

# Interreg

## Greece-Bulgaria

### INTEGRA\_TOUR

European Regional Development Fund



## PROSOTSANI MUNICIPALITY

### DELIVERABLE 4.2.1

### TOURIST MARKET RESEARCH

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## **1. INTRODUCTION**

The present research was held the frames of project "Integrated Tourism Approach For the Development of Cultural and Natural Sites in Chepelare , Bg and Prosotsani , Gr ". which have either not been preserved and protected or have not been promoted in the best possible way.

Alistratis cave area in order to look for the possibilities of developing the cross-border paleontological tourism product.

## **2. METHODOLOGY**

The methodology followed during the preparation of this research is presented in the following steps:

Phase 1 –

- Collection of information through questionnaires
- Utilization of informational material from publications and websites of touristic content and pre-existing research

Phase 2

- Analysis of recorded material from the above steps
- Registration of tourism resources

Phase 3

- Configuration of tourist modules
- Identifying correlations between tourism units and tourism resources

Phase 4

- Study of tourist resources and tourist product of the Municipality of Prosotsani
- SWOT analysis of tourism resources and tourism product of the Municipality of Prosotsani

Phase 5

- Analysis of the Tourism Carrying Capacity of the Municipality of Prosotsani
- Conclusions – Development Prospects

## **3. CHARACTERISTICS OF THE MUNICIPALITY**

### **3.1 General characteristics of the Municipality**

The Municipality of Prosotsani is a municipality of the region of Eastern Macedonia and Thrace that was established by the Kallikratis Program Law 3852/2010. It arose from the

merger of the pre-existing municipalities of Prosotsani and Sitagro . The seat of the municipality is Prosotsani .

The Municipality is located in the western part of the Region of Eastern Macedonia Thrace and in the western part of the Regional Unit of Drama. To the north it borders the Municipality of Nevrokopi , to the east with the Municipality of Drama, to the southeast with the Municipality of Doxato , while to the west and southwest it borders the Regional Unit of Serres. The area of the Municipality is 482.77 sq. thousand and occupies 13.87% of the total area of the Regional Unit of Drama. Its population amounts to 13,066 inhabitants, according to the census of 5-9-2011.

**Table 1. Demographics**

<b>PROSOTSANI MUNICIPALITY</b>	<b>13,066</b>
PROSOTSANI MUNICIPAL UNIT	9,065
MUNICIPAL UNIT OF SITAGRA	4,001
1. Prosotsani Municipality Headquarters	3,553
2. T.K. You're stoned	1,704
3. Stavros Petroussa settlement	156
4. Postcode Micropolis	845
5. Postal code Panorama	42
6. Postal code Cute	291
7. Postal code written	320
8. Postal code Good tap	705
9. Postcode Kallithea	378
10. Postcode Anthochoriou	132
11. Postal code Tower	274
12. Postal code Kokkinogeion	533
Agitis settlement Kokkinogeion	82
14. Settlement Piges Kokkinogeion	50
15. Postal code Photobooks	1,484
16. Postal code Argypoli	661
17. T.K. Black and white	418
18. Postal code Megalokampou	309
19. Postal code Microcampus	242
20. Postal code Area	181
21. Settlement of Agios Minas	4
22. Postal code Sitagron	702

Source: <https://www.prosotsani.gr/el/index.php/info/dimos-prosotsanis/dimografika-stoixeia>

## 3.2 TRANSPORT NETWORKS

### 3.2.1 Road network

Regarding the National road network, there are three road axes in the Municipality of Prosotsani. The first is the National Road, Drama - Kato Nevrokopi - Countryside - Bulgarian border. The second is the National Road, Drama - Serres - Thessaloniki. The third is the national road of Drama - Rodolivos - Amfipoli - Thessaloniki. The condition of the road axes is considered quite satisfactory, however improvement works need to be carried out both in terms of markings, as well as in terms of road surface safety and lighting. As for the provincial road network, it is characterized as diverse and multifaceted and seeks the best possible road connection of the smaller settlements with each other and with larger OTAs.

### 3.2.2 Public transport

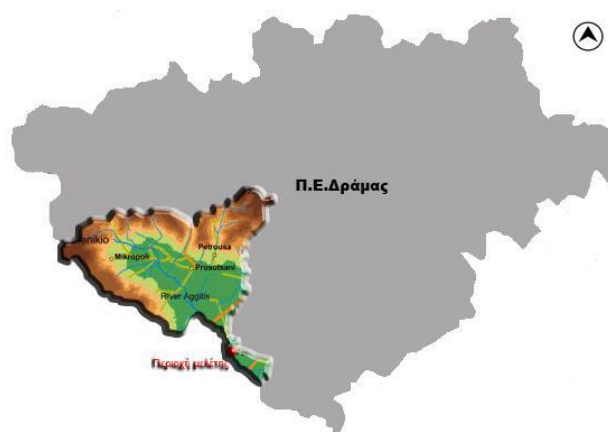
In the Municipality of Prosotsani, the railway network is considered inadequate and obsolete. More specifically, the boundaries of the former Municipality of Sitagro are crossed by the Thessaloniki-Kipon Evros railway line and there is a railway station in the village of Fotolivos .

The nearest airport that serves the needs of residents and visitors is "Megas Alexandros" of Kavala, from which it is about 60 km by road . . however, there are many who choose the international airport "Macedonia" of Thessaloniki, which is 165 km away.

Local communities and settlements are also served by the N. Drama KTEL connection with frequent routes.

## 3.3 RELIEF

The soil morphology of the Municipality of Prosotsani is rich. The Municipality extends between the south-western ends of Mount Falakros and the stream of Agia Varvara (ditch), spreads at the foot of Mount Menoikio and flows through the Aggitis River. The relief of the municipality is classified as semi-mountainous (55.08%), plain (29.41%) and mountainous (15.51%). The altitude is at 130 m. (headquarters of the Municipality). It is crossed by the waters of the Aggitis river and surrounded by the mountain masses of Falakros and Menoiki. Mountain meadows, wild horses, rare wildflowers, wild rocks and steep slopes of unique beauty , gorges and water resources make up the image of the Municipality.



πηγή: Αλέξανδρος Τασόπουλος

### 3.4 Economy

The main employment of the inhabitants is found basically in the fields of agriculture and animal husbandry. By 1995 the production of tobacco, which was the main crop of the region, stopped almost completely. Cotton and grain crops took its place. The inhabitants, taking advantage of the existing animal husbandry, turned to the agro-food sector. Thus, in recent years the produced products of the municipality are high quality dairy products, cured meats ( Karamanlidika sausages), wines and tsipouro, traditional pasta. In the area of the Municipality of Prosotsani, due to the diversity of the soil and natural resources, the development of both the primary and secondary sectors is favored. In the area, therefore, there is a fairly significant number of industrial and craft units, numbering approximately 150. In recent years, there has been an attempt to develop tourism in the area by exploiting and promoting the natural resources and history.

### 3.5 Cultural and sporting activities

The cultural heritage of the residents of the Municipality is rich and for this reason the residents have created associations with a corresponding content. Most settlements of the Municipality have their own cultural and educational Associations. Some of them have sections of dance groups, philharmonics, choirs and even sports teams. The following Cultural Associations - Non-Profit Organizations are based in the Municipality of Prosotsani:

- Association of Vlach Prosotsani "the Grammoustians "
- Music and Dance Association of Prosotsani "Alexander the Great"
- Mikropolis Cultural Association
- Panorama Beautifying Cultural Association
- Thraco-Miracian Cultural Association of Prosotsani
- Prosotsani Pontian Association "O Pontos"
- Petroussa Cultural Association
- Cultural association of Kali Vrysis
- Pyrgon Cultural Association
- Pontic Cultural Association of Sitagro
- Aggitis Cultural Association
- Cultural association "to Dysoro ", Kallithea
- Kokkinogeia Cultural Association
- Cultural & sports club of Sitagro
- Grammeni Cultural Association "Irinii"
- Cultural association of Megalokampos "SAINTS KONSTANTINOY AND HELEN"
- Educational and Cultural Association of Argyroupoli "The Renaissance "
- Cultural Association of Mavrolefki
- Cultural Pontic Association of Sources "I PATRIDA"
- Choir of Fotolivus
- Prosotsani Philharmonic
- Petroussa Percussion Team " HalkoManiacs "
- Prosotsani Gymnastic Association
- "Doxa" Gymnastics Club of Petrousa

- Sitagro Amateur Athletic Gymnastic Association
- Gymnastic Association of Mikropolis "DOXA"
- Gymnastic Association of Haritomeni "ARIS"
- Gymnastic Club of Fotolivos "Aris"
- "Atlanta" Prosotsani taekwondo club
- Prosotsani hunting club
- Greek Mountaineering Association of Prosotsani
- Prosotsani Gymnastics Association (G.S.P.)
- Prosotsani Weightlifting Association "o Pyrsos"
- Prosotsani Motorcycle Club

### **3.6 Hotels – accommodation**

There are few tourist accommodations in the area, namely the following:

- ✓ Pension Katerina Petrousa , Pension
- ✓ THE HUNTING RANGE, Mikromelia , Drama, rooms for rent
- ✓ Accommodations without EOT marking through Airbnb

The overnight needs of visitors are also covered by the tourist accommodations of the neighboring municipalities of Drama and Kato Nevrokopi .

### **3.7 Restaurants**

Tavern-restaurant PEPE ( Prosotsani )

Maaras Tavern – Restaurant ( Aggitis )

Tavern - restaurant "To Adamoma" ( Aggitis )

Menokion Restaurant (Kallithea)

Restaurant - Taverna Alexis ( Fotolivos )

Klimataria Restaurant-Tavern ( Prosotsani )

SAVVAS Restaurant and Tavern ( Fotolivos )

Restaurant - Dionysos Tavern ( Prosotsani )

Gyro Restaurant - Tavern All Around ( Prosotsani )

Restaurant "Ydor Nearon " ( Aggitis )



## 4. REGISTRATION OF TOURIST RESOURCES OF THE MUNICIPALITY OF PROSOTSANI

In order to be able to evaluate the tourist product, a detailed recording of the existing tourist resources in the administrative boundaries of the Municipality of Prosotsani, as well as relevant nearby tourist resources of neighboring municipalities, was carried out. The recording includes all the characteristics of each tourist resource in order to serve the needs of documentation, categorization, calculation of tourist carrying capacity, etc.

For the most thorough recording of the tourism resources of the Municipality, printed - electronic magazines and websites of tourist interest were used. Data from surveys carried out for the Municipality of Prosotsani , as well as data from official bodies, were also used.

Each tourism resource was integrated into a category according to its degree of association with it. The categories selected are listed in table 1:

Table 4.1: categories of Tourism Resources

CATEGORY	DESCRIPTION OF TOURIST RESOURCE CATEGORY
M	Museums
E	Restaurants
N	Paths - Routes
D	Activity
R	Waterfalls - Water areas
A	Archaeological sites - Historical monuments
X	Hotels - Accommodation
THE	Events
Th	Religious Places
Phi	Area of Natural Beauty
K	Information Center
Y	Infrastructure Other
S	Caves

Also recorded were a) the distance of the tourist resource from the headquarters of the Municipality of Prosotsani , Prosotsani , b) official website or the website where each tourist resource appears.

### **The following criteria were used to evaluate the tourist resources:**

1. **Degree of Accessibility (with Prosotsani as a reference point )**. Here the existence of access infrastructure to the tourist resource was assessed. Road network, method of approach, degree of difficulty of approach, as well as the existence of disabled access infrastructure

2. **Importance.** The importance of the tourist resource was judged by the scope of the resource's readability at the international, national, local level.
3. **Development Priority Grade.** This grade is a function of the Accessibility Degree and the Severity criterion in weight 1. Accessibility Degree 70% and 2. Severity 30%
4. **Present value** (cultural, historical, natural beauty, environmental, aesthetic, etc.)
5. **Degree of attractiveness.** This grade was derived from the function with weighting factors of 1. Degree of accessibility 20% and 2. Present value 80%.
6. **Degree of readiness to receive tourists.** The criterion for this rating is the level of organization - infrastructure of the tourist resource regarding the reception of tourists.

Note that the registration was not limited to the tourism resources of the Municipality, but was also extended to some of the nearby tourism resources of neighboring municipalities that can complete the tourism product.

The following table (table 3) presents all the tourism resources of the Municipality of Prosotsani that were recorded during the research, by category as well as their evaluation.

Table 4.2 Registration & Evaluation of tourism resources

IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Code Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
S1	Cave of the sources of the river Agitis	10	10	10	10	10	10	S	Caves	Aggitis	<a href="http://www.caveaggitis.gr/gr/">http://www.caveaggitis.gr/gr/</a>	41.220481, 23.893428	10
S2	Alistratis Cave	10	10	10	10	10	10	S	Caves	Alistratis	<a href="http://www.alistraticave.gr/">http://www.alistraticave.gr/</a>	41.025659, 24.011269	27
A'1	Agitis fortification	2	2	2	5	4.4	1	A	Archaeological sites - Historical monuments	Aggitis	<a href="https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=32:oxyrpsi-aggiti&amp;lang=en">https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=32:oxyrpsi-aggiti&amp;lang=en</a>	41.222630, 23.895127	10
M1	Prosotsani Folklore Museum	4	10	8.2	5	6	8	M	Museums	Prosotsani	<a href="http://www.digital-in.info/laografiko/">http://www.digital-in.info/laografiko/</a>	41.177584, 23.968050	-
A'2	Sanctuary of Dionysus	6	7	6,7	6	6.2	5	A	Archaeological sites - Historical monuments	Good Faucet	<a href="http://www.kalivrisi.gr/index.php/2010-11-18-11-26-34">http://www.kalivrisi.gr/index.php/2010-11-18-11-26-34</a>	-	10
A3	Neolithic house - Toumba Sitagron	4	1	1.9	1	1	0	A	Archaeological sites - Historical monuments	Sitagros	<a href="https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=48:toympa-sitagron-neolithiko-spiti&amp;lang=en">https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=48:toympa-sitagron-neolithiko-spiti&amp;lang=en</a>	-	10.1

IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Code Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
F1	Petroussa Gorge	6	10	8.8	6	6.8	7	Phi	Area of Natural Beauty	Petrousa	<a href="https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=24:faraqai-tis-petroysas-pyrqon&amp;lang=en">https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=24:faraqai-tis-petroysas-pyrqon&amp;lang=en</a>	41.201395, 24.015876	4.5
Y1	Stone Theater of Petrousa Gorge	8	10	9.4	7	7.6	9	Y	Other Infrastructures	Petrousa	<a href="https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=24:faraqai-tis-petroysas-pyrqon&amp;lang=en">https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=24:faraqai-tis-petroysas-pyrqon&amp;lang=en</a>	41.201395, 24.015877	4.5
M2	Archaeological Museum of Drama	8	10	9.4	8	8.4	10	M	Museums	Drama	<a href="http://mouseiodramas.blogspot.com/">http://mouseiodramas.blogspot.com/</a>	41.147805, 24.143183	15
P1	Location "Ergostasio" - Aggitis River	6	10	8.8	8	8.4	9	R	Waterfalls - Water areas	Prosotsani	<a href="https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=47:potamos-aggitis-ergostasio&amp;lang=en">https://www.visit.prosotsani.gr/index.php?option=com_k2&amp;view=item&amp;id=47:potamos-aggitis-ergostasio&amp;lang=en</a>	41.155817, 23.948883	3
P2	Lake Kokkinogeion	6	10	8.8	7	7.6	9	R	Waterfalls - Water areas	Kokkinogeia	-	41.1870335, 23.9115605	6.2
T1	Holy Temple of the Brigadier Generals	6	10	8.8	5	6	9	Th	Religious Places	Kokkinogeia	<a href="http://www.kokkinogeia.gr/index.php?option=com_content&amp;task=view&amp;id=1974&amp;Itemid=30">http://www.kokkinogeia.gr/index.php?option=com_content&amp;task=view&amp;id=1974&amp;Itemid=30</a>	41.190758, 23.931453	5.5

IT code	Description	Importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Code Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
T2	Holy Church of Agios Dimitrios	6	8	7.4	5	5,6	9	Th	Religious Places	Panorama	<a href="https://dramania.gr/topikes/item/15477-o-naos-tou-agiou-dimitriou-sto-panorama-kalapoti-dramas-fof-vinteo">https://dramania.gr/topikes/item/15477-o-naos-tou-agiou-dimitriou-sto-panorama-kalapoti-dramas-fof-vinteo</a>	41.240357, 23.808505	20
D1	Sports Center of Prosotsani Municipality ( Prosotsani indoor gym, Prosotsani Stadium , ergometric center, weight rooms, climbing tracks, indoor wrestling gym)	8	10	9.4	3	4.4	10	D	Activity	Prosotsani	<a href="http://www.prosotsanifc.gr/index.php?p=field">http://www.prosotsanifc.gr/index.php?p=field</a>	41.182903, 23.978528 / 41.181490, 23.978042	-
Φ2	Rent Mount	10	7	7.9	6	6.2	8	Phi	Area of Natural Beauty	Micropolis	-	41.162938, 23.771770	16
Th3	Post-Byzantine Church of the Dormition of the Virgin	6	10	8.8	10	10	9	Th	Religious Places	Panorama	<a href="https://www.destanea.com/dimos-prosotsanis/politismo-s-dimou-prosotsanis/item/476-2018-09-26-11-25-33">https://www.destanea.com/dimos-prosotsanis/politismo-s-dimou-prosotsanis/item/476-2018-09-26-11-25-33</a>	41.242747, 23.822209	18

IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Code Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
T4	Holy Church of Agia Marina	6	10	8.8	5	6	9	Th	Religious Places	Good Faucet	<a href="http://www.kalivrisi.gr/index.php/2010-11-18-11-26-11/2010-11-18-16-20-48">http://www.kalivrisi.gr/index.php/2010-11-18-11-26-11/2010-11-18-16-20-48</a>	41.147720, 23.909882	10
K1	Residential Environmental Information Center	8	8	8	5	5,6	9	I	Information Center	Micropolis	<a href="http://www.mikropoli.com/mikropoli1/meknikio/kentro_enimerosis.htm">http://www.mikropoli.com/mikropoli1/meknikio/kentro_enimerosis.htm</a>	-	16
N1	Hiking route " Mikropoli - Panagia Kastaniotissa "	8	8	8	6	6.4	9	N	Paths - Routes	Rent Mount	<a href="http://www.mikropoli.com/mikropoli1/meknikio/pezoporikes.htm">http://www.mikropoli.com/mikropoli1/meknikio/pezoporikes.htm</a>	41.180126, 23.797515	16
Th5	Church of St. Nicholas	6	10	8.8	5	6	9	Th	Religious Places	Good Faucet	<a href="http://www.jti-rhodope.eu/poi.php?poi_id=1_104&amp;lang=en">http://www.jti-rhodope.eu/poi.php?poi_id=1_104&amp;lang=en</a>	41.142328, 23.905098	10
X1	Municipal Youth Hostel	8	10	9.4	4	5.2	10	X	Hotels - Accommodation	Petrousa	-	41.191200, 24.015853	4.5
X2	Municipal Camperstop	8	10	9.4	6	6.8	9	X	Hotels - Accommodation	Prosotsani	-	41.155817, 23.948883	3
Th6	Holy Church of Agios Athanasios	6	10	8.8	5	6	9	Th	Religious Places	Kalithea	-	41.119461, 23.916064	10.7
D2	Motocross track	8	8	8	4	4.8	10	D	Activity	Prosotsani	-	41.163209, 23.944944	3
Th7	Holy Monastery of Panagia Ikosifonis	10	9	9.3	10	9.8	10	Th	Religious Places	Pangaeo Oros	<a href="http://www.monastiria.gr/makedonia/nomos-seron/iera-moni-eikosifoinissas/">http://www.monastiria.gr/makedonia/nomos-seron/iera-moni-eikosifoinissas/</a>	40.965884, 24.105552	46.8

IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Code Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
H1	Annual Agricultural and Livestock Exhibition of Fotolivos ( Agrozoos )	8	10	9.4	4	5.2	10	THE	Events	Photobook	-	41.058992, 24.047877	17
F3	Wild horses of Mount Menoiki	6	5	5.3	6	5.8	7	Phi	Area of Natural Beauty	Rent Mount	-	41.162938, 23.771770	17
D3	Hunter's Refuge	8	5	5.9	5	5	10	D	Activity	Rent Mount	-	41.180134, 23.787077	20
M3	Lisse Military Museum	8	9	8.7	8	8.2	10	M	Museums	Fort	-	41.305663, 23.857695	26
M4	Aquarium Mylopotamos	6	10	8.8	5	6	10	M	Museums	Mylopotamos	<a href="http://www.aquariumofdrama.gr/">http://www.aquariumofdrama.gr/</a>	41.151450, 24.066335	10
Th8	Holy Monastery of Agios Minas	8	10	9.4	10	10	10	Th	Religious Places	Suburbs	<a href="https://agiameteora.net/index.php/proskynimafika-monopatia-1/4625-iera-moni-agiou-mina-perixora-dramas-serron.html">https://agiameteora.net/index.php/proskynimafika-monopatia-1/4625-iera-moni-agiou-mina-perixora-dramas-serron.html</a>	41.088277, 23.929324	15.9

IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Co de Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
Th9	Holy Church of Agios Panteleimon	6	8	7.4	5	5,6	9	Th	Religious Places	Prosotsani	<a href="http://www.prosoma.gr/index.php?option=com_content&amp;view=article&amp;id=220&amp;Itemid=7">http://www.prosoma.gr/index.php?option=com_content&amp;view=article&amp;id=220&amp;Itemid=7</a>	41.170440, 23.949400	2.5
H2	Dream city	8	10	9.4	5	6	10	THE	Events	Drama	<a href="https://oneiroupoli-dramas.gr/">https://oneiroupoli-dramas.gr/</a>	41.148489, 24.146403	16
T10	Hermitage of Agios Markos	2	2	2	4	3.6	2	Th	Religious Places	Prosotsani – Petrousa	<a href="http://odysseus.culture.gr/h/2/gh251.jsp?obj_id=19905">http://odysseus.culture.gr/h/2/gh251.jsp?obj_id=19905</a>	41.196750, 23.983511	7
A4	Old Petrousa Aqueduct	2	2	2	4	3.6	2	A	Archaeological sites - Historical monuments	Petrousa	<a href="http://petrousa.blogspot.com/2010/06/blog-post_09.html">http://petrousa.blogspot.com/2010/06/blog-post_09.html</a>	41.263751, 24.031952	5
D4	Falakro Oros - Ski Resort	8	9	8.7	8	8.2	9	D	Activity	Bald Mountain	<a href="http://www.falakro.gr/">http://www.falakro.gr/</a>	41.307122, 24.068271	30.7
X4	Pension Katerina	6	10	8.8	5	6	10	X	Hotels - Accommodation	Petrousa	<a href="https://el-gr.facebook.com/pension.katerina/">https://el-gr.facebook.com/pension.katerina/</a>	41.2000699, 24.0139849	5
X5	The Hunting Lodge	6	10	8.8	6	6.8	10	X	Hotels - Accommodation	Small apple	-		48
N2	Tsatalka trail of Mount Menoiki	8	8	8	6	6.4	9	N	Paths - Routes	Rent Mount-Kali Vrissi	-	41.159240, 23.848852	8
D5	Air sports - Para 5 track	10	8	8.6	6	6.4	8	D	Activity	Petrousa - towers	-	41.226080, 23.991547	14



IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Co de Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
A4	Ruins of a Byzantine castle	2	2	2	4	3.6	1	A	Archaeological sites - Historical monuments	Kalithea	-		10.7
A5	Ruins of a Byzantine castle	2	2	2	4	3.6	1	A	Archaeological sites - Historical monuments	Micropolis	-		16
T12	Early Christian basilica of the 5th and 6th centuries AD .	3	2	2.3	5	4.4	1	Th	Religious Places	Prosotsani	-		2
Y2	Municipal Library - Old smoking garden _ Hatziconstani mind _	6	10	8.8	5	6	10	Y	Other Infrastructures	Prosotsani	-		-
Q1	Tavern - restaurant "PEPE"	8	10	9.4	4	5.2	10	E	Restaurants	Prosotsani	-		-
E2	Tavern – Restaurant " Maaras "	8	10	9.4	6	6.8	10	E	Restaurants	Aggitis	-	41.2201314, 23.8908323	10
E3	Tavern - restaurant "To Adamoma" ( Aggitis )	8	10	9.4	4	5.2	10	E	Restaurants	Aggitis	-		10
Q4	Restaurant "Platanos"	6	10	8.8	5	6	10	E	Restaurants	Kalithea	-	41.1168412, 23.9153494	10.7

Q5	"Alexis" Restaurant- Tavern	6	10	8.8	4	5.2	10	E	Restaurants	Photobook	-		17
Q6	Restaurant- Tavern "Klimataria"	8	10	9.4	4	5.2	10	E	Restaurants	Prosotsani	-		-
IT co de	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Co de Cat ego ry	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
Q7	Restaurant- tavern "Savvas"	6	10	8.8	4	5.2	10	E	Restaurants	Photobook	-		17
Q8	Restaurant- Tavern "Dionysos"	6	10	8.8	5	6	10	E	Restaurants	Good faucet	-	41.1445032, 23.9064174	10
Q9	Restaurant- Tavern " Gyro Around Everyone"	6	10	8.8	4	5.2	10	E	Restaurants	Prosotsani	-	41.1780357, 23.969121	-
Q1 0	Restaurant "Ydor Nearon "	8	10	9.4	5	6	10	E	Restaurants	Aggitis	-	41.2193311, 23.8911175	10
Y3	Pavlidis Winery	10	10	10	6	6.8	10	Y	Other Infrastructure s	Kokkinogeia	<a href="http://pavlidis.apogee.gr/4/61/">http://pavlidis.apogee.gr/4/61/</a>	41.200615, 23.9499988	4.5
A7	rock paintings	10	8	8.6	8	8	9	A	Archaeologic al sites - Historical monuments	Aggitis Gorge	-	40.9972479, 23.7882692	27.5
F4	Aggitis gorge	10	7	7.9	9	8.6	9	Phi	Area of Natural Beauty	Contribution	-	41.0248672, 24.0184055	23.7
A8	paleontologi cal reserve of the municipality	10	10	10	9	9.2	9	A	Archaeologic al sites - Historical monuments	Archaeologic al Museum of Drama	<a href="http://mouseiodramas.blogspot.com/">http://mouseiodramas.blogspot.com/</a>	41.147805, 24.143183	15

IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Co de Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
Y4	"Wine Art" Estate	10	10	10	6	6.8	10	Y	Other Infrastructures	Small village	<a href="https://www.wineart.gr/">https://www.wineart.gr/</a>	41.1026643, 24.1731188	24.9
A9	The prehistoric settlement of "Arkadiko" of the city of Drama	2	1	1.3	1	1	0	A	Archaeological sites - Historical monuments	Arcadian	-		16.2
H2	Hunting	4	10	8.2	6	6.8	10	THE	Events	Municipality of Prosotsani		41.180083, 23.970299	-
H3	The "Mug" custom	6	10	8.8	4	5.2	10	THE	Events	Kalithea		41.117464, 23.919731	10.7
H4	Tsipourou Festival	8	10	9.4	5	6	10	THE	Events	Micropolis		41.191878, 23.820559	15
H5	Babougera ( Good tap)	8	10	9.4	4	5.2	10	THE	Events	Good Faucet	<a href="http://www.bellroads.gr/el/node/25">http://www.bellroads.gr/el/node/25</a>	41.145574, 23.906611	8
H6	Litany (Diakenisimu)	6	5	5.3	5	5	10	THE	Events	Good Faucet		41.145574, 23.906611	8
H7	Monk	6	10	8.8	4	5.2	10	THE	Events	Black and white		41.055528, 24.100357	24.1
H8	Sighs	10	10	10	6	6.8	10	THE	Events	Black and white		41.055528, 24.100357	24.1

H9	The day of God	8	5	5.9	6	5.8	10	THE	Events	Micropolis	<a href="http://www.mikropoli.com/mikropoli1/theou/theou.htm">http://www.mikropoli.com/mikropoli1/theou/theou.htm</a>	41.191878, 23.820559	15
H10	Chestnut festival	8	10	9.4	6	6.8	10	THE	Events	Micropolis		41.191878, 23.820559	16
H11	Babiden	8	10	9.4	6	6.8	10	THE	Events	Petrousa	<a href="http://www.bellroads.gr/el/node/26">http://www.bellroads.gr/el/node/26</a>	41.196465, 24.019172	4.5
H12	Revival of Cledon	6	10	8.8	6	6.8	10	THE	Events	Prosotsani		41.179188, 23.971453	-
H13	Festival ergo - stasio (Early August)	8	9	8.7	8	8.2	10	THE	Events	Prosotsani		41.155817, 23.948883	-
IT code	Description	importance	Degree of accessibility	Development Priority	Present value	Degree of attractiveness	readiness to receive tourists	Code Category	Category	Region	Web page	Coordinates	Dist . from Prosotsani (In kilometers)
H14	"Prophet Elias" Cultural Events July 12-20	6	10	8.8	6	6.8	10	THE	Events	Prosotsani		41.179188, 23.971453	-
H15	Davaniska	6	10	8.8	6	6.8	10	THE	Events	Towers	<a href="http://www.bellroads.gr/el/content/%CF%80%CF%85%CF%81%CE%B3%CE%BF%CE%B9-%C2%AB%CE%BD%CF%84%CE%B1%CE%B2%CE%B1%CE%BD%CE%B9%CF%83%CE%BA%CE%B1%CE%BB-%C2%AB%CE%BC%CF%80%CE%B1%CE%BC%CF%80%CE%B9%CE%BD%CF%84%CE%B5%CE%BD%CE%BB">http://www.bellroads.gr/el/content/%CF%80%CF%85%CF%81%CE%B3%CE%BF%CE%B9-%C2%AB%CE%BD%CF%84%CE%B1%CE%B2%CE%B1%CE%BD%CE%B9%CF%83%CE%BA%CE%B1%CE%BB-%C2%AB%CE%BC%CF%80%CE%B1%CE%BC%CF%80%CE%B9%CE%BD%CF%84%CE%B5%CE%BD%CE%BB</a>	41.253543, 24.024228	14

S3	Gyaur Dere Cave	1	1	1	4	3.4	0	S	Caves	Micropolis	<a href="http://canyoning-caving.blogspot.com/2017/11/blog-post_17.html">http://canyoning-caving.blogspot.com/2017/11/blog-post_17.html</a>		18
Y5	Winery "oenops wines"	10	10	10	6	6.8	10	Y	Other Infrastructures	Prosotsani	<a href="https://el-gr.facebook.com/oenopswines/">https://el-gr.facebook.com/oenopswines/</a>	41.1802935, 23.9405772	3
Y6	Old bauxite mine	1	7	5.2	1	2.2	0	Y	Other Infrastructures	16km Prosotsani - Kato Nevrokopiou	-	41.259493, 23.973965	10
Y7	Marble quarries	5	8	7.1	6	6.4	4	Y	Other Infrastructures	-	-	-	-

## 5. PALEOLITHIC RESERVE OF PROSOTSANI MUNICIPALITY

For the needs of the program for which the present research was prepared, the palaeontological stock of the Municipality of Prosotsani, which was brought to light by the archaeological dig, was also recorded.

The palaeontological stock of the Municipality includes

- ✓ Fossils
- ✓ Animal bones
- ✓ Ceramics
- ✓ Stone tools
- ✓ Rock paintings
- ✓ Stalactites - stalagmites

### 5.1 EXCAVATION FINDINGS

Important Paleolithic and paleontological findings, as well as a mammoth tusk and bones of large mammals were found, during the excavation work of the cave in 1992, following archaeological investigations carried out by the Ephorate of Paleoanthropology-Speleology under the direction of Aik . Trandalidou . They were found in two places: a) on the eastern slope of the corridor, leading to the artificially opened entrance and b) inside the natural entrance of the cave.

South of the artificial entrance, two fossiliferous horizons with mammal bones were



found, originating from animals of the Ippidae family - mainly - but also Elaphids , Arctids , Elephantids and Rhinocerotids , as well as Palaeolithic stone tools from silicate rocks and quartz. The finds were dated as 34,000 - 27,900 years old.

Neolithic. In particular, pottery were discovered, vessels, the typology and their dating to the end of the beginning of the early Bronze Age (4-3 millennia BC).

The investigations inside the cave brought to light findings from the Late Neolithic with the three stone hearths and mainly sherds of utilitarian decoration of which allow the Neolithic with the

*Εικόνα 3.1 Χαυλιόδοντας μαμούθ, Βρέθηκε απολιθωμένο κοντά στην είσοδο του σπηλαίου Αγγίτη.*

Part of the finds is exhibited in the Archaeological Museum of Drama.

### 5.2 ROCKS

An important finding of paleontology is also the rock paintings found in adjacent areas of the Municipality, on Mount Pangaio and in the gorge of the Aggitis River .



The oldest petroglyphs in the world have been carved on Mount Pangaio, near the village of Kryoneri Kavala, 500,000 years ago. They depict horsemen, bows, javelins, suns and general elements of nature. Also, in the rock paintings of Pangaeus there is an engraving of the zodiac.

Very close to Alistratis cave , in a canopy opened in the eastern walls of the Aggitis river gorge , very important rock paintings have been found with a wide variety of designs and subjects related to the activities of the inhabitants of the area. The rock paintings date back to the 5th and 6th centuries. AD \_ They represent animals (deer, camels, horsemen holding reins and javelins), but also abstract designs.

### **5.3 STALACTITES-STALAGMITES**

In the wider area of the Municipality there are caves of high tourist value, both because of the paleontological findings found in them and from a geological point of view. The best known of all are:

- Agiti or Maara cave
- Alistratis Cave
- Gyaour Dere cave

#### **AGGITIS CAVE**

The cave is located at a distance of about 10 kilometers from Prosotsani , next to the village of Aggitis . It is one of the largest river caves in the world (with a length of over 11 kilometers so far).



Εικόνα 3.3 Αποψη σπηλαιίου Αγγίτη

Aggitis river flows on its floor and its decoration includes huge stalactites. It was created by the erosion of the limestone rocks of Falakro Oros. The decoration of the cave consists of black-brown (color derived from manganese oxides) and red (color derived from iron oxides) stalactites of various forms. There are few stalactites and

columns due to the fluctuating level of the river Agitis that passes through the cave. There is also sand and clay in the cave.

It is an important paleontological resource of the region. It shows rich palaeontological value and importance, as the human presence in the cave area is already known since prehistoric times. Also found in the Cave were the hearths of prehistoric herders, remains of clay household utensils, tools, seashell jewelry and clay maps for the preparation of thread for weaving, dated to the 4th BC. Millenium. From other findings, human presence is evidenced up to the post-Byzantine years. Worthy of mention is that the archaeological dig brought to light important Paleolithic and paleontological findings such as bones of large mammals (dated 30,000 years ago) mainly horses, megahorn (giant deer with big horns), deer, woolly rhinoceros, mammoth and cave bear, woolly, etc.)

Visitable daily, throughout the year, with the exception of some periods of Winter and Spring when it is flooded by the raised river level. It is fully accessible to people with disabilities .

### ALISTRATIS CAVE

The cave is 6 kilometers southwest of the town of Alistratis Serres and about 27 kilometers from Prosotsani . It is one of the largest caves in Europe

Its rich stone decoration includes huge stalactites and stalagmites in various colors and shapes (ovoid- oncoïd , cuspidoid , eccentrics , helictites , shields or palettes, pearls)

The colors of the stalactites come from various oxides. Thus, calcites with limonite , hematite, clay and other minerals have been created inside the cave.

The fauna enclosed in thick and thin sediments, which are scattered over the entire surface of the cave, dates back to about 2,000,000 years ago. These sediments belong to the Quaternary (period from 2 million years ago to the present day). Within these sediments, which are scientific records of nature, there are fossils of various animals, as well as archaeological findings.

In some places, calcified animal bones were revealed, and with a cursory examination they are herbivores. However, in the rich sediments of the cave, it is certain that paleontological findings will be found if systematic research is done in certain parts (positions) of the cave. They talk about the existence of archaic people based on the shells and petroglyphs , which are revealed in it.

The visitable part of the Cave is open all year Daily and is fully accessible to people with disabilities .

### GIAUR DERE CAVE

The cave is not open to the public and is located in the west of Mikropolis , in the Municipality of Prosotsani of P.E. Drama. It opens upstream of the steep and unforested slope of Menoiki mountain.

It is a horizontal and elongated cave with constant changes of direction, which due to subsidence develops on two levels. The decoration of the cave, quite impressive, (stalactites, stalagmites, curtain-like stalactites, columns, eccentrics , helictites , etc.) develops mainly in the inner parts of the cave.

Although the cave is located on a difficult and steep slope, it shows extensive traces of use during late antiquity and the middle Byzantine years, a conclusion drawn from the surface finds of sherds of storage vessels, transport vessels and food preparation activities. Of course, the use of the cave in earlier times is not excluded.

For the easier recording of the above, table 4 was created.



**Table 5.1 Palaeolithic Reserve of the Municipality of Prosotsani**

a/a	Description	A.E.D.M.	No. Res .	Excavation Body	Origin	Excavation site	other information
1	Tusk mammoth	D1375	Mar.92, 156	Ephorate of Paleoanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
2	Almost intact mandible of a horse	D1374	Mar.93, 1215	Ephorate of Paleoanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
3	Lower right jaw of a horse	D1367	Mar.92, 18	Ephorate of Paleoanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
4	Upper molars of a horse	D1368	Mar.92, 18	Ephorate of Paleoanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
5	metacarpal bone from an animal of the deer family	D1369	Mar.92, 720	Ephorate of Paleoanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
6	metacarpal bone from an animal of the deer family	D1370	Mar.92, 99	Ephorate of Paleoanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates

7	Part of the lower right jaw of a shaggy rhinoceros	D1371	Mar. 80, 7	Ephorate of Paleanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
8	Tooth of a large animal	D1372	Mar.94, 1442	Ephorate of Paleanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
9	Tooth of a large animal	D1373		Ephorate of Paleanthropology - Speleology	Maara	It was found fossilized near the cave entrance	It betrays an alternation of cold and milder climates
10	Flakes			Ephorate of Paleanthropology - Speleology	Maara	Found near the cave entrance	they were dated to the Middle Paleolithic era, and have similarities with other monasteries stone arts of the Greek area
11	Spikes			Ephorate of Paleanthropology - Speleology	Maara	Found near the cave entrance	they were dated to the Middle Paleolithic era, and have similarities with other monasteries stone arts of the Greek area
12	Rasps			Ephorate of Paleanthropology - Speleology	Maara	Found near the cave entrance	they were dated to the Middle Paleolithic era, and have similarities with other monasteries stone arts of the Greek area

## 6. FORMULATION OF TOURISM PRODUCT UNITS AND ASSOCIATION OF TOURISM RESOURCES WITH TOURISM FORMS

### 6.1 Correlation of tourism resources with forms of tourism

From the above, tourist resources with homogeneous characteristics emerged, which form an independent tourism unit (e.g. Gastronomic tourism, ecotourism, etc.). In table 5, which is a correlation matrix, we see the connection of each tourist resource with the tourist modules that we have determined. In this way, we can establish the correlation of the tourism resources of the Municipality with the type of tourists that the area can attract, but mainly to distinguish which resources are directly linked to paleontological tourism.

Table 6.1 Correlation table of tourism resources with tourism forms

IT code	Description															
		Geotourism	Sporting	Religious	Cultural	Educational	Conference	Ecotourism	Speleologist	Mountaineering - Touring	Wine tourism	Adventure	Gastronomic	Archaeological - Historian	Architectural	palaeontological
A'1	Agitis fortification									x				x		
A'2	Sanctuary of Dionysus							x			x			x		
A3	Neolithic House															
A4	Old Petrousa Aqueduct													x	x	
A5	Ruins of the Byzantine castle of Kallithea							x						x	x	
A6	Ruins of the Byzantine castle of Mikropolis							x						x	x	
A7	Rock paintings	x						x		x				x		x
A8	Paleontological stock of the municipality of Prosotsani	x				x		x	x	x				x		x
A9	Prehistoric settlement of "Arkadiko" of the city of Drama	x						x								x

IT code	Description	Geotourism	Sporting	Religious	Cultural	Educational	Conference	Ecotourism	Speleologist	Mountaineering - Touring	Wine tourism	Adventure	Gastronomic	Archaeological - Historian	Architectural	palaeontological
D1	Sports Center of the Municipality of Prosotsani		x			x										
D2	Motocross track		x									x				
D3	Hunter's refuge							x		x		x				
D4	Falakro Oros - Ski Resort		x					x		x		h				
D5	Air sports - Para 5 track		x					x				x				
Q1	Tavern-restaurant "PEPE"				X								x			
E2	Tavern – Restaurant "Maaras "				X								x			
E3	Tavern - restaurant "To Adamoma" ( Aggitis )				X								x			
Q4	Platanos Restaurant				X								x			
Q5	"Alexis" Restaurant-Tavern				X								x			
Q6	Restaurant-Tavern "Klimataria"				X								x			
Q7	Restaurant-tavern "Savvas"				X								x			
Q8	Restaurant-Tavern "Dionysos"				X								x			
Q9	Restaurant-Tavern " Gyro Around Everyone"				X								x			
Q10	Restaurant "Ydor Nearon "				X								x			

IT code	Description	Geotourism	Sporting	Religious	Cultural	Educational	Conference	Ecotourism	Speleologist	Mountaineering - Touring	Wine tourism	Adventure	Gastronomic	Archaeological - Historian	Architectural	palaeontological
H1	Photolivos Agricultural and Livestock Exhibition ( Agrozoo )					h	h									
H2	Dream city				X											
H2	Hunting											x				
H3	The "Mug" custom			x	X			x		x	x		x			
H4	Tsipourou Festival			x	X			x		x	x		x			
H5	Babougera ( Good tap)			x	X			x		x	x		x			
H6	Litany (Diakenisimou)			x	X			x		x	x		x			
H7	Monk			x	X			x		x	x		x			
H8	Sighs			x	X			x		x	x		x			
H9	The day of God			x	X			x		x	x		x			
H10	Chestnut festival			x	X			x		x	x		x			
H11	Babiden			x	X			x		x	x		x			
H12	Revival of Cleidon			x	X			x		x	x		x			
H13	Festival ergo - stasio (Early August)			x	X			x		x	x		x			
H14	"Prophet Elias" Cultural Events July 12-20			x	X			x		x	x		x			
H15	Davaniska			x	X			x		x	x		x			
T1	Holy Temple of the Brigadier Generals			x	X										x	
T2	Holy Church of Agios Dimitrios			x	X											
Th3	Post-Byzantine Church of the Dormition of the Virgin			x	X									x	x	
T4	Holy Church of Agia Marina			x	X											

IT code	Description	Geotourism	Sporting	Religious	Cultural	Educational	Conference	Ecotourism	Speleologist	Mountaineering - Touring	Wine tourism	Adventure	Gastronomic	Archaeological - Historian	Architectural	palaeontological
Th5	Church of St. Nicholas			x	X										x	
Th6	Holy Church of Agios Athanasios			x	X											
Th7	Holy Monastery of Panagia Ikosifonissa			x	X										x	
Th8	Holy Saint 's Monastery Month			x	X										x	
Th9	Agios Panteleimonas ( Prosotsani )			x	X										x	
T10	Hermitage in Petrousa (Agios Markos)			x				x		x						
T11	Holy Church of Agios Georgios			x	X										x	
T12	Early Christian basilica of the 5th and 6th centuries AD .			x	X										x	
K1	Residential Environmental Information Center	x				x		x	x	x		x				x
M1	Prosotsani Folklore Museum				x	x		x							x	
M2	Archaeological Museum of Drama	x		x	x	x	x						x			h
M3	Lisse Military Museum	x			x	x						x	x			
M4	Mylopotamos Aquarium					x		x								
N1	Hiking route " Mikropoli - Panagia Kastaniotissa "	x						x		x		x				

IT code	Description	Geotourism	Sporting	Religious	Cultural	Educational	Conference	Ecotourism	Speleologist	Mountaineering - Touring	Wine tourism	Adventure	Gastronomic	Archaeological - Historian	Architectural	palaeontological
N2	Tsatalka trail of Mount Menoiki	x						x		x		x				
X1	Municipal Youth Hostel		x			x	x									
X2	Municipal Camperstop				x			x				x				
X3	Pension Katerina											x				
X5	The Hunting Lodge		x		x			x		x		x				
P1	Location "Ergostasio" - Aggitis River		x		x			x		x		x				
P2	Lake Kokkinogeion							x		x		x				
S1	Aggitis Cave	x			x			x	x							x
S2	Alistratis Cave	x			x			x	x							x
S3	Gyaur Dere Cave	x						x	x	x						x
Y1	Stone Theater of Petrousa Gorge	x		x	x	x		x							x	
Y2	Municipal Library - Old smoking garden _ Hatzikonsta - di' nou				x	x								x	x	
Y3	Pavlidis Winery				x	x		x			x					
Y5	Winery "oenops wines"										x					
Y4	"Wine Art" estate				x	x		x			x					
Y6	Old bauxite mine	x				x			x			x		x	x	
IT code	Description	Geotourism	Sporting	Religious	Cultural	Educational	Conference	Ecotourism	Speleologist	Mountaineering - Touring	Wine tourism	Adventure	Gastronomic	Archaeological - Historian	Architectural	palaeontological
F1	Petroussa Gorge	x						x		x		x				
Φ2	Rent Mount	x						x		x		x				x

<b>F3</b>	Wild horses of Mount Menoiki							x		x		x				
<b>F4</b>	Agiti Gorge	x						x	x	x		x				x

From the frequency table below, table 6, of tourist resources in each tourism thematic section we notice that:

Cultural, eco-tourism, mountain-tourist, religious and gastronomic tourism show a greater number of tourist resources. A fact that is mainly due to the existence of the many cultural associations of the municipality that keep alive the customs and traditions of the place, organizing a multitude of cultural events. On the contrary, the Conference and Speleological appear with the smallest range of tourist resources due to a lack of infrastructure and resources. The remaining forms of tourism such as Geotourism, wine tourism, adventure tourism, architectural and paleontological tourism have very favorable conditions for development either with existing tourist resources (e.g. wineries) or with the creation of new infrastructures (e.g. . paleontological park).

**Table 6.2 Table of frequency of occurrence**

<b>FORM OF TOURISM</b>	<b>PLENTY OF TOURIST RESOURCES</b>
<b>Geotourism</b>	<b>17</b>
<b>Sporting</b>	<b>7</b>
<b>Religious</b>	<b>26</b>
<b>Cultural</b>	<b>48</b>
<b>Educational</b>	<b>1 4</b>
<b>Conference</b>	<b>3</b>
<b>Ecotourism</b>	<b>42</b>
<b>Speleologist</b>	<b>7</b>
<b>Mountaineering - Touring</b>	<b>30</b>
<b>Wine tourism</b>	<b>17</b>
<b>Adventure</b>	<b>19</b>
<b>Gastronomic</b>	<b>22</b>
<b>Archaeological - Historian</b>	<b>1 2</b>
<b>Architectural</b>	<b>15</b>
<b>palaeontological</b>	<b>10</b>

## **6 .2 Definition of Forms of Tourism to which the Tourist Product is linked**

### **Ecotourism**

This form of tourism is based on the travel activity that takes place within the natural environment and involves visiting areas of ecological interest, mostly areas of recognized ecological value, such as protected areas. It includes mild activities that do not disturb the balance of the area and are mainly of a scientific and educational nature, such as the observation of flora and fauna. maintains and enhances the well-being of local communities, which are considered an integral part of such activity and development process.



The natural resources of the Municipality of Prosotsani and the existence of the Center for Environmental Education of Kali Vrisis lay strong foundations for the development of ecotourism.

### **Archaeological tourism**

Archaeological tourism has as its main object the visit to archaeological sites and monuments, museums etc..

In the case of the Municipality of Prosotsani, in combination with other nearby forms of tourism, such as paleontology, it is an important attraction for tourists.

### **Architectural tourism**

The purpose of travelers who choose this form of tourism is to read the places through their buildings and Architecture, experiencing it truly, not simply through the advice of travel guides. The numerous Byzantine temples and the local architecture of the buildings in the local communities are a magnet for tourists who love architecture.

### **Gastronomic - wine tourism**

Culinary tourism is defined by the contact and acquaintance of the visitors with the local / traditional cuisine and through it with local traditions, local cultural events, agricultural activities, guided tours of places functionally integrated with wine-making and/or wine-producing (vineyard) facilities , etc.

Food is a basic human need and tourists tend to enjoy it especially when it comes to local flavors accompanied by local drinks.

Through the gastronomy of a destination the tourist becomes part of the local culture and additionally enjoys his vacation regardless of the form of tourism he has chosen for his vacation.

### **Educational tourism**

The special form of educational tourism includes the following activities:

- Organization of educational programs for university and college students.
- Programs of educational content for school and university excursions from Greece and abroad.
- Education programs and introduction to the Greek cultural & historical heritage.

Educational tourism is considered one of the most important developing tourism markets and can offer significant benefits to an area with rich cultural elements, which are a pole of attraction for educational / student tourism, both from Greece and abroad.

### **Religious tourism**

Religious Tourism is defined as the set of tourist activities related to the travel of individual individuals or organized groups to places, spaces and monuments of religious importance for reasons of religious, cultural, educational and informational interest.

The municipality of Prosotsani is scattered with churches and temples of every era and deserves a place in the religious tourism pie.

### **Sports Tourism**

Sports Tourism means any active and/or passive involvement in sports activities included in the tourism context as an option and with the primary objective of entertainment and mild sports as well as participation in sports events or their preparation for them.

### **Cultural tourism**

It refers to the tourism industry where the visitor's main motivation is to visit cultural attractions in order to learn, discover and experience the cultural heritage of each tourist destination.. it includes experiences related to various types of visual and performing arts,

monuments and historical sites , as well as elements of religious and popular tradition, customs and cultural events (music, dance, art, theater, etc.). Cultural motivation has been and remains one of the main reasons for travel for tourists worldwide.

### **Conference tourism**

Conference Tourism means the organized meetings of people with common interests or professional qualities and with the primary purpose of scientific information and the exchange of information and opinions between the conference attendees/speakers.

### **Adventure Tourism**

Adventure tourism has elements similar to those of eco-tourism, but having as its main feature the involvement in action sports and outdoor activities. The bulk of those interested in adventure tourism are people mainly aged 25-45 in good physical condition who seek during the challenge their vacations through activities that increase adrenaline while being close to nature.

### **Speleological tourism**

Speleological tourism is one of the forms of alternative tourism in which a tourist visits a cave in order to admire its natural decoration.

Most of Greece unexplored by the average traveler, they have their own geological story to tell, while possessing a uniqueness and variety in their shaped beauty.

3 forms of activity:

- Tourist visits to arranged caves (2 in the area of the Municipality of Prosotsani)
- "Sport caving" visits by amateur speleologists to caves in their natural environment
- Exploratory visits by trained (amateur or research) speleologists to unrecorded parts of known caves, or to new "unexplored" caves.

Greece, which is ranked in the first places, internationally, in terms of the number of caves per square kilometer, has all the conditions for a substantial strengthening of the National Economy through the rational exploitation of its most important speleological attractions.

### **Geotourism**

Geotourism is considered a new type of tourism, which can be developed in areas that have important geological monuments, which can be a pole of attraction for tourists of special interest (volcanoes, caves, canyons, fossil sites, large geological faults, ancient or inactive mines and quarries , landforms and landscapes created by nature over geological ages)

In the Municipality of Prosotsani, there are many tourist resources that can be linked to geotourism.

### **Paleontological tourism**

Paleontological tourism is a form of tourism where the tourist is interested in finds from the paleontological period as well as the wider area where they were found in order to understand the world and the existence of life in the past.

## 7. SWOT analysis

In this step, the evaluation of tourism resources continued using the SWOT Analysis. During the SWOT analysis, an introspection and recording of the strong and weak points of each tourist resource is done, as well as the attempt to anticipate and exploit the favorable opportunities and deal with the possible risks that may appear in the future.

The SWOT analysis is essentially a diagram in which we record the following four categories of important characteristics.

### **a) S= Strengths**

- What are our strengths relative to the competition?
- In what areas do our competitors think we excel?
- Are there financial resources and goods that we can use?
- What are the special characteristics that define us and can be defined as a competitive advantage?

### **b) W= Weakness**

- What could we improve on the offered product?
- What characteristic do those around us perceive as a weakness?
- In what areas are the resources lagging behind the competition?
- Lack of resources and funds

### **c) O=Opportunities (recognition of opportunities that can benefit us)**

- Anticipation of changes in technological matters and appropriate preparation for their reception
- Recognition and exploitation of new trends
- Change in economic, social and political developments, which we can take advantage of
- Development of new markets

### **d) T=Threats (threats, events that may affect us negatively)**

- High operating costs
- Lack of liquidity and funds
- Competitor movements

**Table 7 .1 SWOT ANALYSIS OF TOURIST RESOURCES OF PROSOTSANI MUNICIPALITY**

IT code	Description	S	W	O	T
<b>Category A - Archaeological sites - Historical monuments</b>					
<b>A'1</b>	Agitis fortification	<ul style="list-style-type: none"> <li>• Uniqueness – rare sights (sanctuary of Dionysus, rock paintings, Palaeontologica I reserve)</li> </ul>	<ul style="list-style-type: none"> <li>• No utilization</li> <li>• Desertification of many of these resources</li> </ul>	<ul style="list-style-type: none"> <li>• Development of speleological - paleolithic tourism</li> <li>• Attracting tourists, multiple forms of tourism (religious – wine tourism)</li> <li>• Join global protection programs</li> <li>• Digital tour on smart devices with QR tags .</li> <li>• Maintenance &amp; Restoration</li> </ul>	<ul style="list-style-type: none"> <li>• One-sided design of a tourist product in favor of Natural beauty</li> <li>• Collapse etc. due to lack of maintenance</li> </ul>
<b>A'2</b>	Sanctuary of Dionysus				
<b>A3</b>	Neolithic House				
<b>A4</b>	Old Petrousa Aqueduct				
<b>A5</b>	Ruins of the Byzantine castle of Kallithea				
<b>A6</b>	Ruins of the Byzantine castle of Mikropolis				
<b>A7</b>	Rock paintings				
<b>A8</b>	Paleontological reserve of the municipality of Prosotsani				
<b>A9</b>	The prehistoric settlement of "Arkadiko" of the city of Drama				

### Category D - Activities

<b>D1</b>	Sports Center of the Municipality of Prosotsani	<ul style="list-style-type: none"> <li>Organized installation</li> <li>Uniqueness of natural construction</li> <li>Particularly attractive to sports fans</li> </ul>	<ul style="list-style-type: none"> <li>There is no obvious link between the tourism product and the identified activities</li> <li>Lack of proper organization by public bodies</li> </ul>	<ul style="list-style-type: none"> <li>Attracting tourists from all over the world</li> <li>Organized Advertising by all agencies (Businesses, associations, Municipal Authority)</li> </ul>	<ul style="list-style-type: none"> <li>Accident in extreme sport</li> </ul>
<b>D2</b>	Motocross track				
<b>D3</b>	Hunter's refuge				
<b>D4</b>	Falakro Oros - Ski Resort				
<b>D5</b>	Air sports - Para 5 track				

### Category E – Focus

<b>Q1</b>	Tavern-restaurant "PEPE"	<ul style="list-style-type: none"> <li>Restaurants with new or renovated spaces that have a satisfactory carrying capacity</li> </ul>	<ul style="list-style-type: none"> <li>There is no agreed level of quality in all restaurants</li> <li>Very little integration of local products</li> <li>Catering businesses do not have an internet and social media presence</li> </ul>	<ul style="list-style-type: none"> <li>Quality agreement</li> <li>Restaurants must have brochures from all other businesses as well as the Municipality's promotional forms</li> <li>With the increase in traffic there are prospects for the establishment of new restaurants</li> </ul>	<ul style="list-style-type: none"> <li>Several similar businesses in neighboring municipalities</li> </ul>
<b>E2</b>	Tavern – Restaurant "Maaras"				
<b>E3</b>	Tavern - restaurant "To Adamoma" ( Aggitis )				
<b>Q4</b>	Platanos Restaurant				
<b>Q5</b>	"Alexis" Restaurant-Tavern				
<b>Q6</b>	Restaurant-Tavern "Klimataria"				
<b>Q7</b>	Restaurant- tavern "Savvas"				
<b>Q8</b>	Restaurant-Tavern "Dionysos"				

<b>Q9</b>	Restaurant-Tavern "Gyro Around Everyone"				
<b>Q10</b>	Restaurant "Ydor Nearon "				
<b>Category H – Events</b>					
<b>H1</b>	Photolivos Agricultural and Livestock Exhibition ( Agrozoo )	<ul style="list-style-type: none"> <li>Lots of events throughout the year</li> </ul>		<ul style="list-style-type: none"> <li>Development of Religious tourism</li> <li>Utilization of readability of the many and different events to increase the tourist flow for tourism 12 months a year</li> </ul>	
<b>H2</b>	Dream city				
<b>H2</b>	Hunting				
<b>H3</b>	The "Mug" custom				
<b>H4</b>	Tsipourou Festival				
<b>H5</b>	Babougera ( Good tap)				
<b>H6</b>	Litany (Diakenisimou)				
<b>H7</b>	Monk				
<b>H8</b>	Sighs				
<b>H9</b>	The day of God				
<b>H10</b>	Chestnut festival				
<b>H11</b>	Babiden				

<b>H12</b>	Revival of Cledon				
<b>H13</b>	Festival ergo - stasio (Early August)				
<b>H14</b>	"Prophet Elias" Cultural Events July 12-20				
<b>H15</b>	Davaniska				
<b>Category I - Religious Places</b>					
<b>T1</b>	Holy Temple of the Brigadier Generals	<ul style="list-style-type: none"> <li>• Plenty of religious sites with interesting architecture</li> <li>• Popular Monasteries and Churches (Agios Minas &amp; Eikosifonissa Monastery )</li> </ul>	<ul style="list-style-type: none"> <li>• There is no record of the history of each religious site</li> <li>• Neglect of some of the religious places (Agios Markos Hermitage)</li> </ul>	<ul style="list-style-type: none"> <li>• Development of Religious &amp; Architectural tourism</li> </ul>	
<b>T2</b>	Holy Church of Agios Dimitrios				
<b>Th3</b>	Post-Byzantine Church of the Dormition of the Virgin				
<b>T4</b>	Holy Church of Agia Marina				
<b>Th5</b>	Church of St. Nicholas				
<b>Th6</b>	Holy Church of Agios Athanasios				
<b>Th7</b>	Holy Monastery of Panagia Ikosifonissa				
<b>Th8</b>	Holy Saint 's Monastery Month				
<b>Th9</b>	Agios Panteleimonas (				

T10	Prosotsani )				
	Hermitage in Petrousa (Agios Markos)				
	T11 Holy Church of Agios Georgios				
T12	Early Christian basilica of the 5th and 6th centuries AD .				
<b>Category K – Information center</b>					
K1	Residential Environmental Information Center	<ul style="list-style-type: none"> <li>• Unique for the update on the Rent Term</li> <li>• The existence of the KPE creates a huge advantage for conducting various activities</li> </ul>	<ul style="list-style-type: none"> <li>• Short hours of operation</li> <li>• *It does not have a website</li> </ul>	<ul style="list-style-type: none"> <li>• Utilization of KPE for additional activities</li> <li>• Connection of the KPE with multiple forms of tourism</li> <li>• Website creation and information presentation</li> </ul>	
<b>Category M – Museums</b>					
M1	Prosotsani Folklore Museum	<ul style="list-style-type: none"> <li>• Digital technology ( Lisse Military Museum )</li> </ul>	<ul style="list-style-type: none"> <li>• They don't have organized tours</li> </ul>	<ul style="list-style-type: none"> <li>• Creation of a paleontological museum-park due to the existence of a paleontological</li> </ul>	<ul style="list-style-type: none"> <li>• Low traffic</li> </ul>
M2	Archaeological Museum of Drama				
M3	Lisse Military Museum				



<b>M4</b>	Mylopotamos Aquarium	<ul style="list-style-type: none"> <li>Importance of exhibits</li> </ul>		inventory	
<b>Class N - Paths – Routes</b>					
<b>N1</b>	Hiking route " Mikropoli - Panagia Kastaniotissa "	<ul style="list-style-type: none"> <li>Great variety and change of scenery between regions and seasons</li> <li>Routes and paths of amazing natural beauty</li> <li>Easy access</li> </ul>	<ul style="list-style-type: none"> <li>There is no satisfactory signage</li> </ul>	<ul style="list-style-type: none"> <li>Production of clear maps with routes - paths</li> <li>Logging routes and trails with GPS and developing a navigation application for smart phones</li> <li>Construction of a path for the disabled</li> </ul>	<ul style="list-style-type: none"> <li>High risk of intimidation of tourists due to shooting during the hunt</li> </ul>
<b>N2</b>	Tsatalka trail of Mount Menoiki				
<b>Category X – Hotels</b>					
<b>X1</b>	Municipal Youth Hostel	<ul style="list-style-type: none"> <li>Thematic tourist accommodation</li> <li>Meeting different needs</li> </ul>	<ul style="list-style-type: none"> <li>Small capacity</li> <li>Minimal advertising</li> </ul>	<ul style="list-style-type: none"> <li>There is room for the construction of new tourist units</li> <li>Quality agreement</li> <li>Better online presence</li> </ul>	<ul style="list-style-type: none"> <li>Little tourist traffic in the area</li> <li>The low capacity of the 3 hotels creates difficulties in cooperation with foreign tourist agents</li> </ul>
<b>X2</b>	Municipal Camperstop				
<b>X3</b>	Pension Katerina				
<b>X4</b>	AKTINA Traditional guest house.				

<b>X5</b>	The Hunting Lodge				
<b>Category P – Water resources</b>					
<b>P1</b>	Location "Ergostasio" - Aggitis River	<ul style="list-style-type: none"> <li>Organized facilities</li> </ul>		<ul style="list-style-type: none"> <li>Development of ecotourism</li> </ul>	
<b>P2</b>	Lake Kokkinogeion	<ul style="list-style-type: none"> <li>Organized events</li> </ul>			
<b>Category C – Caves</b>					
<b>S1</b>	Cave of the sources of the river Agitis	<ul style="list-style-type: none"> <li>Organized tours</li> </ul>	<ul style="list-style-type: none"> <li>Dere cave</li> </ul>	<ul style="list-style-type: none"> <li>Development of Speleological, Geological and Paleontological Tourism.</li> </ul>	
<b>S2</b>	Alistratis Cave	<ul style="list-style-type: none"> <li>Digital tour ( Aggitis cave )</li> </ul>	<ul style="list-style-type: none"> <li>The Aggiti cave is seasonally unvisitable due to floods</li> </ul>	<ul style="list-style-type: none"> <li>Further utilization and centralized exhibition of paleontological exhibits</li> </ul>	
<b>S3</b>	Gyaur Dere Cave	<ul style="list-style-type: none"> <li>Rich decoration</li> <li>Important findings from the Paleolithic era</li> <li>Popular caves</li> <li>Fixed opening hours</li> </ul>		<ul style="list-style-type: none"> <li>Digital projection</li> </ul>	

**Category Y – Other Infrastructure**

<b>Y1</b>	Stone Theater of Petrousa Gorge	<ul style="list-style-type: none"> <li>• Architectural interest</li> <li>• Readability of Canyon, Wineries &amp; Marble Quarries around the world</li> </ul>	<ul style="list-style-type: none"> <li>• Desertification and non-use of old quarries</li> <li>• Unorganized visits</li> </ul>	<ul style="list-style-type: none"> <li>• Development of geological tourism</li> <li>• Development of Wine Tourism</li> <li>• Development of architectural tourism</li> </ul>	
<b>Y2</b>	Municipal Library - Old tobacconist etc Hadjiconstant in mind				
<b>Y3</b>	Pavlidis Winery				
<b>Y4</b>	"Wine Art" estate				
<b>Y5</b>	Winery "oenops wines"				
<b>Y6</b>	Old bauxite mine				
<b>Y7</b>	Marble quarries				

**Category F – Area of Natural Beauty**

<b>F1</b>	Petroussa Gorge	<ul style="list-style-type: none"> <li>• Readability</li> <li>• Natural beauty with minimal human intervention</li> </ul>	<ul style="list-style-type: none"> <li>• No photo sites</li> <li>• organized tours</li> <li>• incomplete marking</li> </ul>	<ul style="list-style-type: none"> <li>• Development of various forms of tourism (ecotourism, adventure, etc.)</li> </ul>	
<b>Φ2</b>	Rent Mount				
<b>F3</b>	Wild horses of Mount Menoiki				
<b>F4</b>	Agiti Gorge				

## 7.2 Swot analysis of the municipality of Prosotsani

During the SWOT analysis, the strengths and weaknesses of each resource were studied, as well as the opportunities and threats that exist for each of them, leading to the SWOT analysis of the total tourism product offered by the Municipality . Thus table 6.2 is obtained

**Table 7.2 Swot Analysis of the Municipality of Prosotsani**

<b>Strengths - Strong points</b>	<b>Weaknesses - Weaknesses</b>	<b>Opportunities – Chances</b>	<b>Threats – Threats</b>
Great variety and change of scenery between regions and seasons	Small rate of utilization of tourist resources	Recording and interpretive analysis of local traditional dishes	The abandonment of the area by young people
Variety of forms of tourism related to the tourism product of the Municipality	Very low capacity of hotel beds	Development of paleontological, geological & speleological tourism	
The preservation of the traditional way of life, culture and customs	The road network needs improvement, especially for access to the mountain massif	Return and settlement of new ones in the area	
Rich fauna and flora	The existing tourist infrastructure limits the carrying capacity of the area.	Integrated tourism marketing & management campaign	
Existing infrastructure to a relatively satisfactory extent	Absence of tourist consciousness among residents	Restoration –, utilization & exploitation of tourist resources	
Connection with Bulgarian border	Absence of a distinct tourist identity ( brand ) which incorporates the experiences that one can have in the Municipality.	Development opportunities for new businesses of tourist interest	
		Join global protection programs	

## 8 . Bearing tourism Capacity

Tourism development, like most human activities, brings about a series of favorable or unfavorable effects, both on the natural and anthropogenic environment. The ability presented by each system to assimilate the changes it undergoes is a key factor for sustainable development ( European Commission et al., 2002)

Carrying capacity is the level of use of the resources (tourism/recreation) of an area, with which sustainable development can be ensured, without degrading the characteristics and quality of the resources as well as the experience of the visitor to an acceptable degree" (Parpairis, 1993 ).

Therefore, it is clear that the number of people visiting a place must be proportional to the tourist development that it can accept, so that the social, natural and ecological environment is not strained.

The carrying capacity of a tourist area can be measured in terms of some factors:

**Physical factors** : excessive supply of the facilities

**Ecological / Environmental factors** : degradation of natural resources (environmental costs)

**Aesthetic / Perceptual / Psychological factors** : degradation of visitors' leisure experience due to overcrowding or environmental degradation

**Social factors:** hostility from the local community.

The Municipality of Prosotsani is a municipality rich in tourist resources with little or no tourism development and exploitation and, for now at least, without environmental problems. With an area of 482.77 sq.km. and a population of 13,066 inhabitants and a population distribution of 27 people per square kilometer, it has room to accommodate a fairly large number of visitors. Although the available beds in the municipality are few, the current needs of tourist accommodation are supplemented by tourist accommodation from other neighboring municipalities.

Despite the average to poor quality of the provincial road network, the Municipality has the advantage of being crossed by two main road axes of supra-local and international importance. From National Road No. 57 of Drama - Kato Nevrokopi - Countryside - Bulgarian border, which type is considered a vertical axis of Egnatia Road, as well as from National Road No. 12 of Thessaloniki - Serres - Drama. Also, the fact that the Thessaloniki - Kipon railway line passes within the limits of the Municipality and in fact there is a railway station in Fotolivos , strengthens both its development potential and its extroversion.

In conclusion, the tourism capacity of the Municipality has not been exceeded, on the contrary, it is at relatively low levels. It is satisfactory because of the low traffic. However, the increase in tourists visiting the area makes visible the risk of exceeding the carrying capacity of tourism.

In order to avoid exceeding the Carrying Capacity of Tourism, it is necessary to carry out the following:

- the development of a tourism model, based on respect for the environment that will be based on Special tourist infrastructures and special and alternative forms of tourism.
- Orientation of private investments to fill deficiencies in accommodation and infrastructure that enrich, upgrade and diversify the offered tourist product.
- In the determination of cultural heritage, natural resources and landscape protection zones.

## **9. Development prospects**

Based on the Municipality's business plan, the Municipality aims to implement innovative studies and actions in critical sectors that will ensure the upgrading of the area. Thus, the Strategic Objectives of the OP of the Municipality of Prosotsani are:

1. Strengthening the socio-economic and cultural development of the region based on the principles of sustainable development
2. Multi-polar space-economic approach to the development vision with specialized intervention and balanced development of the region's space.
3. Upgrading the administrative capacity of the Municipality and upgrading the services provided.

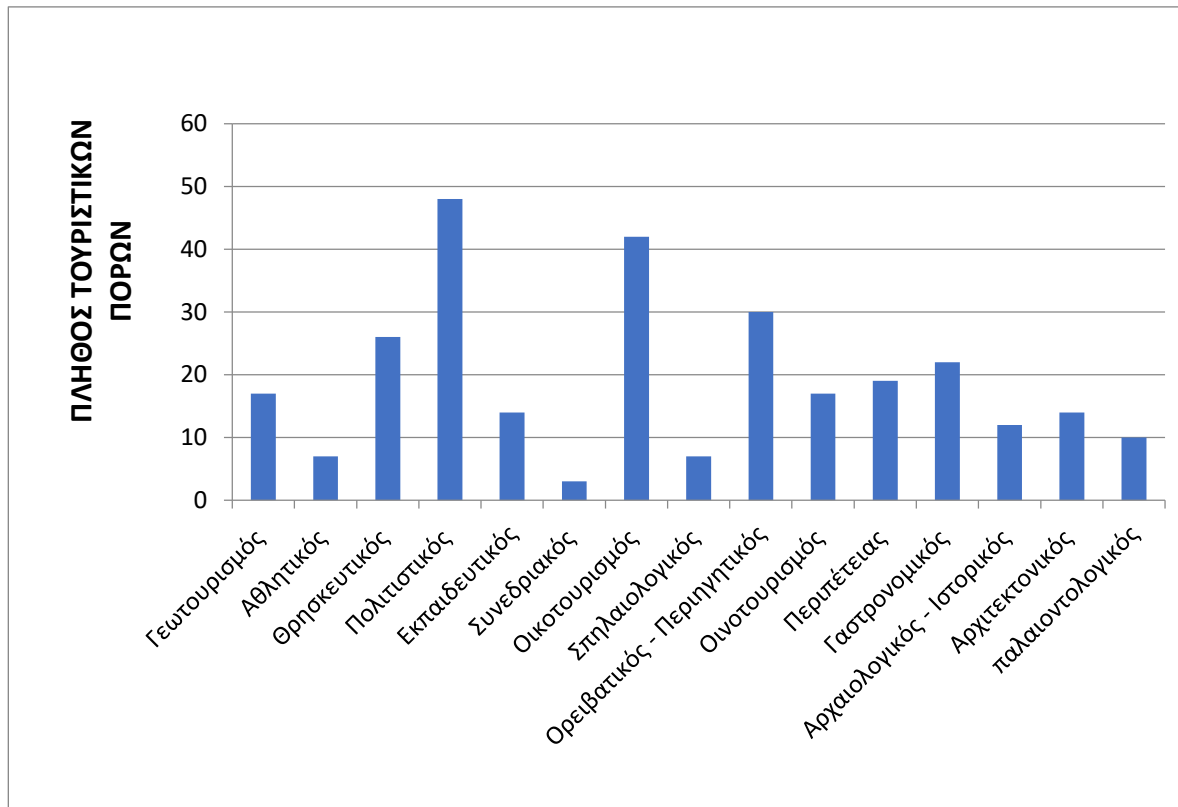
In the study area of the present research, multiple development prospects are presented with a greater percentage in the tertiary sector which is still at an early stage. Many forms of tourism can be developed and supported. The numerous tourist resources available to the Municipality, if developed and utilized properly, can provide an integrated tourist product.

Today, due to the now visible environmental effects and the highly competitive environment that characterizes tourism internationally, it becomes necessary to promote a development-tourism strategy based on sustainable development. In this context, the development of Alternative Forms of Tourism is ideal, since they are directly related to sustainable development.

From the correlation of tourism resources with the forms of tourism (table 6 & Diagram 8.1) we see that the largest number of tourism resources is related to cultural, eco-tourism and Mountaineering-Tourism tourism.

The prospects for the development of these forms of tourism with various ways. With better organization of events and a wider range of advertising

Διάγραμμα 8.1  
 Διάγραμμα συσχέτισης Τουριστικών πόρων Δήμου Προσοτσάνης με Μορφές Τουρισμού



it is almost certain to attract many new tourists. Correct signage and the existence of guides, climbers and tour groups in the rich nature available to the Municipality will be a significant advantage in upgrading this form of tourism in the region. It is important that the development efforts that will be made in this direction, be carried out with an eye on the protection of the environment.

However, the risk of exceeding the carrying capacity of tourism with the development of these forms is particularly great. They are forms that attract a large number of tourists and if not properly managed by tourism operators, large tourist flows can have a negative effect on the lives of local people. There is a risk that the local community will suffer the alienation of morals and customs as well as that the natural environment will be irreparably damaged.

Religious tourism also has potential for development, but at risk is the seasonality of tourist traffic around the dates of the religious holidays of the homonymous temples. In addition, due to the fact that Religious tourism is mainly aimed at people of the religion represented by the temples, two things happen: a) the target group group ), travelers whose main reason for their trip is the pilgrimage to places of worship, is limited and consists mainly of elderly people and b) catering businesses should provide the appropriate menu for religious people during the fasting periods which may raise the operating cost.

In our time, the tourist trend that seems to dominate is that of the "specialized tourist product". The forms of Geological, Speleological and Paleontological tourism are forms that, in combination with culinary, wine, adventure tourism, educational and conference tourism, can create tourist flows throughout the year of different target groups ( ). These target groups include people of all ages and economic backgrounds, as well as people of different educational levels, but with a common interest in the caves and the wealth they hide. So we understand that due to the diversity and inhomogeneity of the target for these groups, the lengthening of the tourist season is a given. Also, it is a common interest of tourists, for them, the knowledge about how our world was created, knowledge that we receive through Geology and Paleontology. Because of this, these visitors have developed a sense of environmental protection but also have an increased interest in the local character of life and activities of the inhabitants of the place they are visiting. In other words, they are tourists, who travel with the aim of getting to know the place of destination in all its aspects and not just from one side like religious pilgrims.

Geological, Speleological and Paleontological Tourism are forms that support sustainable development. Caves are not only attractions, but also monuments. For this reason they are protected by national and international regulations. Also, they are not limited by the weather because they maintain a temperature of 16-17 degrees C with stable environmental conditions so they attract visitors throughout the year. Usually, potential visitors to destinations of these forms of tourism are more environmentally conscious than any other tourist. This stems from their interest in the beginnings of history and the structure of the planet and human life.

The caves, in addition to their aesthetic value, have paleontological findings, such as human and animal skeletons, tools, rock paintings, etc. They are therefore of interest to various fields of science, as they are directly related to prehistory and history, archaeology, paleontology and geology, biology, mythology.

Visitors to the caves expect to gain, beyond the experience of the beauty of the cave, knowledge about its findings, history and morphology-geology. Many times they have visited other caves in the past and are looking for more and more information to compare and expand their horizons.

Facilities and access are essential factors that complement the attractions for achieving a cave visit. Qualified and fully informed staff, the availability of guided tours and outdoor facilities are equally important.

A museum in the surrounding area or in close proximity to the cave where the findings of the cave excavations will be exhibited, where the visitor will be given the opportunity to understand how or why the cave was created, as well as its geology is an important advantage and in addition attraction pole. Also, a museum of this kind will offer an additional experience, beyond visiting the cave itself. There are many potential visitors who do not dare to do so because of various phobias that become more intense when entering a cave, such as speleophobia , claustrophobia or nocturnophobia (the fear that darkness gives rise to in someone). A paleontology museum will give even these visitors the opportunity to get to know the cave through a real experience and not just through pictures on some paper or website.



There are museums in the Municipality of Prosotsani, but there is no museum where the findings from the cave excavations are exhibited. On the contrary, the exhibits are in the Archaeological Museum of Drama. Although the distance is not particularly long, the establishment of a paleontological museum near the caves of the Municipality will give the study area another dynamic touristic advantage. Attracting new tourists will be a given.

Also, new jobs and opportunities for the development of new private businesses will be created in the area to meet the growing tourism needs that will arise.

In conclusion, the prospects for tourism development in the study Municipality are great. It is a municipality rich in tourist resources, with some of them particularly important. Many forms of tourism can be developed with Speleological, Paleontological and Geological tourism being predominant. Several reasons, but the most important are the protection of the natural, cultural and social environment and the attraction of tourist flows throughout the year.

These forms of tourism can be combined with many other forms of tourism and create an integrated tourism product making the municipality take an important part in the Tourism industry of Greece. The caves and paleontological resources it has to show are unique. The opening of the Cave of the Aggitis springs in 1992, with its unique morphology - geology and findings, and the exploration of the Giaur Dere cave make the establishment of a paleontological museum almost necessary to complete the tourist's experience.

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# **Annex**

**1. Sample questionnaire**

**RESEARCH QUESTIONNAIRE**

**1. Description of tourist resource :**

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.....  
.....

**2. Category:**

<b>CATEGORY</b>	<b>DESCRIPTION OF TOURIST RESOURCE CATEGORY</b>
M	Museums
E	Restaurants
N	Paths - Routes
D	Activity
R	Waterfalls - Water areas
A	Archaeological sites - Historical monuments
X	Hotels - Accommodation
THE	Events
Th	Religious Places
Phi	Area of Natural Beauty
K	Information Center
Y	Infrastructure Other
S	Caves

**3. Location .....**

**4. Distance from Prosotsani : .....km.**

**5. Website : YES NO**

IF YES website address: .....

**6. Opening hours :**

**7. Coordinates :**

**8. Phone :**

**9. Characterization – Correlation with paleontological tourism:**

.....  
 .....  
 .....

**10. Form of tourism:**

Geotourism	
Sporting	
Religious	
Cultural	
Educational	
Conference	
Ecotourism	
Speleologist	
Mountaineering - Touring	
Wine tourism	
Adventure	
Gastronomic	
Archaeological - Historian	
Architectural	
Palaeontological	

**11. Grading**

1. **Degree of Accessibility (with Prosotsani as a reference point )**. Here the existence of access infrastructure to the tourist resource was assessed. Road network, method of approach, degree of difficulty of approach, as well as the existence of disabled access infrastructure

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2. **Seriousness** . The importance of the tourist resource was judged by the scope of the resource's readability at the international, national, local level.

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3. **Development Priority Grade**. This grade is a function of the Accessibility Degree and the Severity criterion in weight 1. Accessibility Degree 70% and 2. Severity 30%

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4. **Present value** (cultural, historical, natural beauty, environmental, aesthetic, etc.)

.....

5. **Degree of attractiveness**. This grade was derived from the function with weighting factors of 1. Degree of accessibility 20% and 2. Present value 80%.

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6. **Degree of readiness to receive tourists**. The criterion for this rating is the level of organization - infrastructure of the tourist resource regarding the reception of tourists.

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