



# SHRINKING SUBURB

Transitioning Musashidai, Japan  
Toward an Outdoor Recreation  
Economy to Help Combat  
Population Shrinkage

Mistaya Smith | 11.S940 | Final Presentation



# Project QUESTIONS

# ECONOMIC TRANSITION



How can Musashidai utilize its proximity to Tokyo and natural amenities to better serve current residents while also combatting population shrinkage through the attraction of more permanent residents?

# CASE STUDIES



How might successful case studies of outdoor recreation economies in the U.S. and Japan inform Musashidai's own economic transition toward outdoor recreation?



# Musashidai BACKGROUND

# HISTORY OF MUSASHIDAI

Suburb of Tokyo built by Tokyo Land Corporation in the 1977 for young families who wanted to commute to jobs in Central Tokyo on 1 hour express train

1 hour from Ikebukuro Station in Tokyo with one transfer, 1.5 hours to Tokyo Station

Suburb was initially popular so most homes were bought by people in their 20s in the 1970s and then these families never moved

According to 1995 census, there were two population spikes: one of original owners in their 40s-50s and one of their children in teens-20s

Today, about 5000 people live in 2000 residences in the Koma-Musashidai district



# A SHRINKING POPULATION

Enmasse retirement of neighborhood workforce triggered **removal of express train to Tokyo**

**Original populace is aging and most still own their homes** while living with children or in long term care facilities

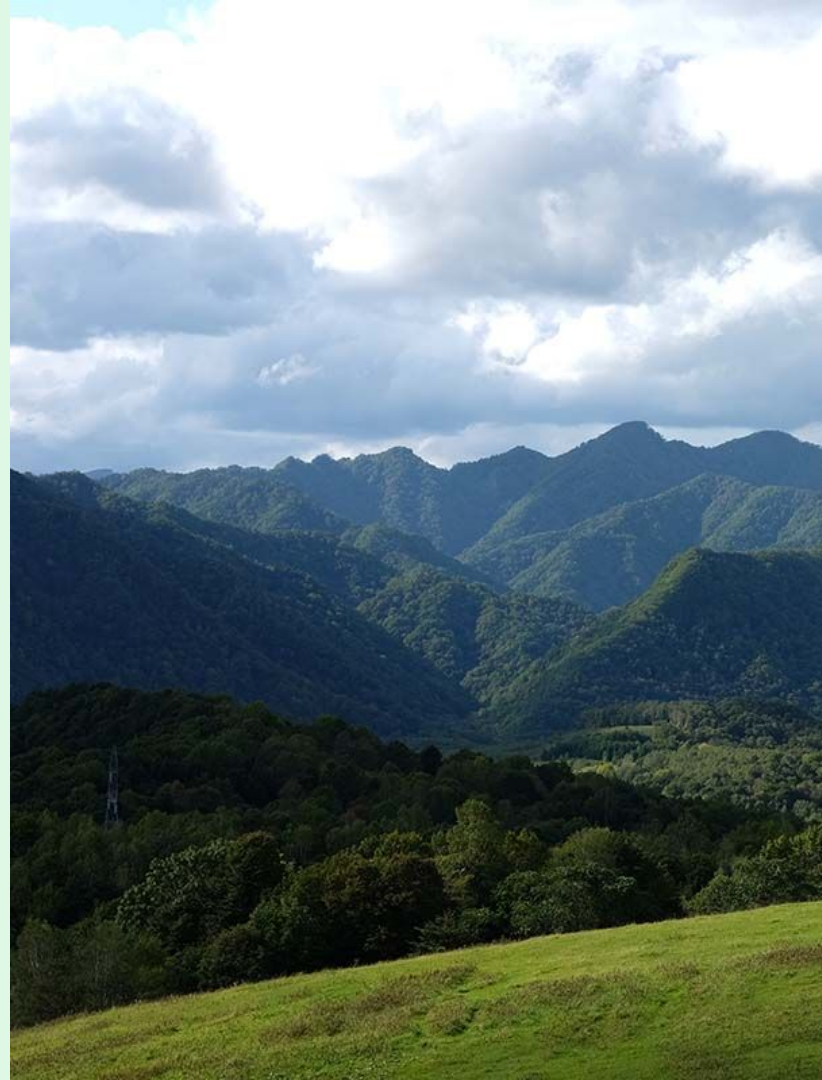
Young people do not want to move here because **the commute is long to Tokyo**

Even for those who work remotely, there are few rental units and young people can not afford houses

**Uncertainty over future in which elderly die, their children do not want to live here, and more homes become vacant**



# Current CHALLENGES & OPPORTUNITIES



Take this tour through Musashidai

Look for trail heads, public transit stops, and natural beauty

This tour follows the same path our class took through town





# Opportunity: Proximity to Natural Amenities



Mount Hiwada  
trail system

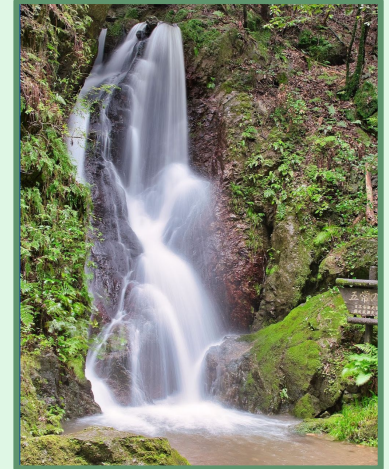


Chichibu Tama Kai National Park

Kamakita  
Lake and  
recreation  
area

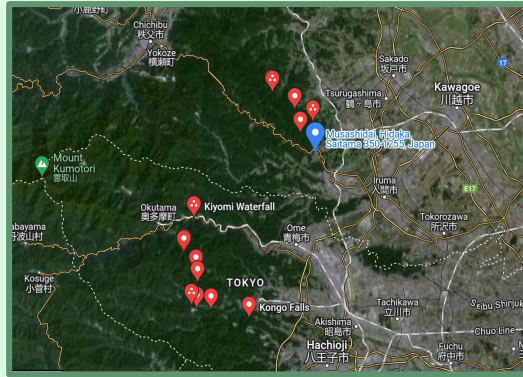


Hanno  
Green  
country  
club

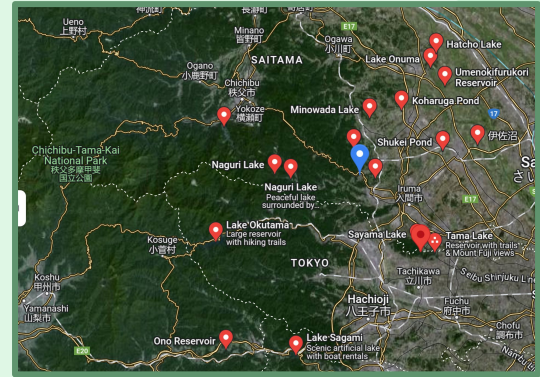


Goju waterfalls

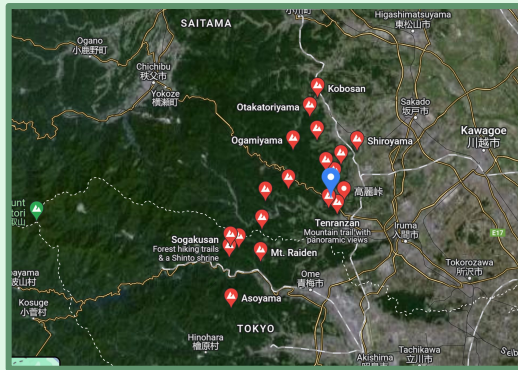
# Opportunity: Outdoor access within 1-hour drive radius



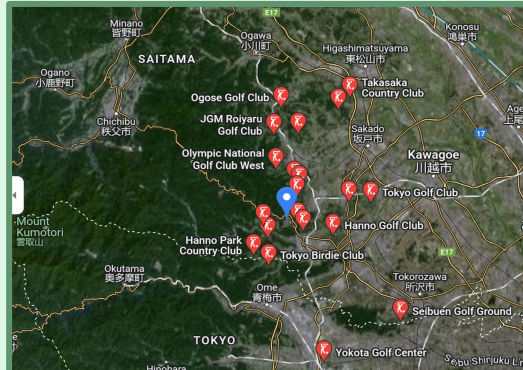
Waterfalls



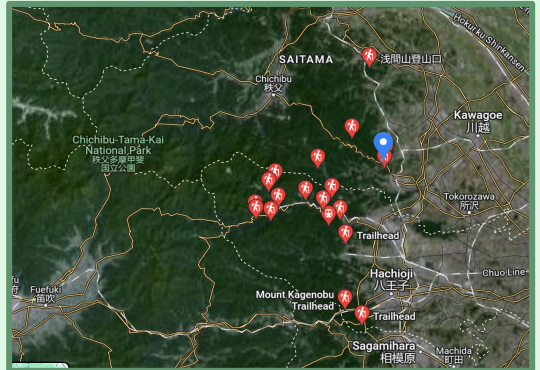
Lakes



Mountains



Golf Courses



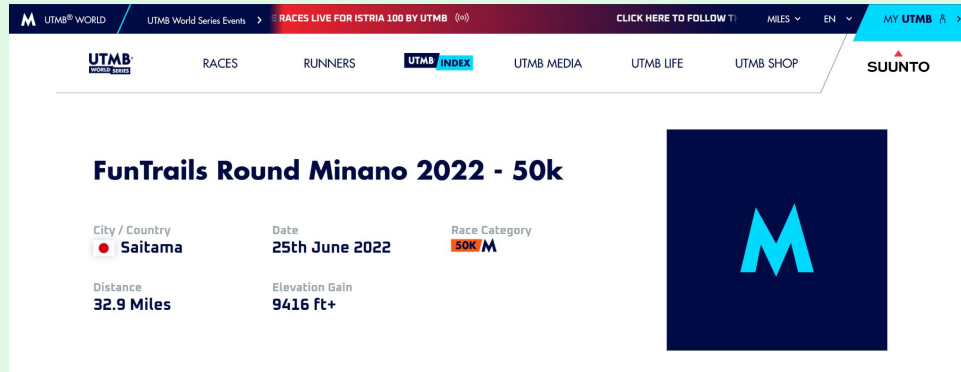
Trailheads

# Opportunity: Extensive Existing Trail System

UTMB (Ultra-Trail du Mont Blanc) is the corporation that hosts the 171km race around Mont Blanc, the world's premier and most competitive ultra marathon. UTMB hosts a series of competitive qualifying races all over the world for athletes to win "points" toward the Mont Blanc race lottery. Athletes who place higher at more races have a higher chance to getting into the Mont Blanc lottery.

Saitama, Japan has hosted a 50km UTMB trail race, marking the region as a trail running destination and suggesting that it may have the best trail and mountain access near Tokyo.

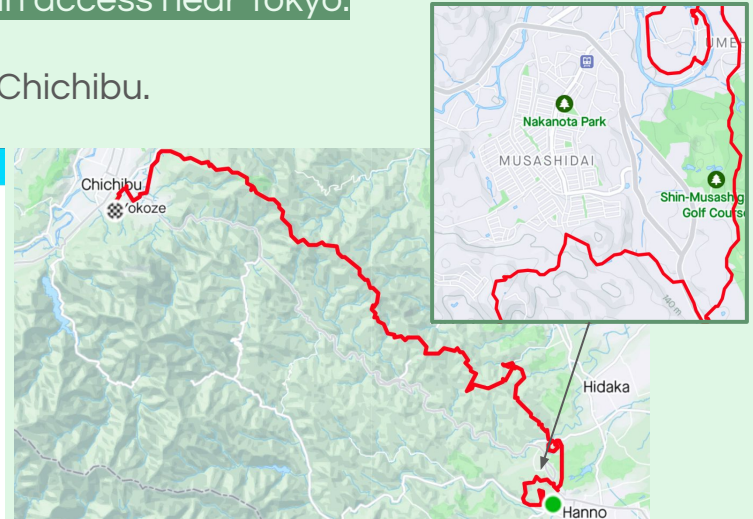
The race goes directly around Musashidai, from Hanno to Chichibu.



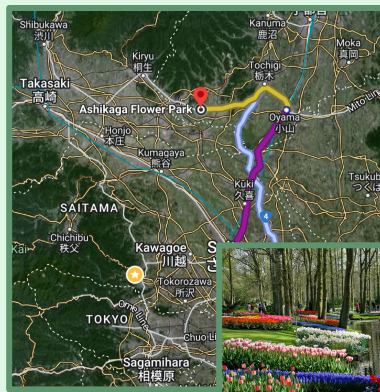
The screenshot shows the UTMB website interface. The main heading is "FunTrails Round Minano 2022 - 50k". Below this, the following details are listed:

City / Country	Date	Race Category
● Saitama	25th June 2022	50K/M
Distance	Elevation Gain	
32.9 Miles	9416 ft+	

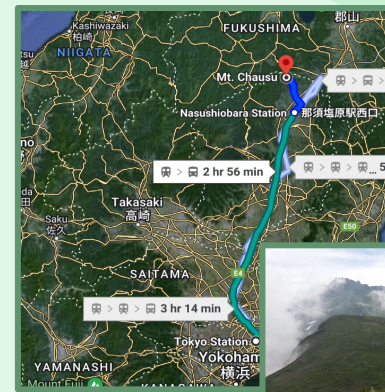
A large blue square with a white "M" logo is positioned to the right of the text.



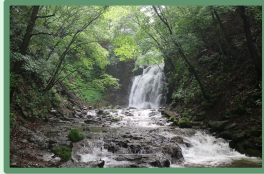
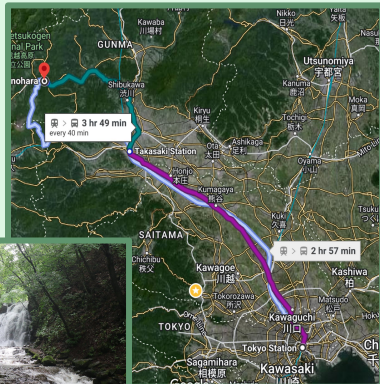
# Opportunity: Within visiting range of Tokyo metro area



Ashikaga Flower Park,  
2hr15min by train



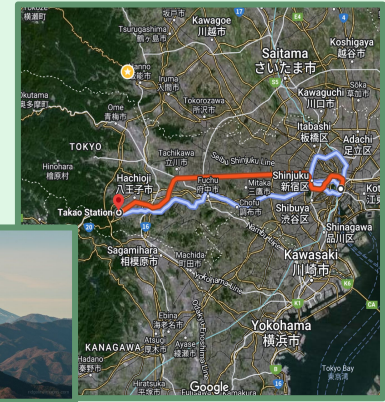
Mount Chauzu, 2hr56min by  
train



Naganohara, 2hr52min by train



Mount Oyama, 1hr10min from  
Japan by train



Mount Takao, 1hr from Tokyo  
by train

# Challenge: Public Transportation System

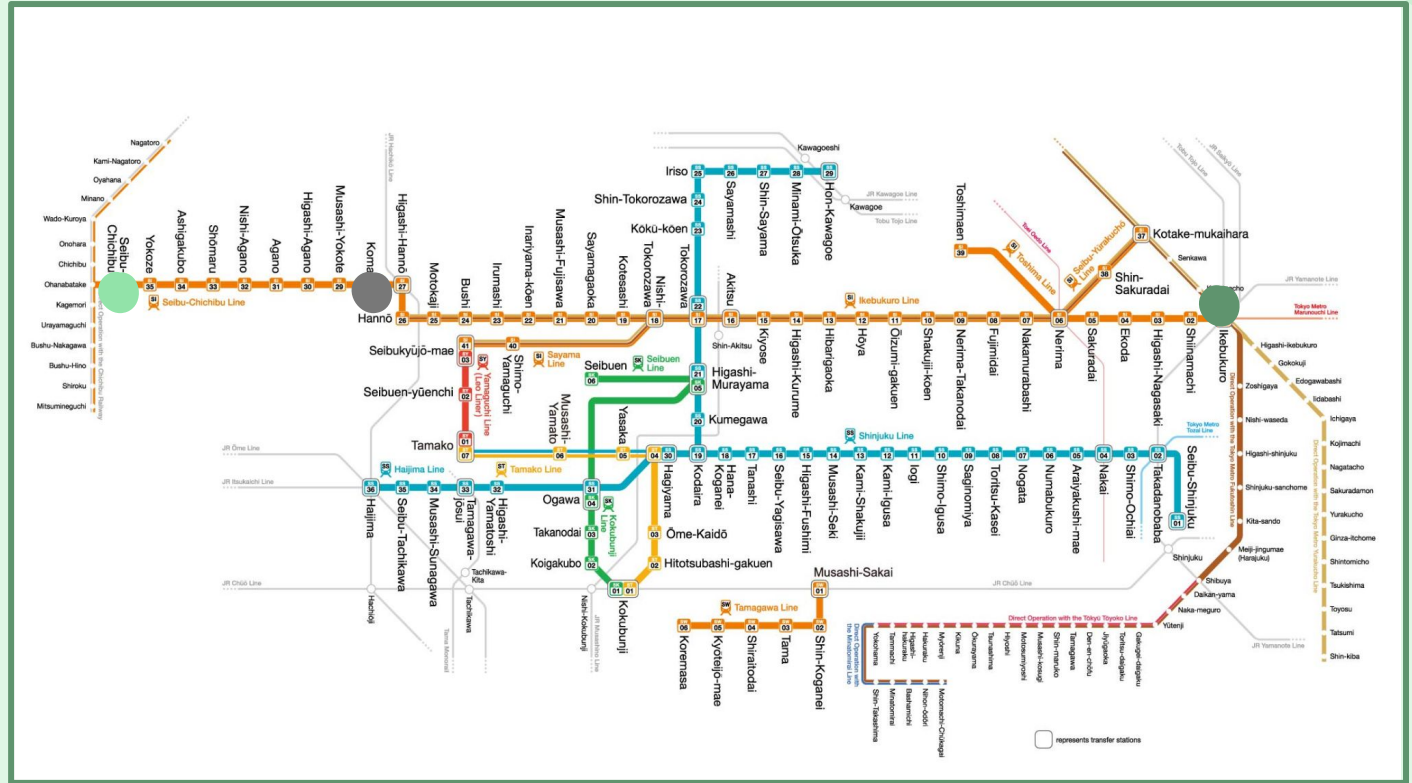
● **Seibu-Chichibu station**, Chichibu Tama Kai National Park access point

50 minutes from Musashidai, 1 train every 30 minutes

● **Koma station**, Musashidai

● **Ikebukuru station**, Tokyo access point

1 hour from Musashidai with one transfer, 1 train every 30 minutes



# Challenge: Public Transportation System

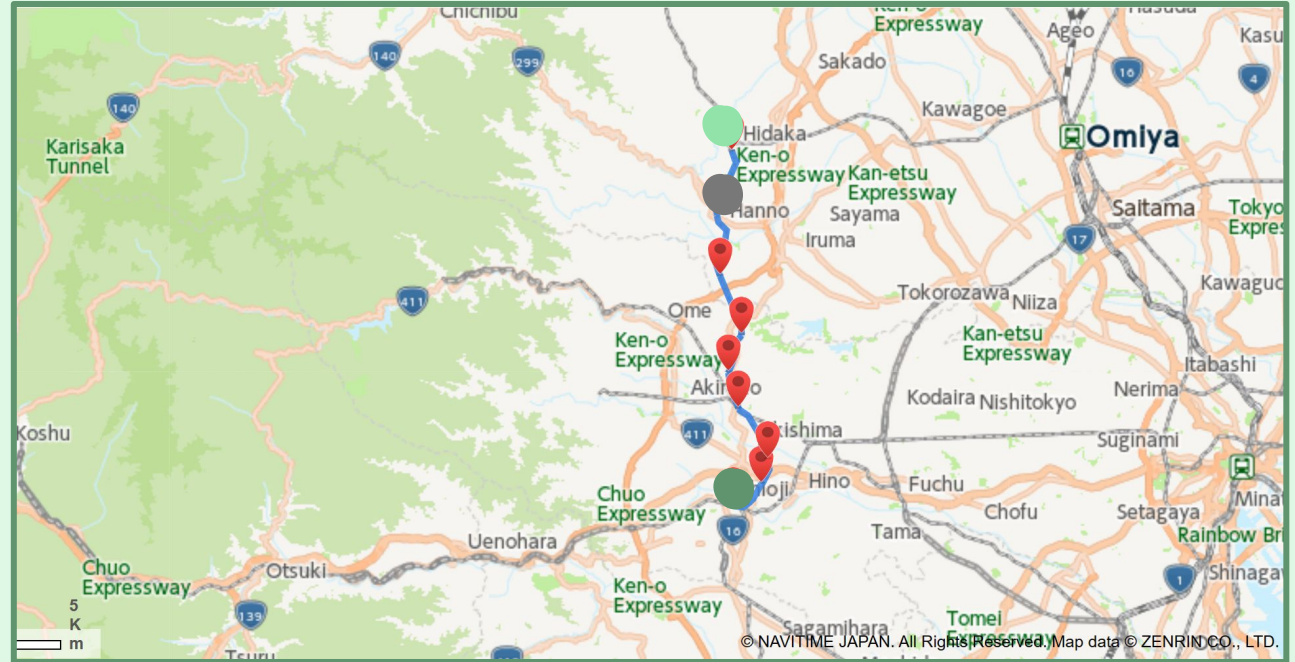
**Komagowa** , Northern terminus of JR Hachiko Line

20 minutes to Hanno, 1 train every 30 minutes

**Hanno Station** , Transfer to Seibu-Chichibu line, one stop to Musashidai, 20 minute ride

**Ikebukuru station**, Southern terminus of JR Hachiko Line

1.5 hours to Hanno, 1 train every 30 minutes



# Challenge: Steep Slopes for Elderly

Musashidai's beautiful outdoor amenities and surrounding mountain ranges also create steep climbs within the town itself. This is particularly challenging for the increasingly large elderly population. Increasing access to trails, can also increase pedestrian access overall.



# Community ENGAGEMENT





# FEEDBACK FROM PROFESSOR YABUKI

Professor Kenichi Yabuki from Yokohama National University discussed how this project might be received by current Musashidai and Tokyo residents.

## Pros:

Excellent point of view because there are several migrants in Musashidai and a co-working space is being built to take advantage of the nature. This is a growing trend, especially after COVID-19.

The government is promoting such a lifestyle, calling it “workcation” (work+vacation). It is expected to improve quality of life by reducing train congestion, etc.

I think there is a lot of potential for this project in Musashidai. Places rich in nature within 90 minutes to 2 hours from Tokyo are expected to be popular.

In addition, the metropolitan area has a high railroad traffic sharing ratio.

## Cons:

The disadvantage is that access from Koma to Tokyo is not very good as there is a change of trains at Hanno.

Migration is relatively easy to formulate policies for, it is difficult to formulate measures to promote workcations.

Since the Japanese have a smaller range of activities than Americans, people probably do not go as far as the Chichibu-Tama-Kai national park.

# FEEDBACK FROM PROFESSOR

## NAKAGAWA

Professor Masaki Nakagawa from University of Tokyo discussed how this project might impact the benefits and drawbacks of living in Musashidai

### Benefits:

I believe that the value of homes in Musashidai will increase as the trails and public transportation are improved.

Also, Musashidai is a very sloped area for the elderly who find it difficult to walk,

If it becomes easier for elderly people who have difficulty in walking to get around in the severely sloped area by some means, the value of houses may increase.

### Drawbacks:

The biggest drawback or disadvantage of living in Musashidai is the inconvenience of shopping.

There are no major shopping facilities in the Musashidai area, requiring regular trips by train or car to adjacent neighborhoods for shopping.

The time required to do so is, in my opinion, a disadvantage of living in Musashidai.

# COMMUNITY SURVEY

Responses to [the survey](#) will help decide how to prioritize neighborhood interventions so as to ensure that this economic transition meets the immediate needs of elderly residents, while also attracting new residents.

Survey outcomes will continue to be collected.

What courses would you like to see offered at the community center?

What is your favorite way to spend time outside?

How often do you use the trails around Musashidai?

Which of the following might encourage you to increase your usage of the Musashidai trails?

How interested are you in increasing the number of tourists in Musashidai?

How interested would you be in participating in an annual flower festival in Musashidai?

# KEY SURVEY OUTCOMES

Current residents are most interested in community courses on animal and plant identification, gardening, a nature walking group, and a bird watching group

Residents enjoy spending time outside gardening, golfing, and relaxing with a morning cup of coffee

Currently use hiking trails around Musashidai several times per year.

Benches along the trail, clear and regular signage, and good views could make local residents use the trails more frequently.

Respondents were very interested in increasing the number of tourists in Musashidai and also very interested in hosting an annual flower festival in Musashidai.

# FURTHER CONVERSATION ON SURVEY OUTCOMES

After taking the survey, Koji Yanagisawa, a representative for NPO Genki Net Musashidai, the neighborhood group we met with in January, reached out to further discuss the idea of an annual flower festival.

“In the survey, there was an idea of a flower festival, which I thought would be a very effective event for Musashidai. Many people look forward to taking care of their gardens, and I think that if the Open Garden project is included in this event, it could become a participatory event that could bring the entire Musashidai community into this event.

I am very interested in the town planning for community development and am filled with anticipation for the various proposals that will be generated.”



# Case Studies

## JAPAN & THE UNITED STATES

# HANNO, JAPAN: A Local Trend

Musashidai's nearest neighbor city, Hanno, is already focusing its economy on outdoor recreation and the surrounding natural amenities.

This proximity offers a blueprint for Musashidai to base itself on.

The two cities are even both on the same rail line, the Seibu-Chichibu line.

Musashidai can serve as a continuation of Hanno's marketing - but even closer to the foothills.

## A Boundless Outdoor Paradise with Abundant Nature – Hanno



**Where else can Musashidai learn from?**

# DOWNIEVILLE, CALIFORNIA: Repurposing existing infrastructure

**Economic transition:** Gold mining to mountain biking

**Transition reason:** gold ran out, timber ran out, Forest Service moved office, population decline

**Successes:** Opened 'Coyote Adventures' mountain biking shop and put on annual bike race "Downieville classic"

**Challenges:** political and social tensions between older, more conservative mining community and younger, more liberal outdoor enthusiasts



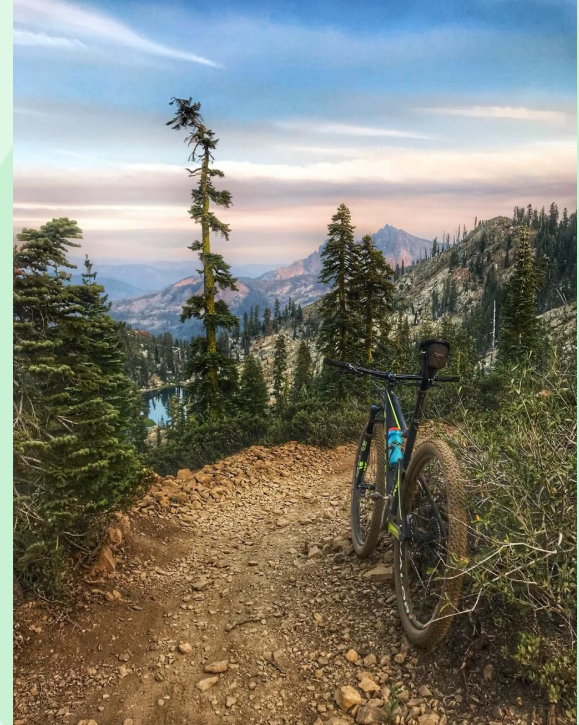


# DOWNIEVILLE, CALIFORNIA: Repurposing existing infrastructure

Town of Downieville, CA:

“Although the high times of mining and timber that kept the town thriving are long gone, the magic that remains are in the trails originally cut in the quest for gold.

Outdoor recreation, particularly mountain biking, has helped save Downieville from extinction.”



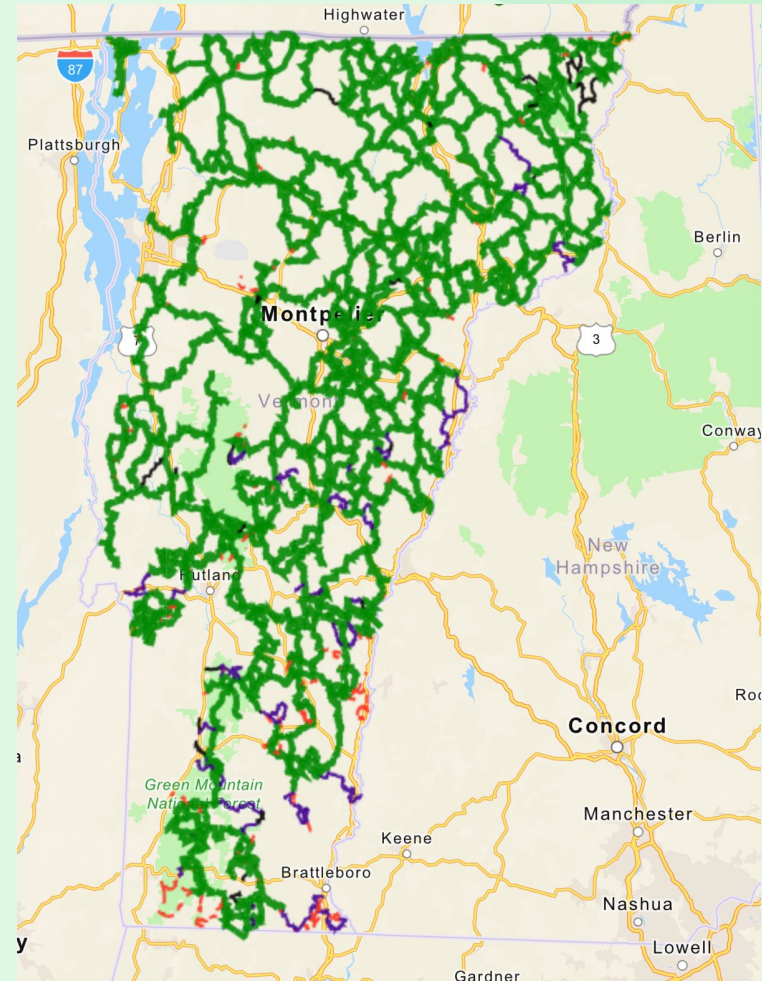
# VAST TRAIL SYSTEM, VERMONT: Build it and they will come

**Economic transition:** Seasonal transition from hunting, farming, construction to snowmobiling

**Transition reason:** rural areas not near ski mountains looking for reliable winter income

**Successes:** In last economic impact assessment, snowmobiling on VAST trail systems contributed \$511,000,000 to Vermont's economy through gas, snowmobile purchases, food, registration, etc.

**Challenges:** climate change has significantly decreased snowpack



# VAST TRAIL SYSTEM, VERMONT: Build it and they will come

Robert Reid, Snowmobiler and resident of the NEK, on Vermont Public Radio:

“We don’t live in a ski area town where we have this influx of finances coming in.

We live in rural Northeast Kingdom. This is small towns with, you know, snowmobilers and four-wheelers, and fishermen and hunters.

That’s the income.”



# ONOMICHI CITY, HIROSHIMA PREFECTURE: Build it and they will come

**Economic transition:** Recently converted old warehouse into hotel and bike store to serve tourists visiting Onomichi City, the starting point on the famous Shimanami Kaido bike route.

**Transition reason:** Warehouse was previously for cargo ship construction during WWII. Rather than demolishing it, this renovation shows an embrace of outdoor recreation as a new local income stream.

**Successes:** The renovated building hosts Giant, a popular Taiwanese bike brand.

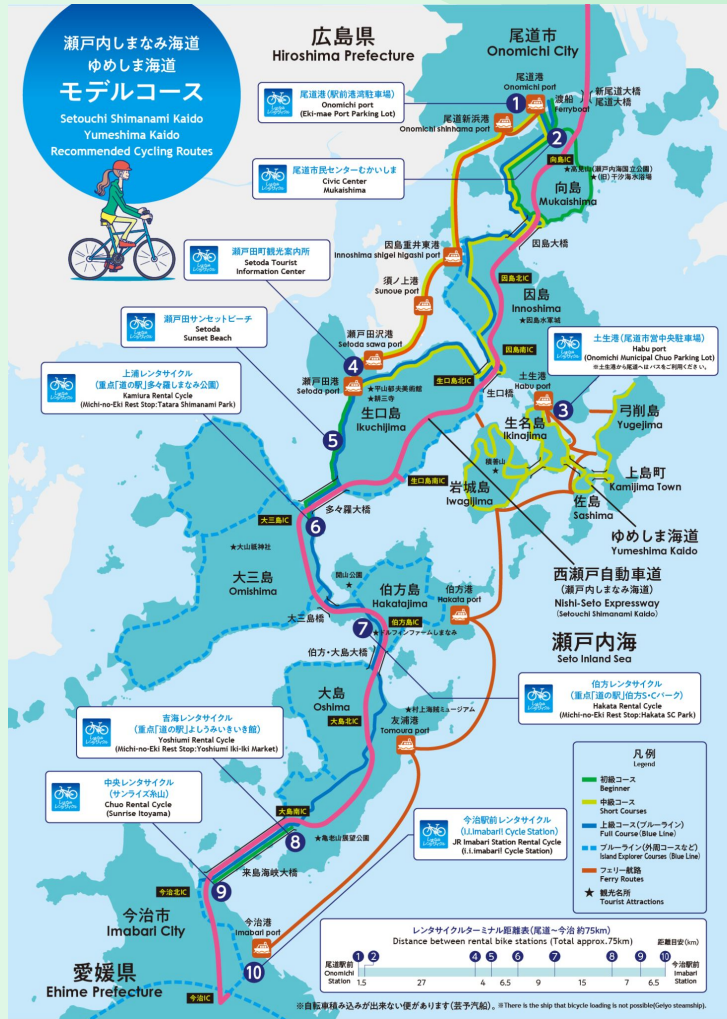
**Challenges:** Potential for gentrification through development



# ONOMICHI CITY, HIROSHIMA PREFECTURE: Build it and they will come

Developers of Onomichi U2 hotel and  
cycle shop:

“ In Onomichi, which is said to be a city  
of day-trip tourism, it is important for  
people to be able to stay in order for the  
city to grow as a tourist destination.”



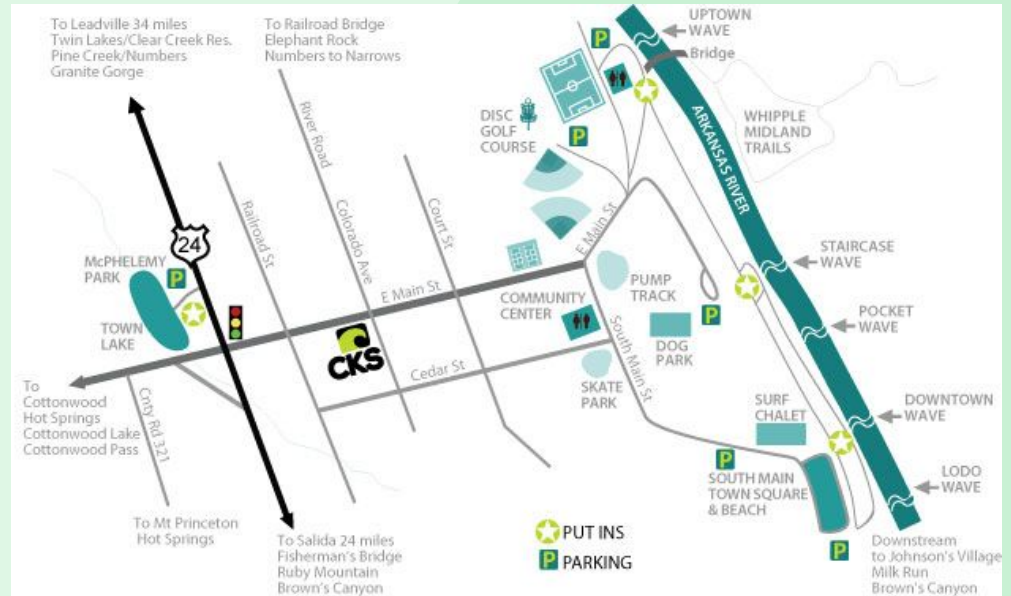
# BUENA VISTA, COLORADO: Lean into what is

**Economic transition:** Ranching to white water paddle sports

**Transition reason:** Ranching town looking to continue its traditional ways while bringing in extra income

**Successes:** Paddlefest, a weekend paddlesports festival, and creation of river park on the Arkansas River (right)

**Challenges:** Increased population, tourism, and second homers cause rising costs of living, Buena Vista now trying to cut number of short term rentals



# BUENA VISTA, COLORADO: Lean into what is

Mayor of Buena Vista, Joel Benson:

“May had always been a very difficult month. You think it’s going to be busy coming out of winter, and it isn’t.

PaddleFest [is the] first shot of economic influx after a long winter.”



# SNOWPEAK, HAKUBA VALLEY, JAPAN: Lean into what is

**Economic development:** Hired architect to build the Snowpeak landstation building to offer an outdoor recreation hub for visitors in Hakuba Valley

**Transition reason:** While Hakuba Valley has long been a skiing destination in Japan, this significant architectural investment targets tourists

**Successes:** Offers lodging, a cafe, shopping, bike rentals, tourist information, views of the Alps, and a basecamp for tours and other visitor activities

**Challenges:** Primarily serves tourist population





# SNOW PEAK, HAKUBA VALLEY, JAPAN: Lean into what is

Japanese architect Kengo Kuma:

“It features a design that maximizes the terrace and outdoor space so that you can enjoy spending time outside while looking at the magnificent mountainous scenery of the Northern Alps.”



# Outdoor Recreation Economic Transitions

Takeaways from Japan and U.S. case studies



## Repurpose existing infrastructure:

Finding new uses for pre-existing outdoor infrastructure.



## Lean into what is:

Finding new ways to highlight natural amenities.



## Build it and they will come:

Creating outdoor infrastructure to create demand.

# Proposals & Timeline

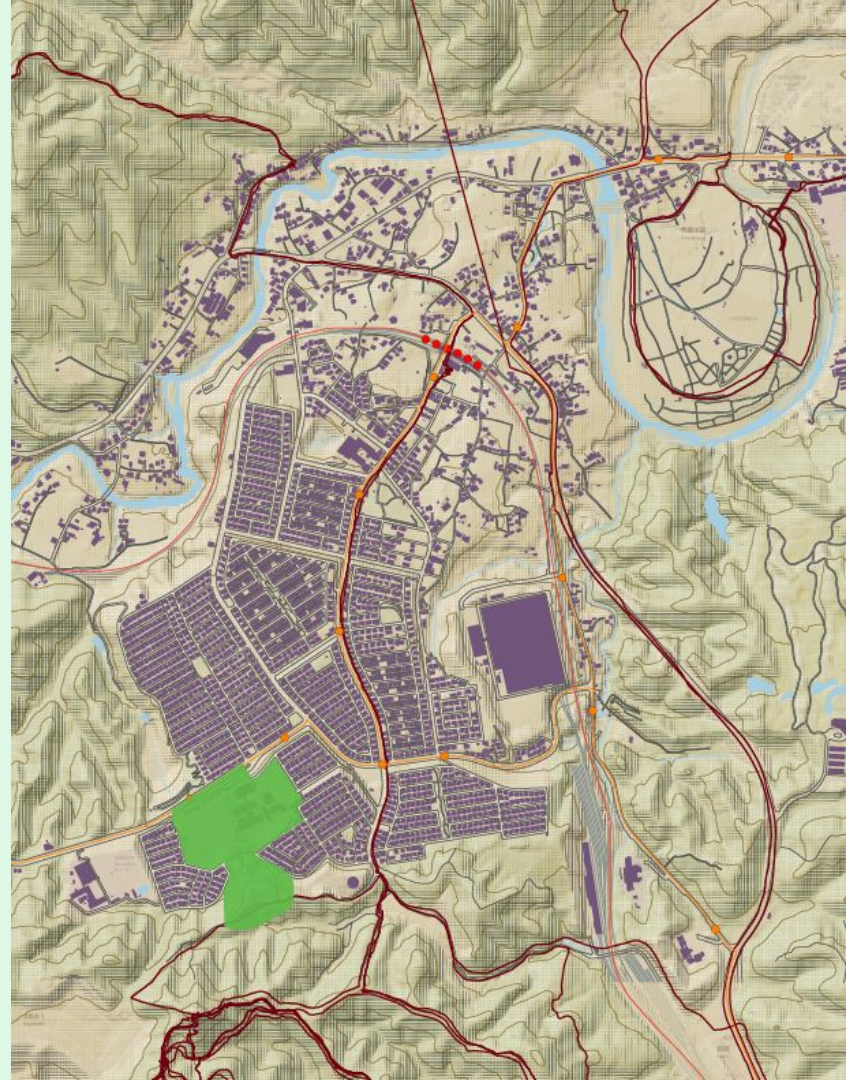


# KEY ACTIVATION SITE

Proposals for Musashidai will most impact this area of the development through a combination of:

1. New transportation stops for tourists
2. New coworking space
3. New courses for community center
4. New trail extensions

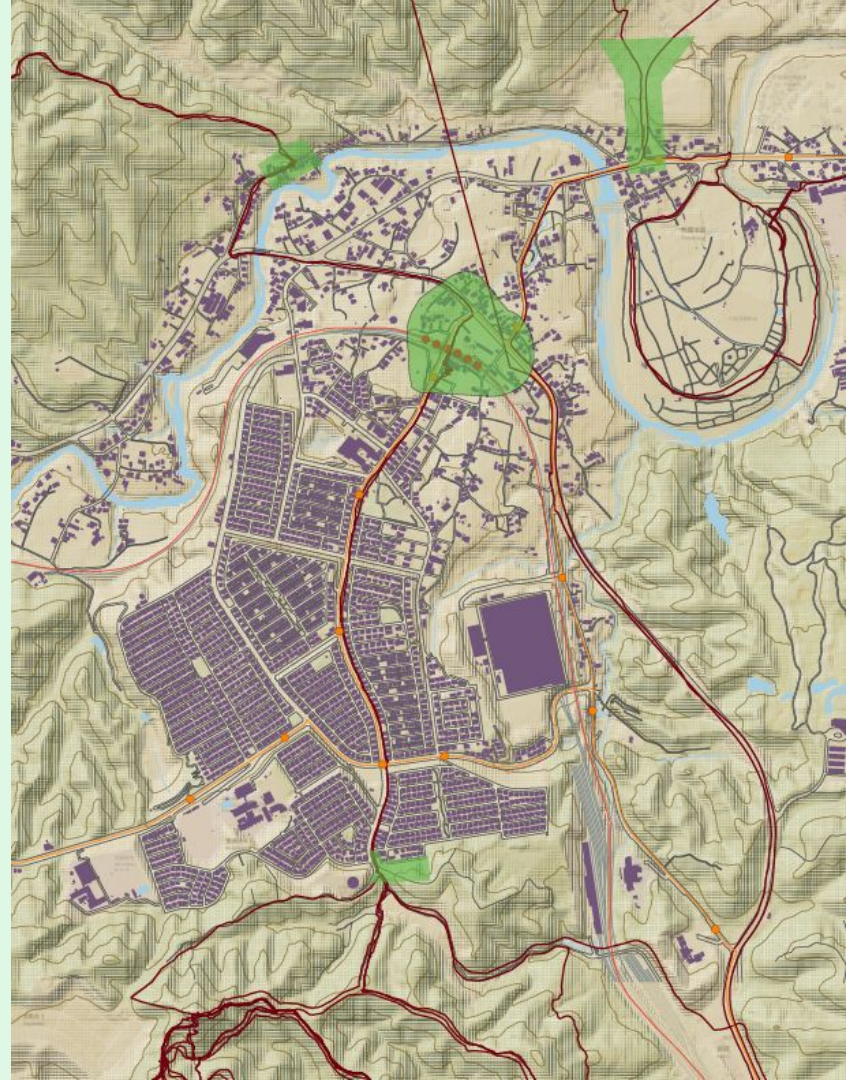
These interventions serve both existing and new residents, as well as visitors.



# OTHER SITES OF ACTIVATION

Proposals will also improve these four sites through improved access to public transportation and natural amenities.

These interventions primarily serve new residents and visitors, but can be utilized by current residents and improve overall quality of life in Musashidai.





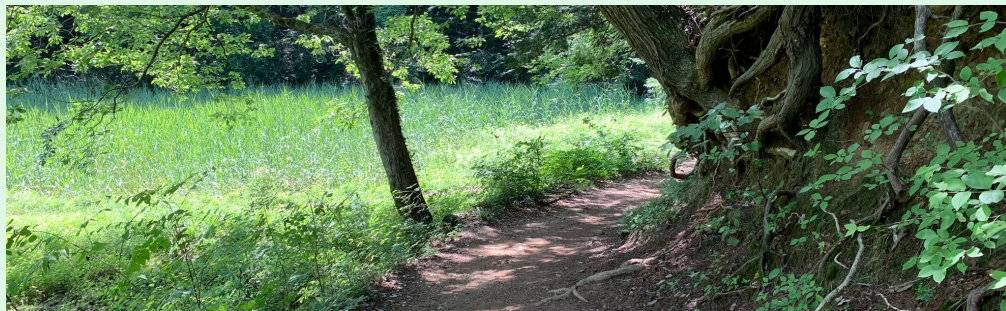
# Trail System: REPURPOSING EXISTING INFRASTRUCTURE

# IMPROVE WAYFINDING

**Proposal:** Increase wayfinding signage so as to improve trail system visibility.

**Populations served:** This serves the existing population, while also making these amenities more attractive for visitors.

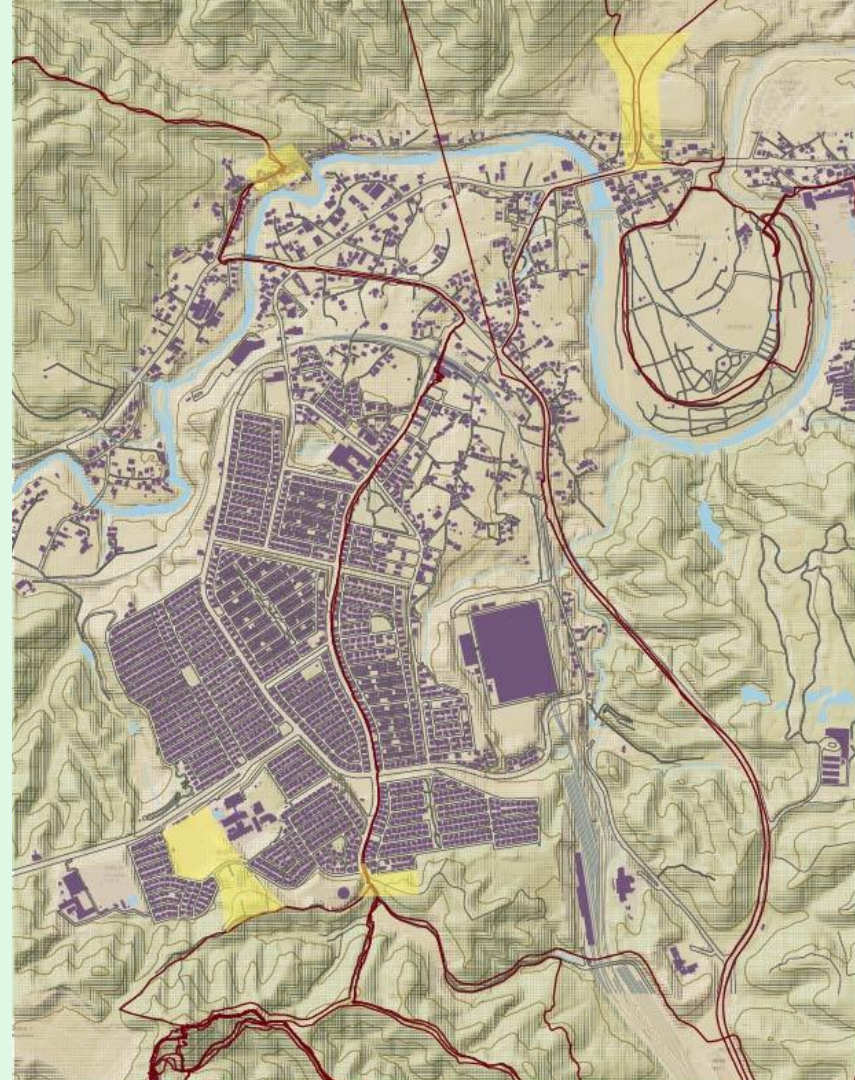
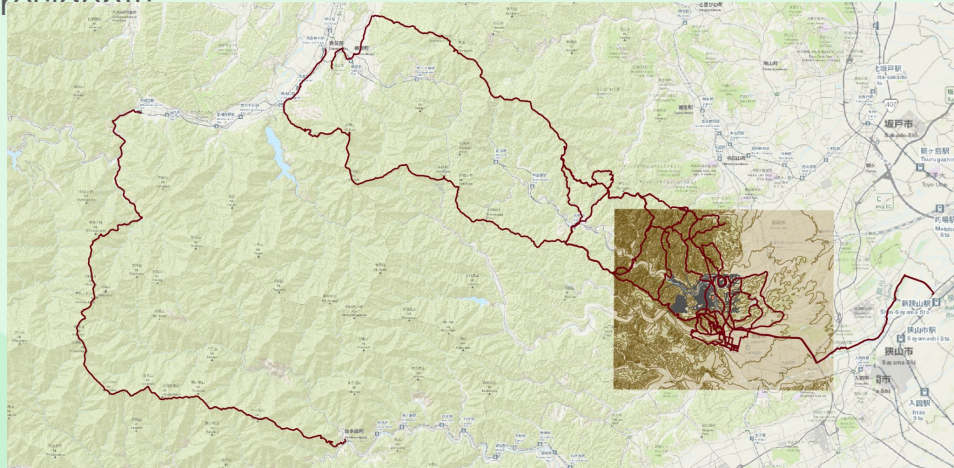
This intervention directly speaks to the requests of current resident survey respondents.



# IMPROVE TRAIL-TOWN CONNECTIVITY

**Proposal:** The yellow polygons represent places where trail connectivity to Musashidai could be improved. The trail system extends from Musashidai to Chichibu Tama Kai National Park.

**Populations served:** Enhances nature tourism for visitors and improves outdoor access for existing residents.







## Site One Proposal

Increase trail signage  
and complete trail  
connection

### Existing Conditions

A staircase  
already leads up  
into the woods



### Opportunity

Opportunity to  
connect community  
center (A) and  
elementary school (B)  
with existing trails (C)



## Site Two Proposal

Expand parking lot  
and trail signage

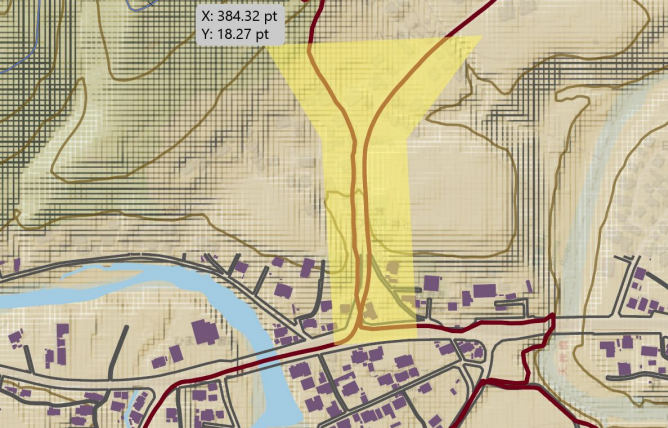
### Existing Conditions

There is a small parking lot for the Mount Tonosu trailhead between a vacant lot (left) and the water treatment plant (right)



### Opportunity

This is a key trail connection between Musashidai, the trail to Mount Tonosu, and the surrounding trail system.



## Site Three Proposal

Increase trail signage and, to address lack of parking, create an opportunity for a bus route to the destination

## Existing Conditions

Limited signage and no parking at Mount Hiwada trail head



## Opportunity

Although on the edge of town, this area connects to the Mount Hiwada trail head, as well as a much larger trail system that extends to the National Park

X: 102.22 pt  
Y: 69.18 pt

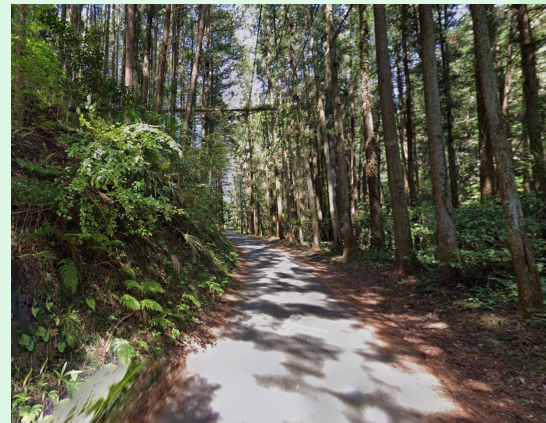


## Site Four Proposal

Increase trail signage  
and offer another bus  
route

### Existing Conditions

This trail is paved and appears to let cars on it, but is used as a trail on many Strava runs.



### Opportunity

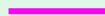






This area is near the Mount Hiwada trailhead and surrounding trail system.



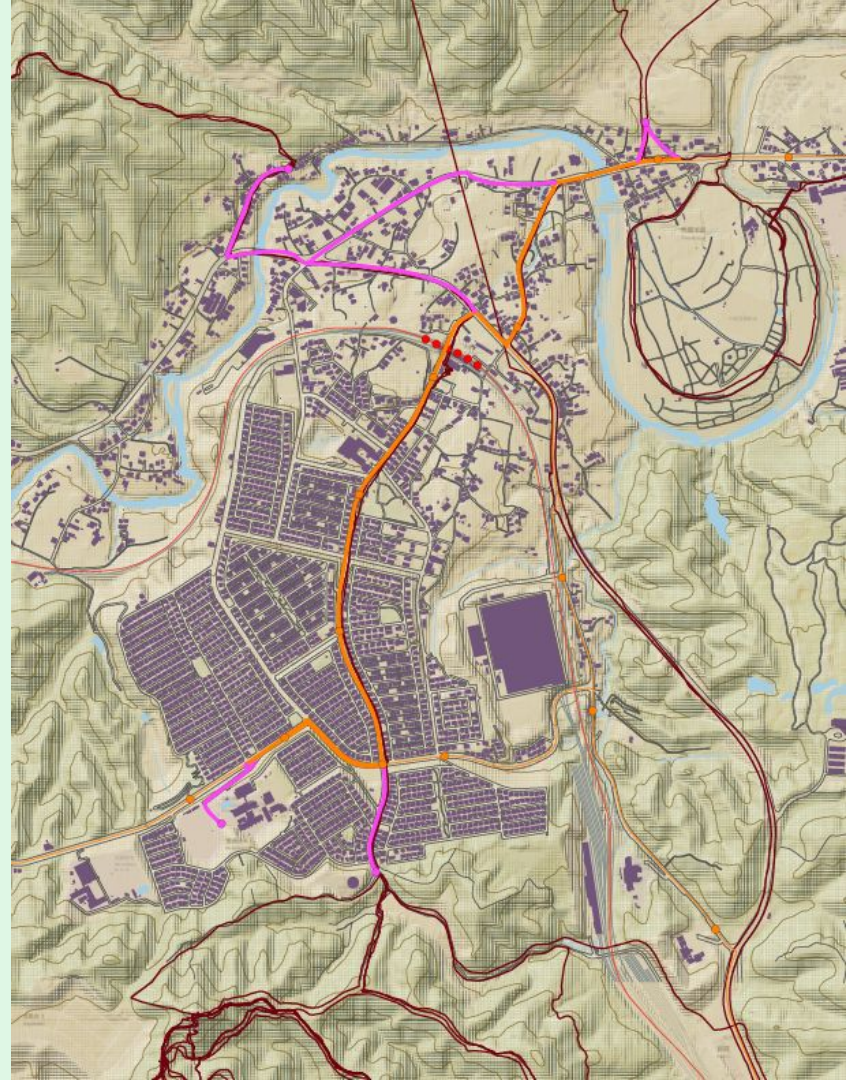
**Public  
Transit:  
BUILD IT AND  
THEY WILL  
COME**

# PUBLIC TRANSIT ACCESS TO TRAILS

**Proposal:** Transportation route to bring visitors and locals to trail heads on weekend

-  Proposed bus route, new route
-  Proposed bus route, existing route
-  Existing bus route
-  Existing train line
-  Existing bus stop
-  Proposed bus stop
-  Existing train station

**Populations served:** A weekend route would primarily serve visitors, but could be equally used by existing residents. Increased transportation could also improve access to shopping and amenities for current residents.



# PUBLIC TRANSIT ACCESS TO MUSASHIDAI

**Proposal:** By offering incentives for public transportation, more people will ride, which will encourage better infrastructure in the future.

Musashidai could offer a weekend special to young professionals and college students to spend time in nature out of the city with discounted train tickets to Koma Station.

Musashidai could also offer discounted tickets for current elderly to ride the Seibu-Chichibu line during the week.

**Populations served:** A weekday discount for elderly riders and a weekend discount for youth riders would help establish Musashidai as a place with excellent access to nature for both current and potential future residents.





**Coworking  
Space:  
BUILD IT AND  
THEY WILL  
COME**



# COWORKING SPACE

**Proposal:** Continue to build and promote a coworking space to attract remote workers and those who are interested in the “workcation” lifestyle. The example below, [Home | CAWAZ base](#), is a coworking space recently built in nearby Hanno.

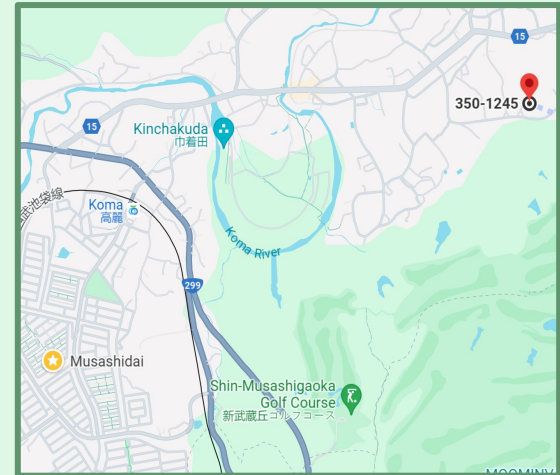
**Populations served:** A coworking space will attract new residents, or daytime visitors, to Musashidai who can live in a more relaxing place, living close to nature.

Work freely in an environment rich in nature.

CAWAZ base is a facility rich in nature, surrounded by trees and with a clear stream flowing in front of you.

The interior of the renovated old house about 60 years ago is a warm and peaceful space.

Business hours: 10:00~18:00 Closed every Thursday and Friday  
\*Please check Google Maps

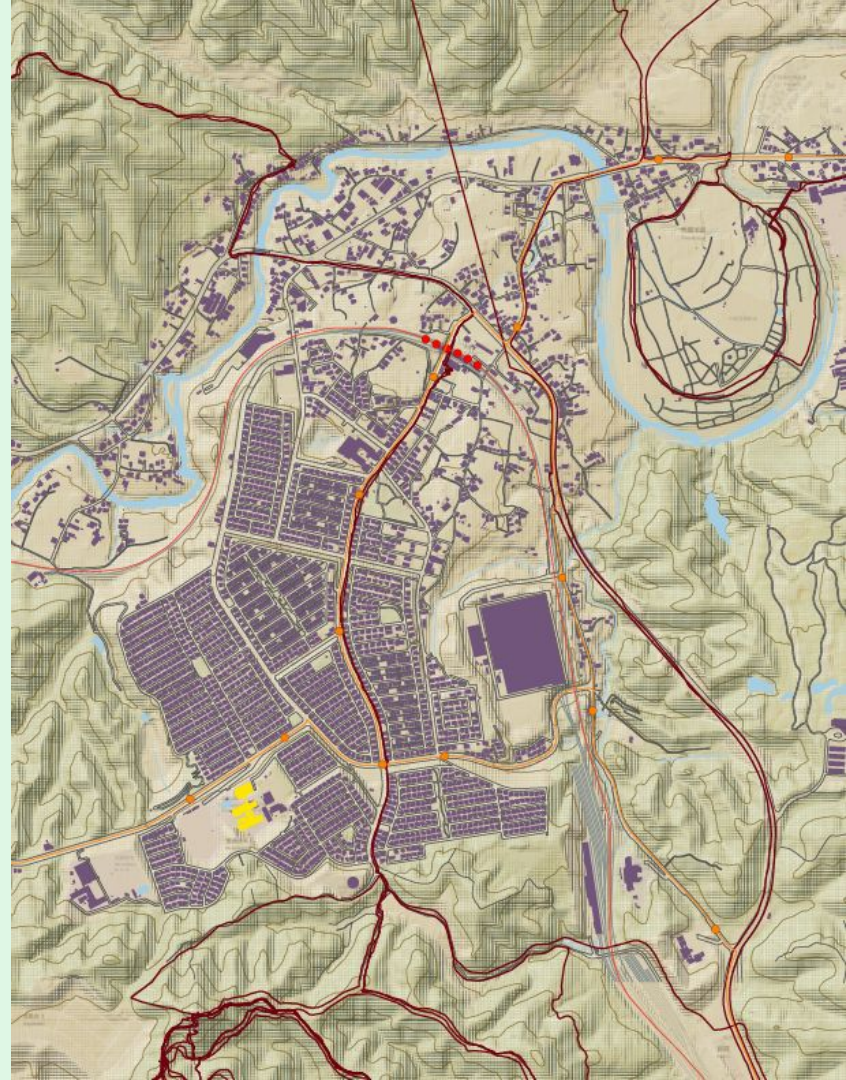


# COWORKING

**Proposal** Transform portion of abandoned school into coworking space through adaptive reuse process.

Good views of natural surroundings from building.

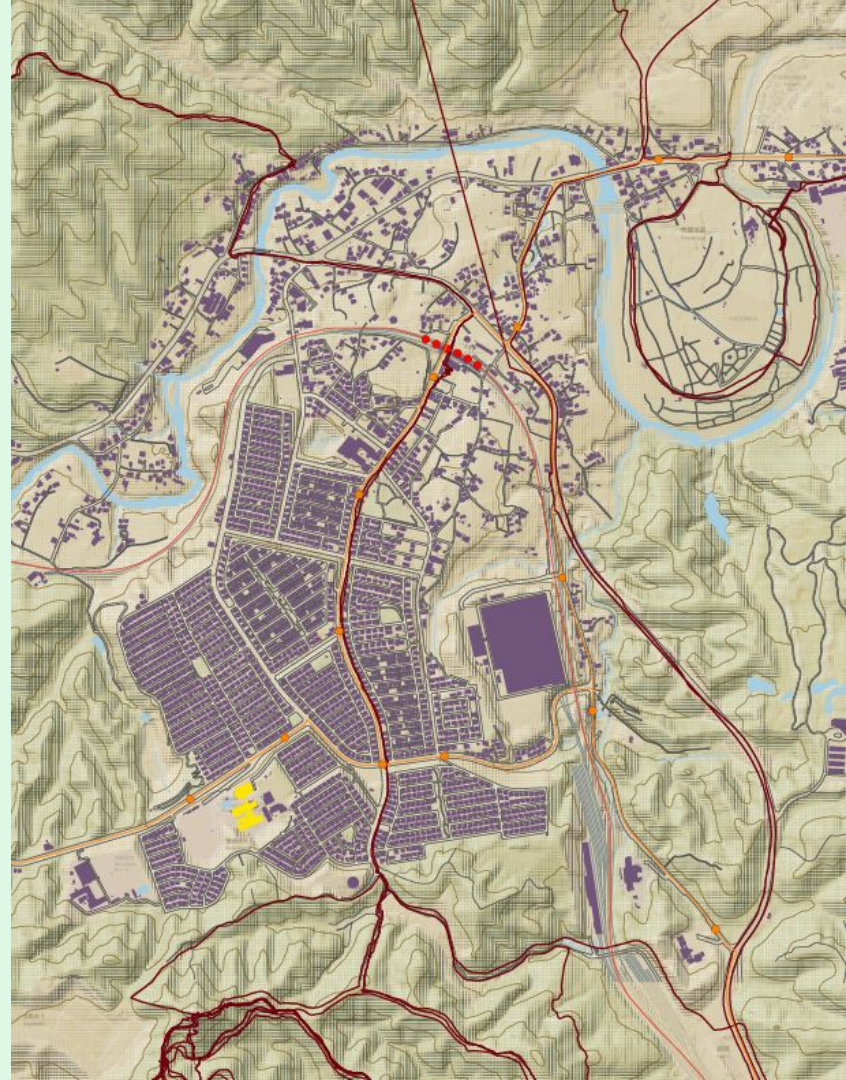
Direct access to existing trail system.



# YOUTH PROGRAMS

**Proposal:** Transform a portion of the abandoned school building into a hub for summer camps and afterschool outdoor education programming for children. Urban students may otherwise not get hands-on learning opportunities in nature. The building can also host students overnight as wild-camping is typically not allowed in Japan. As new families with children move in, the space can offer daycare and evening hikes, courses, and programming for children.

**Populations served:** Influx of new children from young family residents and visiting children from the city.



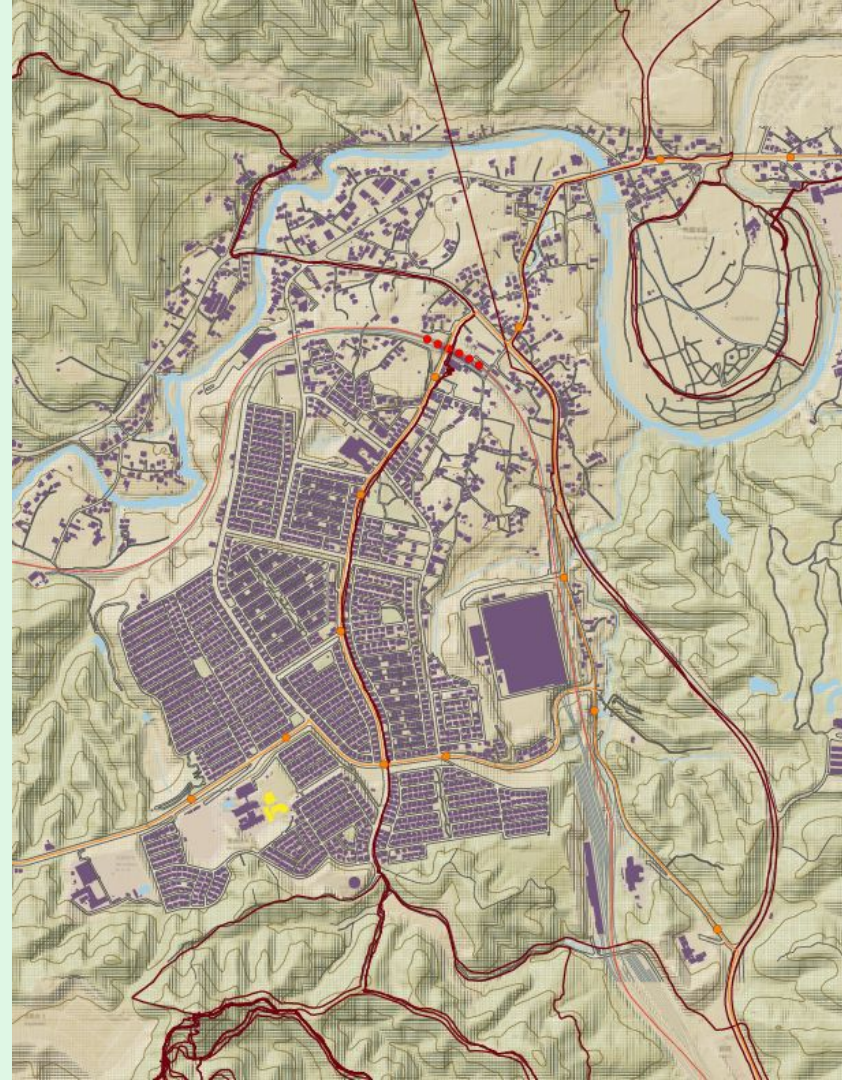


# Community Courses: LEAN INTO WHAT IS

# COMMUNITY COURSES

**Proposal:** Add nature-centric courses to Musashidai community center curriculum.

**Populations served:** Directly serves existing, aging population. Also based on feedback from survey to neighborhood group.





# Annual Flower Festival: LEAN INTO WHAT IS



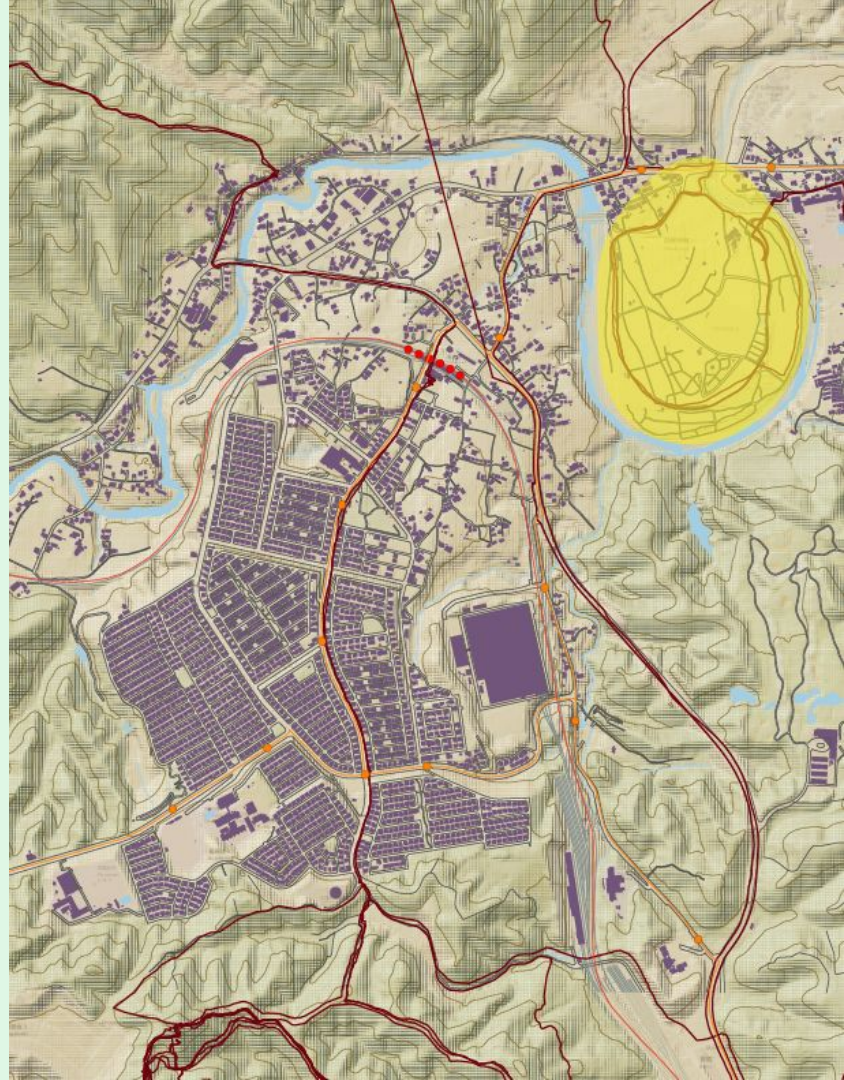
# FLOWER FESTIVAL

**Proposal:** Offer an annual flower festival in Kinchakuda Manjushage Park, a 15 minute walk from Koma Station. The park includes a 6 mile trail around a spring bloom of 5 million flowers. Like races and festivals, annual events can bring an influx of money to the region.

**Populations served:** Starting a regular festival that is directly on the line can increase tourism in the area. A festival also offers manageable, singular form of tourism that can lead to greater knowledge of the area and real estate interest.



Left: Kinchakuda  
Manjushage Park





# PROPOSED TIMELINE

2024

**Add nature education courses at community center**

Investment level: Low

Population served:  
Existing population

2026

**Complete trail connectivity and safety connections**

Investment level: Low

Population served: Current population while improving existing outdoor infrastructure so as to spark economic transition

2030

**Complete Local Transportation Expansion**

Investment level: High

Population served: Current population while improving existing access and connectivity so as to spark economic transition

# PROPOSED TIMELINE

2032

## Annual flower festival is popular hit

**Investment level:** Medium

**Population served:** Existing residents enjoy showing their gardens and town. Visitors are used to visiting Musashidai for its annual flower festival, the area is well known for its natural beauty

2034

## Improve Regional and National Rail Connectivity

**Investment level:** High

**Population served:** As Musashidai grows popular for its flower festival and access to natural amenities, the local economy thrives and new, faster rail connections are possible

2034

## New Residents Move to Musashidai

Tourists and Tokyo residents who have enjoyed Musashidai's annual festival and natural beauty for years are excited for opportunity to move into increasing new vacancies

# Storymap & NEXT STEPS



# INSPIRING A CULTURAL SHIFT

Through improvements to outdoor recreation access for current and future Musashidai residents, this proposal primarily aims to create a local economic development strategy and also a means of combating local population shrinkage.

Beyond these outcomes, it is likely that this transition will also create a cultural shift and build a community that cares for and connects more with their outdoor surroundings.

Drawing on the case studies, areas like Vermont, Colorado, and the Sierras are filled with people who chose to live in more rural areas, with better outdoor access as opposed to cities. In making these decisions, these populations also often build their communities around the outdoors.

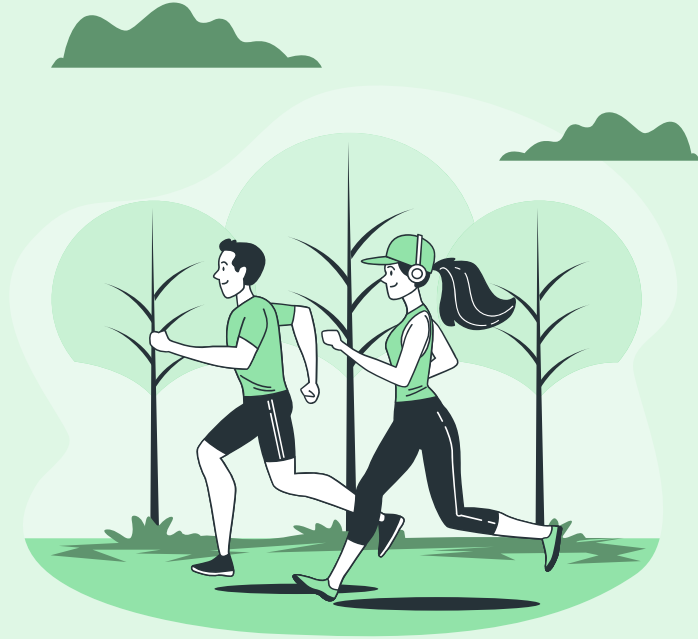
This same phenomenon can have positive impacts for Musashidai such as community trail maintenance and grassroots efforts to further improve outdoor access and conserve Musashidai's natural beauty.

# NEXT STEPS

An ArcGIS [Story Map](#) provides challenges and proposals in one place, while also offering a platform for continued community input.

The Storymap includes a link to the community survey to provide an avenue for further community engagement.

Following this presentation, the Storymap will be published in Japanese and shared with community members.



# NEXT STEPS

Further community engagement is essential as an iterative process throughout this economic (re)development initiative. Due to the time and communication scope of this project, community feedback was limited to those who we had the opportunity to engage with while in Musashidai. As this project moves forward, engagement – through both survey feedback and participatory planning processes – must continue. Considering Musashidai's local, grassroots efforts to address population shrinkage, on-the-ground community engagement is likely to be most effective.

In addition to expanding feedback to Musashidai residents, it would be useful to receive feedback from Tokyo residents to gauge interest in Musashidai overtime. This could be used as a measure of how successful these economic development interventions have been.

# LIMITATIONS

The strategies outlined in this presentation are not meant to serve as a comprehensive strategy for filling Musashidai's vacancies. Rather, this economic redevelopment strategy is a directed strategy based on Musashidai's specific natural qualities and my planning interests.

This economic redevelopment strategy should be considered in tandem with other qualities of the town, such as its access to services and amenities, town access for disabled people, and the existence of family services versus elderly services.

An additional limitation of this study was presented by Musashidai's rural nature. The town's small population and informal neighborhood governance structure offered challenges in terms of limited engagement opportunities and limited people of contact within Musashidai.

# REFLECTIONS

This study centered **my particular lived experience** as an American, non-Japanese, visitor to the Musashidai area. In this sense, I lack the lived experience and place-based knowledge of Musashidai and Tokyo-area residents.

At the same time, however, the upside of my positionality is illustrated in my ability to draw from U.S. case studies. In this sense, **my work on this project added new perspectives** to Musashidai's efforts to bring new residents to fill their local vacancies.



# CONSIDERATIONS FOR FURTHER RESEARCH

## COUNTER DENSIFICATION

As the LOP and other densification planning methods increase in popularity, access to nature and outdoor recreation will increase in popularity.

## TOURISM

Survey feedback from neighborhood group will help illustrate local views on increased tourism. The risk is causing overtourism in Musashidai considering its proximity to Tokyo.

## AMENITY FINANCING

As tourists and residents increase usage of outdoor recreation spaces, demand for other amenities like restaurants will also increase and the economy will grow.

## CONSERVATION

Increased interest in Musashidai could lead to increased development and degradation of natural resources. Development should be prioritized for long term residents, not short term rentals like airbnbs, and education should take place about natural conservation.

# THANK YOU



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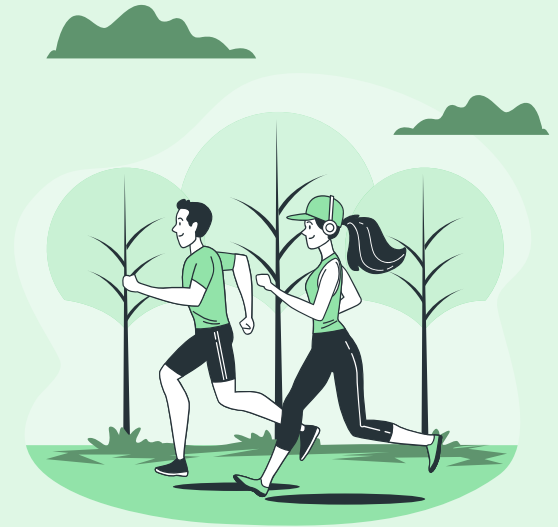
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# APPENDIX: Data Methodology

**Trail System:** I first downloaded all of the recommended official hikes from AllTrails, a user-generated database of trail networks. To add to this, I then looked through all of the Strava for Musashidai, Hanno, and the surrounding area. Strava is a social networking site where people share hiking, biking, and running routes. Popular routes become official “segments” where other users then try to get the fastest times. The segments are often short portions of longer running or hiking routes, so these routes enabled me to flush out the trail system and connectivity to nearby roads and towns.

**Transit System:** I used the Japan-wide GIS data found at this link [国土数値情報ダウンロードサイト \(mlit.go.jp\)](https://mlit.go.jp) to map the current transit system for Musashidai. I then proposed new transit stops based on the location of trailheads, which I found through Google Maps street view.

**Other GIS data:** I downloaded all other GIS data, including topography, streets, and buildings, from the most updated Hidaka, Japan GIS data which can be found at this link: [https://drive.google.com/drive/folders/1\\_5Ono--T8s74WSEkjEGw6dmEUaNQhIRb?usp=sharing](https://drive.google.com/drive/folders/1_5Ono--T8s74WSEkjEGw6dmEUaNQhIRb?usp=sharing).



# APPENDIX: Data Methodology

**Storymap:** I used ArcGIS Storymap to create an interactive platform to communicate my project with the Musashidai community. This Storymap also creates a platform for continued community input as I have used the “button” feature to link the community survey into the interface. If I were to continue work on this project, I would like to create a website for this project in which Musashidai community members could input their thoughts and feedback directly into the webpage, rather than through a separate survey link. This interactive interface is not currently available on ArcGIS Storymaps.

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