

Tourism flat-lines as yields off 28% since millennium

From pg B1

visitors are dropping into our economy."

The Minister's remarks highlight why the Bahamas continues to find annual GDP growth so hard to come by, as its largest industry and private sector employer is simply either not growing - or not growing fast enough.

Describing the economic data as "quite troubling", Mr D'Aguilar's suggested that the Bahamas had been too focused on growing visitor arrivals at the expense of their economic contribution/impact.

Effectively, Bahamian tourism has become a volume business, while yields/margins have slowly declined. This stems largely from the fact that cruise passengers have driven the majority of visitor arrivals growth, while

higher-yielding stopover numbers have remained frustratingly flat at around 1.5 million per annum.

Mr D'Aguilar yesterday said the \$1,500 per stopover visitor spend was "more valuable" than the \$69 yield per cruise passenger, "but the problem is that the number of stopover visitors has not grown in 30 years, remaining at approximately 1.5 million for that entire period."

"Any growth in our tourist arrival numbers has come from an increase in the number of cruise passengers, whom we now know spend far, far less than the more desirable stopover visitor."

The Minister added that cruise passengers accounted for 75 per cent of visitor numbers, but just 12 per cent of total spending, whereas stopover/land-based visitors produced 88

per cent of spending but accounted for only 25 per cent of the volume.

"Put another way, cruise ship passengers spend approximately \$300 million in our country each year as opposed to the stopover visitors that spend \$2.2 billion," Mr D'Aguilar said.

"Why, one might ask, are we providing millions upon millions in incentives to the cruise ship industry when the spending of their passengers pales in comparison to the passengers brought by air?"

Mr D'Aguilar said the Ministry of Tourism was now focused on growing stopover visitors, given that they were essential to expanding an industry that generates 77 per cent of the Bahamas' US dollar earnings.

He also expressed concern that the Bahamas' tourist arrivals had only grown by an average 2.3 per cent per annum since 2011, a rate almost half that of the Caribbean's 4.3 per cent.

"The Bahamas is seemingly losing some of its allure as a destination of choice, as travellers become more adventurous and venture further south for something new, something different," he said.

To reverse the negative trends, Mr D'Aguilar said the Bahamas was placing reliance on the return to service of all 600 rooms in Atlantis's Coral Towers by April 2018, and the net 2,300 increase in New Providence's room inventory when Baha Mar fully opens at the same time.

To better co-ordinate promotional efforts, the Minister said he was seeking to pool the total \$50-\$60 million annual marketing spend by the Ministry of Tourism, Promotion Boards and individual hotels.

"The numbers reveal that, despite all of this spending, our stopover visitors are not growing probably because our message is confusing, and probably because

our marketing dollars are spread too thinly over too many pots to be effective," Mr D'Aguilar said.

He argued that his 'pooling' plan would "allow for the more efficient and effective spending on our marketing message", and questioned whether something similar should happen with regard to the Internet.

"Each of these entities have their own websites," Mr D'Aguilar said. "Would it not be more effective for all of these websites, which are all costing thousands upon thousands of dollars to operate and manage, to all collapse into Bahamas.com?"

"The tourism sector is now mercilessly competitive, and we must guard our marketing dollars jealously to ensure that they are spent on ensuring that any search on the worldwide web for a destination in the Caribbean leads back to the Bahamas."

Mr D'Aguilar added that the Ministry of Tourism

would also seek to "reverse this downward trend" in per capita cruise passenger spending.

"I challenge our local entrepreneurs to figure out ways to develop, and create fun and innovative and interesting excursions to offer to the 4.5 million cruisers that touch down mostly in New Providence each year," he said.

"The Ministry of Tourism has done an excellent job attracting these types of visitors to our country, but we have failed to fully leverage the opportunities this has created."

Mr D'Aguilar said he would create a unit within the Ministry of Tourism to facilitate talks between the cruise lines and Bahamian entrepreneurs, and added, "I will try to convince the Minister of Finance to adjust the duties and other taxes to motivate cruisers to do more of their shopping here rather than further down in the Caribbean."

GOP budgets to permit first steps on tax overhauls

By ANDREW TAYLOR
Associated Press

WASHINGTON (AP) — Congressional Republicans on Wednesday kicked off debate on House and Senate budget plans that promise slashing cuts to social programs — but whose real purpose is to grease the skids for a sweeping overhaul of the U.S. tax code that would add up to \$1.5 trillion to the nation's spiraling debt.

The companion GOP budget measures differ in key respects but both rely on

rosy estimates of economic growth and illusory spending cuts to promise to wrestle the federal budget back into surplus within a decade.

The real-world trajectory of Washington, however, is for higher deficits as Republicans focus on tax cuts, a huge hike in the defense budget, and a growing disaster aid tally that is about to hit \$45 billion.

Their appetite for spending cuts is limited to nonbinding promises, and even a token 10-year, \$200 billion spending cut package demanded by tea party

House Republicans appears likely to be scrapped in upcoming talks with the Senate.

"The train's left the station, and if you're a budget hawk you were left at the station," said Rep. Mark Sanford, R-S.C.

Instead, the motivating force behind the budget measures is the Republicans' party-defining drive to cut corporate and individual tax rates and rid the tax code of loopholes. They promise this tax "reform" measure will put the economy in overdrive, driving economic growth to the 3 percent range, and adding a surge of new tax revenues that would help bring the budget toward balance.

It's also a key political imperative for Republicans — who control the levers of power in Washington but have no major legislative accomplishments to show for it after a protracted effort to repeal the Obama health law unraveled again last month. A face plant on tax reform would be an enormous political debacle.

The budget measure would provide key procedural help for the tax measure because it sets the stage for follow-on legislation that can't be filibustered by Senate Democrats. Republicans used this so-called reconciliation procedure in their failed attempt to kill Obamacare, including its tax surcharges on wealthy people.

NOTICE

IN THE ESTATE OF MARY LOUISE JOCKELL late of 5055 Dixie Highway NW, in the City of Palm Bay of Brevard County in the State of Florida one of the States in the United States of America,
Deceased

IT IS HEREBY NOTIFIED, for the information of those it may concern, that all persons having any claim or demand against the said Estate are required to send the same to the undersigned on or before the 4th day of November, A.D. 2017 and if so required by notice in writing from the undersigned to come in and prove such demand or claim or in default thereof be excluded from the benefit of any distribution made before such debts are proved; AND NOTICE is hereby given that all persons indebted to the said Estate are requested to settle their respective debts at the Chambers of the undersigned on or before the date hereinbefore mentioned.

Dated the 5th day of October, A.D. 2017

CALLENDERS & CO.
Chambers,
One Millars Court,
P.O. Box N-7117,
Nassau, The Bahamas



AML Foods Limited is pleased to announce the Annual General Meeting of Shareholders

will be held on **October 19, 2017**
at **6:00 p.m.**

at Super Club Breezes Hotel
Breezes Lane, formerly West Bay Street, Nassau

Holders of Ordinary Shares as of
September 21, 2017 are invited to attend.

NOTICE

NOTICE is hereby given that **PHILOMENE TANIS** of Palm Breeze Dr., off Carmichael Rd, New Providence, Bahamas is applying to the Minister responsible for Nationality and Citizenship, for registration/naturalization as a citizen of The Bahamas, and that any person who knows any reason why registration/naturalization should not be granted, should send a written and signed statement of the facts within twenty-eight days from the **5th day of October, 2017** to the Minister responsible for nationality and Citizenship, P.O. Box N-7147, Nassau, Bahamas.



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Please email cover letter and resume
indicating in the subject line the position
that you are applying for to

HR@KAMALAME.COM



CAREER OPPORTUNITIES

Resorts World Bimini seeks to hire qualified professionals for the following positions

CASINO SHIFT MANAGER

JOB SUMMARY

Responsible for overseeing casino activities during an assigned shift. Coordinates with departments to ensure total customer satisfaction and operational efficiency. Ensures compliance with company and Bahamas Gaming Board regulations. Maintains visual presence on casino floor and identifies unusual gaming behavior. During each shift, the Casino Shift Manager visits each operational area and engages with guests and team members to promote and facilitate the highest guest service attainable. Must be able to identify and correct daily operational deficiencies to achieve this service. Thorough knowledge of all casino games, a minimum of three years of experience in a casino management position is required in addition to previous experience within the Genting Group and its subsidiaries.

SLOT MANAGER

JOB SUMMARY

Manages all aspects of slot operations, including but not limited to, slot game performance analysis, slot personnel, guest service standards, slot team member training, adherence to gaming agency, property, and departmental rules and regulations as well as procedural integrity and administration. Takes all necessary steps to protect company assets. Must have at least five years' experience within the casino slot industry and a minimum of one year of experience in a slot management position in addition to previous experience within the Genting Group and its subsidiaries.

RESTAURANT GENERAL MANAGER

JOB SUMMARY

Oversees all Food Service, Beverage and Culinary operations for the restaurant outlet, inclusive of bars, banquets and catering. Directs the development and implementation of departmental strategies and ensures implementation of Resorts World's service strategy and brand initiatives. Ensures the food service, beverage and culinary operations meet guest needs, ensures employee satisfaction, focuses on growing revenues and maximizes the financial performance of the restaurant. Must have demonstrated leadership abilities. Proven ability and experience in operational process improvement in a Food Service, Beverage and Culinary environment. Must have experience in leading a busy/high-volume outlet F&B operation, upscale dining and banquet/catering experience. Proven experience with and knowledge of all front and back of the house positions and standard operating procedures. Ability to train and evaluate staff in the processes of Food Service, Beverage and Culinary operations.

Interested applicants should submit a copy of their resume to: jobfair@rwbimini.com
All submissions must include the position of interest in the subject line of the e-mail and are to be received no later than **October 6, 2017**.

EMPLOYMENT OPPORTUNITY FOR MARINA MANAGEMENT

A major New Providence marina is seeking a General Manager and Assistant Manager.

Qualified applicants require:

- Minimum 5 years' experience managing marinas
- Experience managing fuel dock operations
- Budgeting and reporting experience
- Excellent leadership skills

Compensation will be commensurate with experience.

All interested parties must email CV to
marinamanager@hotmail.com