



# Tanzania Association of Tour Operators

CCM District Building, Fire Road  
E+-mail: tato@cybernet.co.tz http://www.tatotz.org

P. O. Box 6162, Arusha, Tanzania

Tel/Fax: 027-2506430  
Tel : 027-2504188  
Mobile : 0713-512308

Ref.M.05/5/26

22<sup>nd</sup> August 2013

The Permanent Secretary,  
Ministry of Natural Resources and Tourism,  
P. O Box 9372  
**DAR ES SALAAM**

Dear Sir/Madam,

**RE: ORIENTATION FEES ON MOUNT KILIMANJARO**

Our members (Tour Operators) have received a letter from Forest Manager Northern Kilimanjaro Rongai, demanding tourists passing through the following Mount Kilimanjaro climbing routes; Nalemuru-Rongai, Shira, Lemosho and Umbwe to pay orientation fees of US \$ 10 for foreigners and Tshs 1,500 for Tanzanians. This is before reaching the official Kilimanjaro National Park entry where tour operators must pay entry fee of US \$ 70 for a tourist climbing the mountain per day among other fees.

The two Institutions being under one Ministry- Natural Resources and Tourism, we propose that instead of each party charging a separate fees, the two fees being amalgamated and be collected by one party to simplify the process and to make the Mountain Climbing price be cheaper. At the moment the cumulative costs of climbing the Mountain is more than US \$ 100 a day.

Looking forward to getting a swiftly solution to this problem

Yours Sincerely

Mustapha Akunaay

**EXECUTIVE SECRETARY**

cc: Chief Executive,  
Tanzania Forest Services (TFS)  
P. O Box 40832 ,  
Dar es Salaam

Director General,  
Tanzania National Parks,  
P. O. Box 3134,  
Arusha

To: <ps@mnrt.go.tz>,  
<mtarishi@mnrt.go.tz>  
Cc: <iamussa@mnrt.go.tz>  
Subject: Tourism Development Levy TDL)

**M. K. Tarishi**  
**Permanent Secretary**  
**MNRT**

Dear Mrs. Tarishi,

I wish to refer you to the meeting we had on Tuesday 27<sup>th</sup> August where we discussed a number of issues including Tourism Development Levy (TDL). During the meeting I confirmed to you that Tourism Private Sector is aware of TDL and are in support of it. However, we do have issues with the proposed operational modality – and the keys issues are around the variable formula (2%), the composition of the TDL Board and the starting the date of collecting the levy etc.

#### **Tourism Private Sector Submission on TDL**

I informed you the position of the Private Sector that we preferred a fixed formula as opposed to the variable formula (percentage) because it is much simpler, transparent, let costly to operate, will encompass more number of collection points (hotels), will capture a wider number of hotel users across whole of Tanzania mainland (foreign tourist, residents, local citizens etc); and will build trust between Govt officials and operators. We also want more private sector reps on the board simply because it is the Private Sector that translates the Tourism Policy, Tourism National Development Programs, National Tourism Marketing Strategy etc into action/reality by way of tourism investments and specific sector operations (hotels, aviation, hunting, tour operations, guiding, skills training etc). If TDL is for real for Tourism Development then it is only right that your drivers of tourism development are on board to give advice on the utilization of the funds for the very tourism development.

#### **Meeting with the Director of Tourism**

Following our discussion you directed me to meet with the Director of Tourism and brief him fully on all the issues and have him ask all the pertinent questions etc so that the Ministry can then be in a position to revisit the matter (TDL) and give us the appropriate guidance on how to move forward with TDL operation.

Permanent Secretary, I did that and also submitted to the Director a brief titled Technical Points on TDL. In the light of our meeting, I think it is only right that you are also fully updated – am therefore sending you also a copy of same document that I submitted to the Director.

#### **Your Guidance on TDL starting 1<sup>st</sup> September 2013**

In view of this new move (to re-look at some of the issues relating to TDL) which I thank you very much for, I wish to seek advice from the Ministry allowing TCT to inform the Tourism Private Sector that Collection of TDL starting 1<sup>st</sup> September 2013 is postponed until further guidance from the Ministry. This is to quell the confusion that is emerging in the industry and also allow a bit of time to the Ministry to revisit our submission and give new guidance. Looking forward to receiving your guidance on this matter.

#### **Shukran**

Lastly, Permanent Secretary, let me end by thanking you for the fruitful meeting we had and also for consideration that you (MNRT) will be giving to our submission and your coming up with a better modus operandi for operating TDL.

# Bunge teams demand strong marketing tool for tourism

**Dar es Salaam.** Two Parliamentary committees have instructed the Tanzania Association of Tour Operators (Tato) to prepare a keen marketing strategy that would transform tourism in the country.

The order was given at a joint seminar involving the Parliamentary Committee for Budget and Lands and that for Environment and Natural Resources by Ms Ritha Mlaki (Special Seats-CCM).

She said the association should come up with a detailed tourism marketing strategy that will enable the country compete in the East African region and beyond.

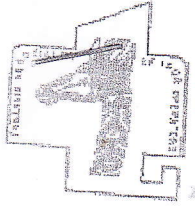
The seminar was chaired by Mr James Mbatia of NCCR-Mageuzi (nominated MP) and present was also the minister for Tourism and Natural Resources, Mr Khamis Kagasheki.

“Tato must think big and support the government in running the industry effectively,” said Ms Mlaki.

Earlier, Tato chairman Wilbard Chambulo said some neighbouring countries were doing better because the sector was allocated with a big marketing budget. He cited the example of Kenya which, in this financial year, has set aside a total of \$34 million to market its tourism.

The budget size sentiment was also reiterated by Mr Mbatia who said it was time to change how tourism is done and managed in the country.

He said Tanzania was the second country in the world for having unique tourism attractions but was not doing well in the sector.



# Tanzania Association of Tour Operators

CCM District Building, Fire Road  
E+-mail: tato@cybernet.co.tz <http://www.tatotz.org>

P. O. Box 6162, Arusha, Tanzania

Tel/Fax: 027-2506430  
Tel : 027-2504188  
Mobile : 0713-512308

Ref.W.20/49

28<sup>th</sup> October 2013

The Director,  
Wildlife Division,  
P. O Box 1944,  
DAR ES SALAAM

Dear Sir/,

**RE: REQUESTING FOR YOUR INTERVENTION ON CONTRAVERSIAL ISSUES ON  
NON CONSUMPTIVE WILDLIFE UTILIZATION**

On 31<sup>st</sup> July 2013, the Wildlife Division organized; at extremely late notice and without an agenda ; a stakeholders meeting attended by the Tanzania Association of Tour Operators, Hotel Association of Tanzania and the Tourism Confederation of Tanzania to discuss on the intended amendment of Wildlife Regulation (2008)- Wildlife Conservation (Non consumptive wildlife utilization)

The main discussion centered on the Wildlife charges charged to tourists by the Wildlife Division under Regulation 14 (2) (a) and (b). Some of the controversial issues raised by the private sector could not be resolved in the meeting and the Wildlife Division delegation promised to take those issues to its Management Meeting (which was to sit soon) so as to come out with proper deliberations. Such issues were as follows:

- The rationality of Activity fees charged to transit overnight guests sleeping in lodges built nearby National Parks (Where no game drive done such as game viewing and so on...)
- An answer to the position of TATO that: Lodges, Tented camps and or camp sites in areas outside the National Parks should be classified in accordance with proper criteria determined by what activities; if any, are conducted from the camp, lodge etc. such as game drives, (where there is a plentiful wildlife resource), (or alternatively if a property is merely a stopover point to visit a nearby National Park).
- The rationality of Entry fee USD \$ 10 per person per Day,, and USD \$ 3 per vehicle per day, Tourists are taken purely for accommodation Purposes, this areas, Land and ownership are on Private Land, Title deed or agreement with the Land owners with no abundant wildlife resources to allow game drive. On top of this The lodge or Camp owners are already paying \$ 15 per person per night to TWPF-WD
- The clarification of who is supposed to pay the Wildlife Fees (Either Tour Operators or Lodge owners)
- The clarifications of the legal rights of lodges/camps etc. located on land that is village land but is owned by the camp/Lodge etc. and for which the owner has a Title Deed.

- That the definition "OPEN AREA" is vague and is no longer applicable, is in our view used in a blanket fashion thus adding to confusion and conflict between WD and other stakeholders. All land has some form of ownership and legal rights conferred upon it accordingly.

The Wildlife Division convened another meeting on 7<sup>th</sup> October 2013 with a purpose of giving feedback to the issues raised during the previous meeting including the above. In this meeting, the consensus were not reached on most of the issues raised and this was because most of the answers given by the Wildlife Division were unsatisfactory and unrealistic from implementation point of view.

Despite all that, the Wildlife Division is now pushing the Tour Operators to pay some of these Wildlife Fees while consensus on the matter has not been reached and controversial issues resolved. The confusion, misunderstanding and poor relations between WD and stakeholders since the revised regulations of 2007/8 will in our view continue as before and will hamper much needed investment in areas outside the National Parks and the NCAA

In summary our members are now unclear on which way to take as the implementation of the Wildlife Regulation will remain cumbersome and unworkable until these controversial issues are sorted out. It is with all stakeholders in mind, we are requesting for your intervention on this matter so that you can help the industry to arrive at a conclusion which will lead to favorable business and operational environment for both Private and Public sectors and to the benefit of local communities and Tanzania as a whole.

Yours Sincerely

Wilbard Chambulo  
**TATO CHAIRMAN**

Cc: Hon.Amb. Khamis Sued Kagesheki (MP)  
Minister for Natural Resources and Tourism,  
P. O Box 9372,  
**DAR ES SALAAM**



# Tanzania Association of Tour Operators

CCM District Building, Fire Road  
E+-mail: tato@cybernet.co.tz <http://www.tatotz.org>

Tel/Fax: 027-2506430  
Tel : 027-2504188

P. O. Box 6162, Arusha, Tanzania

Ref. M.05/5/49

18<sup>th</sup> November, 2013

His Excellency Dk. Jakaya Mirisho Kikwete,  
The President of United Republic of Tanzania,  
P.O. Box. 9120,  
President Office,  
**DAR ES SALAAM.**

Honorable President,

## **RE: LETTER OF APPRECIATION**

The Tanzania Association of Tour Operators (TATO) represents over 320 licensed Tour Operators country-wide. As major players in the tourism industry we strive to sell Tanzania as a high quality destination. TATO promotes sustainable tourism that is environmentally friendly.

Hon. President, the Tanzania Association of Tour Operators wishes to convey to you greetings and total confidence in your ability to shoulder the great responsibility that the Nation has placed on you. We also like to register our thanks for the initiative you had taken in appointing Hon. Ambassador Khamis Sued Kagasheki, MP, to lead the Ministry of Natural Resources and Tourism and his efforts and dedication he has shown in fighting anti-poaching in Tanzania.

We would like to advise and request the Government to support and continue without delay with the suspended anti-poaching exercise as stopping it may be the advantage of poachers to continue hunting elephants and selling its trophies.

Assuring you and your Government our greatest cooperation and support in the matters relating to tourism industry.

Yours faithfully,

Wilbard Chambulo  
**TATO CHAIRMAN**

## Sirili Akko

**From:** Sheni Lalji [scl@raha.com]  
**Sent:** Tuesday, February 18, 2014 3:22 PM  
**To:** Richard Rugimbana - TCT; CEO HAT; Secretary General - TAHOA; Secretary General - TAHOA; Executive Secretary - TAOA; Executive Secretary - TATO (2); Executive Secretary - TATO; Executive Secretary - TPHA; Richard Rugimbana - TCT; gaudence.temu@swissport.co.tz  
**Subject:** TATO CHAIRMAN'S MEDIA OUTBURST!  
**Importance:** High  
**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

The Executive Secretary,  
Tourism Confederation of Tanzania,  
P.O. Box 13837,  
DAR-ES-SALAAM.

Dear Sir,

**RE: TATO CHAIRMAN'S OUTBURST IN THE MEDIA ON TANZANIA TOURIST BOARD MARKETING STRATEGY, ELEPHANT POACHING AND CLOSING OF TOURIST HUNTING**

Reference is made to the above mentioned subject matters. I will address the above in 3 subject matters listed numerically below.

**1. TATO CHAIRMAN'S ADVICE TO THE TANZANIA TOURIST BOARD.**

The Tanzania Tour Operators Association Chairman, Mr. Willy Chambulo has been quoted in the media at Arusha that TTB should stop marketing the northern tourism sector as it is now over saturated. He emphasised TTB to market the Southern Sector instead.

This message clearly confirms that now the northern sector is over crowded and its time now that the Tanzania National Parks Authority increases the parks entrance fees and concession fees in order to maintain tourist numbers and protect the Northern Circuit parks from pollution, environmental degradation, disturbance to wildlife and reduction of vehicles in the park.

It is also very clear that now the Northern Circuit Parks should get the share of the value they deserve and promote high income low volume methodology and maintain its prestige and pristine nature for generations to come.

This means that now the tourists should be paying a higher value to visit the northern parks as already most of the parks are classified as World Heritage sites and so a fair income should be raised for their protection through tourists visiting them.

The increase of the park fees and concession fees for the Northern Circuit will dilute the flow with more income and decrease the pressure from Northern circuit to Southern Circuit and also will open up the Southern Circuit with more economical activities for the people and businesses in the Southern Sector.

There is need to be fair to the southern part of the country to balance growth and development instead of the current scenario whereby only the North is benefiting the growth from tourism compared to the south.

## **2. TATO CHAIRMAN'S CONCERNS ON ELEPHANT POACHING.**

I agree with the Chairman on TATO's concern on elephant poaching which is very well the concerns of all the tourism stakeholders, the country and the whole world. The TATO Chairman has not proposed any solution to the reduction or control of the elephant massacre going on all around the African Continent. Making noise with no proposals for a solution is as good as not taking any action but talking in the air. We do not expect such a senior person in tourism business and leading a very prestigious association should only be making noise on the subject matter.

One of the major problem is under staffing of Game and Park rangers in the WMA's, Open areas, Game Reserves and National Parks.

Second is the scarcity of availability of funds in the budget for procurement of new vehicles and repairs of vehicles.

Third is the investment in high tech equipments to be at the disposal of the anti poaching teams and personnel in the wildlife areas.

Fourth is the education on conservation from primary schools, secondary schools and higher learning institutions.

Fifth is the educating and awareness building of communities from the villages around the wildlife areas to big cities to understand the economic benefit of flora and fauna.

Sixth is the low salaries for Wildlife and Park authorities. The provision of respectable salaries will bring down corruption and also help the people working in Wildlife and National parks to be able to sustain their lives with honour and prestige as no one who can earn a respectable income would like to be begging for corruption.

All the above solutions need money and with the big number of tourists growth as the Chairman is preaching means higher park fees, higher concession fees and introduction of a wildlife levy which should go to the protection of wildlife instead of the money going to the treasury and this will protect the wildlife and especially the elephant.

## **3. TATO CHAIRMAN'S PROPOSAL TO CLOSE TOURIST HUNTING.**

The Tourism Policy 2008 was passed by the government and involved all stake holders to give their views and included TATO. The policy clearly has approved consumptive and non consumptive activities.

The Tourism Laws and Regulations were made and approved in the parliament. It is very unfortunate that the TATO Chairman burps in the media on closing the tourist hunting with no clue on its advantages against disadvantages. Tanzania has reserved more than 25% of its land area for conservation and categorised the areas as National Parks, Game Reserves, Game Controlled Areas, Wildlife Management Areas and Open Areas.

The National Parks are reserved for non-consumptive activities (PHOTOGRAPHIC TOURISM). Consumptive activities or hunting is not allowed in National Parks. The Game Reserves allow consumptive activities (HUNTING) and non consumptive activities (PHOTOGRAPHIC SAFARIS).

It seems the TATO Chairman is stuck up mentally in the Northern Circuit with high volume, low yield philosophy instead of looking at the broader facts on conservation and economics of conservation in areas where there is no photographic tourism or no infrastructure and most of the areas infected with high concentration of TSETSE flies.



The TATO Chairman advocates anti hunting stance due to his limited knowledge of conservation. He is not aware that science has proved that removal of prominent older males in herds of wildlife are healthy for the growth of the populations. The older bulls stop healthier and younger bulls from mating with the females.

The TATO Chairman is not aware that CITES and IUCN approve and issue hunting permits for the almost extinct Black Rhino every year in South Africa and Namibia in order to eliminate the older bulls who are not fertile anymore to give room to the younger bulls to mate and increase populations. With technology at his finger tips he can Google and read to understand and learn about hunting and conservation.

The TATO Chairman should read the data presented by TAWIRI at the ELEPHANT TALK, whereby he was the host for the event. The DATA clearly points out the better populations of elephants in hunting areas then in National Parks.

The TATO Chairman is non performer in economics of income in tourist hunting as he has misinformed the public by giving wrong figures on tourist hunting income brought into the country against photographic safari income. The US\$ 1.2 Billion paid by photographic tourists is a misinterpretation of the actual fact that the amount is a total contribution to the economy in general and not a direct income to the government treasury. The US\$ 40 million generated by the tourist industry is a direct income to the government and not a general economic contribution to the economy. So the Chairman of TATO is either illiterate on the figures or was trying to mislead the public.

Executive Secretary, TCT please note that Tanzania Professional Hunters Association (TPHA) is bringing the matter to the attention of the Tourism Confederation of Tanzania and the member associations for discussions that TPHA is going to propose the Ministry of Natural Resources & Tourism, Parliamentary Committee of Land, Conservation and Tourism, Tanzania National Parks through the media and stakeholders meetings for the increase of Park fees, Concession fees, Tourism Development Levy, introduction of Wildlife Conservation Levy and photographic guides licence fees.

The Kenya Wildlife Services has already increased the park fees to US\$ 95 in Masai Mara while the park fees in the Serengeti National Park is only US\$ 60. The last increase in Park fees was 10 years ago and with the inflation its time now photographic tourists pay for conservation and also the parks and wildlife get their rightful share of their value. We want to propose the following Park fees and fixed concession fee per day:

Serengeti National Park

US\$ 250 Park Entry Fee + US\$ 50 Concession Fee and US\$ 150 Mobile Camping Fee

Kilimanjaro National Park

US\$ 300 Park Entry Fee + US\$ 100 Camping Fee

Tarangire National Park

US\$ 170 Park Entry Fee + US\$ 30 Concession Fee and US\$ 100 Mobile Camping Fee

Manyara National Park

US\$ 170 Park Entry Fee + US\$ 30 Concession fee and US\$ 100 Mobile Camping Fee

Arusha National Park

US\$ 200 Park Entry Fee + US\$ 30 Concession Fee and US\$ 50 Camping Fee

Ngorongoro Conservation Area Authority US\$ 400 + US\$ 100 Concession Fee and US\$ 150 Mobile Camping Fee



# Tanzania Association of Tour Operators

CCM District Building, Fire Road  
E+-mail: tato@cybernet.co.tz http://www.tatotz.org

60

P. O. Box 6162, Arusha, Tanzania  
Ref. M. 05/5/60

Tel/Fax: 027-2506430  
Tel : 027-2504188  
Mobile : 0713-512308  
~~1<sup>st</sup> September, 2014~~

Ms Maimuna Tarishi  
Permanent Secretary  
Ministry of Natural Resources and Tourism  
Mpingo House,  
Nyerere Road  
P.O. Box 9372  
**Dar es Salaam**

Dear Ms. Tarishi,

**RE: REQUEST OF PART OF SKILLS AND DEVELOPMENT LEVY (SDL) TO  
SUPPORT KARIBU TRAVEL MARKET TANZANIA (KARIBU TMT)**

Tanzania Association of Tour Operators (TATO) is composed of membership which contributes significantly to the Country GDP. As the growing sector with prime importance and ever growing relevance in the Country and beyond, TATO on behalf of its members has been tirelessly working on creating conducive business environment. Marketing of membership and destination Tanzania has been always on top of TATO's agenda.

One of the platforms which TATO formulated includes Karibu TMT which is internationally recognized and known as an exceptional opportunity availed to Tourism stakeholders to interact with each other and the allied industries as a means of promoting Tourism and destination Tanzania at large.

Owing to the limited resources and country interest at stake, we are honored to request you to kindly allocate significant financial support from SDL which is collected from the stakeholders to be used in Karibu Travel Market Tanzania.

We greatly appreciate your cooperation and support which you have been extending to us in this noble event.

Once again we can't stop expressing our appreciation for the support we have been receiving from your office for the past ten years.

Yours sincerely

Sirili Akko  
Executive Secretary



# Tanzania Association of Tour Operators

CCM District Building, Fire Road  
E+-mail: [tato@cybernet.co.tz](mailto:tato@cybernet.co.tz) <http://www.tatotz.org>

Tel/Fax: 027-2506430

Tel : 027-2504188

Mobile : 0713-512308

P. O. Box 6162, Arusha, Tanzania

Ref. M. 05/5/60

1<sup>st</sup> September, 2014

Ms Maimuna Tarishi  
Permanent Secretary  
Ministry of Natural Resources and Tourism  
Mpingo House,  
Nyerere Road  
P.O. Box 9372  
Dar es Salaam

Dear Ms. Tarishi,

**RE: REQUEST OF PART OF SKILLS AND DEVELOPMENT LEVY (SDL) TO  
SUPPORT KARIBU TRAVEL MARKET TANZANIA (KARIBU TMT)**

Tanzania Association of Tour Operators (TATO) is composed of membership which contributes significantly to the Country GDP. As the growing sector with prime importance and ever growing relevance in the Country and beyond, TATO on behalf of its members has been tirelessly working on creating conducive business environment. Marketing of membership and destination Tanzania has been always on top of TATO's agenda.

One of the platforms which TATO formulated includes Karibu TMT which is internationally recognized and known as an exceptional opportunity availed to Tourism stakeholders to interact with each other and the allied industries as a means of promoting Tourism and destination Tanzania at large.

Owing to the limited resources and country interest at stake, we are honored to request you to kindly allocate significant financial support from SDL which is collected from the stakeholders to be used in Karibu Travel Market Tanzania.

We greatly appreciate your cooperation and support which you have been extending to us in this noble event.

Once again we can't stop expressing our appreciation for the support we have been receiving from your office for the past ten years.

Yours sincerely

Sirili Akko  
Executive Secretary

## No Recipient, UPDATE

---

To:  
From: Tanzania Association of Tours Operators <tato@cybernet.co.tz>  
Subject: UPDATE  
Cc:  
Bcc:  
Attached:

TO: ALL TATO MEMBERS

We are glad to share an update with you regarding:

1. VAT on tourism : TATO Delegation (Chairman, Vice Chairman and CEO) met the Parliamentary Budget committee on 27<sup>th</sup> October, 2014 in Dar es Salaam and did presentation of the concerns from Tourism stakeholders (TATO Members in particular) on potential irreparable impacts of the imposition of VAT on tourism. The plead was to keep the current status quo or to treat tourism as an export service which will automatically zero rate it.

2. WMA fees crisis; TATO Delegation (Chairman, Vice Chairman and CEO) met the Hon. Lazaro Nyalandu, Minister for Ministry of Natural Resources and Tourism and his delegation in Arusha on 23<sup>rd</sup> October 2014 at the Arusha Hotel. After long discussion it was resolved that some areas no longer hold an outstanding value which they use to hold sometimes back, something which do not merit 'charges' to tourist for passing on the way to accommodation facilities. Minister formed a committee comprising of Mr. Chambulo, Fazal among others, and his team to identify areas which no longer hold value which attracts fees. The deadline for the Committee to give report was for 31<sup>st</sup> October 2014. Minister is expected to issues a list of areas which will be coming from the work done by committee. If you have any relevant information regarding WMAs, open areas and Game controlled areas which will add value to this committee kindly feel blessed to share with us.

Yours sincerely,

Sirili Akko

Executive Secretary.  
Tanzania Association of Tour Operators  
CCM District Building, Fire Road  
<http://www.tatotz.org>  
P.O. BOX 6162 Arusha - Tanzania  
Fax: +255 27 2506430  
Tel: +255 27 2504188  
Mob: +255 754 535 637

MINUTES OF THE MEETING OF MNRT OFFICIALS WITH REPRESENTATIVES OF TOURISM PRIVATE SECTOR HELD ON THE 7<sup>TH</sup> & 8<sup>TH</sup> OCTOBER, 2014 AT MPINGO HOUSE, DAR ES SALAAM TO REVIEW FORTHCOMING TOURISM REGULATIONS

**1 Time:**

1.1 The meeting on 7<sup>th</sup> October, 2014 started at 14.18hrs and finished at 18hrs.

1.2 The Meeting on 8<sup>th</sup> October, 2014 started at 0800hrs and finished at 1500hrs.

**2 Attendance (see annex one)**

**3 Opening Remarks**

The Acting Permanent Secretary welcomed everyone and explained that the regulations are based on the Tourism Policy of 1999 and Tourism Acts of 2008. The concern was raised that the Tourism Act and tourism policy have a lot of grey areas which need amendments and that the policy itself is outdate. However, the meeting was called upon to work on areas that are not conflicting with the current act and the policy. The meeting further suggested that the Tourism act of 2008 be amended soon to match with the current tourism industry changes. It was also pointed that with the coming Tanzania Wildlife Authority (TAWA) the Hunting Act of 2009 will also be reviewed in which case the Private Sector should be involved from the very beginning.

**4 Main Agenda:**

The meeting agreed to discuss the proposed tourism regulations in the following series:

4.1 Review the Tourism Agents (Registrations and licensing) Regulations 2013

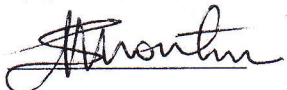
4.2 Review the Tourism (Fees and Charges) Regulations, 2013

4.3 The Tourism (Accommodation Facility) Regulations, 2013

4.4 Review the Tour Guide Regulations

**AGENDA 4.1: Review the Tourism Agents (Registrations and licensing) Regulations 2013**

**4.1.1 Part I: PRELIMINARY PROVISIONS- no comments**



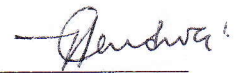
Sirili Akko

Meeting Secretary



Donatius Kamamba

Meeting Chairman



Joseph Sendwa

Meeting Secretary

#### 4.1.2 Part II: REGISTRATION OF TOURISM AGENTS

##### Regulation 4:

(c) the words 'suitable' needs clarification or to be deleted  
 (g) the word 'comprehensive' to be removed as tourist is covered by third party insurance.

##### Regulation 5:

1 (g) the word 'suitable' be either deleted or replaced with the word which is more illustrative.

2 (a) the debate about the number of cars ranged from one, two and three. Those who proposed reducing the number of cars backed there proposal with reasons of reducing the cost of entrance into tour operation business particularly for Tanzanians, that if the Government had relented to reduce the number of cars from 5 to 3 surely it can do the same this time around that in case of additional vehicles business practice allows them to hire from other registered tour operators. The intention should be to license the whole spectrum including skills, financial capabilities and other relevant components instead of only vehicles. It was further proposed that the vehicles be registered and licensed by 'tourism sticker' which will be specific for a particular vehicle.

Those who proposed the number of vehicles to remain three reasoned that there have been incidents whereby tourist were left in limbo in the bush just because the operators had no extra cars and also that considering the clients being served (International Tourists) tourism industry is very delicate that we should not take the risk of allowing operators with only one car.

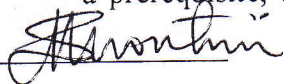
In the same regulation it was suggested that the time period for the operator to raise the number of cars should be changed to 36 months instead of currently 24 months.

In nutshell it was agreed that for the purpose of empowering Tanzanians to join the industry, the Ministry should consider revising down the requirement of number of cars and also increase the number of months.

3 (b) the word 'single' citizen be deleted and replaced by Tanzanians and percentage be at least 51 instead of 50.

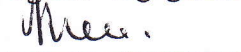
(4) to be reworked to reflect consensus as in 5.2 (a) above

5 (b) a concern was raised that there are other Travel Agents that are non IATA registered, which means for them to do business of air ticketing IATA trained staff is not a prerequisite, moreover travel agents engage in other booking business apart from air



Sirili Akko

Meeting Secretary



Donatius Kamamba

Meeting Chairman



Joseph Sendwa

Meeting Secretary

flights. However it was also stressed that air ticketing is a specialty field which must kept to standard.

It was agreed that the Secretariat should investigate further, possibly with TASOTA whether there are other qualifications which can serve as alternative to IATA certificate and rephrase the regulation to reflect current industry demands.

(6) The word Citizen be replaced by Tanzanian

**Regulation 12:**

(b) The whole section be revised to derive meaning or deleted accordingly

**Regulation 13:**

The following suggestions were made:-

- To changed to work according twelve months timing without necessarily following Calendar year.
- Prorated option was also suggested
- Status quo to remain

It was agreed that the Ministry to study further how other laws from other Ministries, Departments and Government Agencies which have laws that supersede for examples the Financial Laws, etc

**Regulation 15:**

(1) The rationale behind the whole idea is not clear, it was suggested that the regulation should be reworked and rephrased to reduce the back and forth movements to Director of Tourism for practicality purposes or scrapped all together. However, if every tourist vehicle gets registered then this will be automatically redundant.

(2) to (4) be reworked according to suggestions on vehicles above (the sticker registration for every tourist vehicle to be issued by the Ministry)

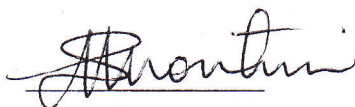
(5) and (6) permit on overland which are foreign registered to be valid for 30 days. Further suggested that the study be done on this to see that foreign overland vehicles are not charged less in comparison to the domestically registered vehicles.

**Regulation 16:**

(1) to be harmonized with other laws on civil aviation because there should be purpose for every fees and service in return.(suggested to be rephrased or deleted altogether).

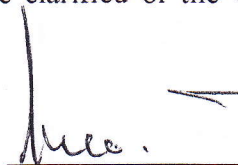
**Regulation 17:**

(2) Words 'thinks proper' be clarified or the whole thing be rephrased to reflect the intention behind.



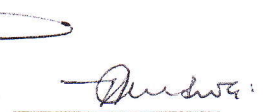
Sirili Akko

Meeting Secretary



Donatius Kamamba

Meeting Chairman



Joseph Sendwa

Meeting Secretary

**Regulation 18:**

Suggested to be rephrased to read 'The relevant records which are kept for other Government agencies be made available to DT upon request as s/he deems necessary'

**Regulation 19:**

Suggested that adequate public liability coverage (third party) is enough and current country insurance policy be abide to. It further pointed that insurance has its own regulatory bodies there is no reason of giving mandate to DT in this regard.

**Regulation 21:**

words 'local banks' be rephrased or be replaced by ' Tanzania registered bank' or banks under Tz central Banks regulations.

**Regulation 22:**

Generally it was agreed that it is proper to have the regulation so as to punish those who misrepresent information with malicious intention. However for the sake of having a relevant wording of the concept/regulation the Ministry should rework on wordings.

**Regulation 23:**

It was suggested that the regulation be reworked to derive proper intended meaning or to be deleted

**Regulation 26:**

Requested that words 'six' be replaced by 'three'

**1<sup>st</sup> Schedule and 3<sup>rd</sup> Schedule:**

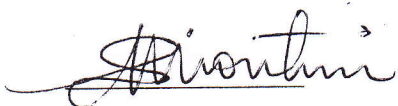
Forms: Agreed to synchronize the forms in the act, regulations and the online ones

**AGENDA 4.2: Review the Tourism (Fees and Charges) Regulations, 2013**

Concern was raised that with current multiplicity of charges, levies and licenses the tourism license fee charges are considered high in any standard. It was suggested that license should not considered a source of revenue to the Government rather a fee for service rendered. It was requested that the MNRT as custodian of its clients who owns tourism business should be concerned with charges from other Government agencies and Ministries for example the Ministry of Trade and Industries charging business license based on bed number.

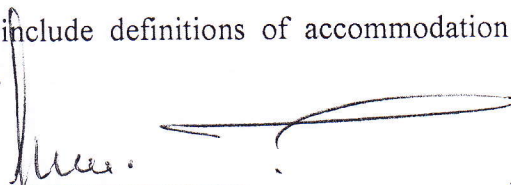
**4.2.1 PART I**

Interpretation should also include definitions of accommodation facilities as they appear on the first schedule.



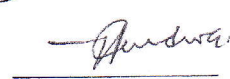
Sirili Akko

Meeting Secretary



Donatius Kamamba

Meeting Chairman



Joseph Sendwa

Meeting Secretary



#### 4.2.2 First schedule:

Suggested that Tour Operator, safari outfitter, and photographic safaris be interpreted as the names with the same meaning and hence can be used synonymously so long as it is under the same fee rate.

The words 'citizen' and 'non citizen' be rephrased to read Tanzanian/Tanzanian owned and non Tanzanian owned as the former sounds xenophobic

Fees for travel agents be considered in the line of start up like the proposed scheme of small tour operator (i.e US \$ 500 for first consecutive two years) and full amount apply (US \$ 2000).

#### 4.2.3 Second schedule:

**Members from the private sector raised the following concerns; for which some were given response from the Ministry**

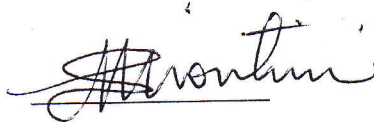
Suggested that Tour Operator, safari outfitter, and photographic safaris be interpreted as the names with the same meaning and hence can be used synonymously so long as it is under the same fee rate.

Rationale behind making horse ridding fee equal tour operations is not clear.-reconsidering rate requested.

Air charter services (Non schedule flights) 'do not qualify for tourism licenses as they are regulated and licensed by TCAA, it is also clear that scheduled flights carries tourists to most national parks and yet they Ministry does not charge TALA to them. In this regard explanation was given that, the rationale of also charging TALA to Chatter Service provider is the fact that they carry tourists to Wildlife attractions much as other ground operators do

It was suggested that Professional Safari or commercial photographer/filming/cinematographer should not be charged for good job of promoting the country. Instead for money making films the Government should work on the way to harmonize with the film Board. It was further noted that it is bureaucratic.

The request was tabled that the license for Professional Hunter be granted according to hunting season (1<sup>st</sup> July to 30<sup>th</sup> June ) and not calendar year as it is happening now.



Sirili Akko

Meeting Secretary



Donatius Kamamba

Meeting Chairman



Joseph Sendwa

Meeting Secretary

It was further suggested that the words 'inside protected area/outside protected area' be replaced by the words 'inside national parks/game reserves or outside national parks/game reserves.

The fees charges was suggested to be charged according to regions/national parks as they do not hold the same quality and quantity of tourists attraction including wildlife.

The cultural heritage/art gallery centers be restricted to Tanzanian only with only minimal possible fee.

#### 4.2.4 Third schedule:

These fees on this schedule are subject to implementation of decision made in the Tourism agent regulations.

For grading purposes concern was raised that charging a private sector for that purpose is not justifiable as they are already paying levies and licenses of which the service is expected in return including grading.

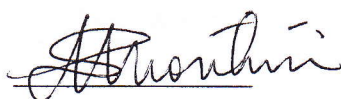
#### AGENDA 4.3: Review the Tourism (Accommodation Facility) Regulations, 2013

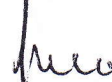
**Members from the private sector raised the following concerns, for which some were given response from the Ministry**

General comment was made that The Tourism Act 2008 itself is a formed of confused list of disconnected points, totally lacking of vision and strategy on how to enhance the performance of the industry and rather focusing on petty issues of confused penalties or details on how to confiscate or dispose of guests properties in case of non-remittance of payment 29 (1) (2) In this regard clarification was given that, this issue was also raised during the Minister's meeting that the Tourism Act should be reviewed soon. Members were reminded of the Hon Ministers response that incase of changes in the Act, the process should not be expected to be short as it requires to go through the Parliament. It was further explained that since the process of reviewing the Policy (2009) is underway definitely reviewing of the Act will follow

This patch work is only adding confusion and is often conflicting with the tourism act 2008 and presents also various errors.

As the tourism private sector, recommend that it would be far more productive exercise to participate in the making of the regulatory system to allow the 'drivers – people on the field' to explain ties how the industry works rather than having to comment on already made documents which amount to double the work for Ministry.







It was pointed out that it is much less risky to be a poacher than a tourism operator! As an example, if you fail to report to the director of tourism the loss of the plaque relative to your establishment the minimum sentence is of 2 years of jail! 15 (v) and 29

The industry has always requested to have bench marks that are easy to reach by all players in order to allow the industry to flourish. The industry requires one simple license to enter the tourism business which is easy to access by all players, especially Tanzanians. The fees must be proportionate to the capability of the individual/company and based on its turn over or size not flat expensive and unattainable fees.

It was further advised that an overview it is advisable for MNRT to ask for assistance from the international donors ready to assist the tourism industry to ensure they publish coherent act and regulations. Bring a consultant to action a basic template new tourism act and new regulations that both sides can input into. Generally, the concerns highlighted are:

1. Cost. Taxation policy in the country needs better clarity. There may be a need for certain licenses but these must be practical and charged at cost only. They should not be revenue sources. Revenue sources must come from profit and central taxation policy.
2. Bureaucracy and thus cost.
3. Lack of rule of law – there need to be penalties for officials who don't abide by the rules as well.
4. A simple arbitration process involving government and the private sector with equal representation when a significant rule is breached before court process was suggested.

As an example here, government cannot stop tourists going to any camp without invoking this process.

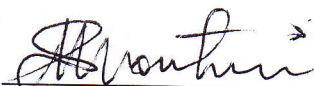
#### 4.3.1 PART I

##### Preliminary Provisions

The definition of 'certificate of registration' and 'registration' should be looked into and if possible one be deleted

##### Regulation 3:

(1) The clarification of the word 'any person' should be given in light of company. It was explained that the issue referred to stems from section 21 of the Tourism Act. It was further explained that the ambiguity has already been cleared by the Attorneys General Office



Sirili Akko

Meeting Secretary



Donatius Kamamba

Meeting Chairman



Joseph Sendwa

Meeting Secretary

**Regulation 4:**

(g) The concern was raised that the purpose of demanding business plan is not clear.

It was further pointed out that the requirements falling under jurisdiction of other Government authorities such as OSHA, Ministry of health, NEMC etc should stricken off the as the requirement to having tourism license. Unless in exception cases where the business is in starting stage.

2 (b) the qualification of directors of the Company is irrelevant as the requirement for license

(3) This part should be rephrased to capture a word license or removed

**Regulation 7:**

(iii) Renewal of the applications of registration be automatic unless there is breach

**Regulation 8:** there regulation is vaguely drafted it needs to be rephrased.

**Regulation 9:**

(3 b) conflicts section 16 (2) of the act

**Regulation 11:**

(2) Conflicts section 4 of the Tourism Act

(6) be rephrased to reflect relevant offense clause (i.e part VI (29) instead of part VI (23)

**Regulation 12:**

The word 'Tourism agent' be replaced by 'Accommodation facility'

**Regulation 13:**

The whole of 13 should changed in line with what has been agreed in tourism agent regulation

**Regulation 14:**

(1) Contravenes technical advisory section 4 (2 , a) of the tourism act

**AGENDA 4.4: Review of The Tourism (Tour Guides) Regulations, 2013****4.4.1 General Remarks;**



Sirili Akko



Donatius Kamamba



Joseph Sendwa

THE UNITED REPUBLIC OF TANZANIA  
MINISTRY OF NATURAL RESOURCES AND TOURISM

Telegrams: "UTALII" DAR ES SALAAM  
Telephone: 255-22-2864230  
Fax : 255-22-2864234  
Email: [ps@mnrt.go.tz](mailto:ps@mnrt.go.tz)  
[dw@mnrt.go.tz](mailto:dw@mnrt.go.tz)



Mpingo House,  
40 Julius Nyerere Road  
15472  
DAR ES SALAAM

In reply please quote:  
Ref. No. AB.282/288/01/41

Date: 10 October, 2014

Mr. Sirili Akko  
Executive Secretary  
Tanzania Association of Tour Operators  
Box 6162  
Arusha

TATO  
RECEIVED  
DATE 17/10/2014

Dear Sir

**Re: REGIONAL SUMMIT TO STOP WILDLIFE CRIME AND ADVANCE WILDLIFE CONSERVATION TO BE HELD IN ARUSHA, TANZANIA NOVEMBER, 2014**

The Ministry of Natural Resources and Tourism (MNRT), International Conservation Caucus Foundation (ICCF) and United Nations Development Program (UNDP) in collaboration with World Bank and Global Environment Facility wishes to invite you to the *regional summit to stop wildlife crime and advance wildlife conservation: A call to action*, to be held at the Arusha International Conference Center (AICC) in Arusha, Tanzania from 7<sup>th</sup> to 8<sup>th</sup> November, 2014. The summit seeks to expand the scope of Tanzanian efforts by improving collaboration with neighboring nations in combating poaching and illegal offtake of natural resources.

The summit will focus on the actions that Tanzania and neighboring countries may take to combat wildlife crime and advance wildlife conservation in the region. The deliberation of the summit will focus on three major areas - Wildlife crime, migratory wildlife and shared ecosystems.

The summit includes representatives from neighboring countries Burundi, Kenya, Mozambique, Rwanda, Uganda and Zambia. Country delegations will include relevant ministers, members of parliaments and director of wildlife agencies. Major multi-lateral and bi-lateral international partners engaged in the region will also be represented, including but not limited to: the World Bank, UNDP the African Development Bank, the Global Environmental Facility, the United States, the European Union, Germany, the United Kingdom, China and other

This conference provides an opportunity to share our strategy, priority actions and progress with our neighbors and request them to share their priorities and best practice in that effect. This will allow us to establish a new set of action items that we can take together as partners collaborating to fight wildlife crime, enhance our conservation efforts across the region, and build upon on-going efforts such as the Lusaka agreement.

Please find enclosed herein a concept note for the summit.

We look forward to your participation



Lazaro S. Nyalandu (MP)  
**MINISTER**

## **Regional Summit**

### **To stop Wildlife Crime and Advance Wildlife Conservation**

*AICC Arusha 7-8 November 2014*

#### *Concept Note*

##### ***Background***

Tanzania is one of the most committed states in Africa with regard to wildlife conservation. This has been demonstrated by existing instruments such as wildlife policies, legal frameworks and the culture of its people who co-exist with wildlife.

Tourism in Tanzania is, and will continue to be, wildlife based since it offers one of the best wildlife-based tourism destinations in the world. The need to contribute to conserving wildlife, elephants in particular, in promoting tourism in the country cannot be overemphasized.

However, in recent years, elephant poaching and illegal ivory trafficking across Africa has rapidly increased. This poses a threat not only to the survival of elephant populations but also to economic, political and ecological systems. It is clear that the destruction of elephants' within and outside protected areas, if unabated, will seriously compromise the tourism industry not only in Tanzania but also in the region and beyond.

Organized and intricate elephant poaching networks in and outside the country sustain illegal trafficking thus making it difficult for Tanzania alone to make interventions. It is for this reason that we call upon the region and

international community to join us in undertaking this demanding and important task.

In efforts to curb poaching, the government of the United Republic of Tanzania has taken various measures such as increasing the frequency of regular and special anti-poaching operations and awareness campaigns to local and international community.

The overall commitment of Government of United Republic of Tanzania to wildlife conservation and elephants in particular was recently highlighted during the conference *“Stopping Wildlife Crime and Advancing Wildlife Conservation: A Call to Action”*, held in Dar Es Salaam in May 2014. In that conference the Government of United Republic of Tanzania and the International Conservation Caucus Foundation (ICCF), in collaboration with the United Nations Development Program (UNDP), and other key stakeholders developed among others, appropriate and sustainable funding mechanisms to curb poaching and illegal ivory trafficking.

Considering the fact that Tanzania shares major ecosystems with its neighbouring countries; it was found prudent to share the current lessons and experience with a view of developing a shared approach towards addressing the problem. It is against this background the Government of United Republic of Tanzania is organizing a Regional Summit to be at Arusha International Conference Centre (AICC) from 7 – 8 November, 2014. The summit will target high level participation heads of missions, ministers from key ministries, development institutions at national and regional levels; national and international NGOs, private sector and faith based organisations



### ***Objectives of the regional Summit***

The main objectives of the summit include the following:

- Raise awareness at the highest political level about the dimensions of the poaching crisis and dynamics of illegal ivory trade in the region;
- Discuss actions already underway to stop wildlife poaching and trafficking across borders in the region and share lessons
- Develop agreement among nations (bilateral, multilateral or otherwise) on ways to coordinate and collaborate in managing shared ecosystems
- Develop harmonized protocols to guide the management of shared resources
- Commit to urgent actions to be taken to secure viable populations of elephant population and other wildlife species for the benefit of the present and future generations
- Motivate and seek for political, financial and technical support from the international community

### ***Expected Outcomes/output from the Summit***

1. A shared understanding between Tanzania and its neighbouring countries on the current status of the poaching and wildlife trafficking
2. Commitment of Tanzania and its neighbouring countries to protect wildlife in the shared ecosystems



P. O. Box 6162, Arusha, Tanzania

*Tanzania Association of Tour Operators*  
CCM District Building, Fire Road  
E+-mail: tato@cybernet.co.tz <http://www.tatotz.org>

72

Tel/Fax: 027-2506430  
Tel : 027-2504188

**Ref. M.05/5/72**

8<sup>th</sup> January, 2015

H.E Jakaya Kikwete  
President of the United Republic of Tanzania  
Baraka Obama Road  
P.O. Box 9120  
**DAR ES SALAAM,**

Your Excellency,

Receive warm and cordial New Year greetings from Arusha.

**RE: MEETING WITH TOUR OPERATORS.**

The Tanzania Association of Tour Operators (TATO) was established in 1983 to represent tour operators in Tanzania. TATO's role entails advocating for conducive business environment by providing informed advice to the relevant institutions for rational decision making.

Recent report clearly pointed out that tourism sector is leading in generating foreign currency and so far it contributes to about 17.2% of GDP. In any standard the importance and increasing relevance of this sector cannot be overstressed.

It is with this view that we are of humble request that you spare your valuable time to meet TATO members and speak with them at your convenience. We understand for the last eight years Tour operators were not blessed with the privilege of meeting you in anyway collectively.

This will help tour operators to boost morale and feel part of the country economy in the country which in return will push for increased revenue and will even create more jobs to absorb the current escalating social stress in the country.

Your Excellency, I humbly submit.

Yours Sincerely

Wilbard Chambulo  
**TATO Chairman**

Copy: Hon. Lazaro Nyalandu(MP),  
Minister for Natural Resource & Tourism,  
P.O. Box 15472,  
**DAR ES SALAAM**

## TATO asks govt to slash tourists entrance fees

Tanzania Association of Tour Operators (TATO)

Tourist operators in Tanzania on Sunday called upon the government to reduce by half entrance fees and other charges for non-East African tourists in an effort to boost the number of tourists visiting the country's tourist destinations.

Willy Chambulo, chairman of the Tanzania Association of Tour Operators (TATO), made the call at an association's brief function to welcome the years 2015, which was also attended by Tanzania's Minister of Natural Resources and Tourism, Lazaro Nyalandu.

Chambulo said for more than ten months, the number of tourists has gone down in the country's northern tourist circuit.

"As tour operators, we discovered two factors to be behind the decline of the number of tourists visiting the national parks, Ebola threats and sporadic terrorist attacks in Kenya's capital Nairobi and its coastal city of Mombasa," he said.

There is a reasonable number of tourists who get into Tanzania through Kenya, particularly the Jomo Kenyatta International Airport, he said, "the number was also seen dropping due to those terrorist attacks."

"Ebola, which hit the western African countries, also posed a serious threat to the country's tourism as some tourists were of the view that the disease has affected the entire African continent, something which is not true," Chambulo said.

He said the truth is East African nations including Tanzania were free from Ebola.

"We are asking the government to reduce by half entrance fees and other government's taxes for tourists getting into the country and national parks," he said.

Currently, Tanzania charges 50 US dollars every day for each non-East African tourist and 1,500/- (about 0.84 US dollar) for local tourist to get into its national parks. There are other charges including motor vehicle entry fees.

The chairman expressed his fear that if nothing is done to rescue the situation more tourist hotels will close down.

Other players in the tourism sector have been asking Tanzania to reduce airline landing fees in its international airports, as one way to attract more airlines to land in the country and by doing so, the country would get more tourists.

Nyalandu assured tourists that Tanzania is one of the safest tourist destinations in Africa, hence there no need for them to fear about.

"Tanzania is taking the issue of safety to our visitors very seriously, that's why were encouraging more tourists to come and enjoy the natural beauty of this nation," said the minister.

He said no new fees will be introduced for tourists who are getting into Tanzania's tourist destinations.

"This is one of the measures in place to boost the number of tourists, which last year was seen to go down as a result of Ebola threat," he said.

Apart from being the country's major foreign exchange earner, tourism sector employs tens of thousands of Tanzanians.

SOURCE: THE GUARDIAN

---