



Duncan Wise

Visitor Development & Tourism Officer (Dark Sky Lead) Northumberland National Park Authority



Overview:

- Why and how we became a Dark Sky Park
- What we have done since to develop dark sky tourism in Northumberland
- Why and how we can conserve our dark skies
- Case Studies
- Top Tips

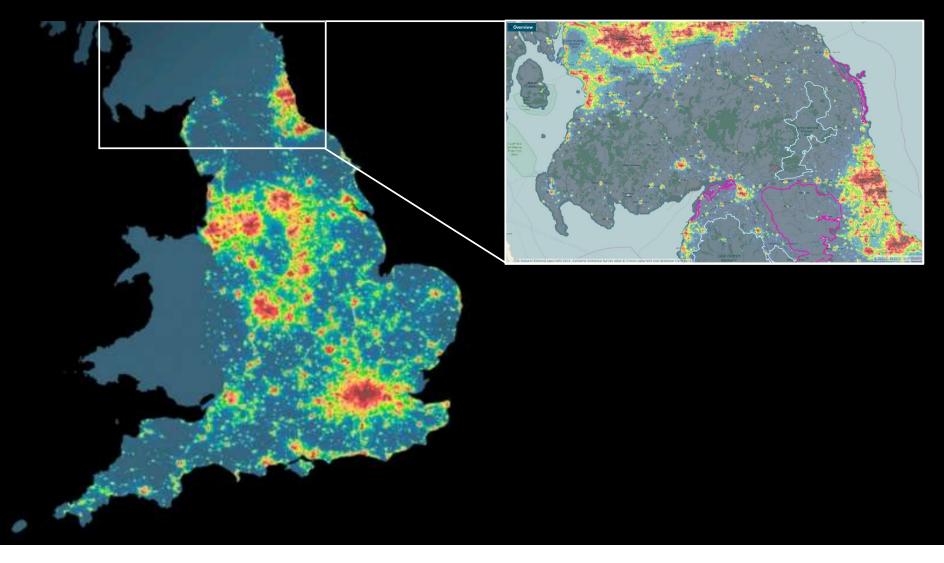






Why are dark skies so special?









"The most accurate picture of how much light is spilling up into Britain's night sky"

Northumberland comes out top with 72% of its skies in the darkest category (2016)













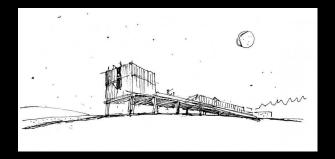
® Richard Darn



Local astronomers were the first to see the light

- 1998 First 'Star Party' by Forestry Commission at Kielder Castle (50 people)
- Early 2000s Newcastle and Sunderland Astronomical Societies continue with Star Parties in Kielder Forest
- 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 their 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 work together 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











Deep Impact!

- International media coverage generates excess of £1 million publicity
- Increasing surge in popularity for Kielder Observatory events
- Other protected landscapes in Northumberland show interest in their dark skies and run events (North Pennines and Northumberland Coast Areas of Outstanding Natural Beauty)
- Visit Northumberland develops new Winter marketing campaigns around the dark skies offer



More star attractions!

Battlesteads Hotel & Observatory



https://www.battlesteads.com/observatory

The Stonehaugh Observatory



http://www.stonehau
gh-enterprises.co.uk/

Twice Brewed Inn & Observatory



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



The Sill: National Landscape Discovery Centre Hadrian's Wall















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

C Eladon Village Green

Follow the signs at Kielder Water

NE19 1AF

O Hawkhope Car Park Follow the signs at Kielder Water

© Falstone Village Hall **NE48 1AA**

 Stonehaugh Stargazing Pavilion NE48 3DZ

NE71 6XF **D** Byrness

O Once Brewed, National Park Centre NE47 7AN

O Cawfields Picnic Site NE48 9NN

O Rochester NE19 1TA

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.





1. Star Makers 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 still continue to run their own dark sky events today



2. 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 accreditation scheme developed by the Northumberland Dark Sky Steering Group with Visit Northumberland, to help visitors choose accommodation providers, who can also 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





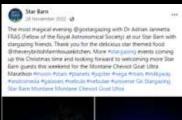
- Provide facilities for refreshments on return or as packed meals
- Give advice and tips (e.g. paint normal torches with red nail varnish)
- Attend a 'Star Tips for Profit' astrotourism workshop or other training
- Provide equipment that guests can use to view the stars – binoculars, red torches, telescopes,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







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 survey.

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 definitely turned a stay longer or come possible visit into a back for another certainty.

influenced them to

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

> 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





Morecambe for 58 days



TYNE & WEAR METRO- 6 WEEKS

Cullercoats Central Monument North Shields South Shields Tynemouth Whitley Bay



SPONSORED CONTENT & DIGITAL DISPLAY

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





SECTION.







SOCIAL MEDIA

FOLLOWERS: 18,880

FOLLOWERS: 25,213 +3%

FOLLOWERS: 7,554 +56%

1.6 MILLION TOTAL REACH



COMPETITION



7631 ENTRIES **42% OPT IN**

7 PRESS TRIPS

COVERAGE

NATIONAL GEOGRAPHIC THE TIMES TRAVOLUTION

TRAVELLER COAST MAGAZINE TRAVEL LOWDOWN

COUNTRYSIDE THE SUNDAY POST MAGAZINE MAD ABOUT TRAVEL

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



Smaller businesses benefitted



- Glampods, www.glampodsnorthumberland.co.uk
- 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 Kielder Water & Forest Park and Northumberland National Park.

Research including telephone and online surveys of arried out during 2018 to establish the Impact of Dark Sky Tourism in Northumberland during 2017.



economic benefit



supports iobs

BUSINESS INVESTMENT

last 10 years did so partly or solely due to dark skies

BUSINESS PERFORMANCE

13% their business in the 15% reported and 15% reported a performance as a result of dark skies

KIELDER OBSERVATORY

estimated to bring over 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

















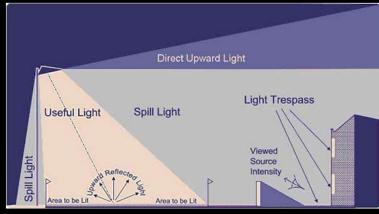












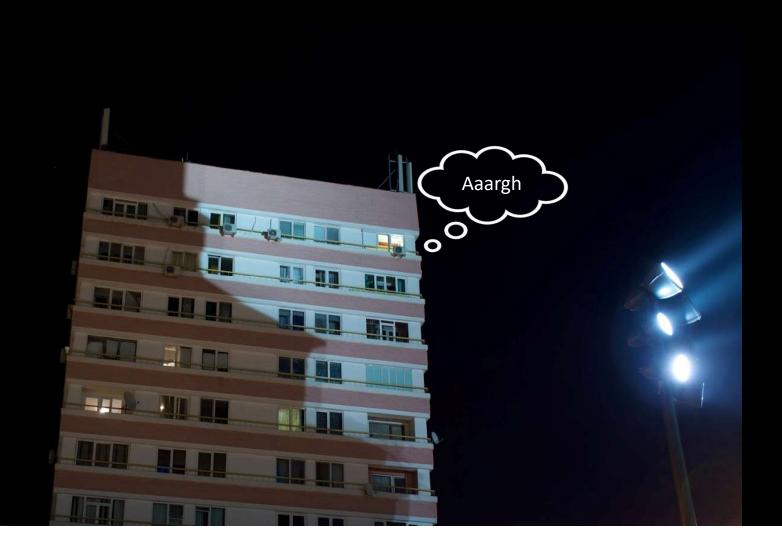
3. LIGHT TRESPASS

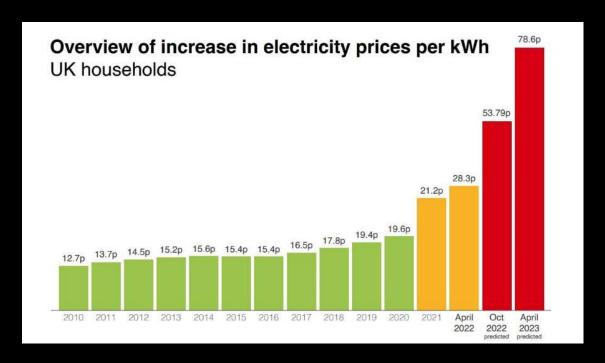
Light spilling beyond property, including natural habitats and areas of high species interest.





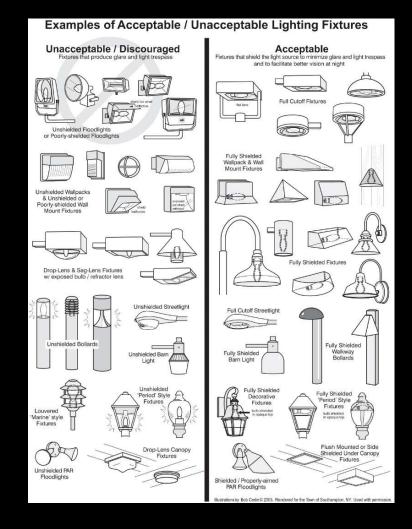


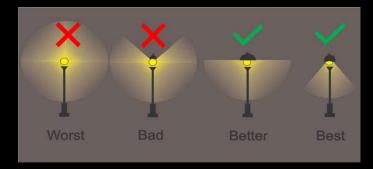




£1 Billion wasted!









Less than 3000K











Case Study 1. Kielder Observatory

- 11 full-time staff (8 astronomers), 3 part time with 3-5 regular casual workers
- Now has the 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.
- KO visits every school in the North of Tyne, delivering talks and workshops, setting up Star Groups and providing CPD for teachers.
- KO delivered outreach work to over 15,000 children and young people in 2022.
- New Astro-imaging/research facility (opened in 2018)- our images have been used across the world in press and media.
- New Radio Telescope installed.



Case Study 2. Battlesteads Hotel & Observatory

- Observatory developed in partnership with Astro Ventures.
- Observatory runs a year-round calendar of events including "Shooting Star Suppers".
- Observatory has encouraged additional visitors to the hotel and restaurant during the quieter autumn and winter period.
- Observatory has helped repeat business and extended bookings.
- Since opening in 2015, the Observatory has generated £45,000 in additional turnover into the business.
- We are 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.
- We 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.



Ongoing business development & marketing

- 'Dark Skies Star Trails' tourism training programme, being led by Visit
 Northumberland helping businesses develop and promote 'bookable' dark sky
 experiences.
- NNPA investing in new dark sky facilities at Walltown Country Park.
- Ongoing interest from SMEs to develop stargazing experiences across Northumberland.



Tips

- Assess your own outside lighting Is it dark-sky friendly?
- Emphasise to your customers the importance of 'connecting with nature', 'timelessness' 'cosiness' and use images that illustrate these qualities.
- Become familiar with astronomical events e.g. meteor showers, new moons, comets.
 etc. and share your passion for dark skies with your guests.
- Explore the storytelling context to your dark skies e.g. Border Reivers, Banshees, etc
- Create new experiences that include 'dark skies'.



Build your own Stargazing Kit





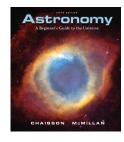




















Hire out your own Telescope



Sky Watcher 150P

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



Useful websites

- https://www.timeanddate.com for astronomical calendar
- https://www.spaceweather.com for auroras and events
- IRISH ASTRONOMICAL SOCIETY (irishastrosoc.org)f
- https://irishastro.org/links/or general information
- https://www.darksky.org



Thank You!

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