



The African Embassy Ltd, Momella Road.
P.O Box 3171, Arusha
Office Mobile: + 255 752 553 456
Emergency Contact: + 255 754510 195 /
+ 255 754 885 355

VRN: 11-012550-M
TIN: 101-915-417

Dear Colleagues in Tanzanian Tourism

Some of you may have heard about recent developments at Arusha National Park, where concession fees are now being charged for guests staying at Hatari Lodge and at Momella Wildlife Lodge.

Without any prior notification TANAPA is now declaring these two lodges to be inside the National Park. **As you all know we have always been outside of the park in village land.** In fact even Momella Village was not informed, that a large part of the land has just been removed from them. **We are therefore updating you about these developments as they stand to affect not only our lodge but each of you and our industry.**

We were surprised that concession fees (40 USD + VAT) were introduced and that we and your clients were not given a notice. We believe the decision was made without proper consideration of the consequences. **While we are now all forced to comply with concession fees and additional park fees, we are actively and constructively informing the authorities to alert them about the negative impacts this is having for the relationship between the village and Arusha National Park and on the development of Tourism to the Park.**

Hatari Lodge and your business provides a vital economic engine to the area where we are located, **which serves not only our industry but also the local community who value it and have always been the custodians of this village bufferzone.** We are concerned about the authority's having overlooked this delicate arrangement and the risk of a significant disturbance to the environment both in- and outside of the park.

Another consequence affects us all as well. **Tanzania's safari industry is already struggling to compete with lower priced competitors. These events on the edge of Arusha National Park threatens not only the ecosystem and the local community, but also the economic attractiveness of Tanzania as a destination.**

Hatari Lodge has been for some of you the `reason´ of including Arusha National Park for 2 to 3 day safari into your itinerary and we have been actively promoting the park for the last 15 years and are together with your business its number one revenue provider.

This success of contributing to the diversification of tourism in Tanzania is based on the fact that lower priced destinations will find inclusion in itineraries as it lowers the end price of safari packages. If now the not so world known destinations get almost the same price tag as the popular Serengeti, **Tourism in Tanzania will not develop in big numbers in other parts of the country but rather be suffocated.**



Members of :
The Hotel Association Tanzania
African Travel & Tourism Association





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Instead of cherishing the value that has been created through hard efforts, we and the park face the sincere risk of losing such valuable business. What is clearly an irrational decision by introducing Concession Fees and additional Park Fees without any notice to the trade.

In fact as we write this even TATO as the leading Tanzanian Tourism Operators Association has not been informed formally. Our strong suggestion to TANAPA to at least provide a fair notice does not find understanding.

With a new gate being built behind the Lodges the alternative of driving around the National Park to avoid additional park fees and concession fees is not an option anymore.

The village is very disturbed with these enforced changes on the land they occupy and are confident that their appeal to Government authorities will be heard.

For now we would like to conclude that we are grateful to those of you who have already expressed support and understanding of the impact of these developments. **We will be certain to keep you updated of the unfolding events in the coming weeks** and we welcome your contacting us should we be able to answer any questions.

Sincerely yours Marlies and Joerg Gabriel,
Managing Directors, Hatari Lodge



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