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ORGANIZATIONAL AND ECONOMIC MEASURES OF TOURISM DEVELOPMENT ON THE EXAMPLE OF THE AVANGARD UNITED TERRITORIAL COMMUNITY OF ODESSA REGION

The article has analyzed the dynamics of the creation of the united territorial communities (UTC) in the Odessa region and Ukraine, the state and development trends of the tourism resources market in the Odessa region were studied, and the main problems of tourism development were identified, the SWOT matrix – the analysis of the tourism activities of the united territorial community was built, strengths and weaknesses, opportunities and threats of further social and economic development of the society were identified, the main competitive advantages of the territorial community were identified, the dynamics of the development of the tourism infrastructure of the united territorial community were investigated, a one-day tourist route for the united territorial community - "I love you Avangard" was worked out, strategic directions for the development of the tourism business were identified, a financial plan for the development of the united territorial community of the future for the implementation of strategic areas of tourism was proposed.

Key words: tourism, tourism resources, united territorial community, strategic directions.



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Statement of the problem and its connection with important scientific and practical tasks. According to the Law of Ukraine "On Tourism", "the state proclaims tourism one of the priority directions of economic and cultural development and creates conditions for tourist activity" [1].

The tourism industry of the Odessa region in its current state is not completely satisfactory for the development of a powerful tourism industry in this region [2].

The tourism industry cannot develop without high-quality promotion of the community's tourism opportunities. Since 2015, the process of the voluntary integration of the united territorial communities in Ukraine has begun.

In developing a development strategy for territorial communities, considerable attention should be paid to the development of tourism, which is one of the priority areas of the state.

The analysis of the latest publications on the problem. Theoretical and methodological approaches to the development of tourism are described in the scientific

works of domestic scientists, among them: O. Liubitseva [3,4], E. Pankova [4], V. Stafiichuk [4], M. Malska [5], N. Antoniuk [5], N. Hanych [5]. The main aspects of the development of the united territorial communities are reflected in the works of O.A. Batalova [6], E.I. Borodin [8], N.V. Vasylyeva [7], N.T. Honcharuk [8], N.M. Hrinchuk [7], T.M. Derun [7], V.S. Kuybida [7], A.P. Oliinyk [6], A.P. Pavlyuk [6], S.M. Seryohin [8], A.F. Tkachuk [7], Yu.P. Sharov [8] and others.

However, a number of important problems of forming a stable and effective development of the united territorial communities have not yet been properly resolved. Further research requires dealing with questions related to the development of an effective mechanism of economic relations between tourism enterprises, tour operators, travel agents and state and local authorities. The solution of the above mentioned problematic issues requires an integrated approach to the use of tourism as a strategic direction aimed at increasing the activity of the united territorial communities [9].

Forming of the aims of the research. The purpose of this study is to examine the state and trends of the voluntary creation of united territorial communities, identify strategic directions for the development of the tourism business of communities and improve them.

Giving an account of the main results and their substantiation. The beginning of the XXI century is marked by the heyday of domestic tourism, as more than half of the tourists (58%) preferred to rest in the Odessa region, which indicates the interest of tourists to their native land. But since 2016, this trend has changed and foreign tourism began to prevail, in which more than 60% of the citizens of Odessa region vacationed abroad. One of the reasons for Ukrainians visiting foreign resorts is the insufficient development of interesting and unique

routes in Ukraine [10].

The development of tourism affects the stabilization of the economic development of a certain territory, the level of employment, provides demographic stability and improves the socio - economic development of the territorial community.

A territorial community is residents united by permanent residence within a village, settlement, city, which are independent administrative-territorial units, or a voluntary association of residents of several villages, settlements with a single administrative center, village council [11].

The dynamics of creation of United Territorial Communities (UTC) in Odessa region and Ukraine as a whole is presented in Fig. 1.

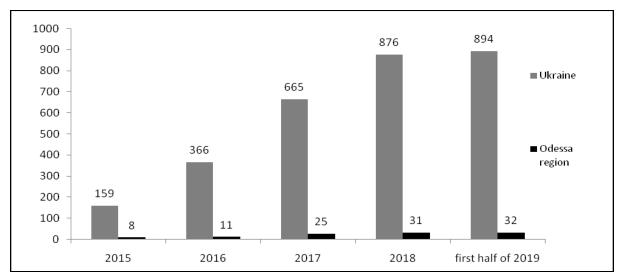


Fig. 1. Dynamics of creation of united territorial communities in Odessa region and Ukraine * *constructed by authors using sources [12, 13, 14]

Since mid-2015, the process of creating united territorial communities has begun and continues to the present. In 2015, 159 UTC were created in Ukraine, including in the Odessa region – only 8. The growth rates of the created UTC in Ukraine exceed their growth rates in the Odessa region. So, as of the first half of 2019, compared with 2015 in Ukraine, the number of created UTC increased by 5.6 times, while in the Odessa region only in 4 times. 30.1% of the total area and 14% of the total number of inhabitants of the Odessa region is the territory of 32 created UTC

The sizes of the created UTC varies in their sizes in terms of population, territory, budget, etc. The territory of the Avangard UTC of the Ovidiopol district is 34.5

km² and is the smallest in terms of the area of the created UTC in the Odessa region.

The development of a territorial community affects the functioning of certain sectors of local self-government, including tourism. Therefore, we offer the Avangard UTC to develop the tourism industry, as it is an example of a modern European village and the youngest settlement in the Ovidiopol district, which has natural, historical, cultural and other resources, as well as a close proximity to the tourist center of Odessa. Using the SWOT analysis, we identify the strengths and weaknesses, the opportunities and threats of further social and economic development of the Avangard UTC (table 1).

Table 1

SWOT – analysis of tourist activities Avangard UTC *

Opportunities (O)	Threats (T)		
Opening EU markets for products	The unstable situation in the coun-		
produced in society.	try.		
Increasing popularity of tourism	The instability of the national cur-		
among the population of Ukraine,	rency, the continuation of inflatio-		
the development of domestic tour-	nary processes.		
ism.	Limited financial resources for the		
	development of society.		
	Demographic and social crisis.		

Continue of table1

Opportunities (O) Threats (T) Construction of a new international Weak positioning of the regiontransport corridor, increasing the flow al tourism product. of tourists from the Vanguard by open-Environmental crises. ing a border crossing point. Adoption of Monopolization of markets. the Law of Ukraine "On Transfer of Population aging. Powers of Land Disposal Beyond Settlements to UTCs" will become a powerful factor in attracting tourism development investments to the community. Continuation of the European integration processes will contribute to the increase of investors' interest in UTC for tourism development. Start of international technical assistance projects in Ukraine that will support the united communities. Budget support for the development of tourism in the united communities. Strengths (S) SxT SxO Proximity to the regional center of - strategy of concentrated growth - concentrated growth strategy. Odessa and the customs border cross-(access to new tourist markets is possi-In this case, it is advisable to begin to provide additional ing points with Moldova. ble) - a strategy for integrated growth, Availability of free land resources for tourism services. Such a step public development and investment namely vertical integration (implemenwill increase competitiveness, attraction. tation of public-private partnerships). and, accordingly, the number of Developed sports infrastructure. tourists will increase; UTC Vanguard is located in the center - a strategy for integrated of transit tourist routes. growth, namely horizontal The presence in the company of enterintegration. Association prises with foreign investment that tourism enterprises effectively operate and provide an competitors in the association. example to other investors. This will improve the tourist The presence of actively working pubbase, increase the capacity of lic organizations that successfully im-UTC. plement tourism development projects. Weaknesses (W) WxO WxT Lack of innovation in tourism. - concentrated growth strategy. Since - a diversified growth strategy, The need for reconstruction of buildthere are more weaknesses in Avangard namely horizontal diversification. UTC Avangard, ings and monuments of historical sig-UTC than strengths, the most effective nificance. are actions to strengthen positions in it is necessary to establish work Low level of organization of leisure the tourism market (the creation of a the provision of new activities in the community. positive sustainable image in Odessa additional tourist services; Low level of development of tourist and the region, an increase in the strategy of centered a diversification. UTC Vanguard infrastructure, services in public caternumber of tourists, etc. should be ing establishments. attributed); may begin to provide a new - A cost-cutting strategy is also Lack of internal routing tourism service based Lack of tour operators. advisable, since the level of income in existing ones. Such actions will Not enough places to rest. Avangard UTC is low. Estimated costs lead to increased revenues, will require large financial investments, competitiveness will increase. so now it is necessary to lower the cost bar. For example, the search for tour operators with more affordable prices for tourists.

So, Avangard UTC has great prospects for the development of the tourism industry, connected with favorable geographical location (proximity to the main tourist center of Ukraine - Odessa), good transport links

and sufficient natural and cultural resources of the society, which will allow to receive additional funds and thereby to replenish state and local budgets annually, and as a consequence this will have a potentially positive impact

^{*} created by the authors based on their own observations

on related fields.

The main competitive advantage of Avangard UTC is the presence in its territory of enterprises of national importance, the main budget-forming taxpayers of UTC and creation of a large part of high-paying jobs, a high level of security of agricultural lands and recreational resources creates opportunities for tourism development.

Inland tourism can form the basis for the further development of the industry and the attraction of the new capital to the avant-garde UTC. It is also important to enter new international markets. It is necessary to cooperate with representations of other countries in order to attract more inbound tourists and to maintain clear positions in the international tourist arena. Another way to accomplish this task is to participate in tourist exhibitions, create portals, develop an effective information and marketing strategy.

A one-day all-season tourist route to the Avangard UTC - "I love you Avangard" with a visit to "Promrynok 7km" has been developed, to get acquainted with local historical and modern buildings, to visit the Park of 60th Anniversary of Victori (it preserves the only collection of military aircrafts in the Odessa region), the temple complex of St. Martyr Victor and St. great martyr Irina, attending a local winemaker, visit to a souvenir shop on Dobryansky, Square. All tourists receive a wonderful book by S. Khrustovsky "I love you Avangard". The cost of the tour "I love you Avangard" for 1 person will be 450 UAH (the price includes the price of the book).

To date, the tour will be in demand: because of a low price, maximum workload and comfortable conditions. Avangard UTC provides all the conditions for informing tourists.

To develop tourism in the Avangard UTC, we offer a number of events:

1. It is necessary to organize and create a camping station on the rowing canal Avangard UTC, which requires a layout of the territory, arrangement of moorings, landscape design, infrastructure arrangement of the adjacent territory, information support for potential tourists.

- 2. Organization of art spaces; repair of abandoned hangars and rowing greenhouses, purchase of necessary equipment (complex stalls, lighting equipment, sound equipment), attracting organizers of festivals, exhibitions and concerts, attracting potential customers with the help of extensive information.
 - 3. Creation of children's entertainment facilities.
- 4. Introduction of a tourist guest card this is the so-called smart card that allows residents of the Odessa region and tourists to visit attractions without buying individual tickets.
- 5. Creating a scene for the development of event tourism: national festivals and holidays; theatrical shows; film and theater festivals; gastronomic festivals; festivals and flower shows; music festivals and music competitions.
- 6. Promoting the tourism potential of UTC Avangard: it is necessary to develop and implement an effective communication strategy, which will include the functioning of the community's tourism portal, the issuance of printed advertising materials, the presentation of the community's features at tourism exhibitions and thematic events.
- 7. Development and operation of a tourist Internet resource where all the information that a potential tourist will need about Avangard UTC will be accumulated: hotels and catering, historical sights, photos and information to them, navigation on thematic routes, proposals for green tourism or outdoor activities, poster of large-scale cultural events in the society.
- 8. Carrying out activities to promote the tourism potential of the Avangard United Territorial Community souvenirs, etc. The implementation of the tasks of the strategic directions of tourism development of the Avangard United Territorial Community involves the fulfillment of many tasks at the same time by various structures of the executive committee of the united territorial community with the participation of many partners, which poses the issue of rational management of a complex process with very limited funds for development. Indicative financial plan of 2019-2021 is presented in table 2.

Table 2
The financial plan of the Avangard UTC of the future for the implementation of the strategic areas of tourism, thousand UAH*

Name of the event	2019	2020	2021	The total amount for the project
Organization of events to ensure tourism facilities and tourism business with qualified personnel	10	10	10	30
Development of documentation necessary for the development of tourism infrastructure	10	15	10	35
Creating a tourist route to the Avangard UTC	10	10	10	30
Organization and creation of a camping - station on the Rowing canal	100	150	200	450
Organization of art spaces	70	150	200	420
Creation of children's entertainment facilities	70	100	150	320
Introduction of a tourist guest card	30	30	30	90

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Name of the event	2019	2020	2021	The total amount for the project
Creating a stage for the development of event tourism	150	200	200	550
Development and operation of a tourist Internet resource	30	50	50	130
Carrying out activities to promote the tourism potential of UTC	25	75	50	150
Total	505	790	910	2205

*authors' own calculations

So, based on the information from Table 2, the following assumptions that are important for the implementation of the strategic development plan for the Avangard UTC can be distinguished: the success of the declared actions, the effectiveness of responding to external challenges, and increasing the ability of local governments to implement local development programs as part of the strategy.

Other assumptions are the continued provision of a state subvention for the development of UTC infrastructure, transparent and competitive access to the funds of the State Regional Development Fund, as well as the availability of other financing provided by the specific projects for their implementation.

All interested parties should be involved in the implementation of the strategic plan - public organizations, international technical assistance programs, government agencies, private investors.

The development of tourism is of great importance, both for tourists and for residents of the Avangard united territorial community. It provides an active vacation, acquaintance with the color of the area, its traditions and habits, and for the Avangard united territorial community it is an opportunity to receive additional cash receipts, replenish the budget of local authorities, and improve the infrastructure of the territory. At the present stage of the development of the society, the effectiveness of the united territorial community depends on the development of tourism, in the future it will create new jobs, reduce the internal migration movement of the population, especially for young people, and ensure the social and economic revival of the territory.

Prospects for further research are the development of an integrated mechanism for measuring the effectiveness of public-private partnerships in the field of tourism on the principles of project management, which allow us to develop and implement measures in the direction of strategic development of the united territorial communities [15].

Conclusions and prospects of the further investigations. There are certain problems in the development of the tourism industry. The main one is that today there is the inefficient and irrational use of appropriate resources, underfunding from the state, and the current level of development of the tourism industry does not match the existing potential, the lack of quality advertising and indepth information about services and so on.

The analysis also makes it possible to identify the main problems and obstacles that impede investment to the Avangard United Territorial Community.

Strategic directions may include the development of a system of low-cost hotel-hostels in the Avangard UTC, information support from specialists in the field of local history, geography, geology, history, the integration of science and business through the cooperation between entrepreneurs and scientists, the development of information infrastructure, information exchange between regions via the Internet, organization of exhibitions, fairs, popularization of the historical and cultural heritage of the community through the mass media.

The tourist attractiveness of the Avangard UTC area requires the intensification of promotional and organizational activities, the organization of documentation related to cultural sites, the creation of local tourist routes and the production of unique souvenir products.

Attracting of demanding European tourists is associated with the labeling of bilingual tourist signposts of tourist routes and facilities and the creation of a bilingual promotional online resource.

An additional synergistic effect will result in the placement of information on the Avangard UTC tourist product on the sites of well-known travel agencies and their inclusion in the pan-European tourist routes.

To ensure a high level of tourist services in the community it is necessary to conduct systematic work with all entities of tourism industry.

It is necessary to ensure the opportunity to learn positive experiences of other communities, carrying out an active dialogue and cooperation between structures of the tourist destination of the community.

Certification and inventory of tourist attractions will allow you to collect and unify all available information about tourist attractions. The generated data can be used to develop numerous thematic routes by the community.

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ОРГАНИЗАЦИОННО-ЭКОНОМИЧЕСКИЕ МЕРЫ РАЗВИТИЯ ТУРИЗМА НА ПРИМЕРЕ АВАНГАРДСКОЙ ОБЪЕДИНЕННОЙ ТЕРРИТОРИАЛЬНОЙ ОБЩИНЫ ОДЕССКОЙ ОБЛАСТИ

В статье проанализирована динамика создания объединенных территориальных общин в Одесской области и Украины. Размеры созданных ОТО различаются в своих размерах по численности населения, территории, бюджетом и др. Площадь территорий Авангардской ОТО Овидиопольского района составляет 34,5 км ² и является самой маленькой по площади созданных ОТО в Одесской области.

Предлагаем Авангардской ОТО развивать туристическую отрасль, так как она является примером современного европейского поселка и самым молодым населенным пунктом Овидиопольского района, в которой есть природные, исторические, культурные и другие ресурсы.

Изучено состояние и тенденции развития рынка туристических ресурсов в Одесской области, выявлены основные проблемы развития туризма. Внутренний туризм может стать основой для дальнейшего развития отрасли и привлечения нового капитала в Авангардскую ОТО. Также важен выход на новые международные рынки. Нужно сотрудничать с представительствами других государств с целью привлечения большего количества въездных туристов и содержание четких позиций на международной туристической арене. Еще один способ выполнения данной задачи - участие в туристических выставках, создание порталов, разработка эффективной информационно - маркетинговой стратегии.

Построено матрицу SWOT - анализа туристической деятельности объединенной территориальной общины, определены сильные и слабые стороны и возможности и угрозы дальнейшего социального и экономического развития общества, выявлены основные конкурентные преимущества территориальной общины, исследована динамика развития инфраструктуры сферы туризма объединенной территориальной общины, разработан однодневный туристический маршрут для объединенной территориальной общины - «Я люблю тебя Авангард», определены стратегические направления развития туристического бизнеса, предложено финансовый план развития объединенной территориальной общины на перспективу по реализации стратегических направлений туризма.

Стратегическими направлениями может стать развитие системы недорогих отелей-хостелов в Авангардской ОТО, информационная поддержка со стороны специалистов в области краеведения, географии, геологии, истории, интеграция науки и бизнеса через сотрудничество предпринимателей и ученых, развитие информационной инфраструктуры, информационный обмен между регионами через Интернет, организация выставок, ярмарок, популяризация историко-культурного наследия общины через средства массовой информации.

Необходимо обеспечить возможность изучения положительного опыта других общин, активный диалог и сотрудничество между структурами туристического направления общины.

Ключевые слова: туризм, туристические ресурсы, объединенная территориальная община, стратегические направления.

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ОРГАНІЗАЦІЙНО-ЕКОНОМІЧНІ ЗАХОДИ РОЗВИТКУ ТУРИЗМУ НА ПРИКЛАДІ АВАНГАРДІВСЬКОЇ ОБ'ЄДНАНОЇ ТЕРИТОРІАЛЬНОЇ ГРОМАДИ ОДЕСЬКОЇ ОБЛАСТІ

У статті проаналізовано динаміку створення об'єднаних територіальних громад (ОТГ) в Одеській області та Україні. Розміри створених об'єднаних територіальних громад різняться в своїх розмірах за чисельністю населення, території, бюджетом та ін. Площа територій Авангардівської об'єднаної територіальної громади Овідіопольського району становить 34,5 км² і є найменшою за площею створених ОТГ в Одеській області.

Запропоновано Авангардівській ОТГ розвивати туристичну галузь, так як вона є прикладом сучасного європейського селища і наймолодшим населеним пунктом Овідіопольського району, в якій є природні, історичні, культурні та інші ресурси.

Вивчено стан і тенденції розвитку ринку туристичних ресурсів в Одеській області, виявлено основні проблеми розвитку туризму. Внутрішній туризм може стати основою для подальшого розвитку галузі та залучення капіталу в Авангардівську ОТГ. Також важливим є вихід на нові міжнародні ринки. Потрібно співпрацювати з представництвами інших держав з метою залучення більшої кількості в'їзних туристів та утримання чітких позицій на міжнародній туристичній арені. Ще один спосіб виконання даного завдання — участь у туристичних виставках, створення порталів, розробка ефективної інформаційно - маркетингової стратегії.

Побудовано матрицю SWOT - аналізу туристичної діяльності об'єднаної територіальної громади, визначені сильні і слабкі сторони та можливості і загрози подальшого соціального та економічного розвитку суспільства, виявлено основні конкурентні переваги територіальної громади, досліджено динаміку розвитку інфраструктури сфери туризму об'єднаної територіальної громади, розроблений одноденний туристичний маршрут для об'єднаної територіальної громади - «Я люблю тебе Авангард», визначені стратегічні напрямки розвитку туристичного бізнесу, запропоновано фінансовий план розвитку об'єднаної територіальної громади на перспективу по реалізації стратегічних напрямків туризму.

Стратегічними напрямками може стати розвиток системи недорогих готелів-хостелів в Авангардівській ОТГ, інформаційна підтримка з боку фахівців в галузі краєзнавства, географії, геології, історії, інтеграція науки і бізнесу через співпрацю підприємців та вчених, розвиток інформаційної інфраструктури, інформаційний обмін між регіонами через Інтернет, організація виставок, ярмарків, популяризація історико-культурної спадщини громади через засоби масової інформації.

Необхідно забезпечити можливість вивчення позитивного досвіду інших громад, активний діалог і співробітництво між структурами туристичного напрямку громади.

Перспективами подальших досліджень є розробка інтегрованого механізму застосування вимірювання ефективності державно-приватного партнерства в галузі туризму на принципах управління проектами, які дозволять розробити і здійснити заходи у напрямку стратегічного розвитку об'єднаних територіальних громад

Ключові слова: туризм, туристичні ресурси, об'єднана територіальна громада, стратегічні напрямки.

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