junuary 2021 (unpublished) revealed that of 234 respondents, 42% currently use the train as their main mode of travel for leisure purposes and 72% would consider doing so in the future.

User Weekly Survey (15/09/2021 - 08/05/2022) shows. applying a split to the national date for GWR and Cross Country, that: From 6 October 2021 (when the queucon

format was changed): 60% of passengers travelled for leisure (64% for Cross County) pustengers and 58% for GWR passengers)

 43% of passengers had other transport. cartions but chose to travel by train (40% of Cross Country and 45% for GWR).

PARTNERSHIP OPPORTUNITIES



Here we explore more about each party's role and look at potential areas for collaboration. Key benefits of joint working for each party could include:

For DMOs:

- The opportunity to engage with the transport sector and be in a better position to address issues such as sustainable visitor management, congestion and Carbon Net Zero objectives;
- Development of new products and services to offer to visitors;
- Identification of new market opportunities, such as visitors interested in sustainability, authentic local experiences and produce, and active travel.

For CRPs:

- Access to insights on the kind of visitors the DMO is aiming to attract, in order to develop products and services to appeal to those markets;
- Shared communication and marketing opportunities with the DMO and/or TOC;
- Opportunities to communicate local needs and advocate for local benefit to be built into strategies and plans.

For TOCs:

- Access to engaging and inspiring content around destination experiences, attractions, products and services to share with customers:
- An opportunity to build on the rail for leisure momentum by positioning the journey and arrival as part of the customer experience;
- Joint and/or enhanced promotional opportunities.

What role can each play?

What are **Destination** Management **Organisations** (DMOs)?

- National, regional and local
- Variety of structures / models
- Marketing promotion of locality as a visitor destination
- Management of tourism and visitors
- A 'voice' for the visitor economy, linking with other sectors locally and nationally
- Business support and networking
- Provide information for visitors and residents
- Community engagement role

Destination organisations can:

- Invite their local CRP(s) to share their strategic goals and identify areas for mutual support
- Share plans and strategies with their CRP(s)
- Utilise CRPs' relationships and knowledge to support community engagement and gain local insight
- Work together to create products and services
- Identify opportunities for joint actions, funding and promotion
- Listen to CRPs to know what services to promote and when
- Work with tourism businesses to present public transport as the preferred option
- Provide visitors with information
- Promote CRPs' offers through their communications and marketing activities



ARRIVE BY RAIL, IMMERSE YOURSELF

PADDLE BOARDING ON CONISTON WATER, JUST A BUS RIDE FROM WINDERMERE TRAIN STATION



Glasgow 1 hr 40m 1 hr 25m Newcastleupon-Tyne 1 h 30m 4 hrs Cumbria Liverpool 1 h 30m 7 hrs Birmingham 2 hrs 30m Cardiff 4 hrs 45m London 2 h 30m



The Lake District, Cumbria

The Lake District, positioned in the region of Cumbria sits within the North-West of England.

By Rail

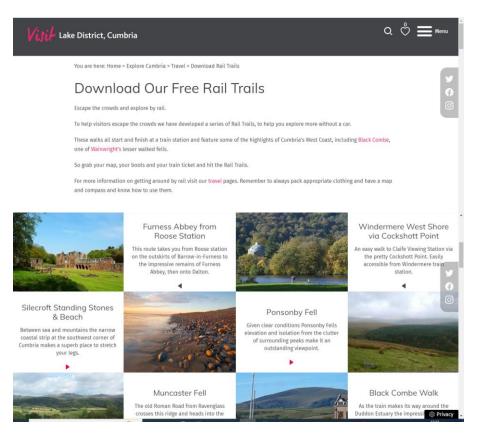
The Lake District is on the West Coast Mainline and is under 3 hours away from London Euston, 2 hours from Glasgow and Edinburgh. Manchester has a direct train service from the airport itself taking just an hour.

We have 3 local branch lines

- 1. The Lakes Line
- 2. The Furness Line
- 3. The Cumbrian Coastal Line

The Rail Trails

- Series of downloadable circular walks or walks between stations, taking in some of the quieter areas of the county
- Joint project with Northern Rail and Cumbria Community Rail Partnership
- Promoted through PR and digital marketing campaign
- Great for attract & Disperse at a time when some central areas were busy post-covid





The Benefits...

- Pooling resources means efforts go further
- Ability to offer a door-to-door experience, sometimes with a ticket offer as a call to action
- Sharing booking data can allow you to directly track response rates
- Wealth of experience, knowledge and specialisms to draw on



Working in partnership is the key



AVANTI

WEST COAST









Rail operators can:

- Introduce the CRPs and DMOs with which they have connections and help coordinate partnership working
- Share plans, strategies and ideas with DMOs and CRPs and identify areas of mutual interest
- Help DMOs and CRPs know what their passengers are looking for
- Build knowledge and capacity within CRPs around tourism and the opportunities it presents
- Promote community rail campaigns
- Contribute to sustainable travel goals





Community Rail

DMOs and CRPs

The value of collaboration for the TOC

- Shared resource
- Wider reach marketing campaigns, access to areas otherwise unavailable
- Funding
- Relationship building



Benefits on tourism when the CRP works with a DMO



- Added value discounts, wider reach, enhanced offering, shared marketing
- Encourages more sustainable travel
- Increased visitors/passengers
- Elevated & enhanced presence for the CRP and tourist attraction/area

Poacher Line CRP and Visit Lincoln – The Knights Trail and RAF 100

Collaborative Marketing Campaigns to encourage people to Visit Lincoln by train

- Knights trail (Art) celebrated the 800th Anniversary of the Battle of Lincoln
- 5 Knights went to Kings Cross as part of Community Rail in the City
- Campaign included:
 - Social media and press
 - Competition online and offline
 - Marketing literature leaflets etc
 - Stand at Kings Cross and freebie giveaways

Funded by Visit Lincoln, Poacher Line CRP and Community Rail Network

Donations in kind of freebie cakes by EMT and support from LNER for prizes and train travel



RAF 100

Joint campaign to celebrate 100 years of the RAF and encourage people to visit the RAF heritage sites and trails across Lincolnshire

- Took a replica Red Arrow to Birmingham New Street
- Marketing campaign included:
 - Leaflets
 - * RAF wings trail
 - Competitions
 - Social media and press
 - * Web area

Funded by Visit Lincoln, Poacher Line CRP, Community Rail Network, Cross Country Trains In kind donations by Network Rail, EMT, LNER and other partners



Community Rail Partnerships can:

- Identify opportunities presented by tourism in their area (CRN have some great resources)
- Support and add value to their local DMO(s) and their strategic goals (e.g. visitor dispersal, decarbonisation, active travel, community engagement)
- Act as a conduit to communities and others
- Create products and services for locals & visitors
- Identify opportunities for joint action and funding
- Use Community Rail resources to coordinate and promote joint activities
- Help make the journey part of the experience
- Promote deals, offers, discount options etc



Hannah McDonnell





visitgloucestershire

Sustainability & Social Value Lead



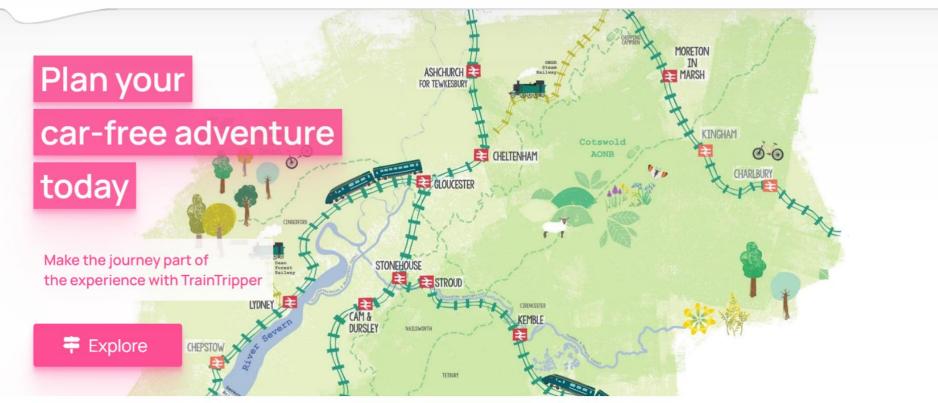
visitgloucestershire























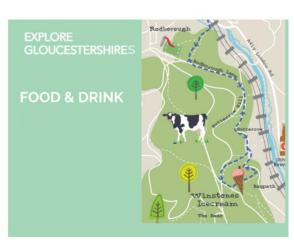


WALKING & CYCLING TRAIL

STONEHOUSE & STROUD



LYDNEY



LEISURE TRAILS & MAPS sustainablegloucestershire

GRASS ROOTS COMMUNITY INSIGHTS

80%

Of respondents acknowledged that public transport is a smarter environmental choice



78%

Of respondents wanted to reduce the carbon consumed through leisure activities

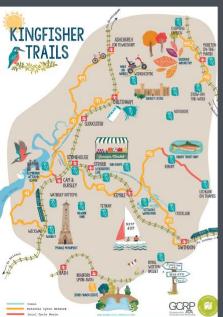




Maximising opportunity for all through partnership working

Increased visits to destinations & leisure experiences using sustainable and active modes of transport







Benefits to visitors, communities & the destination



Who am I?

Jo Quinney from Anglesey, North Wales
Marketing and PR practitioner
Over 20 years experience
Working in tourism:

- Outdoor adventure
- Narrow gauge steam railways







Great Little Trains of Wales

ITB Berlin, March 2019





000

Discover

Great Little Trains of Wales



NARROW CAUGE STEAM BALLWAYS
Eleven little steam railways located in stunning
scenery across Wales





What happened

GLTW (12 narrow gauge railways) gained the initial grant

Collaborated with the five CRP's

- The Cambrian Line
- Conwy Valley Line and North Wales Coast Community
- The Heart of Wales Line
- 3 Counties Connected (The Shrewsbury to Chester Line and the Borders)
- South West Wales Connected

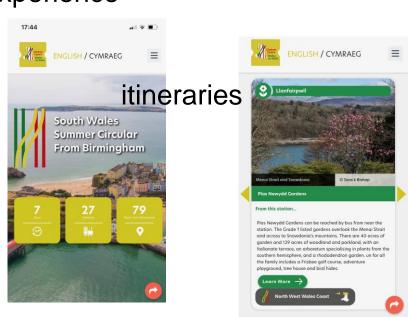




A resource for tourist travellers to explore Wales by public transport.

Enrich the visitor experience





information cards





Working with rail operators and DMOs

Working together

Regular join Zoom meetings

Meeting Visit Wales grant Project Targets and Outputs

Supported by TfW team

- Minutes
- Agreeing deadlines
- Delivering





Inspiring and engaging; images, stories and social media Enrich the visitor experience











Bloggers

Benefits of joint working

- Bigger project with more funds
- Working with tourism partners/attractions
- Ministerial Launch event in Cardiff
- Podcast, TfW 'Just the Ticket' available on Spotify
- Community Rail Week, Birmingham and Manchester

What's happening in 2023

Taking WOR 'on tour' and adding Walking Trails





Encouraging safe, sustainable, and scenic adventures.

Diolch / Thank you





@Wales_On_Rails



@WalesOnRails



@wales_on_rails







Rail For Leisure

Helen Wright and Catherine Croney
Community Rail Officers

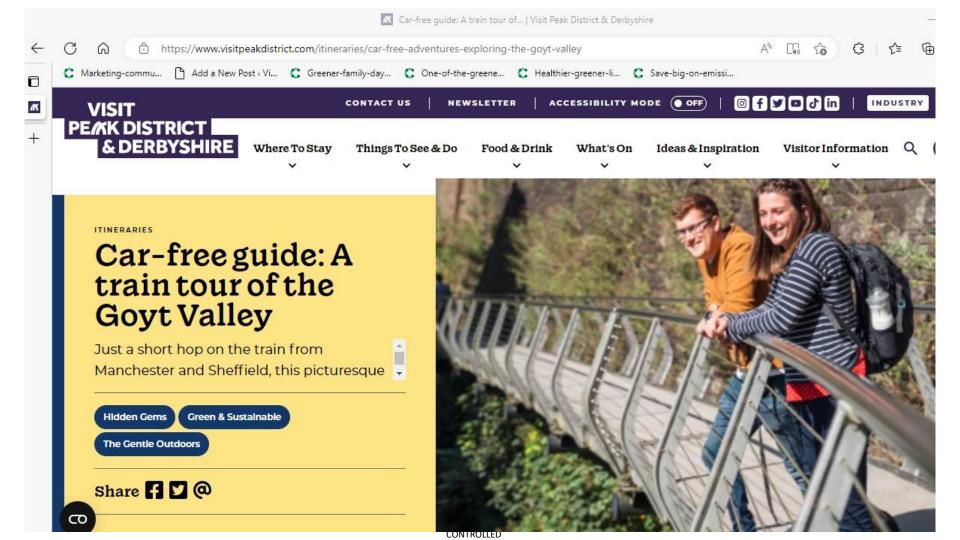
Hope Things to see



Promoting the Hope Valley Explorer bus







Over to you ... Any questions?



Thank you

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