

ZANZIBAR ASSOCIATION OF TOURISM INVESTORS

ZATI NEWSLETTER

JULY 2013 | ISSUE 1

WELCOME TO THE
NEW SEASON 2013!



Dear members,

ZATI's 10th anniversary has been very encouraging with the season starting off with the budget speech announcing economic reform "through strengthening of tourism..."

"Tourism has become a major driver of the Zanzibar economy...[It] has outperformed all other sectors by a large margin...As a result, tourism has increased its share of GDP from a single digit in 2004 to just over 27% in 2012," His Excellency told ZATI earlier this year - at a Presidential meeting to discuss member issues.

As the leading private sector voice of the tourism industry in Zanzibar, ZATI is a key link between the public & private sector, enabling it to successfully represent the voice of members. ZATI's unique position allows it to be able to stop Government plans to increase work permit fees from \$150 - \$2,000 earlier this month - and encourage public consultation.

It also enables ZATI to actively engage with the Government on matters including ZATI's newly launched public consultation to make improvements to tourism-related safety & security - and protect Zanzibar's developing economy - as well as the investor climate.

ZATI hope that you enjoy the new quarterly newsletter and continue to share your support. You can also keep up-to-date, and share your views, by joining ZATI on Facebook!

Have a good season,

Abdul Samad Said | ZATI Chairman

A WARM WELCOME
TO NEW MEMBERS...



ZATI represents nearly 100 investors in Zanzibar. Support of members is key to success, so please welcome:

- ★Dongwe Club Vacanze
- ★Sea Planes Africa
- ★Inaya Zanzibar
- ★Spanish Dancers
- ★Divine Diving & Yoga



Join ZATI at info@zati.org



ALARM OVER LABOUR PLAN TO INCREASE WORK PERMIT FEES

Plans to increase work permit fees from \$150 - \$2,000, among others, were intervened on Saturday 6 July following ZATI's call for an emergency meeting with the Ministry of Labour, Economic Empowerment & Co-operatives.

ZATI raised concerns of members over the possible detrimental impact on the tourism industry - and economy - if fees continued to be raised with no public consultation and no adequate implementation time. Labour Minister, Mr. Haroun Ali Suleiman, granted ZATI 30 days to consult with stakeholders and prepare a position paper.

Around 70 members - and general public - attended the public consultation on Monday 15 July at Maru Maru hotel to share their concerns and discuss possible solutions. Email info@zati.org if you would like to share your views. The final position paper will be presented to the Ministry on 5 August.

ZATI CALLS FOR IMPROVEMENTS TO SAFETY & SECURITY

This month, ZATI launched a public consultation, funded by BEST-AC, aimed at helping the Government develop a tourism safety and security strategy to improve the legislative systems to handle tourism-related court cases. Improvements are necessary to protect the tourism industry - including the investor climate and country's economic viability. Take part in the public consultation at info@zati.org



WORKING IN PARTNERSHIP

As the main private sector voice of the tourism industry, ZATI engages with a wide range of stakeholders all with one common goal – prosperity for Zanzibar! Below are just some of the people ZATI met with recently.

ZATI met with Matthew Halksworth, Head of Consular of the British High Commission, which supports ZATI and agreed to share consular contacts to help facilitate the safety and security judiciary review that started this month. Although the high commission is primarily interested in the safety & security of British nationals it is also interested in other ZATI business.

The Head of Trade & Investment of the British High Commission, Misbah Mughal, develops business partnerships between UK the and local Tanzanian businesses, expressed an interest in working with ZATI members to help local businesses find UK partners. Ms. Mughal manages a database of 250,000 vetted UK businesses that could potentially have an interest in entering the Zanzibar market. The use of the database is available to local businesses for free.

The British High Commission Regional Politics & Economics expert, Bikash's Dawahoo, is interested in working with ZATI on anti-corruption and the ease of doing business in Zanzibar.

Similar discussions were held with the Canadian and Irish embassies in May.

EVENTS

ZATI regularly visits trade fairs to develop network and look for new opportunities. ZATI encourages events as they contribute to tourism, which is a significant source of foreign income at around \$250,000,000 and represents 40% of the annual budget of Zanzibar. Travel & Tourism accounts for 258 million jobs globally – and at US\$6 trillion (9.1% of GDP) the sector is a key driver for investment and global economic growth.

ZATI VISITS THE WORLD'S LARGEST TOURISM CONVENTION

ZATI visited ITB Berlin in March to benefit from the leading think tank of the global tourism industry. ITB has more than 170,000 visitors, among these 113,000 trade visitors, and 11,000 represented companies from 180 countries.

KARIBU TRAVEL & TOURISM FAIR

ZATI exhibited at Africa's second biggest international tourism event of the year in May. The fair brought together new and existing partners from across the East African community to promote the tourism industry. ZATO chairman, Khalifa Makame, said, "It was very fruitful & productive."

ZATI SUPPORTS INTERNATIONAL FILM FESTIVAL

ZATI proudly sponsored of the 16th Zanzibar International Film Festival (ZIFF) dhow race in June – and celebrated taking seventh position! First, second - and third place - all went to ComNet! ZIFF supports the development of Zanzibar's heritage and boosts the economy by attracting 5,000 visitors - along with celebrity filmmakers!

IMPROVED POWER SUPPLY FOR ZANZIBAR

ZATI attended the launch of the 'Project for reinforcement of power distribution in Zanzibar Islands' at Mtoni Power Station on 11 June. The project was launched in conjunction with the Japan International Cooperation Agency and will benefit 53,000 households and impact upon health, education and trade sectors.



The East African Tourism Platform meeting held at Hideaway of Nungwi in June highlighted the willingness the EAC to open their borders and encourage domestic tourism and business.

ZATI also met with BEST-AC for updates on the safety and security project they are funding. Phase 1,2 & 3 (research on judiciary laws, consultative meetings with ministries and the holding of a stakeholder validation workshop) will be completed by end of August. Phase 4 & 5 (development of the policy position paper, the holding of dialogue meetings with government, media coverage and administrative costs) will be completed by end of September.

The Confederation of Tanzania (TCT) offered their support for the safety and security project as they have been pushing for improvements in Tanzania for six years. TCT helps to monitor key projects of tourism associations and helped ZATI find new partners – and opportunities to collaborate.

This is just a tiny flavor of the many meetings that the ZATI attend! Members receive regular updates on news and key issues.

If you would like to found out more about meetings contact info@zati.org or visit our Facebook page for the latest news.





SPECIAL OFFERS FOR MEMBERS

KNIGHT SUPPORT

Knight Support is offering discounted corporate training packages for all ZATI members on Fire Awareness, Fire Warden and First Aid Training. For more information, please contact sales@knightsupport.com or sales@firstairresponder.com.

FAIRMONT ZANZIBAR

Fairmont Zanzibar has a few items for sale subject to reserve prices being met and is giving priority to ZATI members – before they advertise them. Items include boat and diving equipment, transport bus, TVs, beds, minibars. Interested members should make an appointment to see goods. Contact Erick Karani on 0774 666 556.

SAID ATTORNEYS

Special discounts are available at Said Attorneys for ZATI members. Contact Omary Said on 0772 251 999.

MAMBO MAGAZINE ONLINE

The online magazine for Zanzibar culture, life and travel, is launching a tourism directory around the end of August. It will include simple listings for every tourism business in Zanzibar but is offering enhanced listings at a discount of 10% for ZATI members. Early-bird discount of 20% are also available. Plus a 10% discount to ZATI members on website advertising. Contact Jono Jackson on 0774 527 770.

To feature your special offers for members here please send us your full details at info@zati.org. All agreements made are strictly between member and the supplier.



SUPPORT ZATI

ZATI is a non-governmental, non-religious, non-political organisation, that represents the interests of all tourism investors in Zanzibar. It has nearly 100 members representing all areas of the tourism sector and asks members to offer a quality tourism product in their field of expertise and uphold high standards of business ethics.

Contact ZATI on info@zati.org for a membership application form or visit the office at Cine Afrique, Malindi, Mon-Fri 9-4pm.

To subscribe to this newsletter please contact info@zati.org. Alternatively you can join us on Facebook for the latest news!

BOARD MEMBERS & REGIONAL REPS

BOARD MEMBERS

ZATI is managed by an executive board of eight members and director; and guided by honorary members from the diplomatic community.

Abdulsamad Said | Chairman
chairman@zati.org

Bobby McKenna | Vice Chairman
bobby@akili.co.tz

Seif Miskry | Acting Secretary
etgl@zanlink.com

Christian Chilcot | Board Member
christianmchilcott@gmail.com

Antonino Garau | Board Member
tonino@zanzibar.cc

Omary Shaban | Board Member
Omary_said@hotmail.com

Naila Jiddawi | Board Member
Naila.jiddawi@gmail.com

Gary Grieg | Board Member
oneocean@zanlink.com

Simai Mohammed | Hon. Board Member
simai@zanlink.com

Paolo Chiaro | Hon. Board Member
Paolo.chiaro@renco.it

Carl Salisbury | Hon. Board Member
carl@zanair.com

Farida Nassor | Administrative Assistant
info@zati.org

Pamela Matthews | Director
info@zati.org

REGIONAL REPRESENTATIVES

Our regional members represent your needs and interests to the ZATI executive board and to your local Government institutions. Feel free to contact them for advice.

Nassor Ali | North
mnarani@zanlink.com

Julian Burton | North East
gm@bluebayzanzibar.com

Nigel Firman | South East
info@kichanga.com

Farhat Jah | Pemba
raf@kayakpemba.com

TBC | Stone Town & Urban
TBC