Miami Valley Cycling Summit

Outdoor Economy Foundation & Trends



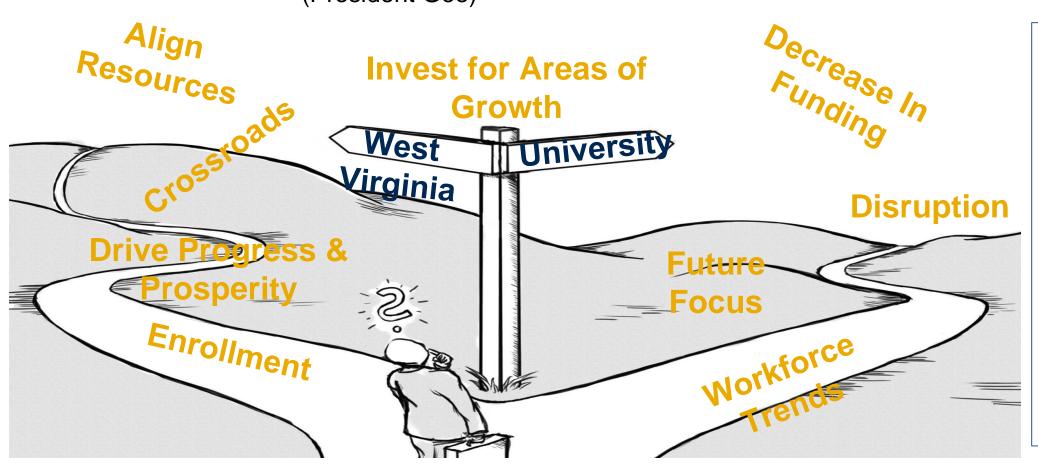
Brad & Alys Smith Outdoor Economic Development Collaborative

The mission of the Brad and Alys Smith Outdoor **Economic Development** Collaborative is to utilize West Virginia's outdoor assets to ignite the state's economy and enhance quality of life for West Virginians through outdoor recreation.



The Why

"We need to differentiate ourselves in the marketplace and make WVU a destination institution" (President Gee)



- Talent Attraction
 - Students
 - Faculty/Sta ff
 - Medical
 - Business
- Fulfill Land Grant Mission
- Advance
 - Teaching
 - Research
 - Service

Two Focus Areas of the Smith OEDC





Addressing Population Loss Through Quality of Life

Our Approach





The Smith OEDC's Work in the Outdoor Economy

Outdoor Outdoor **Talent Attraction Economy &** Infrastructure and Retention Community **Development Development** Advancing WV's **Project Management Outdoor Economy Ascend Organizational Technical Assistance Development & Capacity Building First Ascent Project Development & Education & Trainings Technical Assistance**

Supporting Programs

Workforce & Talent Pipeline

Communications & Story Telling

Data Analysis & Research

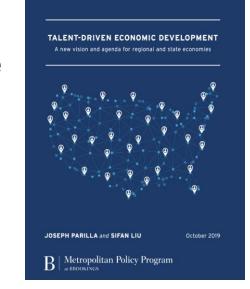
Grants & Funding

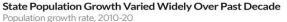
How We Provide Capacity & Support

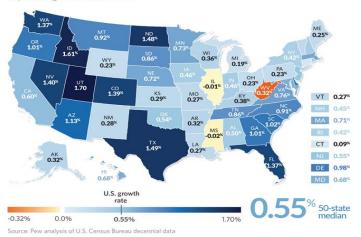
- Project Development & Management
 - Data Driven Decisions
 - Funding/Grants
- / Technical Assistance
 - Dream Team Development & Community Engagement
 - Project Identification, Advancement & Alignment
 - RPQ, RFP, Contracting
 - Quality Assurance
 - Funding/Grants
- Education and Training
 - / Workshops
 - Presentations
 - / Non-profit/Outdoor Rec group development and supports
 - ✓ Volunteer trail maintenance training*

Why?

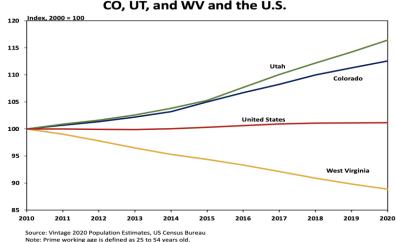
- West Virginia's population declined by 3.3% in the last decade
- In 2020, 62% of graduating WVU students left the state 90% of out of state students left WV.
- "Talent is replacing the tax incentive as the most important factor in economic development decisions" (President & CEO of the Florida Chamber of Commerce)



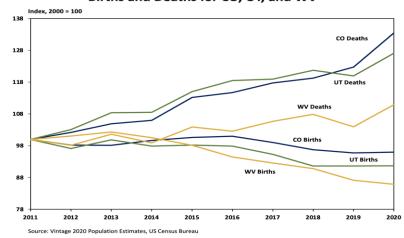




Prime Working Age Population CO, UT, and WV and the U.S.



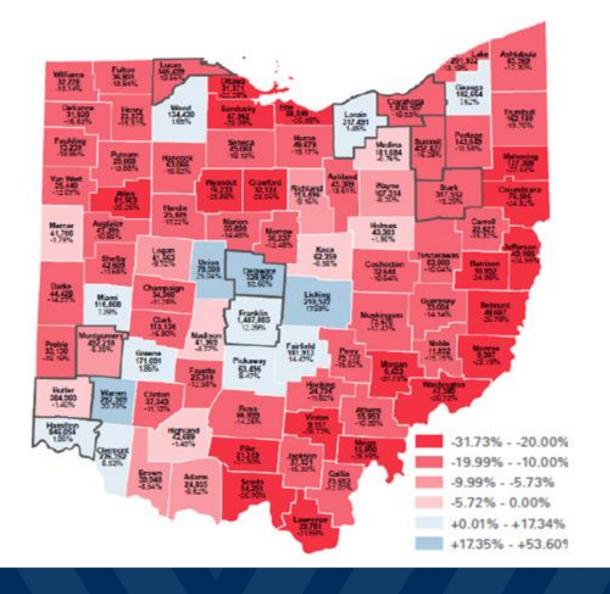
Births and Deaths for CO, UT, and WV



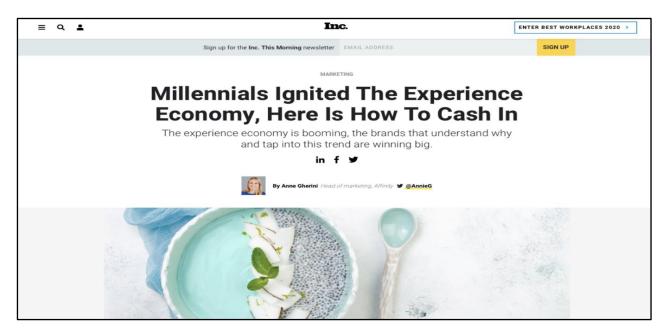
Why?

- Ohio's population is projected to decline by approximately 675,000 (5.7%) by 2050
- It's no accident that the geographic patterns for brain drain coincide with economic development.

2020 to 2050 County Population Change



"The generation born between 1980 and 2000 is outspending Gen Xers and baby boomers on things like travel, activities and sports" (McKinsey & Company, 2017)





"Increasingly moving to western cities such as Colorado Springs, Denver and Seattle in pursuit of an experience-driven lifestyle" (2018, Brookings Institute)

Recreation Counties Attract New Residents and Higher Incomes

Recreation Counties Have Faster Growth in Earnings per Job Since 2010



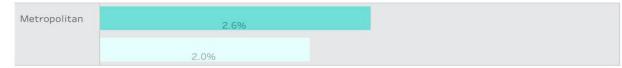
Recreation Counties Have Higher Household Income Among Newcomers Since 2010



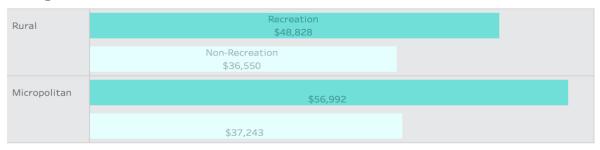
In non-metro areas, recreation counties are experiencing faster growth in earnings per job on average.



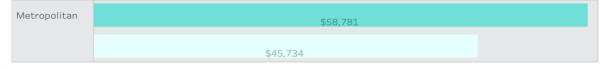
In metro areas, there is not a meaningful difference in growth of average earnings between recreation and non-recreation counties.



In non-metro areas, recreation counties have higher income levels among newcomers on average.



In metro areas, newcomers to recreation counties also have higher income levels than newcomers to non-recreation counties on average.

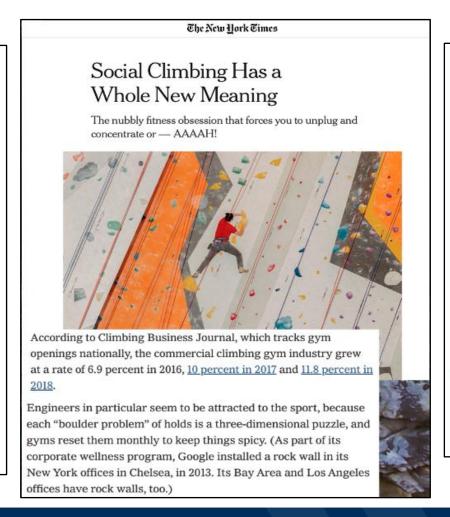


INFORMED DECISIONS™

Research Associate Utah Outdoor Partners Survey of Tech Sector Employees

The most important factor for Utah's tech sector employees deciding to move to or stay in Utah is access to outdoor recreation and wilderness.

The tech sector is Utah's fastest growing industry and 79% of Utah tech-sector worker transplants rated outdoor recreation and access to public lands as the most important factor in their decision to move to Utah. While 82% of Utah natives that have left and moved back said outdoor recreation was the most important factor in the decision to move back.



"They surveyed fast growing businesses in Utah and found that the the second most important reason for locating or expanding the businesses in Utah was access to outdoor recreation. And these were not companies in the recreation business at all. The first and third factors were also related to recreation" Utah Outdoor Partners Survey of Businesses Authored by: Marin Christensen and Samantha Ball



Bentonville, Arkansas Is Disneyland for Mountain Bikers

Our New York City-based bike columnist visited America's most up-and-coming cycling destination and found it well deserving of the hype









"THERE'S AN ECONOMIC BATTLE GOING ON NATIONALLY!"

- The competition is about economic relevance and the success of community's ability to attract the vital businesses and the work force they seek!
 - Talent recruitment and retention
 - Economic diversity
 - Quality of life
 - Equity, Diversity, Inclusion
 - Place Activation
 - Climate Change

"QUALITY OF PLACE IS THE DRIVING FORCE IN TODAY'S ECONOMY"

People, and the businesses and capital that follow them are chasing quality of place first and foremost!

Evidence of this emerging trend is apparent in the pattern of US economic & demographic growth and COVID Migration



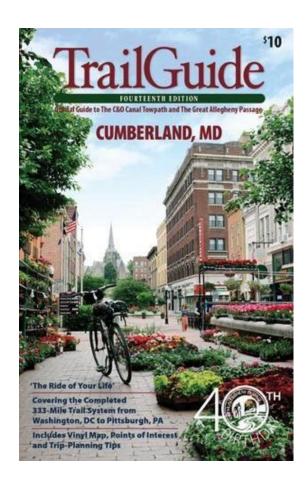








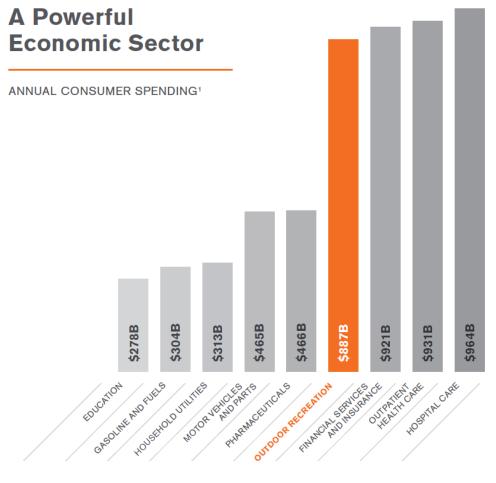
OUTDOOR RECREATION IN SMALL COMMUNITIES



- ALLEGANY, PA TRAIL TOWNS
 https://www.trailtowns.org/Great-Allegheny-Passage
- SOUTHWEST VIRGINIA Integrated outdoor recreation initiative with anchor areas
- CROSBY, MN Expected Impact \$21 Million from Cuyuna Trail System
- NORTHEAST TN Developing an Outdoor Economic Development Strategy
- COPPER HARBOR, MI 40,000 visitors/year
- BECKLEY, WV Director of Outdoor Economic Development

OUTDOOR RECREATION IS BIG BUSINESS





¹ Bureau of Economic Analysis, Personal Consumption Expenditures by Type of Product

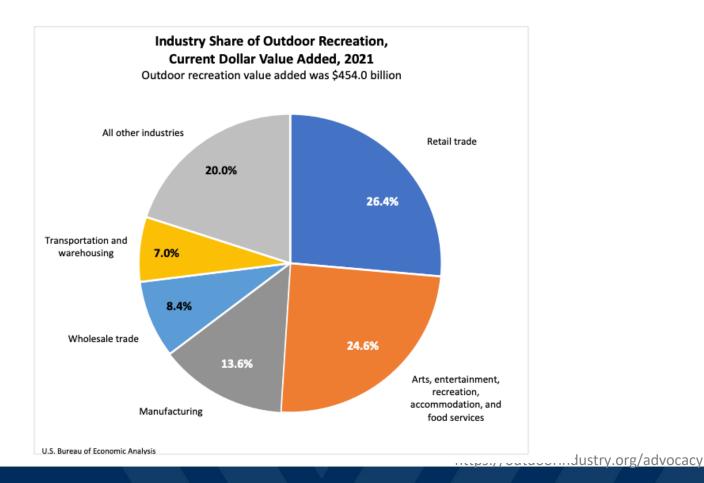
https://outdoorindustry.org/advocacy

OUTDOOR RECREATION IS BIG BUSINESS



BEA data includes:

- Local trips and travel
- Trips and travel
- Food and beverages
- Lodging
- Shopping and souvenirs
- Transportation



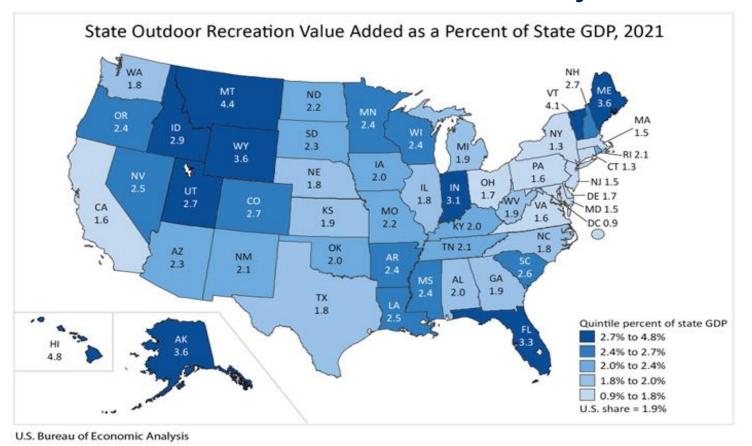
THE OUTDOOR OPPORTUNITY



https://outdoorindustry.org/advocacy

The Outdoor Opportunity

2021 Ohio Outdoor Economy





Ohio Outdoor Economy Generates

- / \$12.8 Billion in OH
- / 137,845 Jobs
- 6.5 Billion in Wages & Salaries
- 1.7% of the GDP

The Outdoor Opportunity

2021 Ohio Outdoor Economy

Value Added by Select ORSA Activity [Thousands of dollars]					
Activity	2019	2020	2021	State rank	
RVing	596,687	745,681	954,801	5	
Boating/Fishing	509,411	715,907	582,146	18	
Motorcycling/ATVing	199,824	235,253	266,627	8	
Hunting/Shooting/Trapping	206,466	234,753	263,400	15	
Equestrian	193,334	179,858	206,950	11	
Climbing/Hiking/Tent Camping	124,793	130,852	168,785	7	
Snow Activities	81,819	73,905	69,777	16	
Bicycling	45,576	54,827	62,526	16	
Recreational Flying	24,577	21,447	25,401	9	

These Activities Make Up The Outdoor Recreation Economy



CAMPING

RV campsite Tent campsite Rustic lodge



FISHING

Recreational fly Recreational non-fly



HUNTING

Shotgun Rifle Bow



MOTORCYCLING

On-road Off-road



OFF-ROADING

ATV ROV Dune buggy 4x4 and Jeep



SNOW SPORTS

Cross-country skiing Downhill skiing Nordic skiing Snowboarding Snowboarding Snowshoeing

Telemark skiing



TRAIL SPORTS

Day hiking on trail Backpacking Rock or ice climbing Running 3+ miles Horseback riding Mountaineering



WATER SPORTS

Kayaking
Rafting
Canoeing
Surfing
Scuba diving
Sailing
Stand-up paddlin

Stand-up paddling Boating: cruising, sightseeing, wakeboarding, tubing, kneeboarding, waterskiing



WHEEL SPORTS

Bicycling, paved road Bicycling, off-road Skateboarding



WILDLIFE VIEWING

These Activities Make Up The Outdoor Recreation Economy



FISHING

Recreational fly Recreational non-fly



HUNTING

Shotgun Rifle Bow



MOTORCYCLING

On-road Off-road



OFF-ROADING

ATV ROV Dune buggy 4x4 and Jeep



SNOW SPORTS

Cross-country skiing



TRAIL SPORTS

Day hiking on trail Backpacking Rock or ice climbing Running 3+ miles Horseback riding Mountaineering



WATER SPORTS

Kayaking Rafting Canoeing



WHEEL SPORTS

Bicycling, paved road Bicycling, off-road Skateboarding



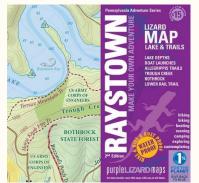
WILDLIFE VIEWING

TRAILS Economy overlaps with most of the Outdoor Rec Economy

Economy = Industry

Snowshoeing Telemark skiing

Trails Are At Their Zenith













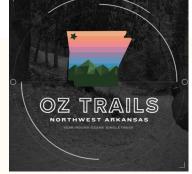














WWW.MOUNTAINTRAILS.ORG



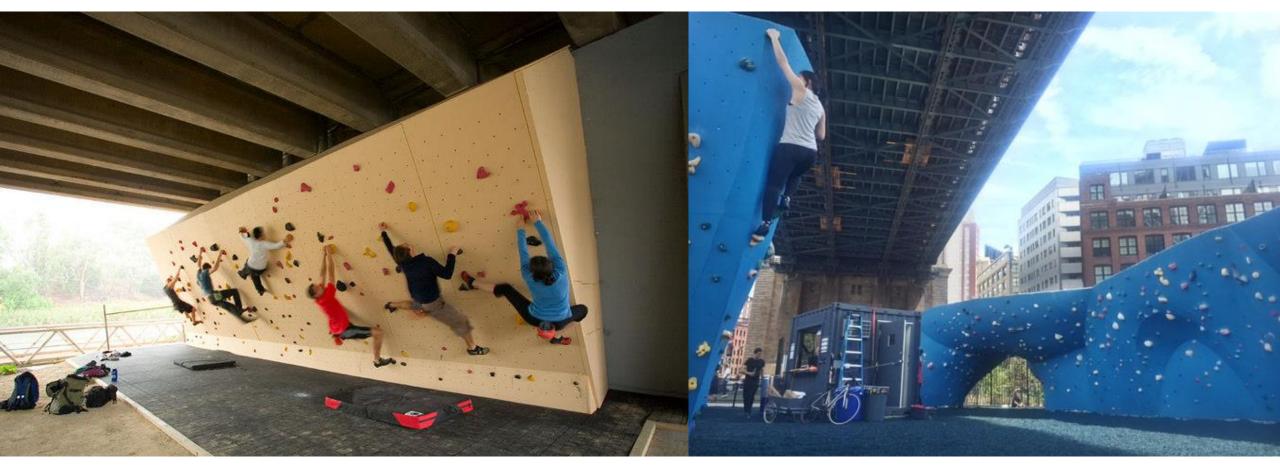




Outdoor Recreation Oriented Development



Outdoor Recreation Oriented Development



Outdoor Recreation Oriented Development





Diversity, Equity, Inclusion

















Fun, Vibrant and Easy to Brand!









OUTDOOR PARTICIPANT TRENDS

MOST POPULAR OUTDOOR ACTIVITIES BY PARTICIPATION RATE

1 RUNNING, JOGGING AND TRAIL RUNNING	21.0% of Americans	63.8 million participants
2 HIKING	19.0% of Americans	57.8 million participants
3 FRESHWATER, SALTWATER AND FLY FISHING	18.0% of Americans	54.7 million participants
4 ROAD BIKING, MOUNTAIN BIKING AND BMX	17.3% of Americans	52.7 million participants
5 CAR, BACKYARD, BACKPACKING AND RV CAMPING	15.8% of Americans	47.9 million participants



YOUTH (6 TO 17) MOST POPULAR OUTDOOR ACTIVITIES*

The popularity of outdoor activities has been determined by those with the highest participation rates.

1



Road, Mountain and BMX Biking 28% of youth 13.6 million participants 2



Car, Backyard, Backpacking and RV Camping 24% of youth 12 million participants 3



Freshwater, Saltwater and Fly Fishing 24% of youth 11.8 participants 4



Running, Jogging and Trail Running 22% of youth 10.9 million participants 5



Hiking 19% of youth 9.2 million participants

DEVELOPMENT COLLABORATIVE

OUTDOOR PARTICIPANT TRENDS

Changes in participant trends



OUTDOOR PARTICIPANT TRENDS

Recreational activity and COVID-19

% LIKELY TO CONTINUE PARTICIPATING



https://outdoorindustry.org/resource/2021-special-report-new-outdoor-participant-covid-beyond/

COMMUNITY HEALTH BENEFITS

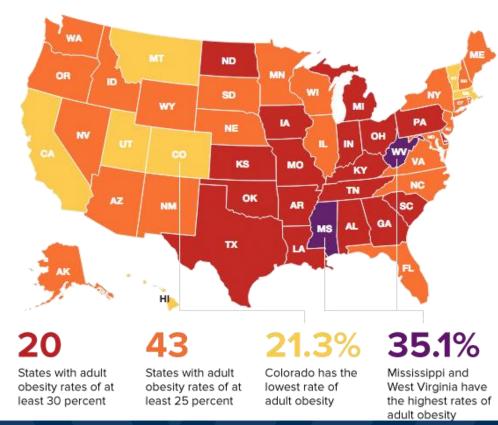
For every dollar invested in building trails, nearly three dollars in medical cost savings may be achieved.

Wang G, et al. A cost-benefit analysis of physical activity using bike/pedestrian trails. Health Promotion Practice: 2005; 6(2): 174-9

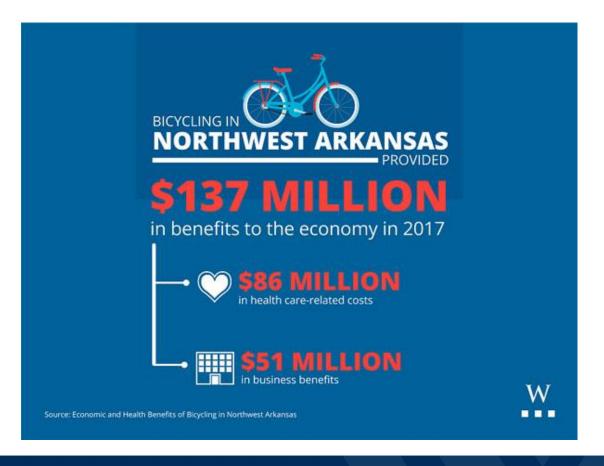
Being in nature can:

- Reduce stress
- Calms anxiety
- Lead to a lower risk of depression

https://news.stanford.edu/2015/06/30/hiking-mental-health-063015/



Understanding that Active Outdoor Lifestyles = Improved Public Health



WHY OUTDOOR RECREATION &

- Beneficial to both residents and visitors
- Outdoor Recreation is colorful, visual and easy to brand
- Outdoor Recreation Infrastructure is relatively inexpensive
- Outdoor Recreation encourages sustainability and conservation
- Land and water-based strategy fits in Rural & Urban areas
- Multiple Generations are drawn to it
- Outdoor Recreation Industry is one of the largest in the US
- Quality access to outdoor recreation improves public health outcomes
- Outdoor Recreation has significant workforce development opportunities



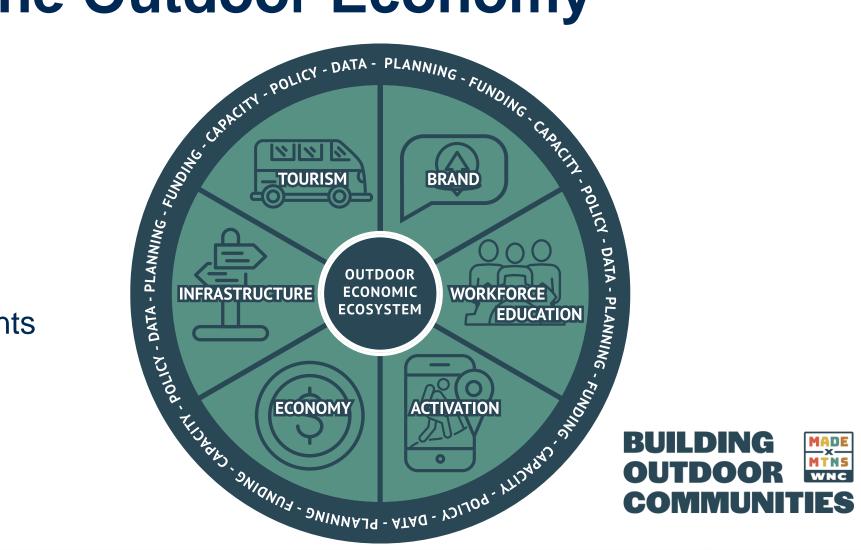


TOOLS & RESOURCES

- Bureau of Economic Analysis' Outdoor Recreation Satellite Account
- Participation data OF's Outdoor Participation Trends Report
- OIA's <u>State Funding Mechanisms for Outdoor Recreation</u> report
- OIA
- ORR (toolkit <u>here</u>)
- PeopleForBikes
- Confluence of States <u>Education Series</u>
- SOBAN
- Headwaters Economics
- Quantified Ventures

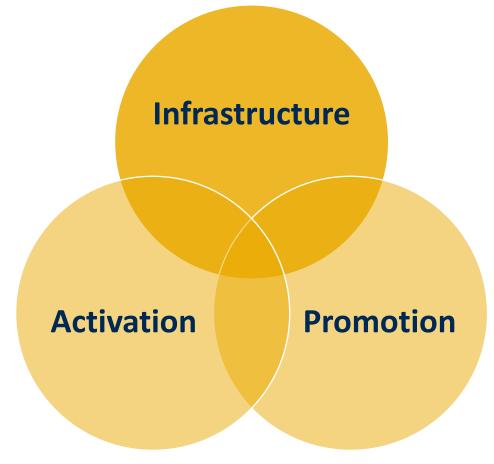
Ecosystem Mindset

- Balanced approach
- "Takes A Village"
- Core Elements
- Supporting components



INFRASTRUCTURE

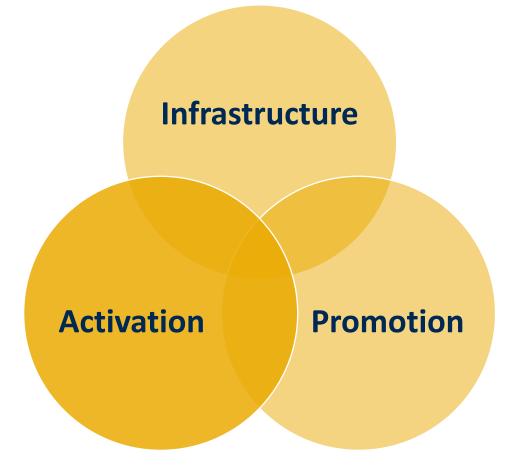
- Access is 60+% of the Equation
- Vital to an Outdoor Economy
- Diversity of Experiences
- Density
- Progression
- Connectivity
- Quality



"Best in Class vs Best Of Class"

ACTIVATION

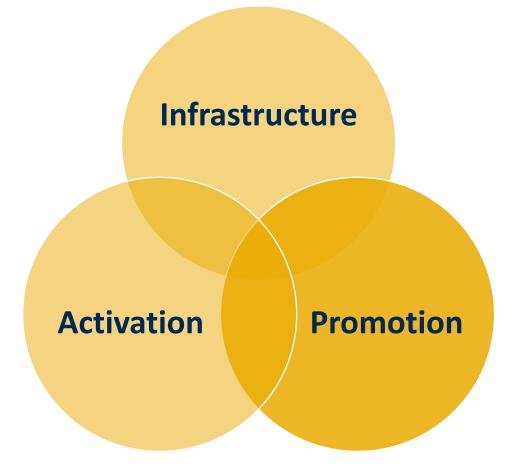
- Critical to maximizing ROI
- Brings PEOPLE into the equation
- Builds Community & Culture
- Creates long-term sustainability
- Includes programs, events, outreach and engagement



"If You Build It, They May Not Come!"

PROMOTION

- Tell Your Unique Story
- Be honest & authentic
- Celebrate your culture and community
- Address both residents and visitors
- Empower local champions
- Outdoor specific brand



"Your Culture Is Your Brand"



The Smith OEDC's Work in the Outdoor Economy

Outdoor Outdoor **Talent Attraction Economy &** Infrastructure and Retention Community **Development Development** Advancing WV's **Project Management Outdoor Economy Ascend Organizational Technical Assistance Development & Capacity Building First Ascent Project Development & Education & Trainings Technical Assistance**

Supporting Programs

Workforce & Talent Pipeline

Communications & Story Telling

Data Analysis & Research

Grants & Funding

Community Evaluation Scorecard

- Community Assessments
 - 18 Communities
 - Size
 - Region
 - 5 Categories & 30+ Factors
 - Essential Assets
 - Outdoor Assets
 - Community Vibrancy
 - Livability
 - Economic Factors
 - 40,000 lines of data





Community Evaluation Scorecard

- 18 Communities
 - Size- Counties
 - / 7 Small > 39,999
 - 6 Medium 40,000- 74,999
 - / 5 Large <75,000
 - / Region
 - 1- 3 communities
 - 2- 4 communities
 - 3- 3 communities
 - 4- 5 communities
 - / 5- 3 communities

- Level of Analysis
 - / Municiple
 - County
 - Geographic
- Guiding Principles
 - Comparable Data
 - Publicly Available
 - Data guides conversation and not decisions
 - Allows for "ground truthing"
 - Used expert validity for factor and category weightings
 - Best "In Class" NOT "Of Class"

Why Morgantown? Vibrancy

Category	Food	Art	Festivals	Local Shopping	Outdoor Groups	Schools	Healthcare	Airports	Population Growth
#	121	22	23	32	31	90.26%	4	70	1.02%
Rank	2	1	1	1	1	1	1	1	1







Why Morgantown? Outdoor Recreation Resources

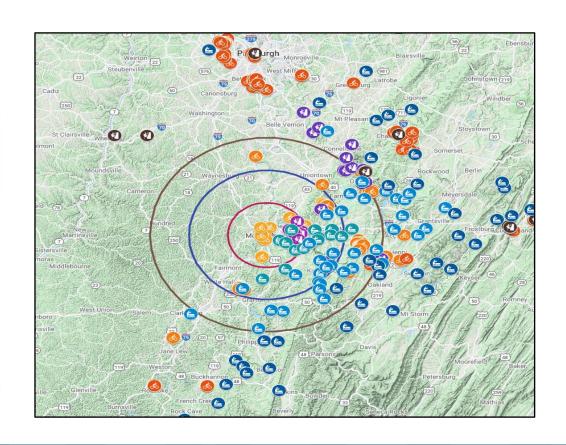








1	Paddling Runs All Classes	Climbing Routes & Boulder Problems	Mountain Bike Trails	Alpine & XC Ski Areas	
Right Here 30-Minute Drive	13	650	38	0	
Quick Trip 60-Minute Drive	51	1198	117	2	
Day Trip 90-Minute Drive	9 4	1400	192	7	

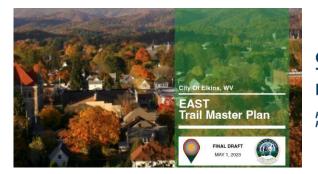


Why West Virginia?- How the Data Is Used

Asset Mapping

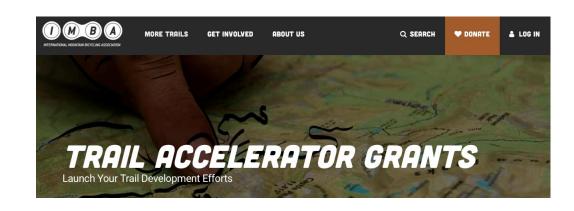
Drive Time	Morgantown	Lewisburg	Martinsburg	Elkins
Whitewater 30 mins	13	12	8	15
Whitewater 60 mins	51	60	27	53
Whitewater 90 mins	94	138	90	123
Climbing 30 mins	650	o	43	10
Climbing 60 mins	1198	45	770	394
Climbing 90 mins	1400	2325	1684	
Mountain Biking 30 mins	38	13	2	0
Mountain Biking 60 mins	117	70	30	
Mountain Biking 90 mins	192	203	197	176
Ski Areas 30 mins	0	0	0	0
Ski Areas 60 mins	2	1	1	6
Ski Areas 90 mins	7	3	3	10

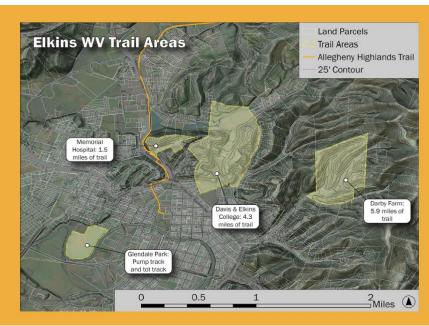
Elkins & WSS

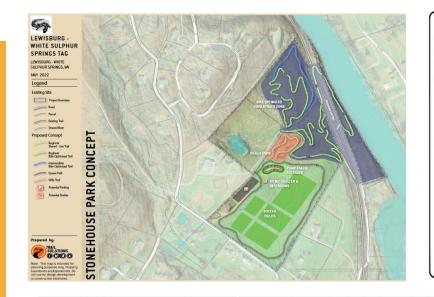


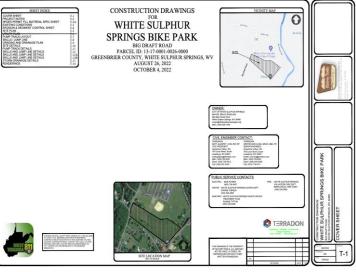
City of Elkins Awarded \$50,000 for Trail Planning from ARC POWER Initiative

Funds EAST Trail Master Plan for bike-optimized trails throughout Randolph County









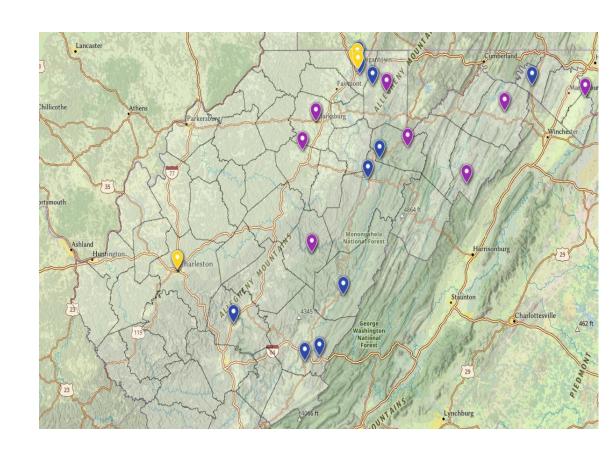
City of White Sulphur Springs

Constructs the White Sulphur Springs Bikes Park to provide a destination level park experience designed specifically for bicycles that will anchor the other trail assets being developed in the region.

White Sulphur Springs WV \$2,688

Momentum Throughout the State

- Marlinton / Monday Lick
 - 25+ new miles in the Mon National Forest
- Cacapon State Park
 - / 30 new miles
- Fayette County
 - 25 new miles & Largest Pump Track in WV
- / Elkins
 - Regional Trail Planning- 50+ miles
- Dozens of Other Projects



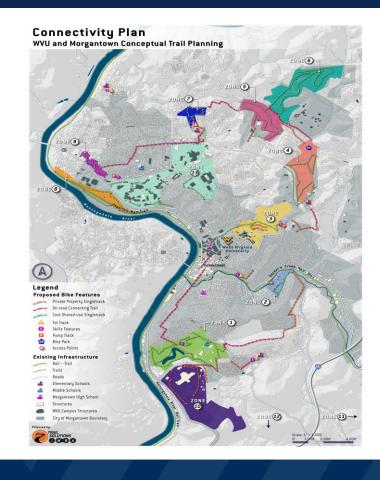
Morgantown Trail Opportunities

*Trail Within 1-Mile of Every Resident

*Most Active Campus in America

- / Key Elements:
 - Over 100 miles of trail within 30-minute drive
 - 50-60 on WVU property
 - 14+ different locations
 - Shared-use and bike-specific
 - Active Transportation Network
 - Connectivity to homes, schools, and businesses
 - Epic backcountry and long shuttle descent opportunities close by





Mylan Action Sports Park Project

- Largest of its kind in the eastern U.S.
 - All Weather/Hard Surfaced
 - BMX Track
 - UCI Competition Pump Track
 - Jump Flow Track
 - Skills Trail
- Mylan Park Foundation, WVU OEDC, USA BMX, Action Sports Design, Greater Morgantown CVB
- Provided planning, design, cost estimating, technical advice to support grant requests.
 - / \$5m+ EDA grant & Match \$
 - MTB/Running competition & training trails \$200k RTP grant request





IS OHIO REMOTE WORK READY?

25%

Of all professional jobs in North America will be remote by the end of 2022, and remote opportunities will continue to increase through 2023.

Source: Ladders, 2022.

69%

Of Americans have an increased appreciation for the great outdoors given recent world-wide events and positive, cost of living economic factors.

Source: Harris Poll, 2020.

Remote Work

Any job or form of employment undertaken from a location not associated with the hiring organization

- Types of Remote Work
 - Freelance & Entrepreneurship
 - Remote Only
 - Hybrid
 - / Remote First











THE OFFER



Cash incentive of \$12,000



A year of free outdoor recreation



Two years of free outdoor gear rentals



Free access to coworking space



Access to Professional Development Resources





	INDUSTRY	МА	G V	EP	TOTAL
1	Health Care	794	422	208	1105
2	Other Professional, Scientific, and Technical Services	494	302	182	732
3	Computer Systems Design and Related Services	526	224	144	721
4	Other Services (except Public Administration)	477	252	138	664
5	Educational Services	411	171	112	554
6	Administrative and Support Services	389	185	104	515
7	Insurance Carriers and Related Activities	316	180	98	446
8	Telecommunications	292	132	68	379
9	Other Information Services	254	123	62	341
10	Management, Scientific, and Technical Consulting Services	245	112	82	338





Ascend WV At-A-Glance



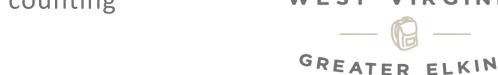
Over 13,000 And counting



Over 8,700 And counting



Over 5,000 And counting



Over 2,200 And counting



Ascend WV At-A-Glance

To date, Ascend WV has welcomed 83 Ascenders, 169 people including their household members since the program's inception.

2021: 23 Ascenders 47 People

2022: 43 Ascenders 91 People *New movers arriving monthly

2023: 17 Ascenders 31 People*

Ascend WV boasts a 98% retention rate



On average, each participant has **2 people** in their household who've moved to West Virginia.





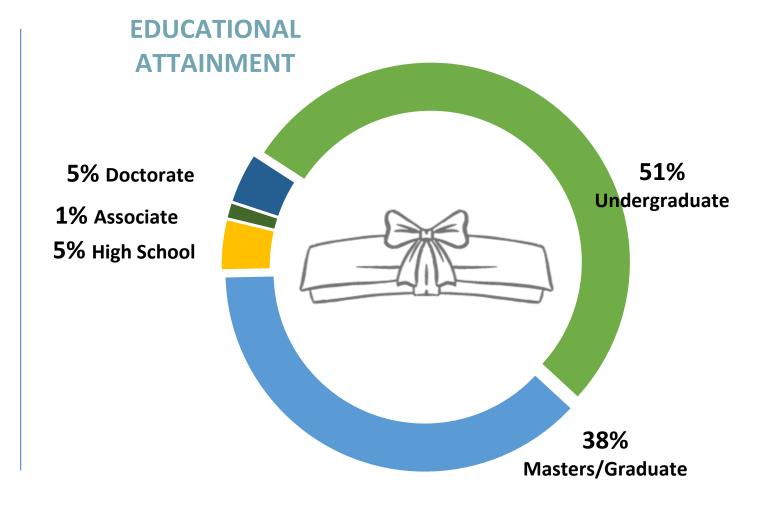
ASCENDERS BY THE NUMBERS



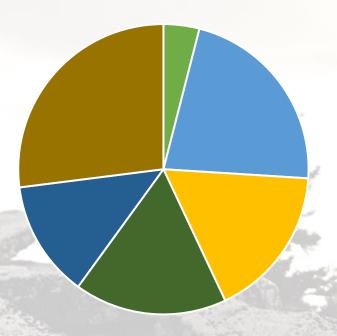
TOP INDUSTRIES

- Computer Systems Design and Related Services
- Health Care
- Advertising and Related Services
- Telecommunications
- Management, Scientific, and Technical Consulting Services

\$116,514



HOW THEY DISCOVERED US



- TV or Radio
- Print or Digital News Article
- Social Media
- Word of Mouth
- Digital Ad
- Other: (Mostly Internet Search, Word of Mouth, or WV Visit)



47% Visited WV before applying

What Attracts Remote Workers

In addition to the essentials, below are a few factors that rise to the top in communities who continually rank the best for remote work

- Livability
- Active healthy Lifestyles & Outdoor Recreation Assets
- Local Restaurants and Shopping
- Bikeable Neighborhoods & Mainstreet
- Vibrant Culture & Sense of Community

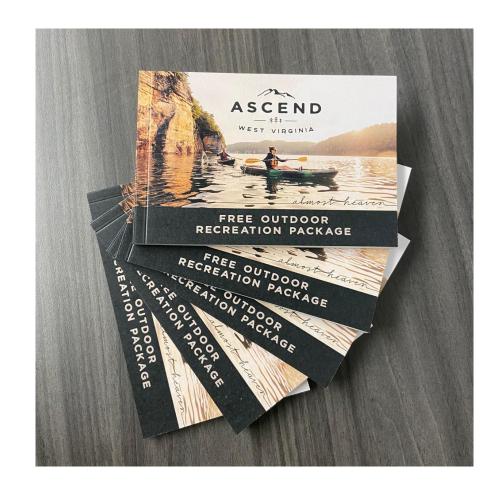
*Highlight Your Assets and Tell Your Story



Remote Friendly Tips

While there is no one size fits all, below are some ways you can support remote workers in your community

- Professional Development
- Coworking Space
- / Local Discounts
- Community Meet-Ups & Mixers
- Help Them Plug Into Volunteer Opportunities
- Childcare options



What's Next For The Miami Valley?

THANK YOU!



Contact Info:

Andy Williamson
OEDC Director of Outdoor Economic &
Community Development
Andrew.Williamson@mail.wvu.edu

