

# The Lake Eyasi Landscape

## Towards a Sustainable Tourism Management Plan

Karatu District Council  
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LEGEND Fund Programme  
(UCRT – VSF/Belgium)





## Tourism in the Lake Eyasi – Mangola area

- Main attraction: Hadza hunting (and gathering)
- Secondary attractions: Datoga pastoralist lifestyle, Datoga blacksmith, Lake Eyasi, landscape, onion farms
- Most tour operators bring clients on day trips
- 4 high end lodges, 5 campsites
- High season 300 groups per month, low season 150 groups (2017)
- Estimated revenue from gate fees between 15.000 – 35.000 USD per month
- Additional revenue: accommodation, restaurants, employment, sale of handicrafts, etc

**TOURISM IS BIG BUSINESS, BUT VERY FRAGILE!**

## Tourism in the Lake Eyasi – Mangola area is fragile

- Main attraction: Hadza +/- 13-15 camps: some camps receive so many visitors making it less attractive for tourists
- Tourists are complaining that they feel they are not seeing « authentic » Hadza
- Natural resources degradation: difficult to find animals on a hunt
- Wood cutting and settlement in grazing and Hadza CCRO
- Sometimes conflicts and misunderstanding between guides and communities
- Unethical behaviour
- Money.....

# Recommandations from Stakeholder consultations

- Improve involvement and representation of village councils, Hadza and Datoga in decision making and coordination of tourism
- Put in place transparent rules and regulations on the collection and redistribution of gate fees.
- Review the payment structure, amounts, and distribution
- Review the fee structure based on number of tourists and type of visit (length of visit and type of activities)
- There should be a well known number of local tour guides, recognised by the village councils and CBO, and that need to report to them.
- Make an inventory of all the potential host Hadza and Datoga homesteads and develop rotation system.
- Make an inventory of all the tourist attractions.
- Explore how to develop unexploited and unknown tourist attractions
- Advertise the entire Lake Eyasi area (ie via website)

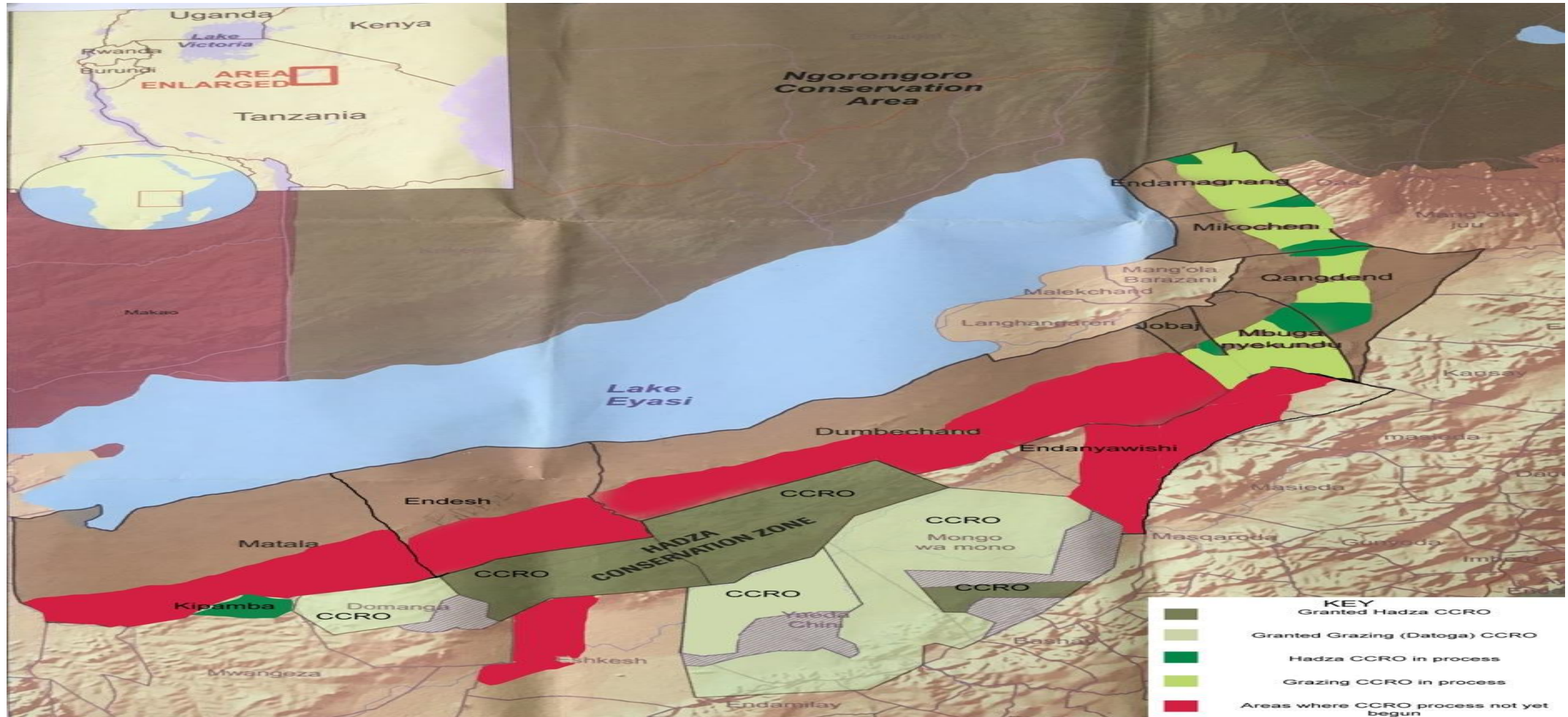
**AGREEMENT THAT THE WHOLE SYSTEMS NEEDS TO BE REVIEWED AND IMPROVED!**

# KEY ISSUES THAT NEED BE ADDRESSED TO ASSURE SUSTAINABLE TOURISM





# 1) Assuring healthy rangelands and natural resources to support Hadza and Datoga livelihoods



2) Assuring that there is a WIN-WIN situation for:  
Communities - Village governments - District Council – Guides - Tour operators - Hotels and campsites

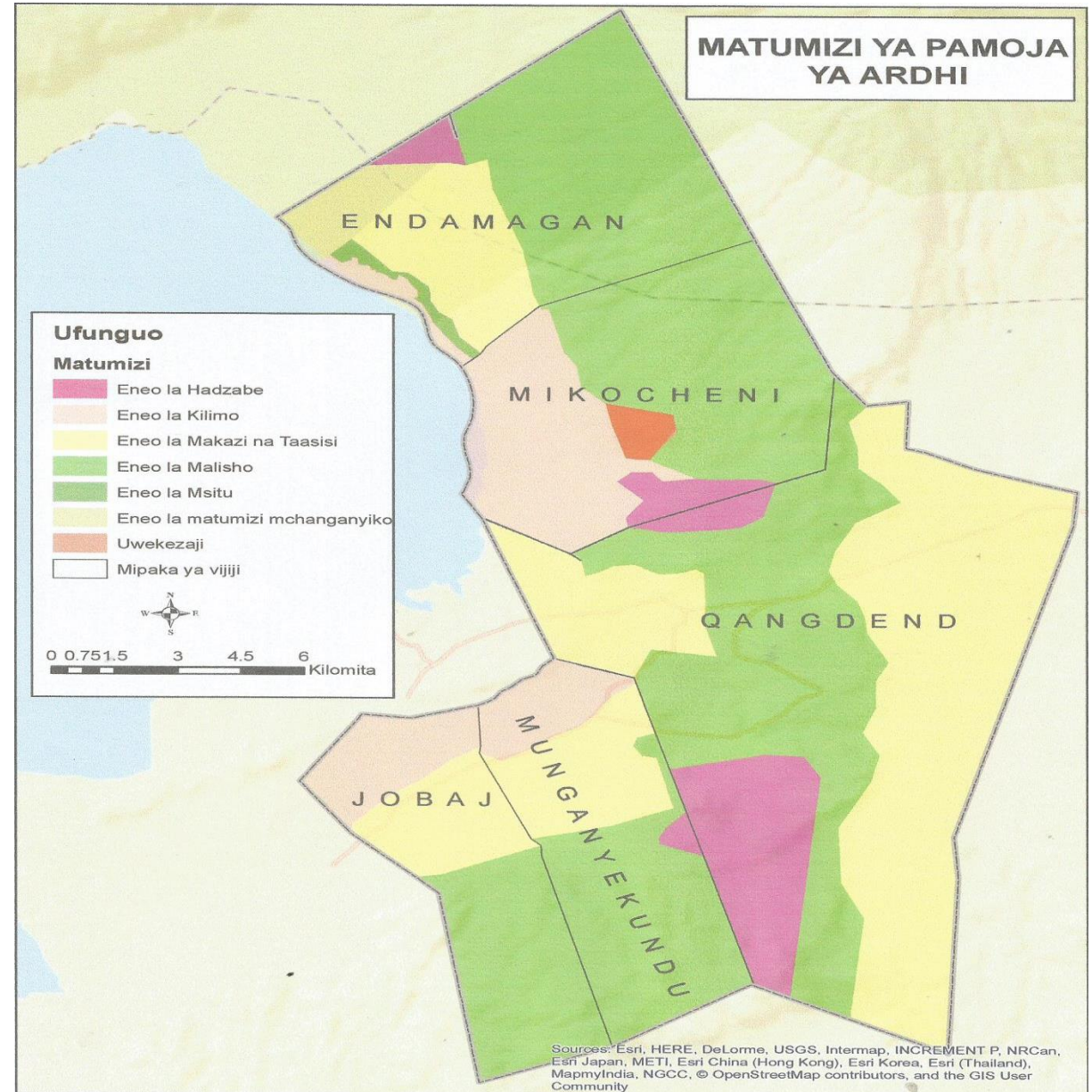
**Poor rangeland and grazing land =  
No natural resources and wildlife =  
No Hadza hunting and gathering =  
No Datoga pastoralists  
No tourists =**

**Everybody loses**





3) Assuring respect of Village Land Use Plans, communal CCRO and Natural resource governing by-laws and functioning Village land councils and ward tribunals for conflict prevention and/or resolution





KEY ACTIVITIES THAT WE PROPOSE NEED TO BE DEVELOPED TO ASSURE SUSTAINABLE TOURISM



# Review the existing payment structure and review the payment collection mechanism for ENTRY FEES:

- Try to limit as much as possible cash transactions (one stop electronic payment and redistribution to stakeholder bank accounts)
- Try to reduce as much as possible intermediary transactions
- Determine fair and competitive entry fee amounts based on services provided by the receiving stakeholder
- Differentiate entry fee amounts for resident/non resident and adult/child
- Set amount at per person/per visit (and not per car, per group, or per day)
- Provide transparency on payment structure to host communities, village councils, tourism operators, driver guides, local guides, and tourists
- Improve accountability on use of tourism revenues by beneficiary groups (District Council, Village Councils, Hadza and Datoga CBO's)




# Simulation of a proposed payment structure as compared to actual structure:

ENTREE FEES Destination	Current Scenario: Lake Eyasi Cultural Tourism Board	Proposed Scenario: Entry fees by electronic payment			
	Amount (USD per group)	Amount (USD per person) Non Resident Adult	Amount (USD per person) Non Resident Child	Amount (USD per person) Resident Adult	Amount (USD per person) Resident Child
Contribution to District Development Fund	5	5	2.5	2.5	1.25
Contribution to Village Development Fund			0		0
Qangdend	3	1	0.5	0.5	0.25
Mikocheni	3	1	0.5	0.5	0.25
Endamaghan	3	1	0.5	0.5	0.25
Barazani	3	1	0.5	0.5	0.25
Munganyekundu	0	1	0.5	0.5	0.25
Jobaj	0	1	0.5	0.5	0.25
Dumbechan	0	1	0.5	0.5	0.25
Contribution to Lake Eyasi Cultural Tourism Board (currently) or Visitor Center (proposed)	3	1	0.5	0.5	0.25
Contribution to Hadza CBO	10	2	1	1	0.5
Contribution to receiving Hadza camp	10	0	0	0	0
Contribution to Datoga Pastoralist community fund	10	2	1	1	0.5
Contribution to receiving Datoga Pastoralist boma	10	0	0	0	0
Contribution to Datoga Blacksmith community fund	10	2	1	1	0.5
Contribution to receiving Datoga Blacksmith boma	10	0	0	0	0
Contribution to Local Guide (currently) or Fund (proposed)	30	1	0.5	0.5	0.25
<b>Total</b>	<b>110</b>	<b>20</b>	<b>10</b>	<b>10</b>	<b>5</b>

# Review the existing payment structure and review the payment collection mechanism ACTIVITY FEES for camp and boma visits:

- Try to limit as much as possible cash transactions to individuals
- Try to reduce as much as possible intermediary transactions
- Provide transparency on payment structure to host bomas, safari operators, driver guides, local guides, and tourists
- Do not differentiate fees for resident/non resident and adult/child
- Set amounts in function of type and duration of the activities and the size of the group, **to be discussed with Hadza CBO and camp leaders**
- Payment in TZS and not in USD
- Suggest that payment to be made by driver guide to (s)elected members of the camps



An aerial photograph of a traditional camp in a savanna landscape. The camp is a rectangular area of cleared, sandy ground, bordered by a low wall of sticks and brush. Inside the camp, there are several people and a few animals. A large herd of cattle is gathered in a circular area to the left of the camp. The surrounding landscape is a mix of green grass and dry, brownish vegetation. The text is overlaid on a semi-transparent circular area on the left side of the image.

## Develop a rotation system for visits to camps and bomas

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- Choose camp in function of day trip or overnight trips
- Choose camp in function of size and wishes of the client (short visit, hunting trip, gathering trip)
- Choose camps to avoid overpopulating some camps and ignoring other camps
- In high season temporary split up camps to assure more exclusivity



# Develop “voluntary code of conduct” regulating tourism and interactions between stakeholders

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- Safari tour operator’s owners/managers/drivers/guides
  - No negotiating
- Lodge and campsite owners/managers
  - Pay bednight fee to host village
- Local guides
- Host groups/homesteads
- CBO(s)
- Village councils





# Review the Handicraft selling system

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- At some camps visitors get the impression that they arrive at a “business center”, which they don’t appreciate
- Aggressive sales behavior is not appreciated
- Local guides (negatively) influence price negotiations and payments
- Influx of cash to individuals often leads to (mis)use of these funds for alcohol
- Explore possibility of individual sales to Hadza CBO who then develop centralized handicraft shop at their Cultural Center with fixed buying and selling prices







## Strengthen Hadza, Datoga Pastoralist, and Datoga Blacksmith CBO/organisation

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- promote cohesion
- develop codes of conduct
- develop tourism activities
- determine payment structure
- develop financial management and accountability



# Train, register, and accredit local guides

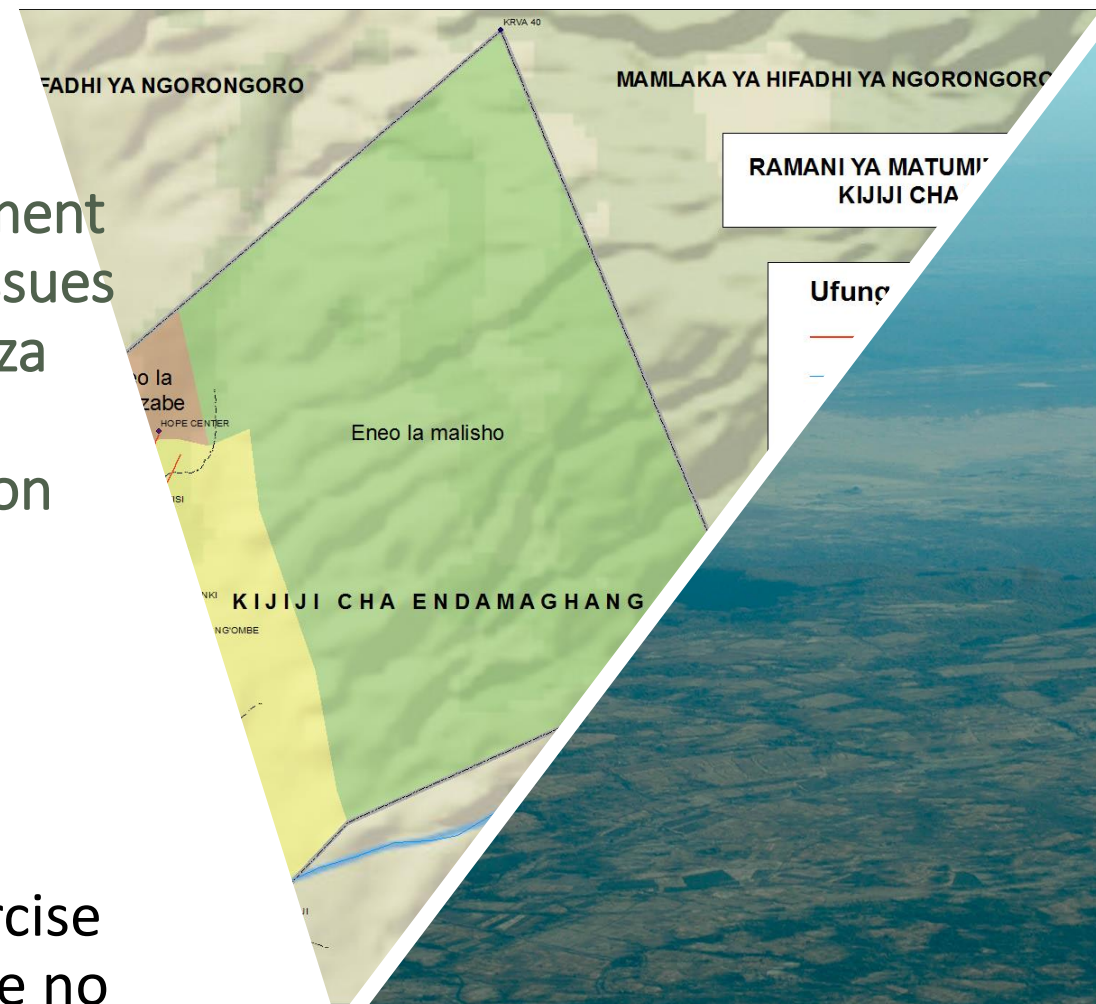
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- make sure the local guides know about Hadza and Datoga culture and do not tell nonsense to clients
- make sure the local guides understand correctly the expectations of clients and manage correctly these expectations
- make sure the local guides act with integrity towards clients and host communities
- make sure local guides adhere to an established code of conduct, with a system of penalties in place on case of disrespect





Assure that local government authorities address the issues of encroachment on Hadza and Datoga land and environmental degradation



.....because without the Hadza being able to exercise their culture there will be no tourism!




# Improve the Entry Gate facilities and organisation

Make it attractive!

- Build reception room/visitor center
- Build toilets
- Put up price list
- Put up posters (Hadza, Datoga, Blacksmith, other tourist attractions)
- Put up map of the area
- Develop a brochure
- But don't make it a curio shop





Make it attractive for visitors to spend one or more nights in the Mangola area

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- Diversify activities and develop “packages”
- Entry fee payment per visit and not per day
- Improve advertisement



# Set-up a Lake Eyasi Cultural Tourism Stakeholder Forum

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- Replaces the Lake Eyasi Cultural Tourism Board
- Voluntary participation
- Representation from lodge/campsite owners-managers, local guides, Hadza and Datoga CBO, village councils, district
- Bi-annual meetings to discuss key issues, opportunities and threats to the tourism industry in the Mangola area
- ....



# WAY FORWARD

1) **Development of Tourism Management Plan adressing the above issues** (including roles and responsibilites of each stakeholder, codes of conduct for each stakeholder, economic analysis and planning, tourism development strategy..)

2) **Training and coaching** of Village Councils, CBOs, and Guide Association:

- **Assuring** financial management for proper revenue sharing: make everybody benefit from tourism and contribute to environmental protection if not everybody looses
- **Assuring** all villages and communities in the landscape benefit in one way or another from respecting VLUP and CCRO (secured grazing, tourism management plan and revenu sharing mechanisms, social infrastructure, income,...)

3) **Improving** linkages with different stakeholders (local government levels, CBO, Guides, tourism operators)





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