

INTERNATIONAL

FORTRESS TOURISM AND GUIDE CONGRESS

Šibenik / Knin 29. - 31.3.2023.

















International FORTRESS TOURISM AND GUIDE CONGRESS



FORTE CULTURA European Cultural Route of Fortified Monuments

Development of sustainable fortress tourism Tools and methods for fortresses

Dirk Röder FORTE CULTURA e.V.

Vice President

www.forte-cultura.eu



















Agenda

Tourism

Strategy

Sustainability

FORTE CULTURA

Marketing

Regional cluster

Methods

Tools



30th March 2023, Šibenik (HR)

www.forte-cultura.eu



Cultural Tourism Sustainable Tourism

Cultural Tourism

FORTE

Offers:

tangible and intangible Cultural Heritage

one of the most important ways of transformation of culture historic values or events for the following generations

to experience or learn about the culture of a travel destination lifestyle, history, art, architecture, religion

★ motor tar ★ high

Cultural Tourists:

- most purchasing tourist target group
- high demands on the quality of cultural experiences and tourist offers



Cultural Tourism



> economic factor and engine for the local and regional development

- + Income effects for cultural sites
- + Jobs
- + Tax income
- + Tourism infrastructure
- + Gastronomy
- + Accommodation
- + Retail trade
- + Transport industry
- + Service provider
- + Regional identity
- + Recreational value
- + Life quality



Sustainable Tourism



World Tourism Organisation, 2004

"Tourism that takes full account of its current and future economic, social and environmental impacts, addressing the needs of visitors, the industry, the environment and host communities"



Visitors:

impressions, memories, knowledge, well-being, health

Environment:

climate and resource friendly, nature-friendly, decentralising

People:

inclusive, education, exchange and mutual understanding of peoples (history, traditions, culture)

Community:

sustainable incomes and quality of life for all occupational and educational groups

ECOTOURISM | RESPONSIBLE TOURISM | COMMUNITY-BASED TOURISM | FAIR TRADE IN TOURISM | PRO-POOR TOURISM

Cultural routes - labels and catalysts for cultural tourism

- provide impulses for the preservation and use of cultural heritage
- mobilise the regional, national and European cultural heritage as economic factor
- make cultural heritage visible and tangible
- have sustainable effects



FORTE

The Cultural Route
Programme of the
Council of Europe
supports and certifies
European Cultural
Routes.



FORTE CULTURA Cultural Route Fortified Heritage



FORTE CULTURA® - Cultural Route of Fortified Monuments



CONTENT: The cultural heritage fortified monuments in Europe and beyond

- > Unique Architecture
- European History
- Fascinating Stories and Personalities
- Beautiful Fortress Landscapes and Nature
- > Exciting Experience World in Fortresses

AIM: Preservation and use of the cultural heritage of fortified monuments and support in the development of sustainable tourism, knowledge exchange, marketing and promotion, network and communication.



INSTRUMENTS:

- powerful tourism brand
- wide spectrum of marketing instruments
- effective promotion activities
- > travelling programme
- > strong partner network and support by the EU

Member of



2012 -14: EU Project FORTE CULTURA









Initiated from ECCOFORT (founder of FORTE CULTURA)

13 partner from 8 countries7 associated partner

- Basic development of the Cultural Route
- Founding of the Fortress Network

 Kostrzyn and Odra (PL) November 2014

 European Fortress Tourism and Fortress Marketing

 Network (FORTS-2-MARKET)

Partner Fortresses:

- Fortress Hohensalzburg (AT)
- Fortress Kufstein (AT)
- Fortified Ideal City Josefov (CZ)
- Fortress Rosenberg, Kronach (DE)
- Fortress Königstein (DE)
- Fortress Komarom (HU)
- Fortified Region Verona (IT)
- Fortified System Kostrzyn nad Odra (PL), Lead Partner

Partner Organisations / Institutes :

- Austrian State Archives (War Archive) Vienna (AT)
- ECCOFORT- European Cooperation Centre for Fortified Heritage (DE)
- Humboldt-University at Berlin (DE)
- TIAW Thuringian Institute for further education (DE)
- Hungarian Tourism Agency (HU)
- National Fortress Association Italy (IT)
- European Institute of Cultural Routes (LUX)
- Institute for the Protection Cultural Heritage of Slovenia (SLV)



FORTE CULTURA

- **✓** European Cultural Route Fortified Monuments
- ✓ Network

founded 2014, NGO, non-profit

(European Fortress Tourism and Fortress Marketing Network, "FORTS-2-MARKET)



Network Office Berlin (DE)

Albertinenstr. 1, D-13086



50 network members in 12 countries representing

53 Cultural Route Stations in 11 countries

Status March 2023













































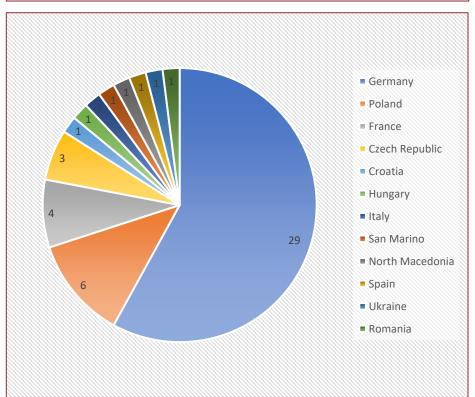
Membership Development

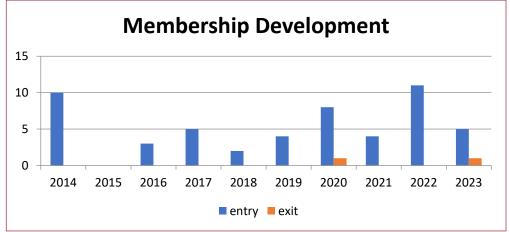
50 network members in 12 countries representing **53 Cultural Route Stations in 11 countries**

FORTE

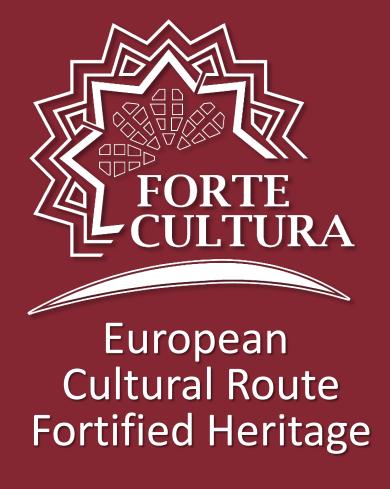
New member 2023

- Fort Gorgast, DE
- Republic of San Marino
- City of Ingolstadt, DE
- Fortress Rasnov, RO
- Maximilian Schuster, Ingolstadt, DE









- Cultural Heritage
- Experience World
- Travel World

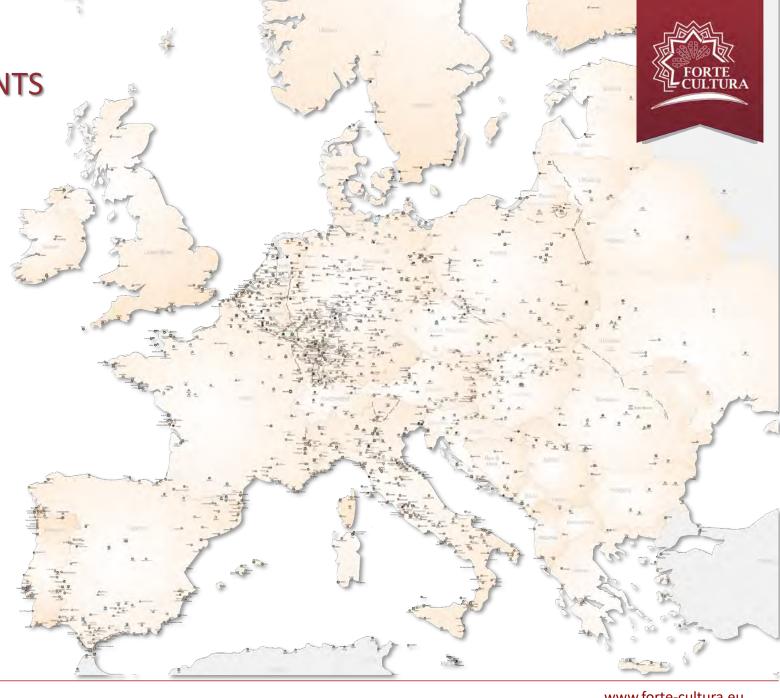
"architectura militaris"
FORTIFIED MONUMENTS - FULL OF LIFE



CULTURAL HERITAGE FORTIFIED MONUMENTS

from the upcoming of firearms until the end of the Cold War

- Fortified castles
- Fortified palaces
- Fortified churches
- Fortresses
- Fortified cities
- Fortified ideal cities
- Fortress systems
- Bunker
- Defensive lines



Cultural Heritage Fortified Monuments

Great potentials for sustainable cultural tourism





Tower line

15th– 19th Century



Single **Fortress**



Fortified City







Fortified Ideal City

Fortress System









Fortified Sacral Building



Defense Line

World War I+II



Armament

Industry

Bunker



Air raid shelter

Bunker

System

Defense Line





Military Bunker



Cold War



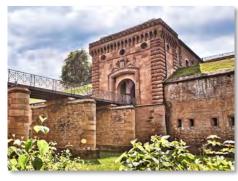




Bunker











30th March 2023, Šibenik (HR) www.forte-cultura.eu



Fortified Heritage HR – BA – ME



Pula Kotor Šibenik Dubrovnik





Zadar Split Korcula Ulcinj Herceg Novi



Single Fortresses

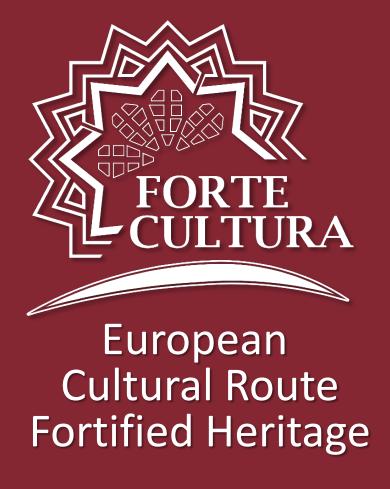
Knin Banja Luka Klis Hvar



Fortified Ideal Cities

Karlovac Ston Osijek Slavonski Brod





- Cultural Heritage
- Experience World
- Travel World

"architectura militaris"
FORTIFIED MONUMENTS - FULL OF LIFE

European Fortress Summer

Events in Monuments

Museums & Exhibitions

Family & Kids

Fortresses Active

Military History

Medieval Spectacle

Reside & Enjoy

Nature Experience

Parks und Gardens

Secret Architectures

Memorials









European Fortress Summer

Events in Monuments

Museums & Exhibitions

Family & Kids

Fortresses Active

Military History

Medieval Spectacle

Reside & Enjoy

Nature Experience

Parks und Gardens

Secret Architectures

Memorials















WORLD OF EXPERIENCE – cultural and experience offers in fortresses



powered by FORTE CULTURA & EFFORTS



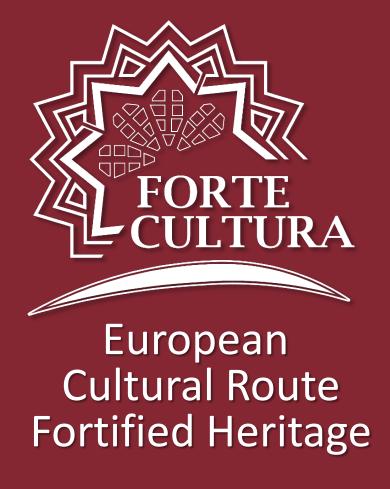












- Cultural Heritage
- Experience World
- Travel World

"architectura militaris"
FORTIFIED MONUMENTS - FULL OF LIFE

TRAVEL WORLD





Culture Journeys

- o heritage & history
- o education
- o **experience**
- o culture & art
- o events
- o remembrance
- o people, traditions
- cities, regions, landscapes
- o wellness & recreation
- o culinary, etc.

Active Tourism

- o cycling
- o hiking
- o boating
- o sports, adrenalin sport
- o **caravaning**
- o biking
- o nature tours, etc.

Culture
History
Nature
Sport
Events

FORTE CULTURA Elbe Fortresses









Famous European Citadels

Culture History Cities Events



REGIONAL FORTRESS CLUSTER REGION UPPER RHINE (DE-FR)

30 fortress monuments and museums represent the history of fortress construction over the last 350 years



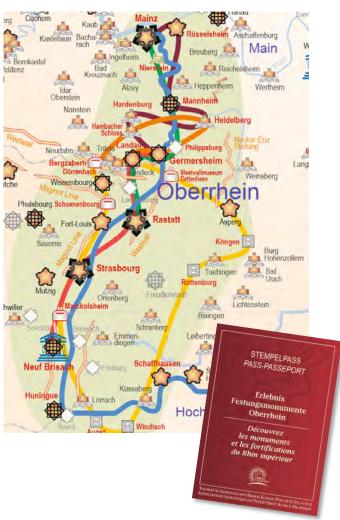












www.forte-cultura.eu



Travel recommendations for Andalusia



Culture trip Iberian Peninsula

Fortress Giants along the Spanish South Coast

1000 years change of *architectura militaris* to defend the coast line

Journey through religions, cultures and architectures in famous Andalusian fortified coastal towns





Our Travel Recommendation

Cadiz - Tarifa - Gibraltar - La Linea - Malaga

One of the most wonderful defense heritage is encountered in the Spanish Andalusian coast, where they had to fortify themselves in order to be safe from the attacks and invasions. From Cádiz to Granada you'll get to know impressive constructions from the Moorish epoch until the Spanish divil war:

With an extraordinary location and rich amount of heritage the **City of Cádiz** two fortresses which where the key for the defense of the bay against the pirates and invasions, one found inland an the other one found in an island.

In **Tarifa** the lowest point of the Iberian Peninsula always considered a strategic point has an incredible and exciting story about the rules of Castillo de Guzmán a fortified castle who had to face the Moorish, pirate and Catholics invasions and defense operations.

One of the best defensive lines from the Medieval Ages until the Spanish civil war persists in **La Linea de la Concepción**, from watchtower from the 16° century to fight against the pirates, to a defense line with two forts and five batteries was developed know with the name of La Linea de Contravalación de Gibraltar after Spain reclaim the rock of Gibraltar to England but they didn't success.

This coast city, **Málaga**, has one of the most impressive constructions, where the Al-Andalus (Muslim Ruled Iberia) and the Catholic architecture and influences are mixed up, there stands up the Alcazába and the Gibralfaro castle both where connected to each other through the Coracha Terrestre, a neighborhood which no longer persists nowadays.

Monuments of Power - full of Life





Tarifa, Castillo de Gzmán el Bueno



Cibroller



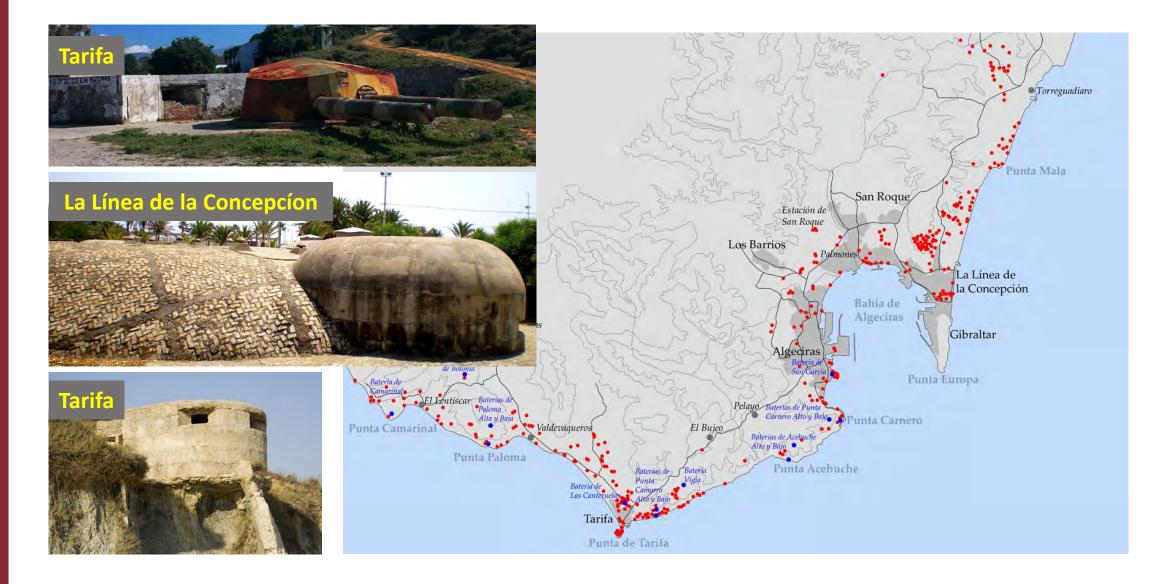
Alcazaba de Malaga

This travel recommendation is without obligation and kability for the contents.





Travel recommendations for Andalusia



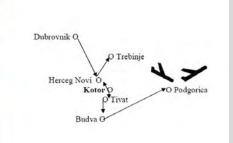
FORTE CULTURA – Fortress Study and Pilot Tours 2022-23

Dr. Hans-Rudolf Neumann is a founding member and scientific advisor of FORTE CULTURA. As a scientist, he regularly conducts fortress study tours around the world. These expertly accompanied pilot trips are often the occasion and the beginning of a cooperation between FORTE CULTURA and the fortifications in order to jointly develop the cultural heritage of the fortifications and to sustainably secure and use it for the future.



Montenegro - Croatia - Bosnia Herzegovina









realized by Dr.-Ing. Hans-Rudolf Neumann

Armenia





Next Stops: Morocco, April 2023

Rome, September 2023



Powerful Tourism Brand

Heritage – Experience – Travel

"architectura militaris"
FORTIFIED MONUMENTS - FULL OF LIFE



FORTE CULTURA - Brand of an attractive tourism product

Nature

parcs, gardens landscapes, animals

Experience world

culture, art, events

Architecture

unique shapes, walls, moats, etc.

Tourism service

History
historical events,
Epochs, dynasties

information, guided tours

Network

Exchange, scientific support, etc.

Tourism infrastructure

gastronomy, sanitary, accommodation, transport

FORTE CULTURA - Brand with individual identities

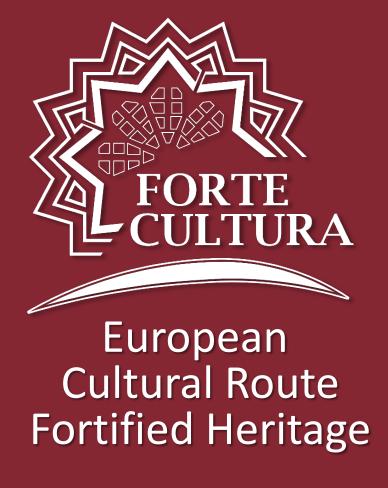




European Cultural Route

regional, national and thematic Sub Label





Tools and Instruments for FORTE CULTURA Stations

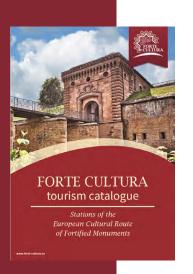


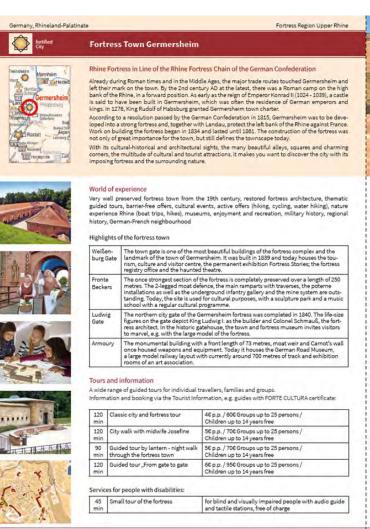
FORTE CULTURA Travel Catalogue 2023-24



for FORTE CULTURA Stations only

FORTE CULTURA Tourism catalogue







Whitsun marke

Street festival

Contact Tourist Info

Weißenburger Tor

76726 Germersheim

Paradeplatz 10

Languages:

How to get here

Fortress Festival

Germersheim Summer of Culture

Tourismus-, Kultur- und Besucherzentrum

+49 (0) 7274 960 301 -302 -303

fvos-fimkes@germersheim.eu

Web: www.germersheim-erleben.eu

Opening hours Tourist Info:

10:00 - 14:00 Uhr

10:00 - 15:00 Uhr

Car: A5 (22 km) / A65 (23 km)

Rallway: Mannheim - Karlsruhe

Bruhrainbahr

Flight: Karlsruhe (FKB) 67 km

Stuttgart (STR) 115 km

Next FORTE CULTURA stations, e.g.: Federal fortress Ulm (fortification system)

Maginot Line: Fort Schoenenbourg,

West Wall: camouflage bunker Kehl-Neumühl,

Mo-Fr 10:00 - 17:00 Uhr

German, English, French

Tourist infrastructure:

Tourist information, hotels, gastronomy, event rooms, car parks, railway station, bus station, taxi, sanitary facilities, caravan and camping site, shopping

Languages:

German, English, French

Tickets / special offers:

Euro Souvenir Note Germersheim (FORTE CULTURA Edition)

Information for tour operators:

France: Alsace, Vosges, Maginot Line,

City of Germersheim (approx. 20,000 inhabitants) Segway provider, passenger boat tour Karlsruhe

Places of interest in the surrounding area:

Speyer, Heidelberg, Palatinate Forest, Rhine, West Wall, Black Forest, Queich, Queichtal cycle path (Germersheim to Hauenstein), various hiking trails (e.g. to Worth am Rhein), Southern Wine Route

FORTE CULTURA Tour recommendations around Germersheim

From the fortified town of Germersheim to the fortified castles and palaces in the natural paradise of the Palatinate Forest Germersheim - Landeck Castle - Trifels Castle - Dahn Castle Massif - Hambaci Castle - Hardenburg Castle and Fortiess

Fortresses of the German Confederation 1815-1856 Luxembourg - Mainz - Landau - Rostatt - Ulm - Germershein



- ✓ more than 100 pages
- ✓ 2 languages
- ✓ all information about FORTE CULTURA stations and regional clusters that a tour operator needs, incl. info about barrier-free offers
- ✓ FORTE CULTURA tour guides and partner
- ✓ digital database to update information annually

SFORTE CULTURA e.V. - Network of the European Cultural Route of Fortified Monuments

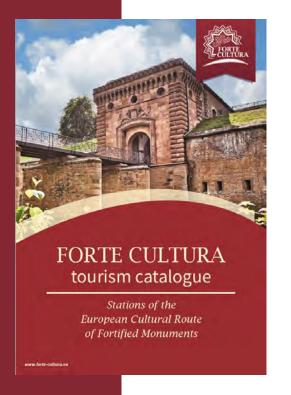
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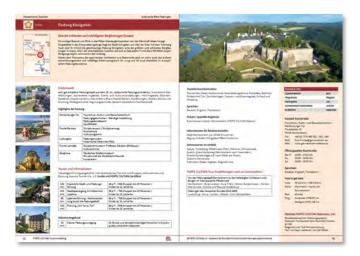


FORTE CULTURA Travel Catalogue 2023-24

FORTE

for FORTE CULTURA Stations only







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120 Impressum, Disclaimer



Travel Sales Platform

Martin Kaule Travel

Travel to extraordinary places



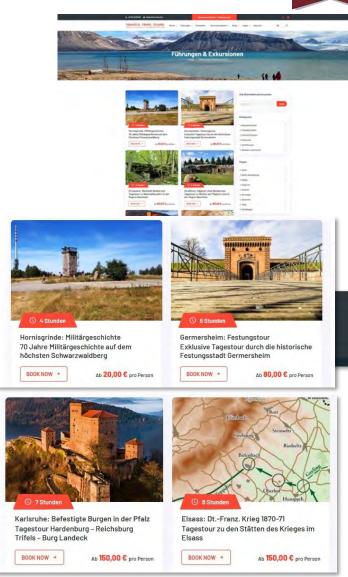
for FORTE CULTURA Stations only

Advantages for tourists

- Thematic travel modules for individual compilation
- Request your own travel program
- Linked with hotel bookings
- Everything from one source / one invoice

Advantages for suppliers

- Individual modules (trips, excursions, guided tours, events) with fixed dates / guaranteed implementation dates can be stored.
- Programs bookable for groups: the system generates enquiries which only become binding bookings once they have been confirmed by the provider
- No liability according to the Package Travel Act (provided by MK Travel)
- High range of offers

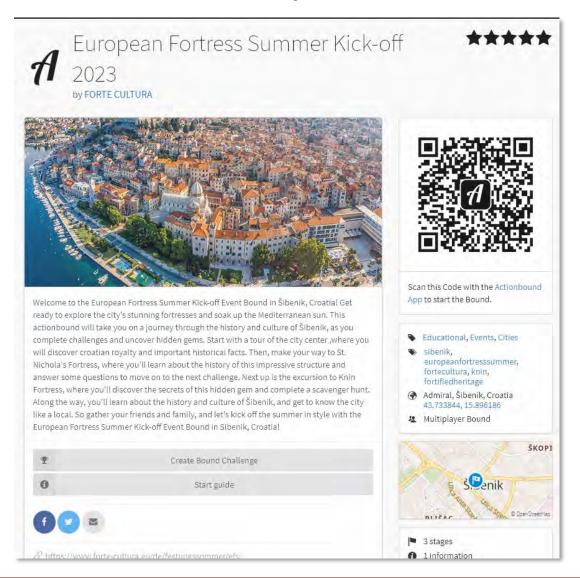




Actionbound App

FORTE

for FORTE CULTURA Stations only



No annual license fee for FORTE CULTURA members! (saving €500 p.a.)

https://en.actionbound.com

FORTE CULTURA® – Marketing Program



https://www.forte-cultura.eu/en/netzwerk-en/publications

- √ for Cultural Route
- √ for Member (as individual route stations)
- √ for Network

EUROPEAN CULTURE ROUTE FORTIFIED MONUMENTS

La Línea de la Concepci<u>ón</u>

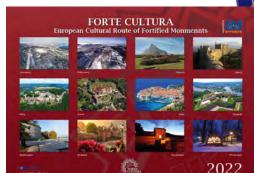
Fortified Heritage from 3 Centuries

on the European Culture Route



- ➤ individual FORTE CULTURA® location flyer
- ➤ FORTE CULTURA® travel recommendations
- > FORTE CULTURA® online event calendar
- ➤ FORTE CULTURA® guided tours
- > Print and online materials, merchandises, videos etc.













(New) Tools for FORTE CULTURA Stations only



Euro-banknote-souvenir "FORTE CULTURA edition"



- ✓ individual layout (main image)
- ✓ buy 5,000 / 10,000 pieces(ca. €1 per piece)
- ✓ sell up to 5€ per piece
- ✓ marketing support by printing company

5% discount for FORTE CULTURA members! (saving up to €500)



FORTE CULTURA Guide Certification Program

https://guide.forte-cultura.eu



- 1. Online registration
- 2. Training materials (by mail)
- 3. Online exam questionnaire
- 4. Certification
- 5. Development of FORTE CULTURA® guided tour
- 6. Online marketing and prints to this tour

























(Online) Campaigns















FORTE CULTURA Handbook for Member



- 1. Member Documents
- 2. Network Activities
- 3. Fortress Marketing
- 4. Online Fortress Portrait
- 5. Guide Certification
- 6. Fortress Tourism
- 7. Fortress Regions
- 8. Event Calendar
- 9. Social Media
- 10. Network Development





FORTE CULTURA Network

Member of



www.forte-cultura.eu





















Network Conferences 2022





- Terezín (CZ), Elbe
- Banja Luka (BIH), FORTITUDE
- Germersheim (DE), Upper Rhine
- Venice (IT), SC/JSC
- ➤ Kaunas (LT), EFFORTS Congress 2022
- Chania (GR), EICR











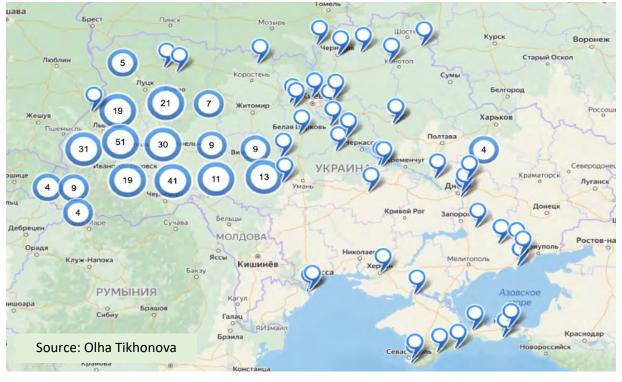
Network Activities "Stand with Ukraine"





- ✓ Declaration against war, for human rights and democracy (with EFFORTS at Terezín conference 2022)
- ✓ Fortress **Medzhybizh** (UA) official member and **station** of FORTE CULTURA (without fee)
- ✓ Fortress Twinning programme between Ukrainian and European Fortresses (with EFFORTS)
- ✓ Campaign to collect money and goods to support Ukrainian museums in fortresses.







Outlook 2023: activities



Sustainable Tourism and Inclusion along the Cultural Route Sustainable growth of Cultural Route and implementation of effective tourism products Scientific Support and knowledge exchange

Activities to continue

- ✓ European Fortress Summer
- ✓ Stand with Ukraine
- ✓ Network development and clusters
- ✓ Cooperation with EFFORTS
- ✓ Scientific support and knowledge exchange

<u>Projects</u>

- Forts Unchained 2
- European Fortress Summer
- Aktion Mensch
- European Fortress Festival 3

Activities to establish

- Tourism catalogue
- Travel sales platform
- Actionbound app

Other activities

- Negotiations related to Certification as Cultural Route of the Council of Europe
- New tourism website and FORTE
 CULTURA web app

FORTE CULTURA Fortress Cluster

Method for sustainable regional development







FORTE CULTURA CLUSTER ELBE FORTRESSES (CZ-DE)

- Cluster of 12 fortresses along the river Elbe
- > 7 of them are FORTE CULTURA stations

- 2020: Interreg VA Elbe-Labe project (promotion materials, conference)
- Terezín Conference April 2022
 - Brochure Elbe-Labe Fortresses
 - Settlement of the funded project
- Culture Summer Elbe Fortress as part of the European Fortress Summer
- 2021: University Project with Warsaw Technical University (PL) and Fortress Dömitz (DE)









Terezín Conference ELBE FORTRESSES (CZ-DE)



5-7 April 2022

- International Fortress Conference
- Fortress Forum and Exhibition
- Start of EFS 2022
- Start of Ukraine initiative
- Sight visits Terezín Fortified Ideal City, Terezín Memorial, National Monument Fortress Prague Vyšehrad























https://www.forte-cultura.eu/en/netzwerk-en/confrences/terezin22-en



FORTRESS CLUSTER Adria / Croatia - Montenegro – Bosnia-Hercegovina



Strategic goals and advantages of local, regional and cross-border cluster cooperation

- local fortress heritage brand
- new offers on fortress tourism
- image, attention and outreach
- visitor numbers (in situ and online)
- sustainability and inclusion
- research and innovation, knowledge transfer
- etc.









FORTE CULTURA FORTRESS CLUSTER

Strategic goals and advantages of cluster cooperation with FORTE CULTURA



Goals	Advantages
Establish network of local fortifications	Together strong
Involve local businesses, sciences, politics, population, etc.	Sustainability, support, strengthen local economy, etc.
Generate and disseminate knowledge on the local fortress heritage, learn from each other / from European best practices	new "experts" and multiplier, education of local people, recruit next generation, etc.
Create common tourism offers (events, guided tours, etc.) and label it	Better occupancy of local destinations, local network, awareness, image, stories, etc.
Invest in tools for promotion and communication	Reaching international tourism market and new target groups,
Invest in local tourism infrastructure and services (?)	consolidation, user experience, returning and longer-staying visitors, strengthen local economy, etc.



Conclusion and Recommendations

www.forte-cultura.eu



















Impact of the Cultural Heritage of Fortified Monuments



Economy

tourism, monument management, strategy

Digitization

Archiving and Research

Digitalization

Information,
Product development,
marketing

Archaeology

Culture and Arts culture, art, events

Research and **Development**

Network

Exchange, best practice, project development

Sociology

European identity, tolerance and dialogue, education

Architectura militaris

Monument protection, restauration, etc.

European History

Empires, dynasties, nations, regions, politics, war and conflicts, religions

Nature

parks, garden, wildlife, military landscapes

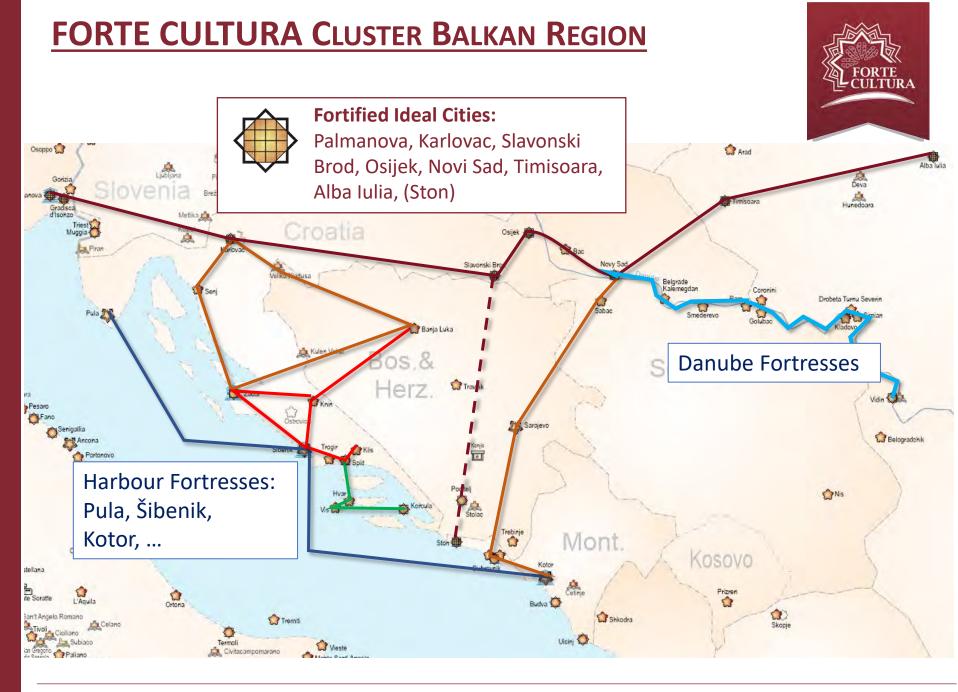




Regional Fortress Cluster

BALKAN REGION HR - BA - MN







Recommendations



Join FORTE CULTURA

(support, best practices, concepts, marketing tools, tourism development)

- Identify and categorize fortified sites for tourism and educational purposes (immediately usable – light/medium/strong development effort – etc.)
- Create a local stakeholder group / network and define responsibilities, goals, schedules
- Educate local tour guides on fortified heritage, certify and network them with FORTE CULTURA
- Use FORTE CULTURA marketing tools (fortress portrait, etc.)
- **Register for European Fortress Summer 2023**
- Find financial support for development and promotion (cross-border projects, national/regional funds, crowd funding, ...)
- 8.



Thank you very much.

Dirk Röder

Vice president FORTE CULTURA / board member EFFORTS

www.forte-cultura.eu www.efforts.eu









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