

The Tourism Economy of Pittsburg, New Hampshire—2001

Prepared for

The New Hampshire Department of
Resources and Economic Development

by

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The Tourism Economy of Pittsburg, New Hampshire—2001

Background.

This study was undertaken to provide an overview of Pittsburg, New Hampshire's economy. It evaluates the town's tourism industry and its relationship to the local economy, population and housing trends, and significant natural resources. Its purpose is to guide decision-making efforts concerning the stewardship and utilization of lands presently owned by International Paper.

Pittsburg.

The Town of Pittsburg, New Hampshire is the state's northernmost; it borders on the states of Maine and Vermont, and the Canadian province of Quebec. With an area of 290.3 square miles, it is the state's largest town in area, and claims to be the nation's biggest. With a 2000 population of 867 (a 3.8% decrease since 1990), Pittsburg has a population density of slightly fewer than 3 persons per square mile. The principal roads in Pittsburg are U.S. Route 3 and New Hampshire Route 145. The former extends the entire length of the town and terminates at the international border crossing into Canada. Route 145 offers a more direct means of traveling to and from Colebrook, the area's largest retail center. The small village of Pittsburg is dominated by town and school buildings, as well as churches; the Town's largest concentration of retail stores is situated here. The village is situated immediately below the Lake Francis dam, at the junction of U.S. Route 3 and New Hampshire Route 145.

Much of the area is uninhabited, privately-owned forest land. There is a state park and a state forest in Pittsburg. The substantial number of lodges, resorts, cottage colonies, campgrounds, and second homes in the town are primarily concentrated on or near three bodies of water: Lake Francis, First Connecticut Lake and Back Lake. Tourism in Pittsburg has traditionally been overwhelmingly dependent upon the town's incredible resource base—its forests, lakes and streams, and the wildlife that inhabit these environments. The tourism industry of Pittsburg has a greater level of dependence upon direct use of the natural environment than is true of most other New Hampshire visitor destinations.

Property Taxes and Employment.

The economic base of Pittsburg has shifted increasingly toward tourism since 1993. However, a larger proportion of the travelers/tourists who travel to Pittsburg are making use of the town's forest and water resources. Forestry and forest products are clearly the *second* most important employment sector in town. Commercial agriculture has decreased significantly, from twelve farms to two during the last eight years. One segment of Pittsburg's travel business that has experienced a decline since 1993 is Canadian visitation. The U.S. Immigration and Naturalization Service reports that an average of only seven vehicles per day bring Canadians through Pittsburg, to work and/or to shop for the day. This is down from an average of twenty-five per day in 1993.

There has been a significant change in the property tax structure within the town since 1993. Electric utilities had paid eighteen percent of the town's property taxes in 1992, but contributed less than four percent in 2000. Most of this decrease has led to a corresponding increase in the share of taxes paid by the residential sector, including second and seasonal homes. Property in current use—most of the town's timberlands—increased from four to five percent of the town's assessed taxable value. Commercial and industrial properties fell from five percent to just above four percent of the town's assessed taxable value during the 1993-2000 period.

The owners of the Town's forest properties paid \$88,105 in yield taxes in 2001. This is about four percent of the total property taxes collected by Pittsburg. By contrast, in 1992, the yield tax produced an amount equal to ten percent of the property taxes collected. Thus, residential property owners have experienced increased property taxes due to both a decline in yield taxes from the lands in current use, as well as the declining valuation of the electric utility properties within the town. The decline in the yield tax also indicates that there are far fewer people working in the woods and trucking forest products off to mills, perhaps only one third of the 1993 level.

The New Hampshire Department of Employment Security estimates that 448 of the town's residents held jobs during 2000, with a peak employment level of 463 in August. In comparison with 1992, this is a decrease of 49 employed residents from the annual average employment figures. However, the town's population also has decreased since 1992; therefore, the labor force participation rate was 52 percent in 2000, down from 56 percent in 1992. INHS estimates that there was an average of about 325 jobs in Pittsburg in 2000, of which over 250 jobs were held by residents of the town. The August peak employment was only about ten jobs higher than the annual average. Thus, about 200 residents of the town commute to jobs in other towns, primarily Colebrook and other places in northern Coos County, and in Essex County, Vermont. This is about the same number of outbound commuters as was estimated for 1992 by INHS. When the 2000 U.S. Census report on employment is released next year, there will be more reliable estimates available for Pittsburg. The New Hampshire Department of Employment Security reported that there was an annual average of 225 jobs located in Pittsburg during 1999 that were covered by unemployment insurance. This is up from 150 jobs with unemployment insurance in 1989. This trend indicates that a much smaller share of the jobs within the town are in the self-employment category. The sectors with the greatest increase in covered employment are local government and the larger lodging, restaurant

and retail trade businesses. While a comparison of the 2001 and 1993 inventories of businesses indicates that the total number of business establishments in the town is smaller in 2001, the average employment per business is higher.

Tourism Employment. Of the estimated 335 jobs in the town during August 2000, it is estimated that approximately 150 people worked at 30 (of the 82) business that are supported primarily by travelers/tourists and seasonal residents. An additional 35 jobs in government and construction also are estimated to be directly or indirectly employed in serving the needs of travelers/tourists and seasonal residents; this figure includes State Park employees. This total of 185 jobs is about 55 percent of all employment within the town during August. This percentage will be lower at other months of the year, but probably approaches 50 percent for an annual average.

Forestry Employment. Based on the town's yield tax receipts for 2000 and the count of local businesses involved in logging, trucking, processing wood products and forestry management, there are an estimated 55 full time jobs within the town in these industries. The share of these jobs held by Canadians is far below 1992 levels. Another 12 jobs in town government and other sectors are supported by these industries. This is an estimated total of 67 jobs, or 19 percent of all employment in August. This percentage would be slightly higher (probably 21 percent) as an annual average. Still, this is only about 60 percent of the relative level of economic importance that this industry had in the town's economy in 1992.

Together, tourism and forestry supported an estimated 71 percent of the town's economy in 2000. This is down from a 1992 estimate of 77 percent. Given that the small agricultural industry in the town has declined from 12 to two farms, the remainder of the town's economy has become increasingly reliant on the earnings of the out-bound commuters and local employment provided by the electric utilities.

Population and Housing Trends.

The U.S. Census reports that the year-round population of Pittsburg was 867 in 2000, down from 901 in 1990, and the Office of State Planning's estimate of 894 for 1992. The Census Bureau does not provide estimates of seasonal population, but does include counts of housing units and whether they are used year-round or seasonally. Although the total population has declined since 1990, the number of households has increased over this period. Thus, it is estimated that there were 431 occupied and vacant housing units within the town used by the year-round population, during 2000. This is an increase of 18 units over the 413 units reported in 1990.

The count of seasonal housing units is more dramatic. The Census Bureau estimates that there were 850 seasonal and vacation housing units in the town during 2000. This represents nearly two-thirds of the town's housing stock. This is an increase of 39 housing units above the total of 811 such units reported in 1990. Thus, more than two-thirds of the housing units built in the town between 1990 and 2000 were intended for seasonal or vacation use. This helps to explain the relative importance of the construction industry, home security and home maintenance businesses in a town of this size. It also helps to explain the relatively large share of property taxes paid by residential properties. Finally, observers of the town in recent years note that many of the new seasonal homes are quite expensive and are situated to take advantage of beautiful views. While the rate of second home construction is below the level seen during the 1980's, Pittsburg is one of the major concentrations of second homes in the state north of the North Conway area. Local business people have noted that, while some second homes are used by seasonal residents who spend the summer in Pittsburg and winter in warmer climates, many of these homes are used on weekends during all seasons of the year for boating, fishing, hunting and snowmobiling.

The age breakout for the population in Pittsburg for 2000 indicates that the town is primarily comprised of three groups: families with children in middle and high school, empty nester couples and single people; a large share of the two latter groups is at the age of active retirement (60 to 74). Pittsburg is unusual in the relatively large proportion of households with men living alone. Also, at present, there is no institutional or group housing within the town.

Visitor Trends.

The U.S. Immigration and Naturalization Service maintains detailed traffic counts of those traveling south on Route 3 at the U.S./Canadian border. In comparing the October 2000 to September 2001 period with October 1992 to September 1993, it is estimated that alien tourists (primarily Canadian citizens) were down by 12.6 percent. In large part, this is due to the relative decline in the value of Canadian currency over the period. At the same time, the number of Canadians making short, *day trips* over the border to work and/or to shop also has decreased from a daily average of 25, to 7. This is probably due to the decreased value of the Canadian dollar for shoppers and the major decline in logging in northern New Hampshire.

The trend for visits to Canada by U.S. resident travelers/tourists has been positive, up by 13.4 percent when comparing 2001 with 1993. This is probably also due to the relative decline in the Canadian dollar, as Americans are able to get more for their money in Canada. However, the total number of travelers/tourists who pass through has increased—up by 5.2 percent. Of note, over two-thirds of all travelers/tourists who used this crossing in both 1993 and 2001 were from the United States. While some of these travelers/tourists do stay overnight in Pittsburg, most do not. They represent a form of *latent demand*: an opportunity for lodging establishments in the town to increase their occupancy rates.

Pittsburg Commercial Activity and Survey of Traveler-Oriented Businesses.

Using data from the North Country Chamber of Commerce web site and a windshield survey that was supported by local input, INHS identified 82 businesses situated in Pittsburg. The windshield survey also enabled INHS to identify these businesses by type. INHS has identified 45 businesses, or 55 percent of the total, that serve travelers/tourists as part of their normal functions. Of these 45, it is estimated that 30 obtain over 90 percent of their revenues from travelers/tourists. A breakout of Pittsburg businesses follows:

Commercial Lodgings	16
Construction/Contractors	11
Retail/Sporting Goods	11
Restaurants	10
Professional Services	8
Service Stations	6
Logging	6
Guide Services	4
Real Estate	3
Transportation/Truckers	3
Campgrounds	2
Rental Services	2
Farms	1

A survey of tourism-related businesses was conducted during September, 2001. A mail-back questionnaire was handed to 43 operators of businesses that were estimated to derive some proportion of their present business from travelers and tourism activity (note: two others were not available to be surveyed).

The total number of businesses either located in the town or that have significant operations within the town is estimated at 85 in 2001 (note: this includes several businesses that are situated outside of Pittsburg), down by 30 percent from the 122 businesses identified in 1993. However, it is estimated that 45 businesses presently obtain more than 10 percent of their revenues from travelers/tourists (not including second home owners), up from 38 in 1993. This is an increase of 18 percent. Thirty of these businesses rely upon travelers/tourists to provide more than 90 percent of their revenues. This is influenced by the fact that there are 23 separate lodging establishments and restaurants in the town. Most of the remaining 18 businesses serving travelers/tourists in 2001 are retail stores, guide services and sporting goods rentals and repairs. Of great importance, the average establishment serving travelers/tourists is larger in size and/or offers more services during 2001 than was true in 1993.

Not as many businesses that were given survey forms completed and returned them in the time available to complete the 2001 study, compared to 1993. However, almost all of the business owners who returned forms in 2001 were the very same people who completed them in 1993. The most notable change, besides the increased size of many of these same establishments, was the seasonal breakout of their business. The winter season has increased in importance during 2001, relative to 1993. Also, the few general retail stores in the town have reported a much lower share of sales to Canadians during 2001, with sales to travelers/tourists and second home owners becoming more important in relative terms.

All twelve lodging establishments in the town responded to the survey; these host over 90 percent of the travelers/tourists that stay overnight in paid accommodations. Only two campgrounds situated in the town did not return the survey. A few lodging establishments also reported that they have in-house restaurants. Pittsburg's lodgings reported total employment of between 64 and 81, depending on the season. The seasonal breakout of overnight guests was: summer, 35%; fall, 24%; winter, 26%; and spring, 15%. In comparison with the seasonal profile of guests in New Hampshire north of the Lakes Region, Pittsburg's percentages during fall and spring are similar, but summer is lower and winter provides Pittsburg with a comparatively larger proportion of its lodging guests. This reflects the importance of snowmobiling as a winter sports activity. Pittsburg is widely considered to be one of the two major centers for that winter sport within New Hampshire.

The restaurants that responded to the survey had a slightly different seasonal pattern. They not only serve many of the overnight travelers/tourists, but also seasonal residents, day trip travelers/tourists, some year-round residents and people passing through Pittsburg that crossed the border from Canada. The seasonal pattern for restaurants is: summer, 45%; fall, 28%; winter, 19%; and spring, 8%. While the percentages for

summer and winter are close to the seasonal pattern for the northern half of New Hampshire, Pittsburg's fall visitor percentage is a little higher and its spring percentage is a little lower. The comparatively high proportion of fall visitors reflects the importance of Pittsburg as a destination for hunters. Finally, total employment at the four restaurants that responded is between 31 and 44, depending on the season.

These 12 lodging establishments and four restaurants reported that they employ an annual average about 120 people. This is 80 percent of the 150 jobs that are provided at all of the establishments that primarily serve travelers/tourists. Due to the confidentiality of data collected from individual businesses, additional break-outs of employment will not be provided in this report. However, most of the remaining businesses in the town are smaller in size than the lodging and restaurant businesses described above, and usually have three or fewer employees each.

One reason that the restaurant and lodging businesses in Pittsburg are larger, on average, in 2001 than they were in 1993, is because 1993 was a recession year. Travel statewide also was lower that year (other than at ski areas which had received substantial quantities of natural snow). It was estimated by INHS that Pittsburg's tourism industry had generated \$5.7 million in revenues in the July 1992 to June 1993 period. This was 0.24 percent of the statewide total of \$2,399 million and 9.1 percent of the Coos County total of \$62.9 million. The estimates for the July 1999 to June 2000 period are that Pittsburg's tourism industry generated \$11.1 million in receipts. This is 0.31 percent of the statewide total of \$3,629 million, but only 5.2 percent of the Coos County total of \$213.1 million. The reason for this is that sales in Pittsburg grew faster than the total for the state as a whole. During this same period, Coos County had an increase in tourism sales far above the average for the New Hampshire. The primary reasons for this were the major expansion in both season length and size of tourism facilities at Bretton Woods. At the same time, however, other areas within Coos County, including Pittsburg, exhibited growth above the state average.

Pittsburg as a Visitor Destination.

A total of 24 businesses owners responded to the survey, including the 12 lodging establishments and the eight restaurants described above. The other businesses responding were primarily retail stores, outfitters/guide services, sporting goods and real estate sales and services. They were asked to describe the five major reasons that travelers/tourists come to Pittsburg. The reasons cited most frequently were: rest and relaxation, hunting and fishing, winter sports, viewing wildlife, hiking, recreational/scenic drives and second homes. Most people reported that the natural attractiveness of the area for visitors was either the same or improving (in comparison to 1993). Only three of the 24 business owners who responded indicated that the natural attractiveness of the area was in decline.

When asked to describe Pittsburg, the most common term used was "God's Country." Other common superlatives were *scenic beauty, peaceful, relaxing, recreation, lakes and wildlife.*

The business people were asked about the changes they would like to see in the future to make Pittsburg a more attractive place for travelers/tourists and for themselves. Not one person stated that he/she thought a state or national park, forest or wildlife refuge was what is needed. However, nearly every respondent wanted public access to the back country to continue for a variety of recreational pursuits. They indicated that hiking trails could be improved and more informational signage be provided. Many specifically mentioned environmental protection as important. Some wanted improvements in the village, with more activities for (resident) families. A small number wanted more rest areas and rest room facilities for travelers/tourists. While not specifically saying so, all appeared to be stating that the rural land should remain in private ownership and that logging should continue, under environmental guidelines.

Overview.

As New Hampshire's northernmost town, Pittsburg has customarily based its economic fortunes upon the area's forests, lands, and waters. While these natural resources have been maintained by private enterprises and public policies, the human factor in Pittsburg has been shifting. Once the predominant economic activity here, today forestry is second to the tourism industry as a generator of employment opportunities. In 2001, employment in forestry is approximately two-fifths of what it was a decade ago.

At the same time, the steady increase in traveler/tourist visitation has had an impact upon Pittsburg's landscape. The scale of individual operations has been increasing, as a number of lodgings and other enterprises that serve travelers/tourists have added new units, seats, and services. Another notable transformation has been an increase in the number of second homes. Perhaps the most significant trend during the last decade is the growing popularity of Pittsburg as a tourism destination during visitor seasons other than summer, especially winter. Finally, while Canadian visitation has decreased measurably, largely due to the currency exchange discrepancy, most of Pittsburg's non-tourism businesses are being positively impacted by travel/tourist activity.

It is apparent that the future of Pittsburg's tourism industry is closely tied to efforts to conserve the area's natural resources. People who have visited Pittsburg in the past, and those who will visit it in the future, covet a place that offers beautiful scenery, including wildlife, in a setting that provides them with a peaceful, quiet setting. Public access to well-maintained forests and clean lakes, where visitors can hike, fish, hunt, snowmobile, boat, sightsee, etc., in association with small town hospitality, will continue to be the formula for attracting visitors to Pittsburg. Of importance, while the public is not directly concerned about *who* will administer the area's lands, it is extremely sensitive to changes that may impact upon:

- ▶ sustaining the present level of environmental quality
- ▶ accessibility to natural resources
 - ~quality of access roads and well-maintained trails
 - ~right of entry to shorelines
 - ~directional signage
 - ~availability of permits/licenses
- ▶ provision of traveler services and activities

As the purchase and/or disposition of International Paper lands is being debated, the aforementioned considerations will impact most directly upon the quality of the outdoor recreation experiences that are hosted in Pittsburg. In turn, such considerations will significantly affect the quantity and character of future visitation. Therefore, as we have documented, any decision must be made with the area's ecosystem as well as Pittsburg's economy and the well-being of its resident population in mind.

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Don Tase, International Paper, provided his reflections on current level of forestry activity.

Ed Johnson, U.S. Immigration and Naturalization Service, provided data numbers of border crossings at the Pittsburg Port of Entry.

Judy Stokes, New Hampshire Department of Fish and Game, provided counts of fishing, hunting, and OHRV licenses in Pittsburg, as well as numbers of deer and moose tagged in Pittsburg.

Lisa Savard, Lopstick Lodge and Cabins, provided a substantial amount of information on the location of area businesses. She recruited people for the field interviews, provided yield tax information, and was the local support person for our field researcher.

Peter Bartlett, Employment and Labor Market Information Division, New Hampshire Department of Employment Security, provided employment information for Pittsburg.

Rich McLeod, New Hampshire Division of Parks and Lands, provided revenue and site occupancy data for Lake Francis and Deer Mountain campgrounds.

Appendices

Pittsburg, NH

Business Inventory [n=82]

Alan Bartlett Electrician
Alan Dorman, general contractor
Angwin's Camp Driftwood *
Arnold Gray Construction
Back Lake Tavern Restaurant *
Bill Fuller's Photography and Framing
Buck Rub Pizza Pub *
Chuck Caron Guide Service *
Clem Philbrook Real Estate
Clogston Transport
Connecticut Lakes Lodge (part of Buck Rub) *
D & D Excavating
Dennis Blais Construction
First Clarkville Store *
The General Store *
Gerald Day Towing
The Glen *
Granite State Power
Happy Corner Café *
Haynes Trucking
Hazel's Heavenly Haven *
H & C Service Center *
Hidden Acres Campground *
Howland Construction
Indian Stream Eatery *
Indian Stream Farm
Joan Angwin Realty
Jon Howe Guide Service *
Johnson's Garage *
Jules Rancourt, contractor
Larry Lamere (logger)
Lopstick Lodge and Cabins *
Lopstick Outfitters and Guide Service *
Lopstick Snowmobile Rentals *
Magalloway Cabins on 1st Conn. Lake *
Moon Realty
Moose Alley Cones *
Moriah's *
Mountain View Cabins and Campground *
Mountain View Construction
Nicky's Country Kitchen *
North Country Candles & Fragrances *
North Country Lodge & Cabins *
North Country Reconditioning
Northland Restaurant and Lounge *
Partridge Cabins and Lodge *
Pathfinder Sno-Tours *

Perry Stream Land and Timber
Pittsburg Business Systems
Pittsburg Home Center
Pittsburg Motor Sports *
Pittsburg Storage
Powderhorn Lodge & Cabins *
Rainbow Grille *
R&L Amey Log Yard
Ramblewood Cabins and Campground *
Richard Judd, general contractor
Rick Clogston Chipping
RJ Sharpening
Roger Covill Logging
Robbin's Cabins on Back Lake *
Robie's Cabins *
Rodrique and Sons Logging
Ron Marquis Trucking
Rooney Woods Garage *
Sewing Shop
Snowfield Cabins *
Spruce Cone Cabins & Campground *
Tall Timber Lodge & Cabins *
Timberland Lodge and Cabins *
The Trading Post *
TR Live Bait & Guide Service *
Trailside Snowmobile Rental *
Treats and Treasures *
Van's Plumbing
Wander Inn *
Warick Construction & Property Management
Wayne Dorman Concrete Construction
W.D. Dorman Excavating
Wilderness Floors
Wilderness Cycles
Young's Store *

- surveys were delivered to these businesses

Pittsburg Business Survey
Forest and Lands Study – September 2001

All information you provide will remain strictly confidential. Figures and other information you provide will be combined with all others received to determine averages and totals for the entire area.

Location: **Pittsburg, NH**

Name of Business: _____

Type of Business: _____

Do “tourists” and travelers (definition: vacationers, weekend visitors, overnight guests visiting from outside of the Pittsburg area) account for **10 percent or more of your business?**

yes no

If **yes**, please respond to the following questions:

1. How many years have you been in business in Pittsburg? _____ years

2. Please complete the following table:

	Summer <u>(Jun, Jul, Aug)</u>	Fall <u>(Sep, Oct, Nov)</u>	Winter <u>(Dec, Jan, Feb)</u>	Spring <u>(Mar, Apr, May)</u>
Open? √ if yes	_____	_____	_____	_____
Number of Employees:				
Fulltime	_____	_____	_____	_____
Parttime	_____	_____	_____	_____

Percentage of your gross sales that are made to tourists/travelers:

Estimated number of tourists/travelers you serve per day:

If your business is a motel/lodge, a restaurant, or a campground, please provide the number of —

seats: _____ rooms: _____ tent/RV spaces: _____

Please estimate the percentages of your total annual business sales that are made to

tourists:	_____ %	business travelers:	_____ %
local customers:	_____ %	seasonal residents:	_____ %

For what length of time does your typical "tourist" visitor stay in the area?

- 2 or more days
- 1 day (3+ hours in the area)
- passing through on a trip to another destination (less than 3 hours in the area)

Based upon your personal experience and conversations with visitors to the Pittsburg area, please rank the *five* most important reasons tourists are attracted to the area (use a 1 to indicate the most important reason . . . 5 to indicate the fifth most important reason).

- | | | |
|--|--|--|
| <input type="checkbox"/> tourist attractions | <input type="checkbox"/> walking/hiking/climb | <input type="checkbox"/> state parks and forests |
| <input type="checkbox"/> motels/lodges/campgr | <input type="checkbox"/> scenic highways/drives | <input type="checkbox"/> Wt. Mt. National Forest |
| <input type="checkbox"/> gift shops/stores | <input type="checkbox"/> golf/tennis/summer sports | <input type="checkbox"/> fishing and hunting |
| <input type="checkbox"/> restaurants | <input type="checkbox"/> rest and relaxation | <input type="checkbox"/> own second home in area |
| <input type="checkbox"/> events (fairs, festivals, etc.) | <input type="checkbox"/> outdoor winter sports | <input type="checkbox"/> moose/wildlife watching |
| <input type="checkbox"/> water activ. (swim, boat) | <input type="checkbox"/> historic sites | <input type="checkbox"/> other (describe) _____ |

Based upon your personal experience and conversations with visitors to the Pittsburg area, do you feel that the route selected was based upon (select the **best response**):

- need for a convenient route to reach the trip's final destination
- desire to observe the scenery while passing through the Pittsburg area
- Pittsburg was their final destination
- other (please describe): _____

Based upon your personal experience and conversations with visitors, has the Pittsburg area sustained, increased or decreased in attractiveness to the tourist and sports-person in terms of its natural scenery, wildlife, and man-made facilities and attractions during the past five years? Please indicate the reasons for your answer.

- increased attractiveness
 - sustained attractiveness
 - decreased attractiveness
- Reasons: _____
- _____

What do you believe is currently most attractive to Pittsburg's visitors and should be kept the same?

What changes would you recommend to make the Pittsburg area more attractive to visitors?

What three words do you believe tourists use to describe Pittsburg?

Pittsburg Business Survey - Lodgings

	Glen	Lopstick	Magalloway	Mt View	Powdrhrn	Ramblwood	Robbins
10% + years open	Y 40	Y 11	Y 13.5	Y 48	Y 1	Y 24	Y 20
summer	S F P	ALL	ALL	ALL	ALL	ALL	ALL
full emp	15	3	1	2	0	3	0
part emp	3	0	0	1	1	4	0
# trav/day	35	30	VARIED	200	21	50	NR
fall							
full emp	15	3	1	2	0	3	0
part emp	3	0	0	1	1	4	0
# trav/day	25	25	VARIED	160	21	10	NR
winter							
full emp	0	3	1	2	0	3	0
part emp	0	0	0	1	1	4	0
# trav/day	0	40	VARIED	100	30	50	NR
spring							
full emp	20	3	1	1	0	3	NR
part emp	3	0	0	0	1	4	NR
# trav/day	25	25	VARIED	25	21	10	NR
seats	24	0	0	0	0	0	0
units	16	12	12	20	7	9	8
tent/RV	0	0	0	60	0	27	0
leng stay	2+	2+	2+	2+	2+	2+	2+
% ann sales							
tour	100	100	100	100	100	100	100
locals	0	0	0	0	0	0	0
busin	0	0	0	0	0	0	0
seas resid	0	0	0	0	0	0	0
5 reasons							
1	FI HT	FI HT	OUT WINT	OUT WINT	OUT WINT	OUT REC	WILD
2	R&R	HIKE	WILD	R&R	FI HT	OUT WINT	WINT
3	HIKE	WILD	R&R	WILD	EVENTS	WILD	FI HT
4	WILD	OUT WINT	HIKE	FI HT	WILD	FI HT	ATTRACTS
5	NA	WATER	FI HU	HIKE	R&R	R&R	R&R
Route sel	PITTS	PITTS	PITTS	PITTS	PITTS	PITTS	NR
Attractive	SUSTAIN	INCR	DECR	INCR	INCR	SUSTAIN	INCR
Attributes	TRANQUIL	SCENIC	VIEW	UNIN SHORE	SNOWMOB	FOR LNDS	SNOMBL
		WILDLIFE	PEACEFL	SPACE			FI, WLD
Changes	NONE	SERVICES	SIGNAGE	NO HUNT	>SERVICES	NONE	NONE
		>TO DO	INFO IN	MOOSE	ATMS		
			COLEBR		THEATER		
Desc Pitts	STEP BACK	SCENIC	GODS CTY	GODS CTY	HEAVEN	TRANQUIL	SCENIC
	NOT COMM	WILDLIFE	LAST OF KIND	PEACE/TRAI	BEAUTY	SERENE	QUIET
		PRISTINE		REJ SOUL	WHAT I	GODS CTY	RELAXA
					NEED		

Pittsburg Bus. Surv. -Lodgings & Restaurants

	Snowfield	SprceCone	Tall Timber	Timberland	Partridge	Nicky's Ctry Kitchen	Happy Cnr Café
10% + years open summer	Y	Y	Y	Y	Y	Y	Y
	6	17	19	17	30+	27	2
	ALL	ALL	ALL	ALL	ALL	ALL	ALL
full emp	NR	NR	10	10	1	5	4
part emp	NR	NR	25	1	1	NR	12
# trav/day	4	NR	65	90	NR	450	200
fall							
full emp	NR	NR	10	8	1	5	4
part emp	NR	NR	20	1	1	NR	12
# trav/day	3	NR	45	60	NR	250	160
winter							
full emp	NR	NR	10	10	1	5	4
part emp	NR	NR	24	1	1	NR	14
# trav/day	8	NR	65	80	NR	NR	240
spring							
full emp	NR	NR	10	8	1	5	2
part emp	NR	NR	20	1	1	NR	3
# trav/day	2	NR	35	70	NR	NR	60
seats	0	0	96	0	0	50	52
units	3	20	26	25	8	0	0
tent/RV	0	30	0	0	0	0	0
leng stay	2+	2+	2+	2+	2+	2+	2+
% ann sales							
tour	100	100	90	100	100	90	85
locals	0	0	7	0	0	5	15
busin	0	0	0	0	0	0	0
seas resid	0	0	3	0	0	5	0
5 reasons							
1	OUT WINT	OVER ACC	OUT WINT	R&R	R&R	WILD	WINT
2	WILD	FI HT	FI HT	FI HT	FI HT	OUT WINT	R&R
3	FI HT	WILD	WILD	OUT WINT	WILD	FI HT	WILD
4	HIKE	SEC HOME	R&R	WILD	OUT WINT	WATER	FI HT
5	R&R	OUT WINT	WATER	HIKE	HIKE	HIKE	HIKE
Route sel	PITTS	PITTS	PITTS	PITTS	PITTS	PITTS	PITTS
Attractive	INCR	INCR	SUSTAIN	SUSTAIN	INCR	DECR	INCR
Attributes	MULTI USE LANDS	NR	RECR OPPOF LAND ACCESS	LAKES	OUTDOOR LAKE SHR	SNOWMO FI HUNT	WILDLF LAKE SHR
Changes	TRAILS MT BIKING RENT+SERV	NONE	LODGING RESTAUR	NONE	NONE	MORE TO DO IN SUMMER	NONE
Desc Pitts	PEACEFUL BEAUTY PRISTINE	GREAT NORTH WOODS	WILDLIFE PEACEFUL OLD FASH	PEACEFUL BEAUTY GETAWAY	BEAUTY PEACEFUL RELAXNG	IT'S GOD'S COUNTRY	GDS CTRY PEACEFUL NATURAL

S. / -Lodgings & Restaurants

San St Eat	Moriah's Rest
Y	Y
3	13
ALL	ALL
1	5
8	7
NR	100
1	5
8	7
NR	60
1	5
8	7
NR	70
1	5
8	7
NR	70
81	55
0	0
0	0
2+	2+
79	75
15	15
1	0
5	10

WINT	R&R
HT	OUT WINT
HOME	FI HT
WILD	2ND HOME
WKE	WILD
PITTS	PITTS
ECR	SUSTAIN
PEN	BEAUTY
WLDNR	UNINHAB
ONE	RETAIN
	PROTECT
	GUIDELINES
AUTY	GOD'S
TURAL	CNTRY
WILD	

Pittsburg Business Survey - Retail & Services

	Perry Str. Land&Lumb	Moose Aly Cones	Fuller Photo	Warick Mgmt	Wildrnss Cycle
10% + years open summer	Y	Y	Y	Y	Y
full emp	13	7	8	10	5
part emp	ALL	S	ALL	ALL	S F P
# trav/day	4	0	1	10	3
fall	0	3	0	1	0
full emp	NR	160	5	0	10
part emp	0	0	1	10	3
# trav/day	4	0	0	1	0
winter	NR	NR	5	0	5
full emp	0	0	1	10	0
part emp	4	0	0	1	0
# trav/day	NR	NR	5	0	0
spring	0	0	1	10	3
full emp	4	0	0	1	0
part emp	NR	NR	5	0	5
# trav/day	0	0	0	0	0
seats	0	0	0	0	0
units	0	0	0	0	0
tent/RV	0	0	0	0	0
leng stay	2+	NR	2+	2+	2+
% ann sales					
tour	30	80	50	0	70
locals	10	10	50	35	10
busin	10	0	0	0	0
seas resid	50	10	0	65	20
5 reasons					
1	ATTR	R&R	NR	OUT WINT	OUT WINT
2	R&R	HIKE		2ND HOME	2ND HOME
3	OUT WINT	DRIVES		FI HT	FI HT
4	FI HT	WILD		WILD	WILD
5	2ND HOME	FI HT		LODGE	R&R
Route sel	PITTS	PITTS	PI+THR	PITTS	PITTS
Attractive	INCR	INCR	INCR	INCR	INCR
Attributes	LAKE/STR MT VIEWS	EVRYTHG	EVRYTHG	SNOWMO	OPN PAPER LANDS
Changes	>LODGES	NONE	NONE	MORE RECR MORE TRAIL\$	IMPR MEAN >VISITS
Desc Pitts	RELAXING TRAILS FI HUNT	BEAUTY PEACEFUL RELAXING	NR	NATURAL RECREAT SCENIC	WILDRNS LAKES PRISTINE

Larry Lamere (logger)

-tourism won't affect him

-if state buys land . . . no good . . . land all tied up . . . too long to decide what to do with it . . . inefficient management

Indian Stream Farm (John Amey)

-tourism makes taxes affordable

-however, not hoping for expansion . . . fluctuation in population puts strain on EMS services that rely on volunteer help

-more weekend population would force the town to provide more services . . . police

-if state buys land, he will come under pressure to make his land available to ATV's . . . concerned that ATV's will produce damage and leave gates open

-steady decline in farming . . . only 2 dairy farms left in Pittsburg

-he has award winning farm

Jean Burrill (Selectwoman and owner of Arctic Cat/Granite State Power Equip.)

-increase in tourist dollars over past few years . . . especially during winter

-last year was a big year . . . also, big snow year

-Canadian visitors not a factor

-during last 8-10 years, there has been a noticeable increase in business for retailers

-since 1985, she has seen no foreclosures and no change of ownership of businesses

-most business growth has occurred within the existing businesses, but a few new businesses have sprung up, particularly snowmobile oriented

-land and building ownership has increased contractor business

Tall Timbers Lodge (Tom Caron)

-most important aspect of economy is tourism

-has noticed a decrease in the amount of logging

-major growth in business in past 5 years . . . attributed to state developing snowmobile trail system . . . state pays for up to 8 groomers @ 40 hours per week

-75% return of snowmobilers

-past winter was best ever (big snow year)

-Canadian business has dropped throughout later 90s and is now not really a factor

Don Tase (International Paper)

-has no hard data, but believes that the number of contractors in the area has remained the same; however, the number of employees has decreased steadily since the early 1990s

Fiscal Port of Entry Data – Pittsburg, NH
2001 (FY 2001, 11 months)

Total Admitted Oct. 1 – Aug, 2001:	24,506
Total United States citizens:	16,930
Total Aliens:	7,576
U.S. Tourists admitted:	NA*
Alien Tourists admitted:	6,025

* only the number of U.S. citizens reporting for entry at the port-of-entry has been determined

Pittsburg Business Survey - Retail & Services

	Perry Str. Land&Lumb	Moose Aly Cones	Fuller Photo	Warick Mgmt	Wildrnss Cycle
10% +	Y	Y	Y	Y	Y
years	13	7	8	10	5
open	ALL	S	ALL	ALL	S F P
summer					
full emp	4	0	1	10	3
part emp	0	3	0	1	0
# trav/day	NR	160	5	0	10
fall					
full emp	0	0	1	10	3
part emp	4	0	0	1	0
# trav/day	NR	NR	5	0	5
winter					
full emp	0	0	1	10	0
part emp	4	0	0	1	0
# trav/day	NR	NR	5	0	0
spring					
full emp	0	0	1	10	3
part emp	4	0	0	1	0
# trav/day	NR	NR	5	0	5
seats	0	0	0	0	0
units	0	0	0	0	0
tent/RV	0	0	0	0	0
leng stay	2+	NR	2+	2+	2+
% ann sales					
tour	30	80	50	0	70
locals	10	10	50	35	10
busin	10	0	0	0	0
seas resid	50	10	0	65	20
5 reasons					
1	ATTR	R&R	NR	OUT WINT	OUT WINT
2	R&R	HIKE		2ND HOME	2ND HOME
3	OUT WINT	DRIVES		FI HT	FI HT
4	FI HT	WILD		WILD	WILD
5	2ND HOME	FI HT		LODGE	R&R
Route sel	PITTS	PITTS	PI+THR	PITTS	PITTS
Attractive	INCR	INCR	INCR	INCR	INCR
Attributes	LAKE/STR	EVRYTHG	EVRYTHG	SNOWMO	OPN PAPER
	MT VIEWS				LANDS
Changes	>LODGES	NONE	NONE	MORE RECR	IMPR MEAN
				MORE TRAIL€	>VISITS
Desc Pitts	RELAXING	BEAUTY	NR	NATURAL	WILDRNS
	TRAILS	PEACEFUL		RECREAT	LAKES
	FI HUNT	RELAXING		SCENIC	PRISTINE

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