



### **Duncan Wise**

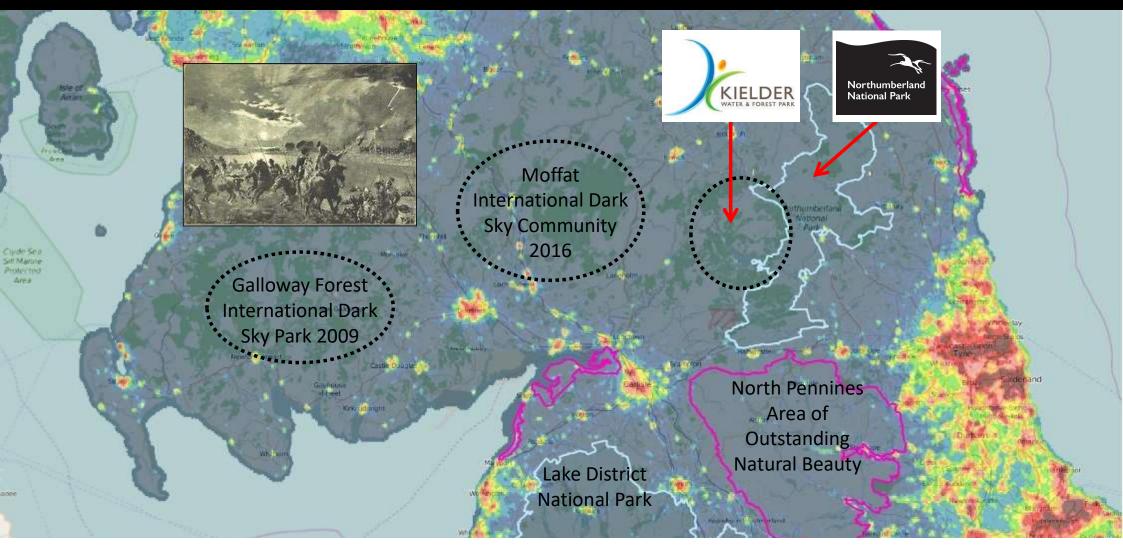
Visitor Development & Tourism Officer - Northumberland National Park Authority Member of DarkSky International's Dark Sky Places Committee



# **Overview:**

- Welcome to Northumberland International Dark Sky Park
- Impact of becoming an International Dark Sky Park
- Venues for stargazing
- Building capacity in event delivery
- Business engagement and development
- Marketing our dark skies
- Next steps







<sup>®</sup> Richard Darn



# Local astronomers were the first to see the light

- 1998 1<sup>st</sup> Star Party by Forestry Commission at Kielder Castle (50 people)
- Early 2000s Newcastle and Sunderland Astronomical Societies continue with Star Parties in Kielder Forest
- 2003 Local astronomers and FC organise 1<sup>st</sup> Star Camp at Kielder Camp Site.
- 2006 Kielder Arts & Architecture programme commission design and build of the Kielder Observatory (opened in 2008)
- Annual Star Camps continue to present day





Sketch design of Kielder Observatory by Charles Barclay Architects

650+ events a year!





### Then we saw it too...

- 2011 Northumberland National Park Authority and Newcastle Astronomy Association run first stargazing events on Hadrian's Wall.
- 2011 A 'Dark Sky Steering Group' (Northumberland National Park, Forestry England, Kielder Observatory, Kielder Water & Forest Park Development Trust, Northumberland County Council and Northumberland Tourism) established to collaborate on a joint application to secure dark sky place designation.
- 9th December 2013 Northumberland International Dark Sky Park is designated.





- 1st IDSP in England
- 1500 sqm2
- <2200 population</li>











# **Deep Impact!**

- Spotlight on Northumberland from International media coverage excess of £1 million
- Kielder Observatory sees increasing surge in popularity.
- Other protected landscapes in Northumberland show interest in their dark skies and run events (North Pennines and Northumberland Coast Areas of Outstanding Natural Beauty)
- Northumberland Tourism develops new Winter marketing campaigns around dark skies offer



## More star attractions!

# Battlesteads Hotel & Observatory



https://www.battlesteads.com
/observatory

# The Stonehaugh Observatory



http://www.stonehaugh-enterprises.co.uk/

# Twice Brewed Inn & Observatory



https://www.twicebrewedinn.c o.uk/stargazing



# The Sill: National Landscape Discovery Centre Hadrian's Wall















### Some of these places have been designated as 'Dark Sky Discovery Sites' because they are especially dark.

Please note: When using out nav at Kielder Water - unless you activate 'no toll roads' you may be directed vig the Kielder Forest Drive which is an unsurfaced road.

### **Great Places to See Stars**

There are lots of great places to enjoy the night sky in the Northumberland International Dark Sky Park and North Pennines Area of Outstanding Natural Beauty. They are easy to find. Some of them have star maps in place to help you find key stars and constellations. Some have 24-hour toilets and there are places to eat and stay close to most of them. The sky you see from each place is the same, but each one is different.

To see dark skies through big telescopes visit Kielder Observatory. Nestling on a remote hillside, this awardwinning building is the ideal place to observe our universe.

O Kielder Observatory **○** Walltown CAS 7JD / CAS 7HZ

**O** Kielder Castle NE48 1ER

1 Ingram & Bulby's Wood NE66 4LT

NE48 1EJ

(1) Alwinton Car Park NE65 7BQ

O Tower Knowe

Tarset Village Hall

O Elf Kirk Viewpoint Follow the signs at Kielder Water C Eladon Village Green

O Hawkhope Car Park

NE19 1AF **©** Falstone Village Hall

Follow the signs at Kielder Water Stonehaugh Stargazing

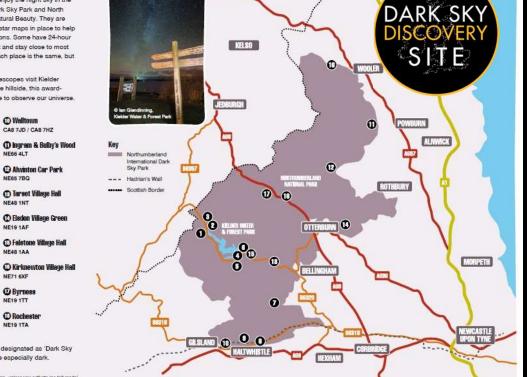
**NE48 1AA** 

Pavilion NE48 3DZ O Once Brewed, National Park NE71 6XF **D** Byrness

Centre NE47 7AN

O Cawfields Picnic Site NE48 9NN

**O** Rochester NE19 1TA



BERWICK UPON TWO

® A McKenzie



### **Star Makers**

- The Star Maker programme, led by astronomer, Robert Ince
- Amateur/Hobby astronomers recruited and trained in astronomy, interpretive technique, and event planning – how to create the 'Wow!' factor
- 14 new Star Makers completed the process, and many continue to run their own dark sky events today



# **Star Tips for Profit**

- Series of training workshops for tourism businesses and accommodation providers in Northumberland
  - An introduction to dark skies, why you need to conserve them, how to cater for stargazers, how to market your business as a dark sky destination, choosing the right equipment, with an opportunity to stargaze
  - Attendees received 12-monthly blogs of astronomical events to use in their marketing afterwards
  - 100 businesses attended the programme (with 99% satisfaction score)





### 'Dark Sky Friendly' and 'Stay & Gaze'

 A voluntary accreditation scheme developed by the Northumberland International Dark Sky Steering Group with VisitNorthumberland, to help visitors choose accommodation providers that can provide a dark sky experience.





- Reduce light pollution on or near the property
- Accept late returns from star-gazing events or activities
- Consider requests for late check out or breakfasts
- Promote courtesy for other guests upon late return
- Provide a check-list of what to bring to enjoy our skies
- Provide information on how to enjoy our skies
- Promote other star gazing activities and events in Northumberland





- Provide facilities for refreshments on return or as packed meals
- Give advice and tips (e.g. paint normal torches with red nail varnish)
- Attend a 'Star Tips for Profit' astrotourism workshop or other training
- Provide equipment that guests can use to view the stars – binoculars, red torches, telescopes, etc.





- Implement all actions for 'Dark Sky Friendly', but you should also:
- Provide a designated viewing area on-site with appropriate outside lighting which should be minimal but still ensure the safety of guests.
- Ensure views aren't obscured by indoor or other lighting
- Provide equipment that guests can use to view the stars e.g. binoculars, red torches, telescopes etc.





How to protect your dark skies



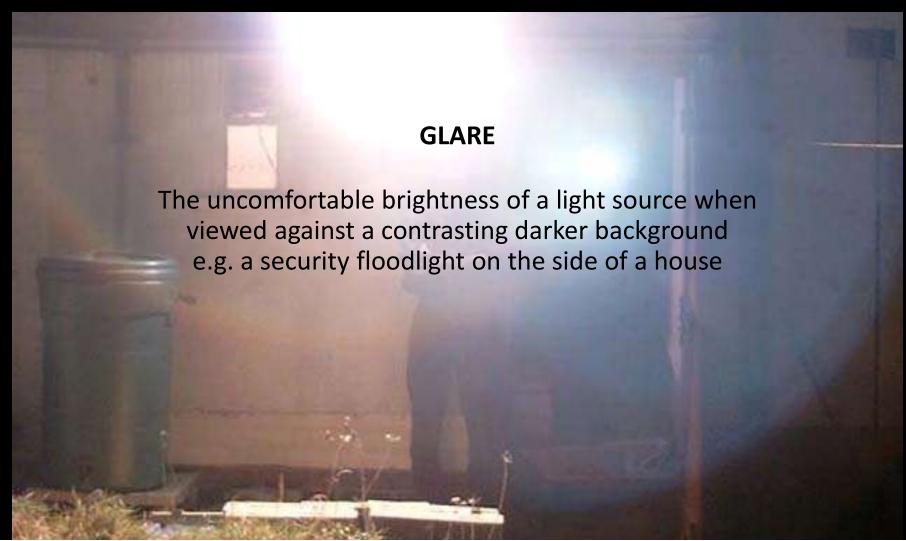




### **SKY GLOW**

Brightening of the night sky caused by badly directed light sent upwards and scattered by aerosols and particles in the air, which can also result from reflected light off hard surfaces.

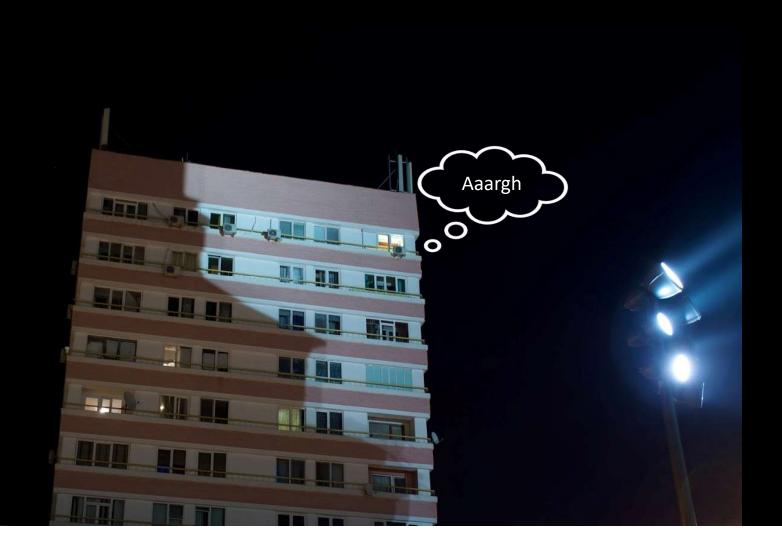


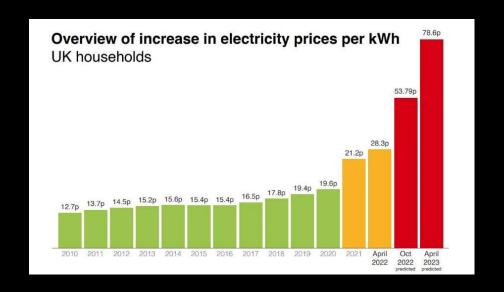












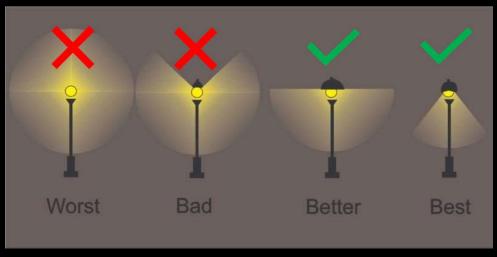
# £1 Billion











Less than 3000K













How to boost your business by attracting dark sky tourists





# **Stargazing Kit**





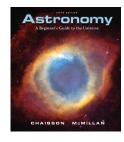




















# Hire out your own Telescope



### **Sky Watcher 150P**

- Initial Cost = £300
- Hire out to guests for £30 per night
- Telescope pays for itself after 10 Hires





### 2015 Dark Skies Campaign Research & ROI



**Visitors** 

27% said they stayed in either the Kielder & Border Forest or The Cheviots areas of Northumberland, compared to 15% in the annual visitnorthumberland.com survey.

Average Party Size 2.54 people

Average Length of Stav 4.36 nights

**Average Total Spend** £615.19

63% said their most recent trip to Northumberland took place during the months October to February compared to 9.5% in the annual visitnorthumberland.com

### Influence

15% of respondents visited, 36.5% of those were considering a visit before seeing the campaign and 18.5% were still deciding where to go.

60.8% are planning to visit.

### Of those who visited...

the campaign probably or possible visit into a back for another certainty

36% said seeing the campaign influenced them to influenced visit more/different them to visit places or stay in a different part of Northumberland

50% said seeing 13% said seeing the campaign influenced them to definitely turned a stay longer or come

> 14% said seeing the campaign Northumberland instead of another destination

### Return on investment

15% of respondents visited, 50% said the campaign definitely or probably turned the probability of their visit into a certainty.

Based only on the 7,853 entrants to the campaign competition (not the full reach of the campaign), this equates

to 589 visits influenced. The total campaign spend was £11,759

**Visitor Spend Generated** 

£362,346,91

Return on Investment £29.81:£1

60.8% are planning to visit, if 50% of those were influenced by the campaign as above, that would equate to 2,387 visits still to take place, with a total

spend of £1.47m

### MARKETING CAMPAIGN

OCTOBER 2018 - FEBRUARY 2019





40 buses out of Preston & Morecambe for 58 days



TYNE & WEAR METRO- 6 WEEKS

Cullercoats Central Monument North Shields South Shields

Tynemouth Whitley Bay

### SPONSORED CONTENTS DIGITAL DISPLAY

| Northumberland - the land that's just as good with the lights off

-0.000----B111000









### SOCIAL MEDIA 1.6 MILLION TOTAL REACH

FOLLOWERS: 18,880 +6%



156% FOLLOWERS: 7,554

### COMPETITION WIN A TWO NIGHT DINNER BED & BREAKFAST STAY AT

BATTLESTEADS



7631 ENTRIES **42% OPT IN** 

### 7 PRESS TRIPS

COVERAGE

NATIONAL GEOGRAPHIC THE TIMES TRAVELLER TRAVOLUTION COAST MAGAZINE

TRAVEL LOWDOWN MAGAZINE

THE SUNDAY POST COUNTRYSIDE MAD ABOUT TRAVEL

### WEBSITE

CAMPAIGN MICROSITE 5.4% INCREASE IN UNIQUE PAGE VIEWS c.f. 2017/18



### 8 BLOGS

22% INCREASE IN UNIQUE VISITS c.f. 2017/18















"Had a fantastic holiday in this beautiful comfortable cottage. Must visit — NT Cragside. Craster (Jolly Fisherman food excellent). Drive up the Coquet Valley for stunning views across to Scotland. This has been a fantastic holiday for 'stargazing'. Thank you Sue for making our holiday such a huge success.

Joan, Rodger, Margaret and Les, Sheffield

"What a wonderful time we have had in your cosy cottage. All the extra touches made it very special and added to our enjoyment. Our one night stargazing was memorable and will stick with us forever! Thank you for your warm welcome! X" Nicky, Andy and Ann, Birmingham



# **Case Study 1. Kielder Observatory**

- 11 full-time staff (8 astronomers), 3 part time with 3-5 regular casual workers
- Has most advanced suite of instruments and observatory outside of academia in the UK
- Runs around 600 events every year- reaching around 15,000 visitors
- 97% occupancy over the last year.
- Largest STEM outreach programme in the North East- Visits every school in the North of Tyne, delivering talks and workshops, set up Star Groups and providing CPD for teachers. Delivered outreach work to over 15,000 children and young people in 2022 alone
- New Astro-imaging/research facility (opened in 2018)- our images have been used across the world in press and media.
- Radio Telescope up and running



# Case Study 2. Battlesteads Hotel & Observatory

- Developed in partnership with Astro Ventures.
- Runs a 12-month calendar of events including "Shooting Star Suppers".
- Encouraged additional visitors to the hotel and restaurant during our quieter autumn and winter period.
- Helped repeat business and extended bookings.
- Since opening in 2015, has generated £45,000 in additional turnover into the business.
- Currently investing in new equipment and hosting special events.



# Case Study 3. Star Barn, Ingram

- 80% occupancy rate this Autumn, and Winter in our 1st year.
- Welcomed over 100 guests to Star Barn Dark Sky Experiences, even when there hasn't been a clear night, guests have enjoyed a 'dark sky experience' with Dryrobes, Dark sky tours and presentations held at Ingram Village Hall nearby
- Partnerships developed with NASTRO, Newcastle University, and with local 5 star food companies, who have developed a 'Star themed' menu for guests.
- Astro-photography. Couples especially love having their picture taken under the stars.
- Currently working on a summer astronomy package for our Ingram Valley Farm Safari sunset safari



## **Benefitting smaller businesses**



- Glampods, <u>www.glampodsnorthumberland.co.uk</u>
- Hesleyside Huts <u>www.hesleysidehuts.co.uk</u>
- Lodges at Leaplishwww.kielderwaterside.com
- Redesdale Arms www.redesdale-arms.co.uk







# RESEARCH INTO THE ECONOMIC IMPACT OF DARK SKY TOURISM

As one of England's most rural areas, Northumberland enjoys some of the darkest skies in the country. In December 2013 The International Dark-Sky Association (IDSA) awarded International Dark Sky Park status to the combined areas of Kleider Water & Forest Park and Northumberland National Park.

Research including telephone and online surveys of businesses within Northumbertand was carried out during 2018 to establish the impact of Dark Sky Tourism in Northumberland during 2017.



£25million economic benefit



450 jobs

### **BUSINESS INVESTMENT**

13% who had invested in their business in the last 10 years did so partly or solely due to dark skies

### **BUSINESS PERFORMANCE**

150/ reported an Deincrease in business performance as a result of dark skies

### KIELDER OBSERVATORY estimated to

bring over

£1m of
expenditure
into the region

The increase in the visitors that we have in the winter means that we can keep the staff we have all year round

Northumberland Business Owner

Northumberland International Dark Sky Park Partners

















# Ongoing business development & marketing

- 'Dark Skies Star Trails' tourism training programme, led by Visit Northumberland heling businesses develop and promote 'bookable' dark sky experiences
- Visit Northumberland developing a marketing campaign to celebrate 10<sup>th</sup> Anniversary of Northumberland International Dark Sky Park (September onwards)
- NNPA commissioning new community-based art programme to celebrate 10<sup>th</sup> anniversary, culminating in a new exhibition and road show



# Tips

- Assess your own outside lighting Is it dark-sky friendly?
- Emphasise 'connecting with nature', 'timelessness' 'cosiness' and use images that illustrate these qualities
- Be familiar with astronomical events e.g. meteor showers, new moons, comets. etc. and share your passion for dark skies with your guests.
- Storytelling context to your dark skies e.g. Border Reivers, Banshees, etc
- Create new experiences that include 'dark skies', see:
   <a href="https://www.nationalparkexperiences.co.uk/">https://www.nationalparkexperiences.co.uk/</a> data/assets/pdf file/0035/94958/A-Guide-to-Developing-Experiences.pdf



## **Useful websites**

https://www.timeanddate.com

https://www.spaceweather.com

https://www.theasg.org.uk/

https://www.darksky.org



# **Thank You!**

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