

Proposal for the delivery of the MountainBikeNI Consortium 2023 – 2024

January 2023

Outdoor Recreation NI (ORNI) has prepared this proposal in order to request support from trail managing Councils for the financial year 1^{st} April $2023 - 31^{st}$ March 2024.

This proposal outlines:

- 1. Overview of Outputs
- 2. Added value gained from adopting a consortium approach
- **3.** Proposal for 2023/2024

1. Overview of Outputs:

Outdoor Recreation NI will continue to assign staff resources to the MountainBikeNI Consortium in order to continue to promote Northern Ireland as a 'must visit mountain bike destination'.

Whilst promotion will take place under the MountainBikeNI umbrella brand each destination will be clearly differentiated within marketing activity.

The focus of marketing activity will be within Northern Ireland and the Republic of Ireland in order to deliver on key objectives:

- Increase number of visits within each trail centre
- Increase the engagement of mountain bikers with the local economy i.e. increase economic impact

Partner	NMDDC	MUDC	ВСС	FODC
Partner Support	£16,666	£9,450	£5,250	£5,250
Sponsorship Contribution	£11,000	£5,500	0	0
Partner Total	£27,666	£14,950	£5,250	£5,250
% of Delivery Capacity	52%	28%	10%	10%
Fundamental Outputs				
Mountain Bike NI	✓	✓	✓	✓
Consortium				
MountainBikeNI.com	✓	✓	✓	✓
Website				
Customer Interaction	✓	✓	✓	✓
Trail Centre Specific				
Outputs				
Trail Cards E-commerce	✓	✓	×	×
Mountain Bike NI Trails	✓	✓	✓	✓
Team				
(Volunteer Ranger				
Scheme)				
Sponsorship Liaison	✓	✓	×	×
Marketing Outputs				
NI Marketing via MTBNI	✓	✓	✓	✓
Channels				
ROI Marketing Campaigns	✓	✓	×	✓
	(£2,000)	(£1050)		(£1050)
Business Upskilling	√	✓	×	√
Destination Support	✓	✓	✓	✓

Fundamental Outputs	NMDDC	MUDC	ВСС	FODC
 MountainBikeNI Consortium Act as the Secretariat for the MountainBikeNI Consortium - minimum of 2 meetings per annum Agree meeting dates, venue, agenda and circulate minutes Prepare and agree annual work programme and provide a progress report on a quarterly basis 	√	~	√	\
MountainBikeNI.com Website Manage and maintain the MountainBikeNI.com website including: All Trail Centres: Manage Trail Centre Profile including event calendar in liaison with trail managers Update of Trail Conditions (diversions, closures etc) as required in liaison with trail managers National Trail Centres Only: Proactive liaison with local tourism service providers (accommodation and eatery) to ensure their web profiles are targeted to the mountain bike market and offers are available in line with campaigns Provide accurate information and content (as required) for councils' tourism websites Proactive Search Engine Optimisation (SEO) to ensure competitive Google Ranking for key terms in both Great Britain (GB) and Republic of Ireland (ROI) markets		>		\
MountainBikeNI Social Platforms Manage and maintain the MountainBikeNI social media platforms on: Facebook Instagram Twitter YouTube	√	√	✓	√
Deal with customer enquiries via telephone, email and social media in a timely manner	✓	√	✓	√

Trail Centre Specific Outputs	NMDDC	MUDC	ВСС	FODC
 Trail Cards Manage and maintain the e-commerce platform within MountainBikeNI.com Proactively engage with tourism service providers and 	√	√	×	×
relevant retail outlets to encourage stocking and sale of trail cards				

 Facilitate any reprint / redesign of trail cards¹ Provide quarterly report of trail card sales within overall work programme report 				
 MountainBikeNI Trails Team (Volunteer Ranger Scheme)² Lead the recruitment of MTB volunteers and manage database Communicate dates of maintenance days and allocate volunteers Manage MountainBikeNI Trails Team Facebook Group Proactively publicise the work of the MountainBikeNI Trails Team Organise a training and reward programme in conjunction with the trail sponsor 	√	\	*	✓
 In partnership with National Trail Centre managing councils recruit a title sponsor for MountainBikeNI.com and the National Trail Centres Agree annual sponsorship plan with sponsors and act as key liaison to maximise benefits of both parties Manage the ongoing relationship with the sponsor 	~	✓	×	×

Marketing Outputs	NMDDC	MUDC	ВСС	FODC
NI Marketing via MTBNI Channels	✓	✓	✓	✓
 Increase awareness levels, visitation and spend from NI based Mountain bikers via: Creation of blog content Implementation of E-marketing plan Implementation of social media plan Creation and distribution of press releases to local and NI media 				
Rol Marketing via MTBNI Channels	✓	✓	✓	✓
 Increase awareness levels, visitation and spend from Rol based Mountain bikers via: Creation of blog content Implementation of E-marketing plan Implementation of social media plan 				
Rol Marketing Campaign	√	✓	×	✓
 Increase awareness levels, visitation and spend from Rol based Mountain bikers via: Delivery of a targeted marketing campaign to include offline and online advertising, social media advertising, social influencer marketing, PR, FAM trips etc. 				

 $^{^{\}rm 1}$ Additional budget will be required for trail card design and print costs $^{\rm 2}$ Council partners to deliver maintenance days including provision of lunch

Business Upskilling	✓	✓	×	✓
 Support Council workshops for local tourism service providers Proactive engagement with local tourism service providers (accommodation, eateries and activity providers) to ensure: their offering is targeted to the mountain bike market i.e. 'MTB Friendly' innovative offers are available in line with campaigns increased awareness of MTB product offering within their destination Update of on-line toolkit for local tourism service providers including visitor profiles and requirements, product and service advice, marketing recommendations / opportunities and best practice benchmarking Ongoing support and promotion of the trail head providers Distribution of 2 e-newsletters to relevant stakeholders re marketing campaign updates, promotional opportunities and support 				
 Destination Support Provide support to Council Tourism teams to accurately incorporate the promotion of mountain biking within a wider tourism offering 	√	√	√	√

2. Added value gained from adopting a consortium approach

Outdoor Recreation NI is able to provide the following added value to those councils supporting the MountainBikeNI Consortium:

Consortium Approach

A consortium approach provides the following benefits:

- Economies of scale in campaign costs
- The ability to **cross sell** between trail centres i.e. consumers interested in or visiting the Mournes based trails will learn about the Davagh Trails and vice versa
- A greater potential to attract (via tender) a **sponsor**
- Improved brand, destination and product recognition

Marketing Foundation

The following marketing foundation is already in place – reducing the need for supporting councils to further invest elsewhere:

- MountainBikeNI.com website attracting 27,283 visits in 2022/23 from April December 2022 (9 months)
- E-marketing Database of 10,532
- Social media following of 30,000+ (Facebook, Twitter, Instagram)

Expertise & Knowledge

Outdoor Recreation Northern Ireland is a not–for–profit organisation whose role is to develop, manage and promote outdoor recreation across Northern Ireland, therefore those councils supporting the consortium benefit from its significant expertise and knowledge.

- Product knowledge gained from:
 - proactive campaigning for 10+ years for the development of mountain biking in Northern Ireland
 - driving the development of Rostrevor, Castlewellan, Blessingbourne, Castle Ward, Davagh Forest, Gortin Glen Forest Park, Gosford and Barnett Demesne Mountain Bike Trails
- Visitor Safety knowledge gained from:
 - membership and secretariat of Visitor Safety Group (VSG)
 - o staff training investment including VSG and other relevant workshops
- Mountain bike market knowledge gained from proactive:
 - benchmarking from competitor destinations
 - o engagement with UK and ROI wide industry experts
 - o staff training investment including learning journeys and industry conferences
- Marketing expertise gained from:
 - 10+ years of proactively promoting outdoor recreation / activity tourism in Northern Ireland via Outdoor Recreation NI platforms such as WalkNI.com
 - 10+ years building key contacts within the mountain biking industry, including journalists at popular mountain bike and mountain bike related magazines,

competitive riders at a local and national level and appropriate influencers within the UK and Ireland

3. Proposal 2023 / 2024

Delivery of Outputs

Partner	NMDDC / £	MUDC / £	BCC / £	FODC / £
Partner Support	£16,666	£9,450	£5,250	£5,250
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Rol Campaign

Source	Amount / £	% of campaign delivery
Newry, Mourne and Down	2,000	49%
District Council		
Mid Ulster District Council	1,050	25.5%
Fermanagh & Omagh	1,050	25.5%
TOTAL	£4,100	100%

Total Costs

Council	Partner Support	Rol Campaign	Total Cost
Newry, Mourne and	£16,666	2,000	£18,666
Down District Council			
Mid Ulster District	£9,450	1,050	£10,500
Council			
Belfast City Council	£5,250	/	£5,250
Fermanagh & Omagh	£5,250	1,050	£6,300



MOUNTAINBIKENI MID ULSTER HIGHLIGHTS (APRIL 2022 – MARCH 2023)



What is the MountainBikeNI Consortium?

The MountainBikeNI Consortium was set up to provide a forum for coordinating marketing for the official mountain bike trail centres in Northern Ireland with participating councils, and for them to share best practise with each other. The Consortium is made up with members from Belfast City Council, Mid Ulster District Council, Newry, Mourne and Down District Council and Fermanagh and Omagh District Council.

Mid Ulster District Council's package of support includes:

- Being a part of the MountainBikeNI Consortium, which meets twice per year
- Placement on the MountainBikeNI website, with information on the trails and local accommodation and eateries
- Featured in MountainBikeNI social platforms
- Customer interaction
- Marketing to NI and RoI audiences
- Involvement within an RoI marketing campaign
- Business upskilling providing information and content to local businesses interested in capitalising upon the mountain biking market
- Added value from a consortium approach; economies of scale for campaigns and an improved brand, destination and product recognition

Key Benefits of the MountainBikeNI Consortium

- Access to over 30,000 mountain bikers in NI and RoI on the MountainBikeNI social media platforms
- Access to over **10,000** mountain bikers via the MountainBikeNI e-newsletters
- Presence on the MountainBikeNI website which receives over 2,500 visits per month
- Largest social media following of any UK or Ireland mountain bike trails page
- Presence on the largest social media following of any UK or Ireland mountain bike trails page
- Direct access to mountain bikers to communicate trail conditions, any diversions, closures, events or other vital health and safety information
- Benefit from cross promotion through mountain bikers visiting the website interested in the trails at Barnett Demesne, Castlewellan, Gortin Glen Forest Park and Rostrevor MTB Trails
- Access to other council best practise advice and experiences from consortium meetings
- Expertise in content creation, including developing photo suites, videos and tailored copy for mountain bikers.
- Access to MountainBikeNI's back catalogue of UGC (User Generated Content)
- Contacts within the industry, such as Greg Callaghan and Dan Wolfe
- PR and social influencer contacts within the industry
- Opportunity to work with Chain Reaction / Wiggle, who remain one of the largest companies in the mountain bike scene

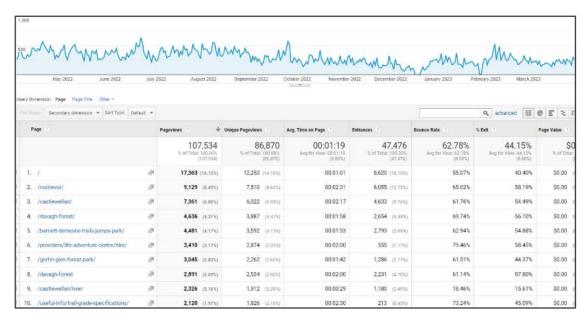
MountainBikeNI Consortium Davagh Forest and Blessingbourne Estate MTB Trails Coverage

WEBSITE

Received 34,200 unique visits between 01/04/22 and 31/03/23

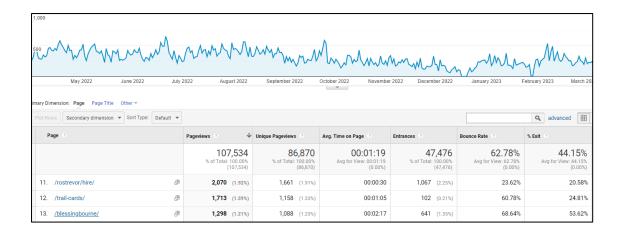


Davagh Forest Profile received 4,636 page views



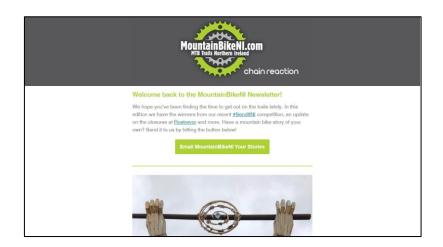
Davagh Forest profile page is the 4th most visited page on the website

Blessingbourne Estate Profile received 1,298 page views

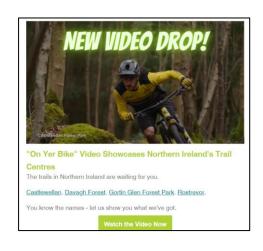


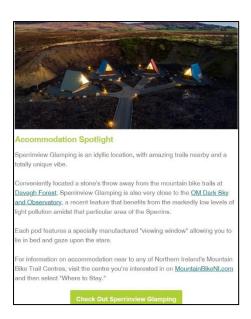
ONLINE MARKETING

6 Newsletters sent out to database of 10,472 subscribers. 5 Features mentioning Davagh Forest.











Mentioned in 5 News Stories and 7 Blogs





The #SenditNI photo competition has come to an end and we have a winner! Congratulations to Gari Grissam for capturing a fantastic photo of the Giant at <u>Davagh Forest</u> and winning a £200 voucher for <u>Chain Reaction Cycles</u> in the process.





News

SEND IT!

JAN 16 MountainBikeNI are offering a £200 voucher for Chain Reaction Cycles for the best picture sent to us from any any of the large official mountain bike trail centres (Rostrevor, Castlewellan, Davagh Forest or Gortin Glen Forest Park).

To enter the competition, you can send your picture to info@mountainBikeNI.com or post your image under our Facebook post here.

Entrants agree that any pictures sent in may be reshared by MountainBikeNI in the future on social media. The winner will be the person who sends in the photograph.

There will also be a £50 voucher for the runner up. The winner will be selected on Friday 27th January.

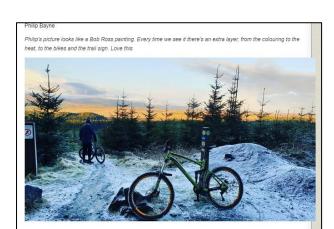
Good luck!





This probably sounds a little simplistic but aimost every rider has that inner child who loves the thrill of flying through a mucky puddle and feeling it skite up around the bike as we take the next corner. Just last week in Gort Gien Forest Park we literally heard some giggling as they set off down Kelan's Run. The autumn and winter months provide this in abundance and it makes the hot shower at the end of your ride all the more rewarding. <u>Davagh Forest</u> is a personal favourite of ours for going in dry and coming out like a swamp monster. We love it.





- 2. Bike accessories: If a new bike isn't in the budget (the cost-of-living crisis means there's likely to be a slowdown in bike sales this Christmas), there are plenty of other bike-specific gifts that will no doubt go down a storm. Consider a new suspension fork, dropper seat post, or set of custom wheels to give your loved one's ride a boost. Again, make sure you know the specific make you'll need; check with a mountain biking friend or your loved one if it's a gift.

 3. Guided mountain bike tours or rentals: This one is a little different and definitely for the newer mountain bikers that are out there. Companies like <u>BikeMourne</u> offer the ability to hire an e-bike and explore further afield; or you could hire a <u>MTB guide</u> for the trails and get some lessons. In either case, there'll be an added sense of adventure of doing something different.

 4. Protective gear: No matter how skilled a rider is, accidents can happen. There's a reason <u>Davagh Forest's</u> slogan is "Davagh Rocks". For parents of newer mountain bikers, it should be obvious that helmets are an absolute essential. Thankfully experienced mountain bikers here are acutely aware of this as well and young people riding without any protective gear are frequently called out on the trails before they event get started. Help your loved one stay safe on the trails with a new helmet or some protective gear, such as elbow or knee pads: there are a huge number available from Chain Reaction.



Yew and Holm Oak Trees are distinctive around Blessingbourne Estate

In survey after survey, mountain bikers repeatedly highlight getting into nature as one of the biggest reasons for why they mountain bike. It's easy to see why - problems seem to be smaller, if not forgotten altogether when you're pushing down your favourite trails.

The good news is that the absence of long days or hotter weather doesn't change that. It's a different costume on the same old friend. If you're at at <u>Blessingbourne Estate MTB Trails</u>, you'll still be surrounded with it's ruggedly epic forest - it just may not be as sunny (although we're told the sun is always shining in Fivemiletown...) All the benefits humans derive from being outdoors are still there - we might just be a little wetter than before. Speaking of which...



Davagh Forest and Barnett Demesne trail centres have both become popular night riding spots



1. It's so close

If you're thinking about exploring the mountain biking world, you don't have far to travel. Luckily on this island, we have plenty of incredibly exciting trails on our doorstep. Northern Ireland is home to six mountain bike trails that encompass black, red, blue and green trails, as well as a number of downhill trails and orange features.

Dublin's fair city is a short distance to two of NI's biggest trails, only an hour and a half from Rostrevor and just under two hours to Castlewellan. You're also much closer to the mountain bike trails in Northern Ireland if you live in the west of Ireland with Blessingbourne Estate only a half an hour journey from Monaghan and Cavan. The MTB trails at Gortin Glen Forest Park in County Tyrone are only a half an hour journey from the border of Donegal. With these wonderful trails situated only a few hours up the road, it's a must try for MTB riders across Ireland.













@phil8697 8 months ago

Nice video. Makes me want to head out on the NI trails asap. Great soundtrack too!





Reply



@smashyrashy708 9 months ago

Its a shame the mtb trails in the south arent as good





Reply



@Dima-in6en 5 months and

USER GENERATED CONTENT IMAGES









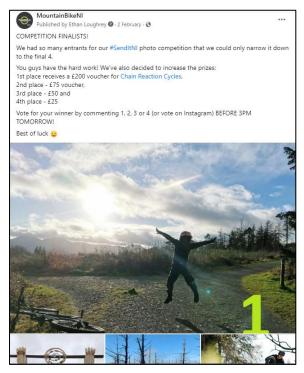


SOCIAL MEDIA

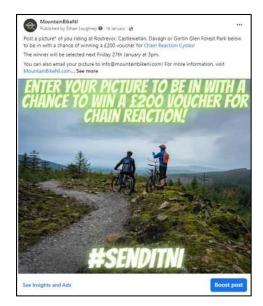


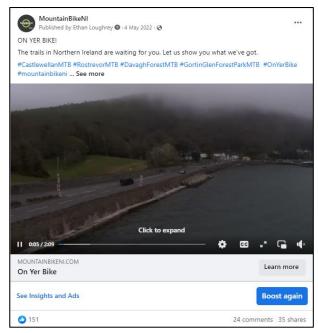
Continued branding on Facebook, Instagram and Twitter.

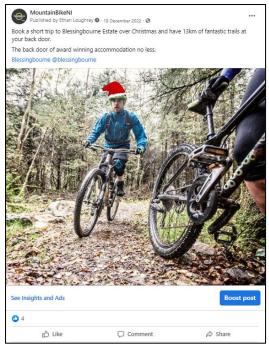
17 Facebook Posts



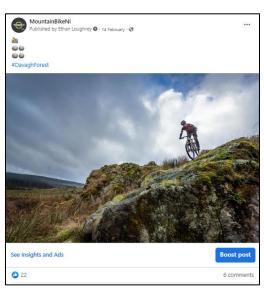




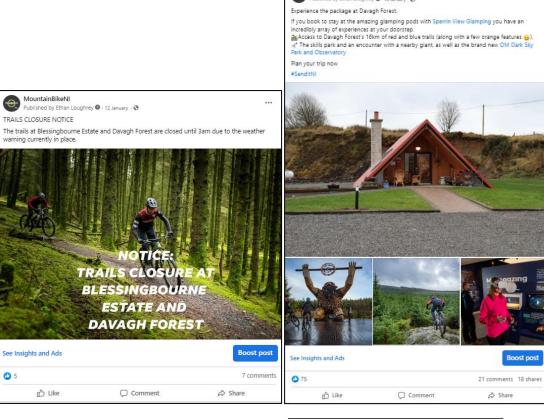






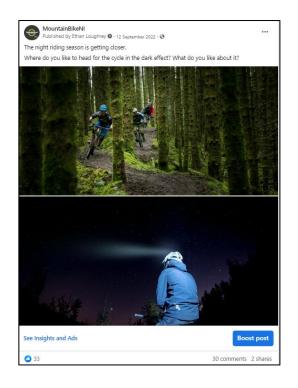




















9 Tweets













MountainBikeNI @MountainBikeNI · Jan 12

TRAILS CLOSURE AT DAVAGH FOREST AND BLESSINGBOURNE ESTATE: A yellow wind warning has been issued which is valid from 15:00 today to 0300 tomorrow. These trail centres will be closed until that time.

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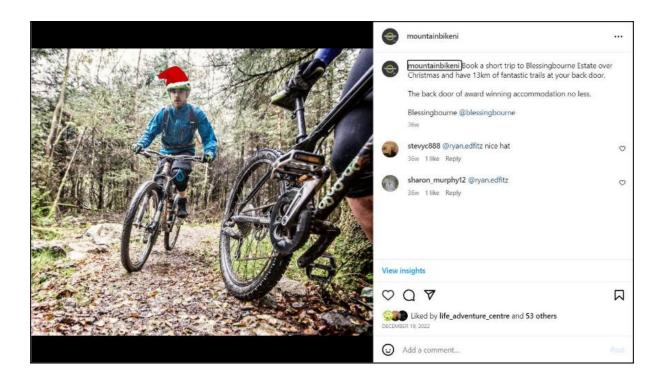


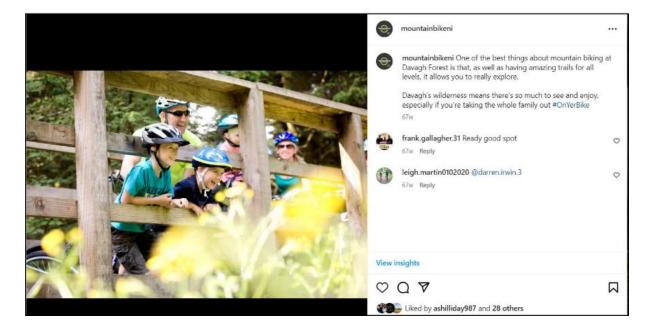




3 Instagram Posts / 28 Instagram Stories





































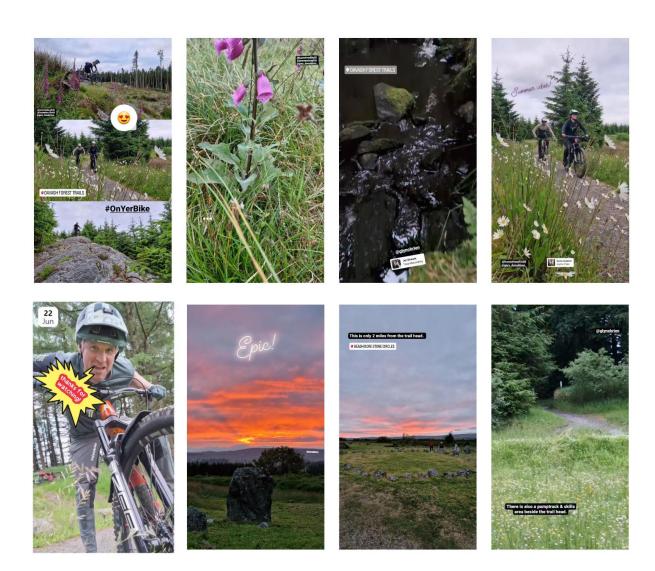










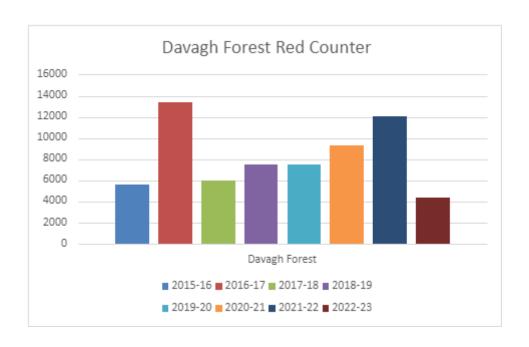


Davagh Forest MTB Visitor Figures

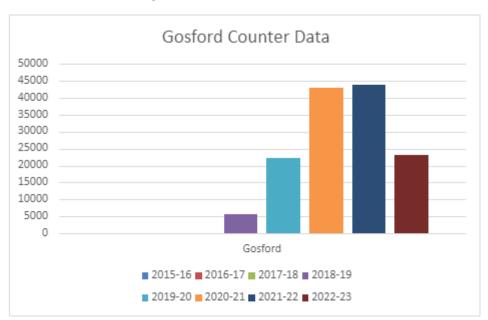
Davagh Forest MTB Trails has enjoyed continued growth since opening year on year, with 2016-17 providing one anomaly in data. This growth continued in line with other trail centres in Northern Ireland, peaking in 2021/22, when all MTB Trail centres in NI saw on average a 34% increase¹ in visitors (most likely due to the Covid-19 pandemic).

Davagh Forest Growth Figures:

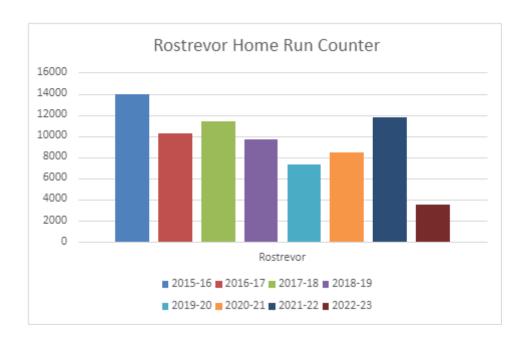
 1 Figures gathered from ABC and Mid Ulster Council, Armagh Banbridge and Craigavon Borough Council, and Mourne Heritage Trust counters



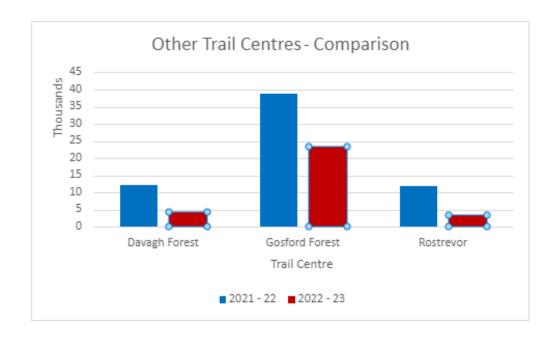
Gosford Trail Growth Figures:



Rostrevor Trail Growth Figures:



As can be seen above, in 2022/23 the visitor number figures started to decrease, meaning Davagh Forest is also following the wider national trend. The evidence of this trend can also be seen in the graphs below where the comparison with Davagh Forest, Gosford Forest and Rostrevor MTB Trails are evident. Drops from 2021-22 figures are between 39% and 69%.



Blessingbourne Estate MTB Visitor Figures

Blessingbourne Estate saw a significant drop off in visitor figures between 2015-16 and 2019-20, when it hit its lowest point. Since that time however, it has seen a modest increase in visitors in the years 2020-21 and 2021-22.

