

MOUNTAIN BIKE TOURISM GUIDE

A guide to offering a world-class
welcome for mountain bike guests



Use our assessment tool to see
what improvements you can
make to enrich your offering for
mountain bike guests.
scottishmtbtourism.com/self-assessment



WELCOME TO OUR GUIDE

Graeme McLean
Head of Developing
Mountain Biking
in Scotland (DMBinS)

On behalf of Developing Mountain Biking in Scotland (DMBinS), thank you for taking the time to read our Mountain Bike Tourism Guide.

Global adventure tourism is on the up and up - with mountain biking making up a significant part of the growing demographic. In Scotland, not only can we cater to this market with our breathtaking natural scenery and some of the best mountain bike trails in the world, but we believe we can become the premier destination for European mountain bike tourism.

From the hotels mountain bikers stay in and the cafés and restaurants they visit to the tour operators they rely on to plan the perfect trip, mountain bikers already contribute to our local economy in various ways. And with the support of local businesses such as yourself, we see an enormous opportunity for growth.

However, we understand that many businesses may not know how to support this growing market. That's where our guide comes in!

Providing you with the advice and support you need, this guide aims to help you put the plans and infrastructure in place to provide a positive and memorable experience for your mountain bike guests.

Alongside our advice pages and handy checklist, you'll also find some essential facts and figures relating to the mountain biking sector, as well as testimonies from Scottish businesses who have already reaped the benefits of catering to mountain bike tourists.

Beyond our guide, our website **scottishmtbtourism.com** is filled with even more information to help you increase your knowledge of mountain bike tourism.

Again, thank you for taking the time to read our guide, and we look forward to working with you to give our mountain biking tourists the world-class welcome Scotland is famous for!

Developing Mountain Biking in Scotland (DMBinS) is a small team with big ambitions. The voice of the Scottish mountain biking community, DMBinS strives to make a lasting impact in improving and supporting mountain biking in Scotland. dmbins.com

ADVENTURE TOURISM & THE ECONOMY

Adventure tourism has gone from strength to strength and has enjoyed significant growth in recent years. According to reports, the market is set to expand further, leading to an even more substantial contribution to the global and Scottish economies.



\$444.85bn

Estimated value of adventure tourism globally in 2016¹

£105m

Mountain biking's contribution to the Scottish economy in 2015⁵

\$1,335bn

Projected value of adventure tourism globally in 2023²

£158m

With strategic investment and support, mountain biking's estimated contribution to the Scottish economy as of 2025⁶

\$147.24bn

Estimated global market for bike products by 2025³

1.3%

Economic contribution of mountain biking tourism, at a Scottish level, to overall GVA or GDP associated with day and overnight visitor spending⁷ (To compare, golf contributes 3.2%)

30m

Estimated number of bikes sold per year in Europe by 2030 (More than twice the number of passenger cars currently registered per year in the EU)⁴

1.2m

Bed/Nights per annum⁸

¹ Allied Market Research - 'Adventure Tourism Market by Type, Activity, Type of Traveler, Age Group, and Sales Channel: Global Opportunity Analysis and Industry Forecast, 2017-2023', January 2018

² Allied Market Research - 'Adventure Tourism Market by Type, Activity, Type of Traveler, Age Group, and Sales Channel: Global Opportunity Analysis and Industry Forecast, 2017-2023', January 2018

³ Fortune Business Insights - 'Bicycle Market Size, Share & COVID-19 Impact Analysis, By Type (Road, Mountain, Hybrid and Others), Technology (Electric and Conventional, End-User (Men, Women, and Kids), and Regional Forecast 2020-2027', December 2020

⁴ Cycling Industries Europe - 'New European Cycling Industry Forecast Shows Huge Growth in Bike and E-Bike Sales', 2 December 2020 (<https://cyclingindustries.com/news/details/new-european-cycling-industry-forecast-shows-huge-growth-in-bike-and-e-bike-sales>)

⁵ Frontline Ltd Report - 'Estimating the Holistic Value of Scotland's Mountain Bike Sector', November 2016

⁶ Frontline Ltd Report - 'Estimating the Holistic Value of Scotland's Mountain Bike Sector', November 2016

⁷ Scottish Government - 'Tourism in Scotland: the economic contribution of the sector', 24 April 2018 (<https://www.gov.scot/publications/tourism-scotland-economic-contribution-sector/pages/5/>)

⁸ Great Britain Tourism Survey (GBTS) 2017-2019 average of Domestic Overnight Trips to/in Scotland Involving Cycling and Mountain Biking

LEADING EUROPEAN MOUNTAIN BIKING

Scotland already provides the perfect backdrop for an unforgettable mountain bike experience with its awe-inspiring landscapes and natural beauty.

However, we believe that Scotland can become a leader in mountain biking tourism through innovative product development and tourism, participation and sport development, and sustainable trail development and management. Our goal is to establish Scotland not just as a popular option but as the 'International Destination of Choice' for mountain bikers worldwide.

THE INTERNATIONAL DESTINATION OF CHOICE FOR MOUNTAIN BIKING

Scotland is a popular choice for visitors for many reasons. By building on its strengths, we believe Scotland can be positioned as the first-choice destination for mountain bike tourists, both national and international.

As part of a more comprehensive strategy for developing mountain biking in Scotland, two premier mountain biking destinations - one at either end of the country - will act as a powerful draw. It creates destinations as compelling as Hawaii for surfers or the Alps for skiers and snowboarders.

To the North, Fort William & Lochaber is a favoured mountain bike destination that has hosted the UCI Downhill World Cup since 2002. To the South, the Tweed Valley's new trail developments and

combined Bike Park/Innovation Hub provides a strategic location close to Scotland's busiest airport in Edinburgh.

By continuing to invest in world-class infrastructure and trails within these areas, we feel these two key destinations provide the necessary gateways for mountain biking tourists to explore other destinations all over Scotland - resulting in extended stays.

The interest and activity generated by these two 'premier destinations' will also cascade down to four 'priority destinations' - Dumfries & Galloway, Perthshire, The Cairngorms, and the North of Scotland - as well as two 'emerging destinations' - Glasgow/Loch Lomond & The Trossachs National Park and Aberdeenshire.



WE NEED YOU!

Local businesses play a key role in establishing Scotland as the international destination of choice for mountain biking. After all, the experience of tourists primarily comes down to their interactions with local people and businesses.

We are here to support local businesses all over Scotland so we can all benefit from this growing market by improving the customer journey for visiting mountain bikers.

As you'll see from the advice outlined in our guide, these can be simple tweaks or more extensive changes depending on the level your business wants to invest. And don't forget, our guide is just the starting point. You can also visit us at scottishmtbtourism.com to find even more support and guidance.

Now, let's get started!

THE MOUNTAIN BIKING CUSTOMER JOURNEY



Like any guest, mountain bikers have different needs depending on the time of day. By looking at an example timeline of a mountain biker, you can adjust the customer journey to make them feel welcomed and taken care of throughout their stay in Scotland.

08:00

Mountain bikers appreciate a hearty and healthy breakfast to set them up for a day on the trails.

09:00

You may wish to ask where they are choosing to ride and, using your local knowledge, give appropriate advice on trails or local cafés located on, or near, their destination. If they are heading out for a long adventure, you may wish to offer them a packed lunch.

N.B. At this point, particularly if they're going out alone, it might also be helpful to ask your guests if they have sent their route and expected time of return to a trusted contact, a 'late back' person. This 'late back' procedure is good practice for all mountain bikers to ensure that emergency services can be contacted if they fail to return at a specified time. You may wish to act as a 'late back' contact for your guest. More information and advice on this procedure and other helpful details can be found in the 'Do The Ride Thing' guidance. dmbins.com/do-the-ride-thing/riding-into-the-wild

13:00

As well as providing good quality and locally sourced food, cafés and restaurants can excel at catering for mountain bikers and other cyclists by providing a place to lock up their bikes securely. In addition, offering basic washing facilities, sharing knowledge, and providing some essential repair equipment will add to their experience.

18:00

Mountain bikers will ride in all weathers and they, and their bikes, usually get very muddy. Having a sheltered bike wash facility - including a hose, some cleaning products and cloths - provides mountain bikers with all they need to clean off the dirt and grime of a day's ride.

Access to essential pieces of kit can also be a lifesaver for mountain bikers who may have accidentally left something at home. And once their bike is clean, secure and lockable storage is essential to keep it safe and ready for the next adventure.

18:30

It's not just bikes that benefit from a good scrub after a day on the trails! You can help your mountain bike guests by making them feel welcome, whatever state they are in. Make it easy for them to start getting cleaned up as soon as they return from a ride by providing clean towels at the door and perhaps plastic buckets for wet kit, shoes and outerwear.

19:00

Providing laundry and drying facilities can really make a difference to your mountain bike guests' experience. This can either be in a dedicated room where guests can do this themselves or a service you offer at a cost. This service can also be available to walkers, road cyclists and other adventure tourists.

20:00

And, relax. Your mountain bike guests will be keen to rest, enjoy some good grub, and a few drinks. A good choice of locally sourced food and drink - particularly locally-brewed beer, locally-sourced gin and a selection of whiskies - will ensure they're sufficiently fed and watered after a long day. If you can provide these in a comfortable, spacious area, guests can unwind, relay their adventures and plan their next ride.

23:00

Whether gearing up for their next adventure or just the journey home, a comfortable bed and restful surroundings will ensure they start the next day well-rested.

CASE STUDY: THE TONTINE HOTEL, PEEBLES

You'd be forgiven for thinking the Tontine Hotel in Peebles, a 200-year old, ex-coaching inn, may not easily cater to mountain biking/adventure tourists. But Kate Innes, along with her husband and daughter, worked hard to make it happen.

"Mountain bikers are fantastic guests. They tend to stay in groups and are undemanding. If they have secure bike storage, a comfortable bed and some good food (often in sizeable portions), they tend to leave happy. However, we still do our utmost to ensure their stay is memorable."

The secure bike storage element was crucial to the hotel in accommodating this growing market. They used a grant from Developing Mountain Biking in Scotland (DMBinS) to complete the necessary work and make it a reality.

"With our grant from DMBinS, we were able to build gates within our garage - supplying the required bike storage for our guests. With individual locks and CCTV, we're proud to say we have super secure bike storage."

And once the bikes are safely locked away for the night, it's time for riders to relax and unwind.

"We provide them with great food, beers, wines and cocktails. Then, after a good night's sleep, we serve up hearty breakfasts, and it helps to offer these early for those who want to get out on the trails as soon as possible."

Tweed Valley is a key destination for mountain biking and a hotspot for events like the Enduro World Series and TweedLove. And Kate knows how important it is to capitalise on these popular events.

"Being a part of the GoTweed Valley consortium means we've been introduced to the event providers who host these fantastic events each year. By maintaining regular contact with them, we can plan for the arrival of event visitors."

"This can be as simple as providing early breakfasts or preparing for any special dietary requirements in advance so that riders can get out to the events and make the most of their day."

"The consortium has been a brilliant resource for us as it has also introduced us to cycling-related businesses located in and around Peebles. We can collaborate with businesses and organisations like Bespoke Cycles, Adrenaline Uplift, Dirt School and Ridelines to provide a first-class welcome for our mountain biking guests."

Find out more - [tontinehotel.com](https://www.tontinehotel.com)



“With our grant from DMBinS, we were able to build gates within our garage - supplying the required bike storage for our guests.”

LOCAL KNOWLEDGE



“Even if you don’t know much about your surrounding mountain bike trails, providing information about local landmarks, great eating spots, and local facilities will really benefit your visitors.”

Most experienced mountain bikers will arrive primed and ready to take on the trails.

Though they may have a reasonably detailed plan, there's always the possibility of uncovering hidden gems. And who knows more about where to find those than a local business?

Whether your guests plan to ascend to a scenic viewpoint, explore an important historical site, connect with nature, or just want to know where they can grab a good cup of coffee, providing nuggets of local information can improve their overall experience.

HOW CAN YOU HELP?

You may already know a lot about mountain biking and feel comfortable sharing your endless wisdom with your visitors. Fantastic!

However, there's no need to worry if you're not a mountain biking expert. Giving some essential information and trusted resources can still go a long way.

ESSENTIAL KNOWLEDGE

Even if you don't know much about your surrounding mountain bike trails, providing information about local landmarks, great eating spots, and local facilities will really benefit your visitors.

It can also help to have some essential resources on hand that they can reference themselves, for example:

- Maps of mountain bike trails and road routes
- Flyers for local restaurants, cafés and takeaways
- Information on local bike shops and bike hire facilities
- Information on local guiding companies

LEVEL UP!

Knowledge is power, as they say. The more you know, the more you can share with your guests to help make their trip memorable for the right reasons.

Knowing about surrounding trails, including difficulty levels, length of the ride, etc., can prove very useful for novice and expert riders alike.

Beyond this, you might also consider:

- Learning some interesting facts about local landmarks and historically exciting areas (bonus points for any obscure ones they may not have read in guide books!)
- Speaking with your local bike shop to understand what services they offer and additional knowledge they might be able to share with your guests
- Keeping a stock of mountain biking magazines and literature in your communal areas

MORE INFORMATION

There is a wealth of information out there about mountain biking in Scotland.



Visit **dmbins.com/ride-guide** to learn more about mountain bike facilities in your area.

BIKE WASHING FACILITIES



“By providing even basic bike washing facilities, you can contribute to a mountain biker’s positive experience with your business.”

Riders and their bikes see it all. And we're not just talking about breathtaking scenery.

Used to battling the elements, mountain bikers are rarely put off by a spot of "bad weather". So that glistening bike that ventured out in the early hours of the morning often ends up completely caked in mud by the end of the day.

Bikes need to be cleaned regularly, as removing the built-up dirt and grime keeps a bike's components running smoothly. Take care of your bike, and it will be your trusty companion for years to come.

HOW CAN YOU HELP?

By providing even basic bike washing facilities, you can contribute to a mountain biker's positive experience with your business.

We've provided some suggestions for what you'll need, and your local bike shop will be happy to help get you started.

Cafés & Restaurants: You may expect bike washing facilities to be just for hotels. However, cafés and restaurants can also contribute to the rider's experience by providing essential facilities - perfect for a coffee, cake and clean.

BIKE WASHING ESSENTIALS

First, you'll need a small external area (around 2m x 2m), giving the rider enough room to clean their bike and rinse it off with a hose. Ideally, the area will be sheltered from any cold winds.

In your bike washing area, include:

- A hose, ideally with a jet nozzle (cold water is fine)
- Basic cleaning products
- A brush
- A sponge
- Some drainage

LEVEL UP!

Though basic facilities are excellent, adding extra elements to your bike washing area can set you apart. This can include:

- Hot water with a bucket and soap
- A wide range of cleaning brushes, specifically for wheels, chains, sprockets, spokes, discs and hard-to-reach areas
- A variety of bike lubes for dry and wet conditions
- Water displacer products to prevent rust and corrosion

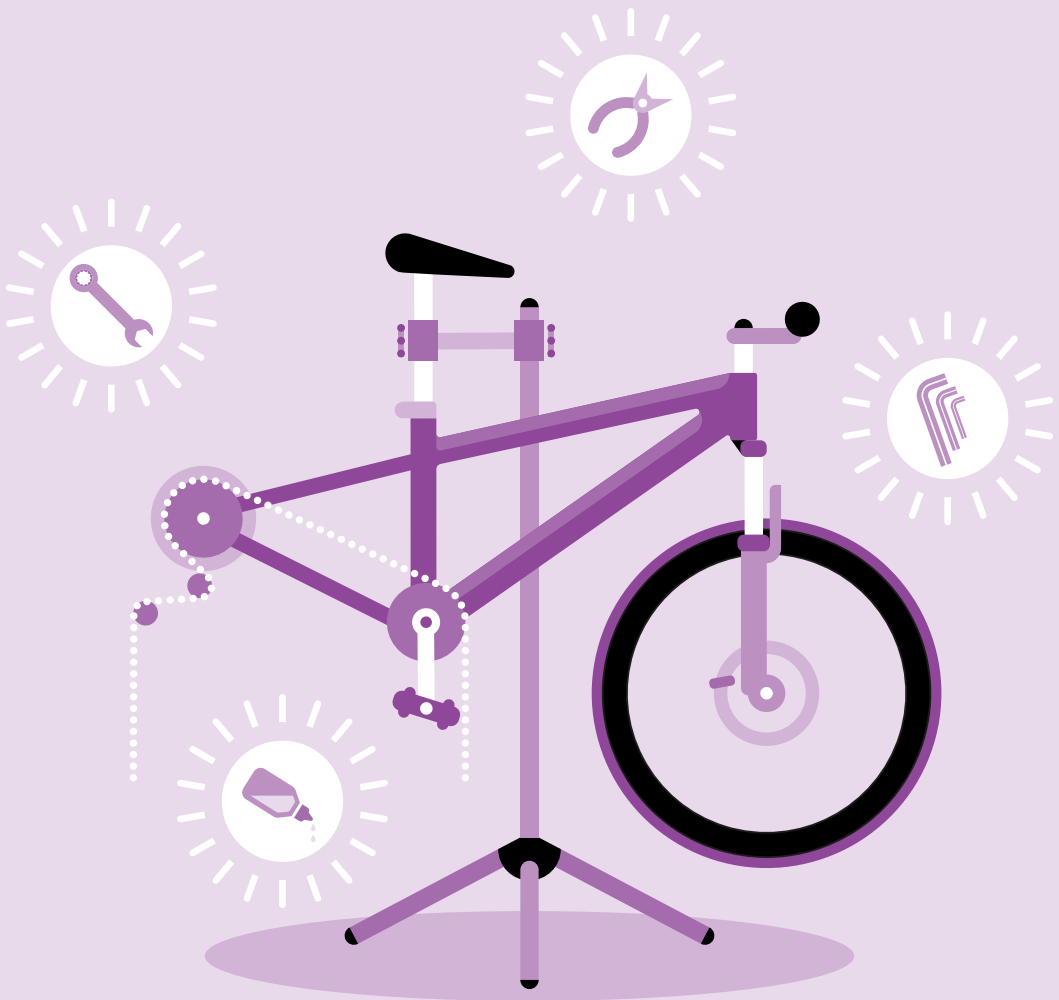
MORE INFORMATION

Your local bike shop will help you find the products you need to get started. It may even be worth speaking to them about buying at a discount so you can sell the products directly to your customers.



Want to know if your bike washing facilities hit the mark? Try our self-assessment tool at **scottishmtbtourism.com** to find out.

BIKE MAINTENANCE



“Having a few essentials on hand, you can help ensure your guests enjoy their ride and get home safely.”

Whether entry-level or expert, bikes can take a beating on the trails.

Maintaining all mountain bike components ensures the bike runs smoothly for as long as possible and ensures the rider's safety.

Though a mechanic's workshop worth of equipment won't be required, riders appreciate having access to the necessary tools and equipment needed to maintain and fix their bikes.

And don't worry about knowing the in's and out's of bike repair. Riders are going to know how to fix and maintain their bikes - they might just need the tools to make it happen.

HOW CAN YOU HELP?

Most experienced riders will arrive prepared. However, just like packing for a holiday, it's easy to leave something behind by accident.

The full range of kit to cover every imaginable scenario often isn't required, but by having a few essentials on hand, you can help ensure your guests enjoy their ride and get home safely.

BIKE MAINTENANCE ESSENTIALS

Likely, your guests will already have the know-how to fix a myriad of issues, so keeping a stock of essential bike maintenance tools is probably all they'll need. This can include:

- A track pump (otherwise known as a floor pump) for inflating tyres
- A basic puncture repair kit
- Rubber gloves and microfibre cloths to avoid oily bikes (and hands!)
- A small selection of screwdrivers and hex keys (often available as a multi-tool)

LEVEL UP!

For riders who would happily work on their bike from dawn until dusk, or for those more intensive repair jobs, you might want to think about adding a few extras, including:

- A bike stand for easier access
- Tyre levers
- Wire cutters and pliers
- A bike toolbox
- Selling spare inner tubes, chain links and lube

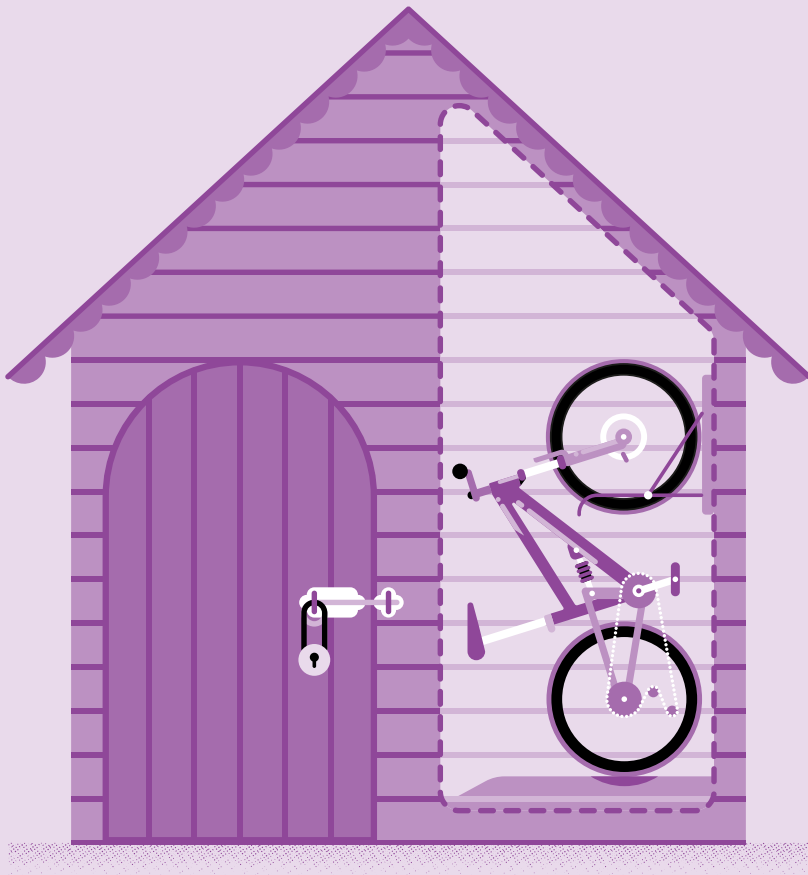
MORE INFORMATION

Local bike shops are a fantastic resource for all the tools, equipment and knowledge you'll need to get started.



How do your bike maintenance facilities measure up? Visit **scottishmtbtourism.com** and fill out our self-assessment questionnaire and find out.

BIKE STORAGE



“When it’s time for your guests to rest after a long day, they want to know that they can store their bikes safely and securely overnight.”

When it's time for your guests to rest after a long day, they want to know that they can store their bikes safely and securely overnight.

By designating an area for secure bike storage, you'll not only be providing reassurance for mountain bikers but also for guests participating in hiking, skiing, golfing, and any other outdoor activity you can think of.

HOW CAN YOU HELP?

It may seem like a large outlay to provide a specific space for bike storage if you don't already have an area you can repurpose. And even if you do, upgrading the space to maximise safety can also seem expensive and time-consuming.

However, grant schemes are in place to help, including the 'Developing Mountain Biking in Scotland MTB Secure Storage Grant Scheme', which offers up to £500 for accommodation providers in Scotland.

Cafés & Restaurants: Though overnight storage won't be required, your patrons might like to lock their bikes up outside while they enjoy some refreshments. Consider providing a bike rack with free locks to put their minds at ease.

BIKE STORAGE ESSENTIALS

Though the maximum level of security is preferred, providing a secure and lockable area is a big step forward. Where possible, the storage area should:

- Be secure and lockable
- Provide the appropriate amount of clearance to avoid damage to bikes
- Be located in a convenient, easily accessible and well-lit area
- Be dry with no risk of leaks or flooding
- Include free, personal bike locking

LEVEL UP!

If you want to amp up your security, you can implement a range of measures for complete peace of mind. This can include:

- Lockers to store equipment
- CCTV
- Steel reinforced doors
- An alarm system

Guests should also be encouraged to sign up to the Veloeye Bike Safety Community (veloeye.com), which allows their bikes to be tracked using a unique QR code.

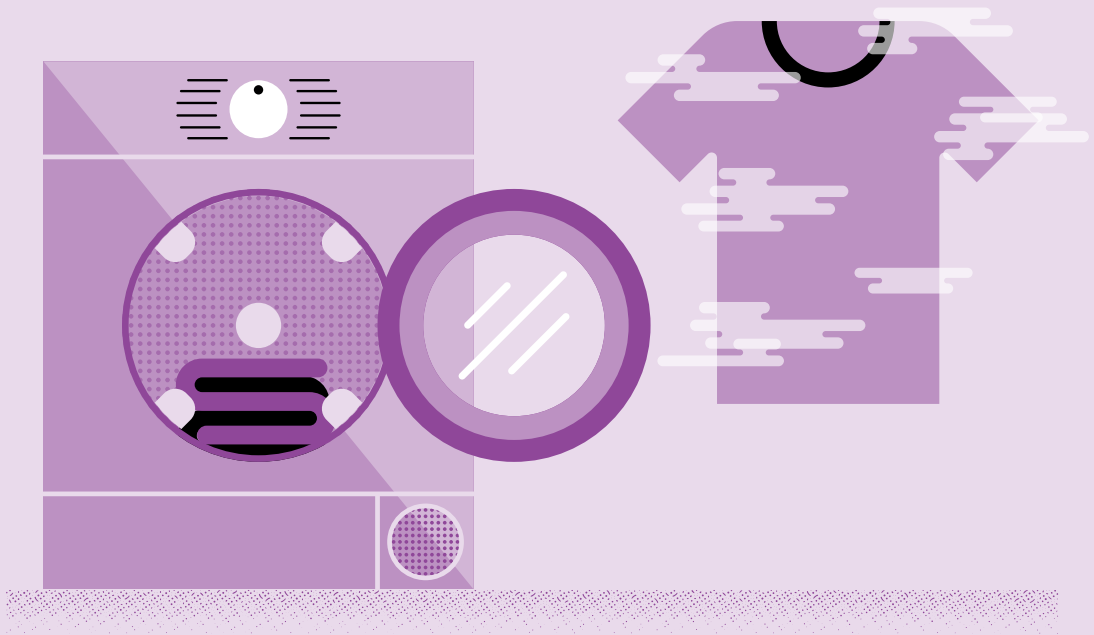
MORE INFORMATION

Bike storage can seem like quite an investment, but a range of grant schemes are available for the hospitality industry to help build secure facilities regardless of business size.



Have you got your MTB tourists covered? Use our self-assessment tool at **scottishmtbtourism.com** to find out.

LAUNDRY & CLEANING FACILITIES



“Some of the essential items you can provide for mountain biking guests can benefit all your other guests.”

If your staff have spent the day cleaning and polishing, a mud-and-rain-soaked rider strolling up the path can be a worrying sight.

However, by putting a few things in place, you can avoid diverting your guests to the service entrance or hosing them down before entry!

HOW CAN YOU HELP?

Your main aim is always to ensure a positive experience for your guests, and this extends to whatever state they come back in after a long day of hitting the trails.

By implementing small measures on their immediate return, you can ensure they feel more comfortable the minute they step back through your doors, while maintaining the cleanliness of your accommodation for all other guests.

Cafés & Restaurants: It may not be showers and laundry that your visitors are looking for when they step onto your premises. But providing basic facilities where riders can clean their shoes and hang up any wet outerwear can improve their experience and help prevent more cleaning.

LAUNDRY & CLEANING ESSENTIALS

Some of the essential items you can provide for mountain biking guests can benefit all your other guests. This is particularly true for your guests who will be participating in other adventure activities such as hiking, trail running, skiing or snowboarding.

Basic considerations can include:

- Easy to clean flooring and upholstery
- Plastic buckets/large plastic bags for wet kit, shoes and outerwear
- Clean towels for drying off
- Offering to wash and dry clothes ready for the next morning (paid-for service)

LEVEL UP!

If you want to give your adventure sports guests the five-star experience, you can also consider providing:

- A drying room with a dehumidifier
- A shoe/boot warmer rack
- Showers located immediately within the premises
- Lockers with individual keys
- Washing machines and tumble dryers

MORE INFORMATION

Whether you're a mountain biker or not, we all know the feeling of coming in from the wind and rain. Providing the small touches mentioned might not seem that big, but these small gestures can make guests feel immediately welcome and comfortable throughout their stay.



Have you got your MTB tourists covered? Use our self-assessment tool at **scottishmtbtourism.com** to find out.

REST & RELAXATION



“Just as you would cater to all your guests, rest & relaxation is essentially the same for riders.”

We all enjoy a bit of R&R. And for mountain bikers, it's vital.

Saddling up for a day of challenging trails and rough terrain can put tremendous strain on the body. So, setting themselves up for the day and post-ride recovery are essential.

HOW CAN YOU HELP?

Just as you would cater to all your guests, rest & relaxation is essentially the same for riders.

By providing comfortable spaces where they can rest their weary heads (and legs) as well as the food that will help them recover and fuel up, you'll be giving mountain bike guests all they need to rest up and avoid injury.

Cafés & Restaurants: Suitable meals and snacks are an essential component of any successful bike ride. Those making a mid-ride stop will be looking for snacks to keep their energy levels up. Sometimes a slice of cake can provide the much-needed sugar rush to see them through the afternoon.

REST & RELAXATION ESSENTIALS

You will already be providing many, if not all, of the items listed below. However, providing the basics will help your mountain bike guests rest and get themselves set up for another day of adventures (or just the journey home).

- A communal space for guests to relax and unwind
- A comfortable bed
- Breakfast options incorporating slow-release carbs (porridge, omelettes, etc.)

LEVEL UP!

If you want to give your guests even more R&R options, how about some off-bike recuperation?

- High-protein snacks for their post-ride return
- Sports massage (either in-house or from a recommended trusted provider)
- Hearty evening meals with plenty of high-quality carbs and proteins (we also recommend providing a good vegan option on the menu)
- Selection of local craft beers, spirits (local gins and whiskies) and non-alcoholic drinks for a relaxing after-dinner tipple

MORE INFORMATION



Are you providing MTB guests with a relaxing visit? Then, head to **scottishmtbtourism.com** and complete our self-assessment questionnaire to see how you compare.

CASE STUDY: RAVENSCRAIG GUEST HOUSE, AVIEMORE

When Scott Burns-Smith took ownership of the Ravenscraig Guest House, mountain bikers and other adventure tourists were not at the front of his mind. However, Scott quickly began to see the opportunity in this lucrative market.

"When we began to look at our cycling visitors, in particular, we found that we'd had 600 mountain biking guests staying with us in 2019. We had no idea the number was so large, and from then on, we knew that if we could provide them with the right facilities, we could encourage repeat business."

Proud of the warm Highland welcome they provide for all guests, Scott's goal was to ensure that Ravenscraig extended this to mountain bikers.

"We brought in a range of facilities to make their stay more comfortable, including secure bike storage and a bike wash bay area with some essential cleaning products."

"Being based in Scotland, we knew we'd see bikers returning caked in mud or soaked to the skin. By providing a laundry hut and drying room, we make sure they feel welcome regardless. There's no sending people round the back to hose off here!"

And though it may seem drastic to make these changes, Scott maintains that catering to this growing market only requires a few minor tweaks and a shift in mindset.

"By making changes to our guesthouse to improve the experience for mountain bikers, we were essentially building on what we already offer. It was mainly about looking at their specific journey throughout their stay and providing the extra elements to make them more comfortable."

"For example, our wash bay area is easy for other accommodation providers to replicate. You can pick up cleaning products, brushes and sponges from the local supermarket. It's a minor tweak that goes a long way!"

"We've seen that even small changes can make a huge difference as we now welcome mountain biking visitors back throughout the year. And that's also the beauty of mountain biking - it's not as seasonal as other adventure sports. This is reflected in our bookings where we welcome cyclists every month, giving us the ability to grow in shoulder months where we might have otherwise been quieter."

Find out more - ravenscraighouse.co.uk



“By making changes to our guesthouse to improve the experience for mountain bikers, we were essentially building on what we already offer.”

YOUR MOUNTAIN BIKING COMMUNITY

Providing a world-class welcome for mountain biking and adventure tourists takes a whole community working together.

By linking up with other local businesses, industry organisations, and local community groups, you can help provide a fully-inclusive service for mountain bikers.

TRANSPORT PROVIDERS

From your local cabby to the national rail service, having the contacts or information for nearby transport links can help you provide guests with everything they need to get around when they're not on two wheels.

LOCAL GUIDES AND SKILLS INSTRUCTORS

Whether it's mountain bike training or guided trails, recommending trusted experts can help people of all ages and experience levels navigate the trails and have a great day out.

BIKE HIRE COMPANIES

You may have some novice riders who want to try mountain biking for the first time. Directing them to a reputable and knowledgeable bike hire company gives them the equipment and advice they need for a safe day out.

BIKE SHOPS

Treasure troves of equipment and information, your local bike shop is a valuable resource that you can use and direct your visitors to. You could even consider buying some stock at a discount to sell to guests yourself.

BIKE EVENTS

Mountain biking events take place at key destinations around Scotland throughout the year. Providing great days out for riders and spectators alike, you may want to get in touch with

the event providers to link up your services and consider how you could add value to the event. Visit dmbins.com/events for more information.

TRAILS ASSOCIATIONS

Trails Associations are working hard to provide the star attraction for your guests - the trails. Consider donating to your local group, following them on social media, helping promote digs to visitors, or hosting their meetings.

DEVELOPING MOUNTAIN BIKING IN SCOTLAND (DMBinS)

The voice of the Scottish mountain bike community, DMBinS provides all the resources businesses need to set themselves up as "bike-friendly". Visit dmbins.com to find out more.



CHECKLIST

We've compiled all suggestions from this guide into a handy checklist for you to assess your current facilities. This is by no means an exhaustive list, and if you can think of more suggestions, we'd love to hear them.

LOCAL KNOWLEDGE (PAGE 12)

- ☐ Trail and road maps
- ☐ Flyers for local businesses
- ☐ Local bike shops contact details
- ☐ Bike hire facilities information
- ☐ Local area facts and stories
- ☐ Knowledge of local bike shop services
- ☐ Mountain biking magazines and books

BIKE WASHING FACILITIES (PAGE 14)

- ☐ Hose
- ☐ Basic cleaning products
- ☐ Brush
- ☐ Sponge
- ☐ Drainage
- ☐ Hot water with a bucket and soap
- ☐ Bike lubes
- ☐ Wide range of cleaning brushes
- ☐ Water displacer products

BIKE MAINTENANCE (PAGE 16)

- ☐ Track pump
- ☐ Basic puncture repair kit
- ☐ Rubber gloves and microfibre cloths
- ☐ Screwdrivers and hex keys
- ☐ Bike stand
- ☐ Tyre levers
- ☐ Wire cutters and pliers
- ☐ Bike tool box
- ☐ Spare parts/lube for sale

BIKE STORAGE (PAGE 18)

- ☐ Secure and lockable
- ☐ Convenient, easily accessible and well-lit
- ☐ Clearance to avoid damage to bikes
- ☐ Dry with no risk of leaks or flooding
- ☐ Free, personal bike locking
- ☐ Lockers
- ☐ CCTV
- ☐ Steel reinforced doors
- ☐ Alarm system

LAUNDRY & CLEANING FACILITIES (PAGE 20)

- ☐ Easy-clean flooring and upholstery
- ☐ Plastic buckets/bags for wet kit
- ☐ Clean towels on arrival
- ☐ Laundry services
- ☐ Drying room
- ☐ Shoe/boot warmer rack
- ☐ Showers near entrance
- ☐ Lockers on premises
- ☐ Washing machines/tumble dryers

REST & RELAXATION (PAGE 22)

- ☐ Communal space for relaxing
- ☐ Comfortable beds
- ☐ Breakfast options with slow-release carbs
- ☐ High protein snacks
- ☐ Hearty evening meals
- ☐ Selection of drinks
- ☐ Sports massage



Funded By



Highlands and Islands Enterprise
Iomairt na Gàidhealtachd 's nan Eilean



City-Region Deal
Cùmhnant Baile-Roinne