



Recreational Outfitter and Guides

Unless you live here or are an experienced outdoors person, it's nearly impossible to safely access our beautiful mountains, trails, and lakes. Visiting tourists to our area need help safely exploring nature. We need a year-round "outfitter".

An outfitter is a tour company that provides trained guides and naturalists with first aid and safety certifications that can take people on outings to hike, bike, kayak, cross country ski, snowmobile, ice fish, etc. The business owner doesn't need to run all of the activities themselves. They can contract to individual guides or other companies for the activities. But they "package" and promote the activities. A customer should be able to go to their website, book activities (either scheduled group outings or customized private outings), pay for them, and show up at their office to get their equipment, guide, and transportation.

Our research suggests that an outfitter offering day and ½ day excursions for both residents and visitors would prosper. In addition, they might offer lessons in topics like fly-fishing that would appeal to locals. A retail gear component would strengthen the business and provide curb appeal, but it's not crucial to success.

Financing, business planning services, website development support, and other start-up help can be accessed through Ti-Alliance and the Ti Area Chamber of Commerce. This business would operate year-round offering:

- **Summer:** hiking, biking, kayaking, water skiing, white water rafting, fishing, birding, sailing, and other water and mountain sports
- **Autumn:** hiking, biking, kayaking, hunting, fishing
- **Winter:** cross country skiing, snowshoeing, snowmobiling, downhill skiing with Lake Placid and Gore shuttles, ice fishing in Port Henry ice shacks
- **Spring** – bird-banding, hiking, biking, fishing, kayaking & canoeing in late spring

