Today's webinar:

Outdoor Recreation Resources Roundup and National Networking

Panelists:

Doug Arbogast, Jada Lindblom, Miles Philips, Sarah Rocker, and Jake Powell



Hosted by the Northeast Regional Center for Rural Development | nercrd.psu.edu





2023 National Extension Tourism Conference

SAVE THE DATE

Milwaukee, WI September 24 — 27

Hosted by Wisconsin Sea Grant go.wisc.edu/075h11







SUPPORTING LOCAL ECONOMIES THROUGH SUSTAINABLE TOURISM & OUTDOOR RECREATION

Engagement

NET is further engaging faculty and students at land grant universities, community members, and partners in collaborative priority setting and problem solving through shared knowledge.

Zaking an Inventory

NET is inventorying and assessing existing Extension and Sea Grant tourism programs.

How is NET Responding?

As a trusted source of research-based information, NET has been providing tourism-related education & programming to support informed community decision-making for more than 50 years.

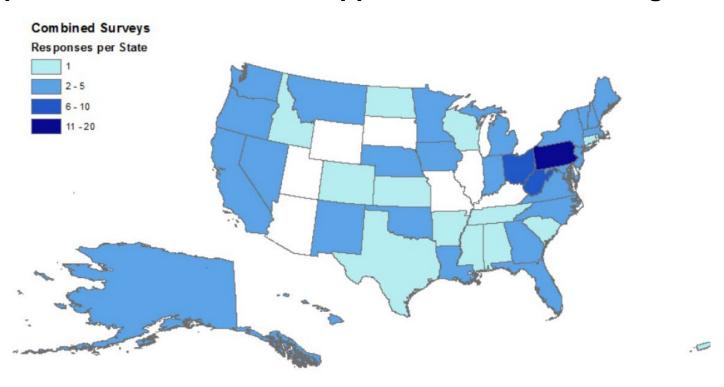
3 Professional Development

Knowledge and research-based educational opportunities for Extension, Sea Grant, and other key stakeholders such as landowners, public officials, and industry leaders.

4 Sharing

Sharing applied research, special programs, or other tourism development and outdoor recreation technical expertise with key stakeholders and audiences.

2017 and 2018 national survey of Extension land-grant and sea grant professionals to better understand their involvement in state/regional tourism programming and their perceptions of tourism related opportunities and challenges.



Arbogast, D., Eades, D., Goetz, S., & Pan, Y. (2022). **Extension and Tourism: Previous Efforts, Current Trends, and the Future**. *The Journal of Extension*, *60*(2), 7.





Report: Extension Tourism—Impacts and Opportunities of Land- and Sea-Grant Programming

The NET Design Team and the Regional Rural Development Centers carried out a national survey process from 2017 to 2019 to catalog current tourism and recreation programming being conducted by U.S. Extension professionals. The findings are summarized in a new report (published November 2021), which:

- documents the distribution, depth, and breadth of tourism and outdoor recreation programming offered by the Land- and Sea Grant Extension services;
- · demonstrates the regional impacts of this programming; and,
- highlights opportunities for expanding this programming nationally.



Download the 24-page supplemental inventory of Extension tourism Land- and Sea-Grant programs here (3.7MB).

Check out an interactive map that shows survey responses by state.

Suggested citation:

Arbogast, D., Goetz, S. J., Entsminger, J., Devlin, K., Ulmer, M., Qian, X., Eversole, D., Philips, M., Powell, J., & Rohring, E. (2021). *Extension Tourism: Impact and Opportunities of Land- and Sea-Grant Programming Across U.S. Regions*. National Extension Tourism and Northeast Regional Center for Rural Development.

For questions about the report, contact the appropriate Regional Representative listed here:

- Northeast Region: Doug Arbogast (douglas.arbogast@mail.wvu.edu)
- Southern Region: Matt Ulmer (ulmermj@auburn.edu)
- North Central: Xinyi Qian (qianx@umn.edu)
- Western Region: Dolan Eversole (eversole@hawaii.edu)

Elizabeth Rohring – Sea Grant

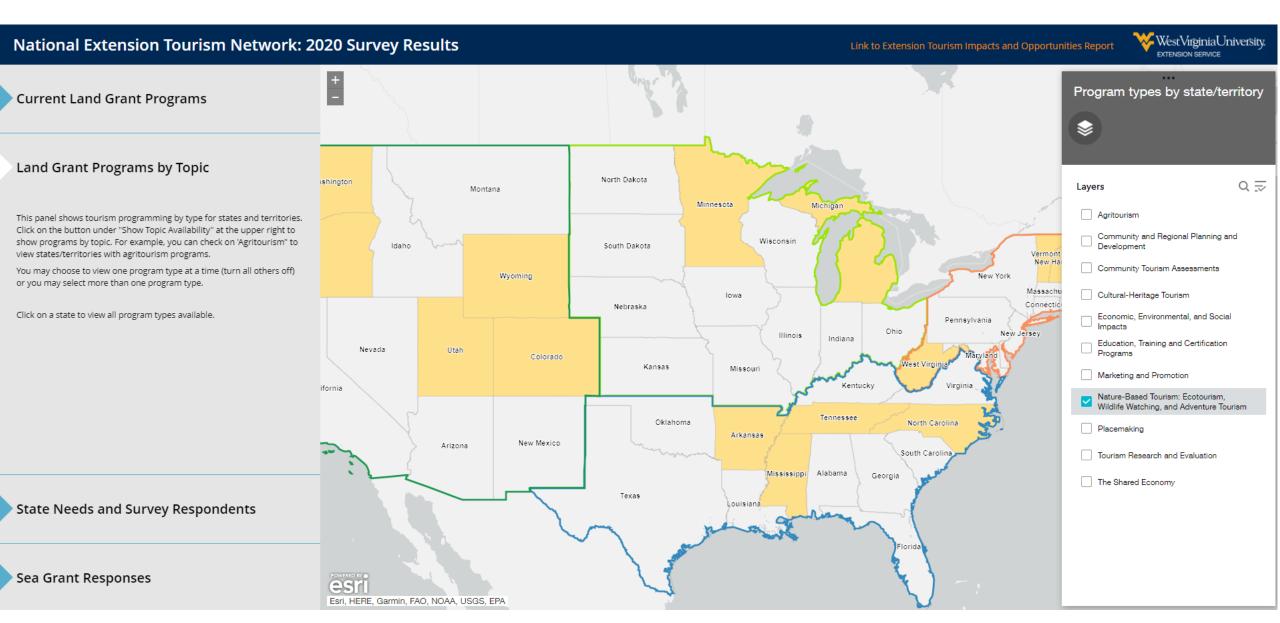




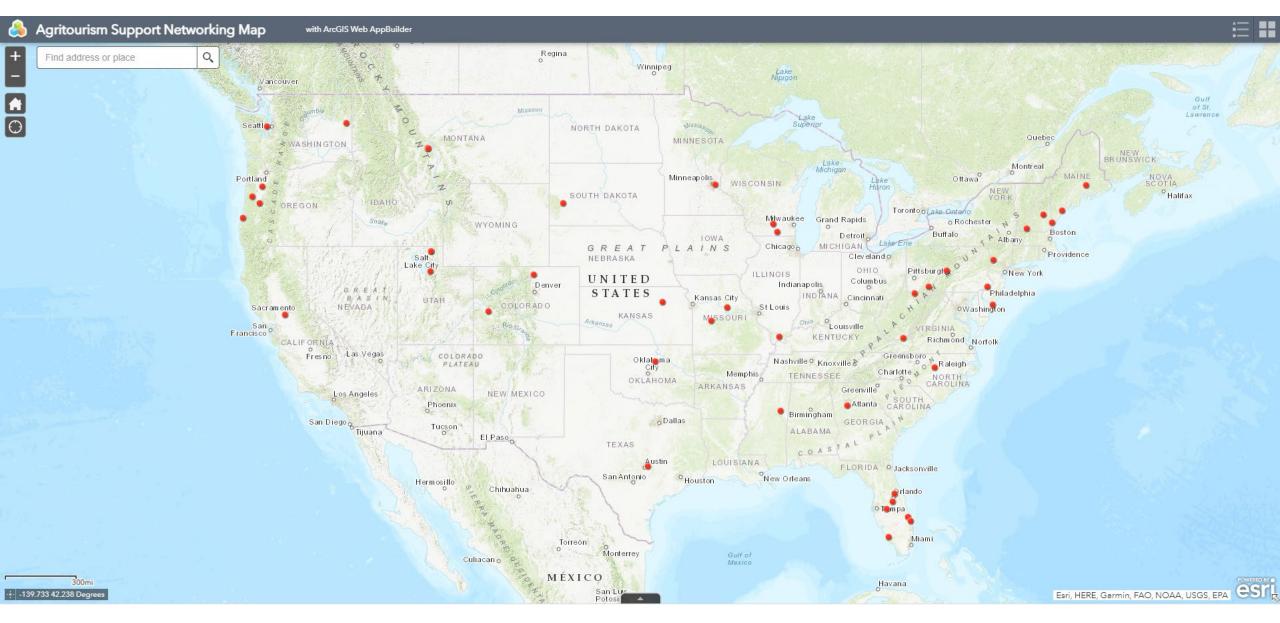


Download the report: https://bit.ly/3EN5Qg4

Extension Tourism – Impacts and Opportunities of Land and Sea-Grant Programming Interactive Map



Agritourism Support Networking Map. N = 43



USDA National Institute of Food and Agriculture UNITED STATES DEPARTMENT OF AGRICULTURE

TOPICS GRANTS DATA RESOURCES ABOUT

HOME

Sarah Rocker

National Institute of Food and Agriculture
U.S. DEPARTMENT OF AGRICULTURE

EMPLOYEE

SPOTLIGHT

TITLE: National Program Leader

OFFICE: Division of Family & Consumer Sciences

EMAIL: sarah.rocker@usda.gov

HADE









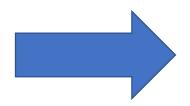


Organization's Mission:

To promote outdoor recreation and economic expansion through community partnerships.

Project Origins:

- UNH Extension Community and Economic Development Team
- Town of Northfield economic development committee
- Highland Mountain Bike Park
- Other local tourism and recreation stakeholders



Recognition of outdoor recreation as a major regional asset worth leveraging

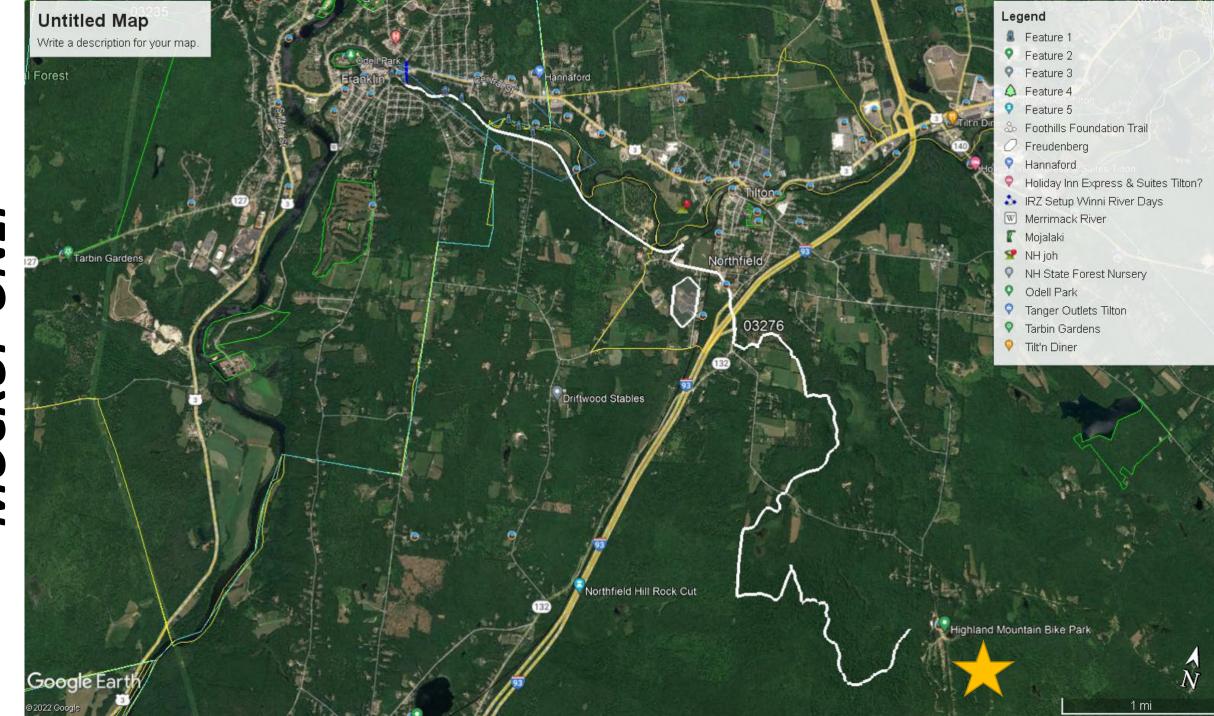














Interconnected Network: Trails and Waterways





















https://tourism.oregonstate.edu

Miles Phillips – Associate Professor of Practice

Position is with Oregon Sea Grant Extension and in the Department of Forest Ecosystems and Society

Role: Sustainable Tourism Training and Applied Research primarily for Coastal Oregon Communities – 373 miles of coast, 7 counties. Position created in 2016 to address economic development needs of rural coastal communities through tourism.

http://seagrant.oregonstate.edu/tourism

http://tourism.oregonstate.edu

http://gorpguide.org





Oregon Sea Grant » Sustainable Tourism

ABOUT TRAINING AGRITOURISM EVENTS RESOURCES



The Triple Bottom Line:

A PATHWAY TO COMMUNITY PROSPERITY

Sustainable tourism benefits more than local economies, sustainable tourism also contributes to the social and environmental well being of an entire community.

Oregon Sea Grant's Sustainable Coastal Tourism and Outdoor Recreation Program works with communities and companies to help them utilize a triple bottom line operational framework to help them, and their communities succeed.











Visitor Spending \$12.3 Billion in Oregon



Oregon Jobs Related to Tourism 115,400



State and Local Tax Revenue from Tourism \$539 Million

Examples of Trainings/Activities/Resources

Enterprise Level (i.e. Agritourism Farms and Ranches, Guides, Tour Companies, etc)

Community Level (Utilizing Nature, Wildlife, and Local Food & Culture Based Events/Themes), Asset assessment and development, collaboration and connection with larger tourism industry, Discovery Tours

Online- Most available to all states/countries

- 1. Basics of Customer Service Training
- 2. Outdoor Guide Training and Certification (GORP) includes a Spanish Version, and recorded webinars) Blended with live workshops
- 3. Know Your Community Template for custom content per community
- 4. Blog Site and tourism.oregonstate.edu



Examples of Trainings/Activities/Resources p 2

Examples of Other Topics – In Person and via Webinars

- Marketing Digital Marketing (often collaborations with industry)
- Experiential Product Pricing Methods
- Liability Laws / Insurance— (often in collaboration with industry)
- Business Plan Development for Private Landowners and Small Tourism Businesses
- Interpretive Skills Workshops
- Experiential Learning/Collaboration Discovery Tours (1 day or multi-day)
- Mentor/Support Student Internships/Projects working with communities

Research, Grants, Contracts & Publications

- Traveler/Client Surveys, Spending/Economic Impact
- Collaboration/support on grant proposals
- Guided Tour Business Inventories & Market Pricing
- Agritourism Policy
- Hotel Lodging Tax policy among rural communities

Other...activities as requested...





Agritourism Home Browse Resources Our Experts In Your Community

@ English | Español

Meet Our Agritourism Experts



Audrey Comerford

she/her/hers

Agritourism Coordinator

■ audrey.comerford@oregonstate.edu=



Melissa Fery Small Farms

J 541-730-3538

■ melissa.fery@oregonstate.edu=



Miles Phillips

Coastal Tourism & Business Development

Sustainable Tourism & Outdoor Recreation Training, Applied Resea and Support for Business and Communities

Hablo español (I speak Spanish)

J 541-347-5665

miles.phillips@oregonstate.edu=



Agritourism Home Browse Resources Our Experts In Your Community

@ English | Español

Agritourism engages the agriculture and tourism communities to foster connections through Share researched-based knowledge and education and seeks to strengthen the understanding of agritourism and farm-direct sales in order to help build financially viable farms, encourage sustainable practices and industry resilience through networks and educational resources.

Explore All Agritourism Resources

SERIES: Adding Agritourism

Hosting tours on your farm or ranch not only provides additional income, but helps tell an important story about Oregon agriculture, rural communities and local food production. Learn more about how to incorporate agritourism on your small farm or property in this series of articles.



(Cropped from original)

SERIES: Adding Agritourism

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Jul 2020 | COLLECTION Q

Laws & Regulations

Navigating legal processes and allowable use regulations can be daunting. This list of resources will help you find what you need to know about current Oregon laws relating to farm use, agritourism, liability, and more.

- ORS 30.671-30.677 at: The Oregon Revised Statutes (ORS) are the codified laws of the State of Oregon. The document is published every two years. Use this link to find specific laws pertaining to "activities arising out of agritourism activities". This section of Chapter 30 includes: A definition of agritourism -Limitations on liability of agri-tourism professional; exceptions - and wording of an official "notice" that must be posted
- ORS 215.213 & Statutes (ORS) Oregon. The do years. Use this to approved us area zoned for of Chapter 215 farmland, inclu to consult relat site, use left co
- Information Sr for Agritourisi farmers and ra





Outdoor Recreation/Tour Guide Training and Certification http://gorpguide.org

Workforce Development, Entrepreneurship & Economic Development, Destination Management and Enhancement



Become a GORP Guide

GUIDE &

OUTFITTER

RECOGNIZED

PROFESSIONAL

CLICK here to Register for GORP Oregon Bundle

Scroll down for more course registration links



"I would recommend this course to others, for their own development and fo strengthening the [guiding] industry."

- Professional Guide about the GORP Guide Training Program

- Adventure travel is an extremely diverse and expanding industry, making guiding and outfitting competitive. GORP Training will help set you above your competitors.
- The GORP program provides a means for guides to stay current with industry trends through continuing education opportunities.
- The content is aligned with the international voluntary best practice standards





Doug Arbogast West Virginia University Extension Service

2017 One USDA

- Modernizing USDA mission support activities to be more efficient and effective by utilizing enterprise solutions;
- Serving customers and improving the delivery of USDA's core missions;

2017 USDA Recreation Economy Resource Guide

One USDA and Recreation Economies in WV

- WVU Extension
- US Forest Service
- USDA Rural Development



Recreation Economy Resource Guide

For USDA Forest Service, Rural Development and National Institute for Food and Agriculture Field Staff



THE COLLECTIVE IMPACT FRAMEWORK

Phase I: 2017-2019

Phase II: 2019-2022

Phase III: 2023 - ?

Phases of Collective Impact

Components for Success	PHASE I Initiate Action	PHASE II Organize for Impact	PHASE III Sustain Action and Impact
Governance and Infrastructure	Identify champions and form cross-sector group	Create infrastructure (backbone and processes)	Facilitate and refine
Strategic Planning	Map the landscape and use data to make case	Create common agenda (goals and strategy)	Support implementa- tion (alignment to goals and strategies)
Community Involvement	Facilitate community outreach	Engage community and build public will	Continue engagement and conduct advocacy
Evaluation and Improvement	Analyze baseline data to identify key issues and gaps	Establish shared metrics (indicators, measurement, and approach)	Collect, track, and report progress (pro- cess to learn and improve)

Channeling Change: Making Collective Impact Work



3 Preconditions for Collective Impact

1. An Influential Champion

You start with vision. You need to see how things could be if the world was the way it should be. You should be able to see the world if the forests around us were healthy, productive, scenic; and if the communities around us were healthy and vibrant. You also need to see the co-dependency of the land and the communities around the forests.

Then the task becomes simple. Simply close the gap between the way things are, and the way things should be. So, the best approach is to start at the local community level and address their needs and aspirations. As you accumulate those community approaches, the regional vision will form on its own.





Clyde Thompson
Retired Forest Supervisor
Monongahela National Forest



Mon. National Forest Rec Economies Structure

Regional foresters

• Region 9 (Milwaukee). Gina Owens Regional Forester

Forest Supervisors

- Clyde Thompson (retired in 2018)
- Shawn Cochran Dec. 2018 present

District Rangers

- Jon Morgan Cheat –Potomac
- Jack Tribble Greenbrier
- Cynthia Sandeno Marlinton- White Sulphur







Monongahela National Forest Offices

Headquarters

200 Sycamore Street Elkins, WV 26241 (304) 636-1800

Cheat-Potomac District

Parsons: (304) 478-3251 Petersburg: (304) 257-4488

Gauley District

Richwood: (304) 846-2695

Greenbrier District

Bartow: (304) 456-3335

Marlinton-White Sulphur District

Marlinton: (304) 799-4334

WSS: (304) 536-2144



COMMUNITY INVOLVEMENT - FACILITATE COMMUNITY OUTREACH 2017-2018

Continuous Communication

Consistent and open communication is needed across the many players to build trust, assure mutual objectives, and create common motivation



Channeling Change: Making Collective Impact Work

THE MON FOREST TOWNS PARTNERSHIP

MEMORANDUM OF UNDERSTANDING

AND

OPERATIONAL GUIDELINES

ARTICLE I INTRODUCTORY

SECTION 1.1

The rural communities within and adjacent to Monongahela National Forest (MNF) are working to diversify economic development and to enhance the quality of life for residents and visitors. These communities act as gateways to the forest and provide numerous benefits. Growing and maintaining a healthy recreation sector requires stakeholder engagement to develop a strong pla for the region's future. These efforts present economic opportunities - to work together on sustainable trail and recreation infrastructure development, workforce development, business an entrepreneurial development, branding and marketing, events and volunteer coordination, and health and wellness.

SECTION 12

The purpose of this Memorandum of Understanding (MOU) is to develop a formal partnership between the parties to support and develop recreation economies in the communities, referred to as TOWNS, and region in and around the MNF. The Operational Guidelines cover how the partnership conducts business and interacts with TOWN representatives, partnership organizations, and how the partnership will grow to include new members.

Name: The name of the initiative shall be the Mon Forest Towns Partnership (MFTP).

ARTICLE II PURPOSE

SECTION 2.1

<u>Purpose</u>: To serve as a catalyst and forum for the development and delivery of an integrated regional recreation partnership.

SECTION2.2

Objective: The objective of the MFTP shall be to support and develop recreation economies in the TOWNS and region in and around the MNF.

To accomplish this objective the MFTP will:

 Promote the value of a regional recreation economy through partnerships with the United States Department of Agriculture (USDA) Forest Service, Rural Development, and the Cooperative Extension Service.

Mon Forest Towns Board

	Bob McCalley	Business owner/Lions Club	Petersburg rep
	Carla Kaposy	Pendleton County CVB	Petersburg Alt
	Bruce Bowling	Mayor WSS	WSS Rep
	Lloyd Haynes	City Manager	WSS Alternate
	Chris Tinney		Richwood Rep
ıg		Richwood Chamber of	
	Mary Jane Williams	Commerce	Richwood Alt
a		Richwood Chamber of	
1)	Amy Dinaldo	Commerce	
	Ciara Lambert	Pendleton County CVB	Franklin Rep
	Felicia Harper-Alt		Franklin Alternate
	Laura Brown	Pendleton County EDA	Seneca Rocks Rep
C	Brooke Alt	WVU Extension	Seneca Rocks Alt
	Sam Felton	Town of Marlinton	Marlinton Rep
	Lauren Bennett	Pocahontas Co. Parks and Rec.	Marlinton Alternate
	Jessica Sutton	City of Elkins	Elkins Rep
	Mark Doak	Community Volunteer	Elkins Alternate
	Dorothy Judy	Mayor of Parsons	Parsons Rep
	Stephanie Murphy	City of Parsons	Parsons Alternate
	Erika Smith	owner of Ella	Thomas Rep
	Joe Holmes		Davis Rep
1	Kevin Flanigan		Davis Alternate
	Kent Walker	Town of Cowen	Cowen Rep
	Gerald Dornburg	Town of Cowen	Cowen Alternate
	Shereen Bailey	Town of Durbin	Durbin rep
-			

CREATING STRUCTURE

Executive Committee

- Sam Felton Board Chair
- Kent Walker Vice Chair
- Laura Brown Secretary
- Bob McCaulley Board Member
- Doug Arbogast WVU Extension
- Jack Tribble USFS
- Emily Wilson-Hauger Woodlands Development Group

Marketing Committee

The Marketing Committee is comprised of the Convention and Visitors Bureaus (CVB's) located within the counties of the Mon Forest Towns Partnership region. Membership is the executive director of the CVB or their authorized designee and members or alternate representatives of the board of directors. The committee chair is appointed from within the committee membership by a majority vote of the MFTP board. This committee is responsible for the marketing, branding, and other promotional activities, including maintaining and strengthening the MFTP's relationship with the West Virginia Department of Tourism and merchandising and approval of requests for branding or logo use in accordance with these bylaws and other applicable policies of the MFTP.

The Marketing Committee chair is Chelsea Faulknier, Marketing Director of the Pocahontas County Convention and Visitors Bureau.

Grants Committee

The Grants Committee is comprised of Charter Partners, board members, alternate representatives, partner organizations and other volunteers. The committee chair is appointed from within the committee membership by a majority vote of the MFTP board. This committee is responsible for the discovery, promotion/awareness, sharing, prioritization and recommendation of grants and similar funding, technical resources and development recommendations and related assistance and guidance for the acquisition and management of resources for the MFTP. This includes maintaining and strengthening relationships with partner organizations and funders.

The Grants Committee chair is Doug Arbogast, Rural Tourism Specialist, West Virginia University Extension Service.

MON FOREST TOWNS GOALS 2022-2026

Goal #1: Improve community health and wellness through promotion of outdoor recreation activities and infrastructure improvement.

Goal #2: Develop an outdoor recreation entrepreneurial culture by supporting the creation and growth of local recreation and tourism-based businesses.

Goal #3: Promote the uniqueness of the Mon Forest Towns and recreation opportunities in the region through collaborative regional marketing

Goal #4: Develop world-class trails and outdoor recreation opportunities in the Mon Forest Towns region

Goal #5: Increase employment opportunities in recreation related fields to build a year-round recreation economy

Goal #6: Create a downtown experience that recreationists would enjoy

Goal #7: Develop a Sustainable Partnership Framework

INITIATING ACTION – UNIVERSITY ENGAGEMENT

Extension Service

- Project Coordination and Facilitation
- Economic Impact Analysis

Recreation, Parks, and Tourism Resources

• Impact Indicator Measurement

Graphic Design Program

Social Design and Community Branding

Natural Resources Analysis Center

GIS Mapping of Forest and Community Resources

Landscape Architecture

• Site Design for Community Projects

Master of Public Administration

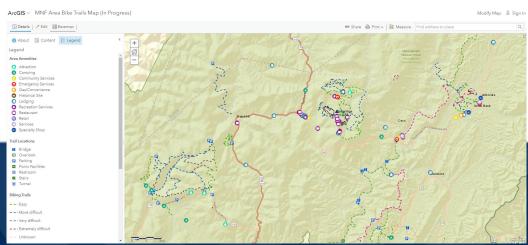
Capstone research

School of Media

Adventure Media









MON FOREST TOWNS

Grant Readiness Guide

Is your town ready to engage the Mon Forest Towns Grants Coordinators to help write a grant proposal for a project?

These are the questions and topics Downstream Strategies staff will walk you through to gauge whether your project concept is "grant-ready."

BASIC PROJECT PLAN

Vision and need

- . What is this project going to do? What specific activities are you going to undertake?
- . Why is it important? Who is it going to benefit/help?
- . What will be the outcomes/deliverables for this project?

For trail projects:

- . What kind of trail? Where would it go? How many miles? Who would be the primary user groups?
- Who owns the land involved? Have you talked with them? Do you have formal permission (i.e., a written agreement) in place?

For property/building redevelopment projects:

- . Who owns the property? Have you talked with them?
- · Would this project require obtaining ownership of the property? Are they interested in selling?
- . If not, do you have formal permission (i.e., a written agreement) in place with the owners?
- . Is the property known (or suspected) to be contaminated?
- · Has any environmental assessment been completed for the property? If so, when and what kind?
- What organizations are going to be involved, and what will their roles be?
- . What is the rough timeline for this project?





MON FOREST TOWNS

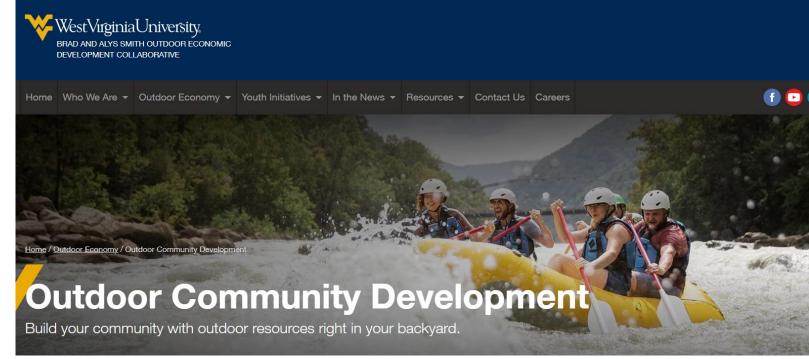
Grant Readiness Checklist

The follow fundamentals must be in place in order to move forward in writing a grant proposal:

You have a detailed plan of what activities you intend to undertake through this project, including a timeline for implementation with key milestones.
Your project is an appropriate fit for the grant opportunity you have identified (if applicable), based on the funder's stated criteria and scope.
You have a fiscal sponsor who is eligible to apply. You have shared your project plan with them and asked them to sponsor the proposal. They have formally agreed.
Your fiscal sponsor has the appropriate accounts in place to apply. For federal grants, this includes a Grants.gov account with System for Award Management (SAM) CAGE Code and Unique Entity Identifier (UEI).
You have any necessary agreements and permissions in place with partners, landowners, and any other key stakeholders.
You have completed all necessary pre-development tasks (market studies, permitting, environmental review, etc.) for this project.
You have developed a basic budget for undertaking the project activities and have obtained any necessary cost estimates.
You have identified appropriate sources of matching support, as required by the funder.
You can provide a list of supporting entities and can assist in seeking letters of support for the grant proposal.
You have reviewed the funder's reporting requirements and have a rough idea of the specific project outcomes you will be required to track over time.
There is adequate time for the grant writing team and project partners to prepare a full proposal before the grant deadline.



The Smith OEDC provides organizational support and expertise to empower local communities to leverage their outdoor recreation resources by partnering with local leaders, non-profits, public groups and other recreation organizations.





Trail Funding

Pocahontas County CVB - \$20,000 IMBA Ride Center Assessment Annual Trail Maintenance Fund

Benedum (2019) - MTB trail plan for Marlinton - \$50,000

WV Recreation Trail Program Grant for USFS Mower Tract Expansion

ARC POWER TA proposal for Elkins (2022) - \$50,000

ARC POWER Implementation proposal for Monday Lick trails in Marlinton (2022) - \$1.5 million

IMBA Trail Accelerator Grant Proposal- Elkins and Greenbank (2022)



Backbone Support

Creating and managing collective impact requires a separate organization(s) with staff and a specific set of skills to serve as the backbone for the entire initiative and coordinate participating organizations and agencies.

BY-LAWS OF THE MON FOREST TOWNS, INC.

ARTICLE I - NAME AND PURPOSE

SECTION 1.1 NAME.

The name of this organization shall be the "Mon Forest Towns Partnership, Inc." also known as Mon Forest Towns Partnership (MFTP).

SECTION 1.1.1 TRADE NAME(S).

The organization shall be empowered to register and operate under such trade names as may, by a majority vote of the board of the organization be deemed necessary for promotional, identity, brand protection, furtherance of organizational mission and purpose or other lawful purposes.

SECTION 1.2 PURPOSE.

The purpose of this organization will be to serve as a catalyst and forum for the development and delivery of an integrated regional recreation partnership. The objective of the MFTP shall be to support and develop recreation economies in the TOWNS and the region in and around the Monongahela National Forest (MNF).

SECTION 1.3 NON-PROFIT.

This organization shall be operated to the achieve the objectives specified in Section 1.2 above and shall be a non-profit corporation chartered in the State of West Virginia as specified in the articles of incorporation. All funds raised or received shall be spent solely in furthering the objectives identified in the above purposes.

ARTICLE II - PARTICIPATION

SECTION 2.1 REGION.

The rural communities within and adjacent to Monongahela National Forest (MNF) including but not limited to Cowen, Davis, Durbin, Elkins, Franklin, Marlinton, Parsons, Petersburg, Richwood, Seneca Rocks, Thomas, and White Sulphur Springs in West Virginia (TOWNS). Other communities may request to join the organization and the Board.

SECTION 2.2 STAKEHOLDERS.

Stakeholders within and adjacent to the Monongahela National Forest will be defined as all those individuals and organizations interested in the MFTP, including but not limited to non-profit organizations, government agencies, businesses, resident citizens, property owners, and





Mon Forest Towns Partnership Executive Director

The Mon Forest Towns Partnership (MFTP) was formed to cultivate collaborative relationships across land and forest gateway communities. MFTP's mission is to grow a strong, sustainable recreational economy that enhances the quality of life for residents and visitors to the Monongahela National Forest region by providing the best outdoor experience. Our communities and partners seek to build and maintain a strong economy that thrives off sustainable recreation, tourism, and healthy landscapes while preserving each town's character. The Partnership is ready to build off its recent successes to develop a sustainable partnership framework, build capacity, and work toward achieving the goals of its recently adopted strategic plan.

To facilitate the work, MFTP has secured funding for its first Executive Director (ED) position to start as soon as a qualified candidate is identified to lead a dynamic group of community leaders, partners, and entrepreneurs to fulfill the Partnership's mission in the region. The ED will have overall strategic and operational responsibility for the fledgling organization. The position is grant-funded for 3 years. It is the responsibility of the ED and the MFTP to

Challenges

- Structuring and Funding the Backbone Organization Capacity, Sustainability
- Identifying roles and responsibilities
- Coordination of a functional system to assure:
 - 1) everyone knows what the others are doing
 - 2) everyone can continuously improve the communication and coordination among programs
 - 3) the net impact is real accomplishment of goals established by each organization
 - 4) to result in less confusion locally, and among those who are working on projects in the region.
 - 5) to demonstrate to the federal, state, private, and philanthropic investors that their funding is not unnecessarily duplicative.
 - 6) to illuminate areas where attention is needed to improve the systems.
- ► Towns must see visual change and maintain momentum