No. 32

JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)

MINISTRY OF TOURISM SYRIAN ARAB REPUBLIC

THE PREPARATION OF NATIONAL TOURISM DEVELOPMENT PLAN IN



FINAL REPORT

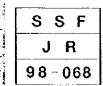
cutive Summary

JULY 1998





NIPPON KOEI CO., LTD.



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MINISTRY OF TOURISM SYRIAN ARAB REPUBLIC

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PADECO NIPPON KOEI CO., LTD. for the currency conversion, in case necessary, exchange rate in May 1998 is applied: US\$ 1.00 = SP 45.00.

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PREFACE

In response to a request from the Government of Syrian Arab Republic, the Government of Japan decided to conduct a study "The Preparation of National Tourism Development Plan in Syrian Arab Republic", and entrusted the study to the Japan International Cooperation Agency (JICA).

JICA sent to Syrian Arab Republic a study team headed by Mr. Yuichiro Motomura, PADECO Co., Ltd., three times between March 1997 and July 1998.

The team held discussions with the officials concerned of the Government of Syrian Arab Republic and conducted field surveys at the study area. After the team returned to Japan, further studies were made and the present report was prepared.

I hope that this report will contribute to the promotion of the project and to the enhancement of friendly relations between our two countries.

I wish to express my sincere appreciation to the officials concerned of the Government of Syrian Arab Republic for their close cooperation extended to the team.

July 1998

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Kimio Fujita President

Japan International Cooperation Agency

July 1998

Mr. Kimio Fujita President Japan International Cooperation Agency Tokyo, Japan

Letter of Transmittal

Dear Mr. Kimio Fujita,

We are pleased to formally submit herewith the final report of "The Preparation of National Development Plan in Syrian Arab Republic".

This report compiles the results of the study which was undertaken in Syrian Arab Republic, from March 1997 to July 1998 by the Study Team, organized jointly by PADECO Co., Ltd. and Nippon Koei Co., Ltd.

We owed a lot to many people for the accomplishment of this report. First, we would like to express our deep appreciation and sincere gratitude to all those extended their kind assistance and cooperation to the Study Team, in particular, the Counterpart Team and other officials concerned of the Ministry of Tourism in Syrian Arab Republic.

We also acknowledge the officials of your agency, the JICA Advisory Committee and the Embassy of Japan in Syrian Arab Republic.

We wish the report would contribute effectively to facilitating future socio-economic development in Syrian Arab Republic.

Very truly yours,

Dates

Yuichiro Motomura

Team Leader The Study Team for the Preparation of National Tourism Development Plan in Syrian Arab Republic

The Preparation of National Tourism Development Plan in Syrian Arab Republic

Final Report Executive Summary

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Abbreviations

ALS: Average Length of StayCIQ: Customs, Immigration and QuarantineDGAM: Directorate General of Antiquities and MuseumDGCA: Directorate General of Civil AviationEIA: Environmental Impact AssessmentFIT: Foreign Individual TouristGCC: Gulf Cooperation Council (Countries)GCETP: General Commission for Execution of Tourism ProjectsGCTHT: General Commission for Tourism and Hotel TrainingGDP: Gross Domestic ProductGTZ: Gesselschaft für Technische Zusammearbeit (Germany)IEE: Initial Environmental ExaminationIFAPO: Institut Français d'Archeologie de Proch-OrientIFEAD: Institut Français d'Etude Arabe de DamasJATA: Japan ese Association of Travel AgenciesJICA: Japan National Tourist OrganizationMOC: Ministry of CultureMOC: Ministry of CommunicationsMOE: Ministry of EnvironmentMOF: Ministry of HealthMOHU: Ministry of Housing and UtilitiesMOIA: Ministry of TransportOECD: Organization for Economic Cooperation and DevelopmentOECF: The Overseas Economic Cooperation Fund of JapanRB: Syrian Arab Company for Tourist and Travel AgentsSATTA: The Syrian Association of Tourist and Travel Agents	AAGR	: Average Annual Growth Rate
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1	SIT	: Special Interest Tourist
SP : Syrian Pounds		•
SPC : State Planning Commission		
WIO : World Tourism Organization	WIO	: World Tourism Organization

The Preparation of National Tourism Development Plan in Syrian Arab Republic

Background

In response to the request of the Government of Syrian Arab Republic, the Government of Japan has decided to conduct the Preparation of National Tourism Development Plan in Syrian Arab Republic. In March 1997, the Japan International Cooperation Agency engaged a consortium of PADECO Co., Ltd. and Nippon Koei Co., Ltd. as the Japanese Study Team. The Study was carried out in Syria and in Japan for a period of a little more than a year.

Objectives of the Study

The objectives of the Study agreed upon in the Scope of Work for the Study are to formulate:

- 1. National Tourism Development Master Plan with the target year of 2015;
- 2. Tourism Development Plan for priority zones with the target year of 2015 within the framework of the master plan; and
- 3. Action Plan for priority projects with the target year of 2005.

Summary of the Study

After a careful assessment of tourism sector in Syria, a SWOT analysis was made. The followings were identified:

Strengths:

- 1 Cultural Attractions with Strong International Appeal;
- 2 Traditional Hospitality of the Syrian People;
- 3 An Interesting Diversity of Resources;
- 4 Good Roads and Short Driving Distances; and
- 5 An Environment of Personal Safety.

Weaknesses relating to poor product development:

- 1 Lack of Diversity in Tourism Product Offerings;
- 2 Poor Presentation of Cultural Attractions; and
- 3 Poorly Adapted Lodging Supply.

Weaknesses relating to weak international linkages:

- 4 Weak International Marketing and Promotion;
- 5 Limited International Air Service; and
- 6 Lack of Diversification in Target Markets.

Weaknesses relating to deficient institutional support:

- 7 Insufficient Collaboration among Government Agencies;
- 8 An Unclear Division of Activities between the Private/Joint/Public Sectors;
- 9 A Poor Environment for Foreign Investment;
- 10 Insufficient Deregulation in the Tourism Sector;
- 11 Poor Preservation of Old Damascus and Old Aleppo;
- 12 Inefficient Pattern of Investment; and

The Preparation of National Tourism Development Plan in Syrian Arab Republic

13 Insufficient Promotion of Domestic Cultural Tourism.

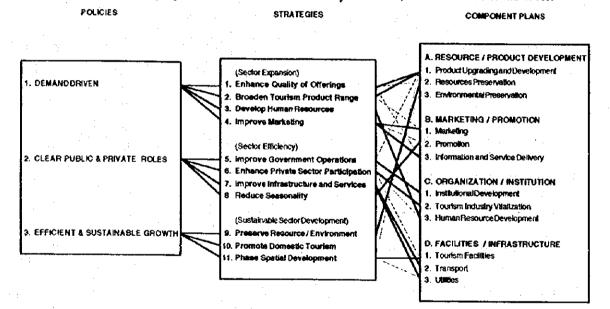
Opportunities:

- 1 To Achieve Rapid Growth in the Short Run;
- 2 To Collaborate Effectively with Lebanon and Jordan;
- 3 To Distinguish Itself as a Unique Cultural Showcase for Arab Civilization; and
- 4 To Expand its Market Presence as a Competitively Priced Destination.

Threats:

- 1 Failure to Make Substantive Government Reforms;
- 2 Failure to Collaborate Effectively with Neighboring Nations; and
- 3 Failure to Arrest the Decline of Cultural Resources.

Based on the above SWOT analysis, 3 basic tourism development policies, 11 overall strategies and respective component plans were formulated as the Tourism Development Master Plan. Demand projections were made for the year 2000, 2005 and 2015 as well.



Damascus, Aleppo, Homs and Hama, and Coastal Zones were selected as the priority zones to enhance the modern tourism, cultural tourism and urban tourism, and development plans for 2015 were formulated.

Action plan for 2005 including short term promotion initiatives, 14 priority programs, 6 priority projects, and related infrastructure projects was formulated as well.

Conclusion and Recommendations

All the formulated tourism development policies, strategies and component plans are highly necessary in order to establish Syria as the recognized tourist destination in the world tourism market which is highly competitive. All the formulated concrete priority programs and projects will firmly put Syria on the course of continued success in tourism sector.

Background

In response to the request of the Government of Syrian Arab Republic (hereinafter referred to as the "Government of Syria"), the Government of Japan has decided to conduct the Preparation of National Tourism Development Plan in Syrian Arab Republic (hereinafter referred to as "the Study").

In March 1997, the Japan International Cooperation Agency (hereinafter referred to as "JICA"), the agency responsible for the implementation of official technical cooperation programs, engaged a consortium of PADECO Co., Ltd. and Nippon Koei Co., Ltd. as the Japanese Study Team (hereinafter referred to as "the Study Team").

The Study was carried out in Syria and in Japan for a period of a little more than a year. This Final Report presents the results of the Study, constituting a draft master plan and its action plan.

The Study was conducted in cooperation with the Steering Committee organized for this Study, constituting members of Ministry of Tourism and related agencies in Syria.

Objectives of the Study

The objectives of the Study agreed upon in the Scope of Work for the Study are to formulate:

- 1. National Tourism Development Master Plan with the target year of 2015;
- 2. Tourism Development Plan for priority zones with the target year of 2015 within the framework of the master plan; and
- 3. Action Plan for priority projects with the target year of 2005.

Methodology

The basic approach adopted in the Study was to understand the tourism in Syria as a result of interaction between tourism demand and supply under the prevailing socio-economic and institutional setting. The importance of such a demand-driven approach cannot be overemphasized as the international tourism has become a highly competitive market worldwide.

Methods and data sources included the following:

- site visits and interviews with government and private sector personnel at all levels;
- statistics and data from various ministries;
- all relevant reports, books and documents related to tourism in Syria;
- data in neighboring countries: Egypt, Jordan, Lebanon, Turkey; and
- the following surveys:
 - 1 a market survey interviewing over 1,200 tourists visiting Syria;
 - 2 a market survey interviewing major tour wholesaler in Europe and Japan;
 - 3 a survey on package tour characteristics in Syria;
 - 4 a social impact survey interviewing over 400 families in Syria;
 - 5 an environmental survey to identify environmental issues related to the tourism.

The Preparation of National Tourism Development Plan in Syrian Arab Republic

Report Organization

This report is Executive Summary of the Final Report of the Preparation of National Tourism Development Plan in Syrian Arab Republic.

The Final Report consists of four volumes as follows:

- 1. Executive Summary
- 2. Volume I: Tourism Development Master Plan
 - Part I: Tourism in Syria, Problems and Prospects
 - Part II: The Master Plan
- 3. Volume II: Zone Plans and Priority Action Plan

Part III: Plans for the Priority Zones

Part IV: Action Plan

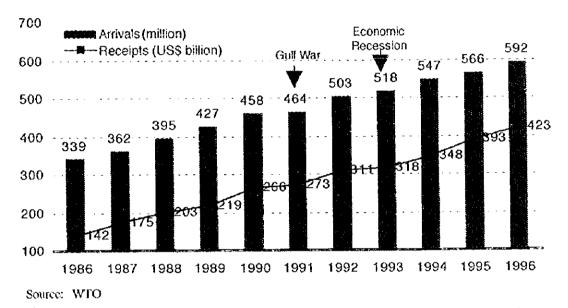
4. Volume III: Appendixes

PART I TOURISM IN SYRIA, PROBLEMS AND PROSPECTS

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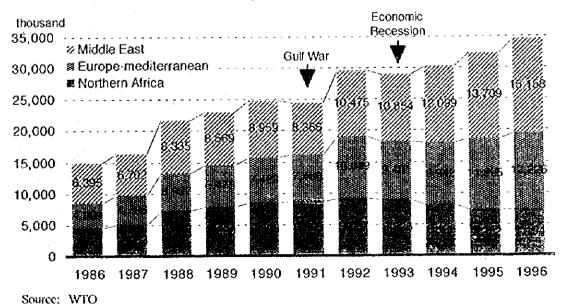
Tourist Arrivals

According to WTO, total international tourist arrivals worldwide came to 592 million in 1996. During the period 1986-1996, worldwide international tourist arrivals have grown at an average rate of 5.7 percent per year, and international tourism receipts at 11.5 percent.



International Tourist Arrivals and Receipts Worldwide

The share of the Middle East in the world market is small, however steadily increasing.



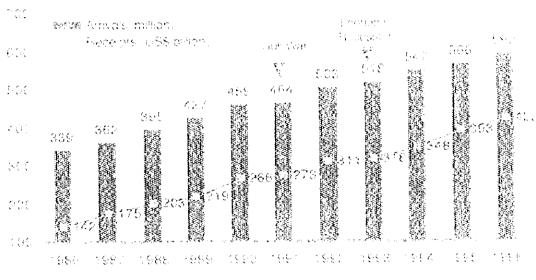
International Tourist Arrivals in the Region

PART I TOURISM IN SYRIA. PROBLEMS AND PROSPECTS

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Tourist Arrivais

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International Tourist Arrivals and Heceipts Worldwide

Source Wilde

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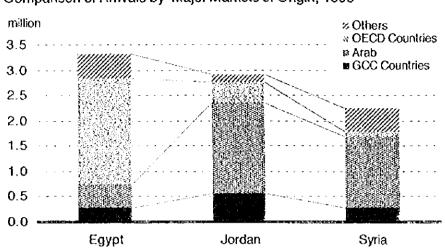
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International Counst Amvals in the Region

Source WIG

The comparison of visitor arrivals in Egypt, Jordan and Syria by the main markets of origin indicates that Egypt receive much more visitors from OECD countries than Jordan or Syria.

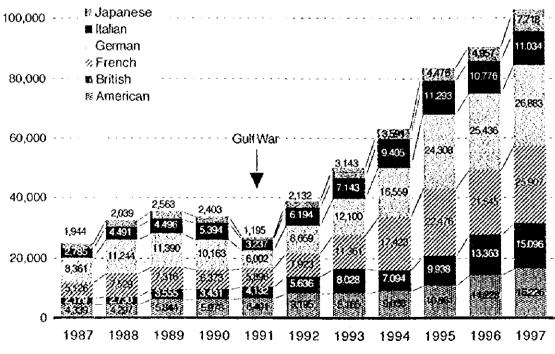


Comparison of Arrivals by Major Markets of Origin, 1996

Source: WTO

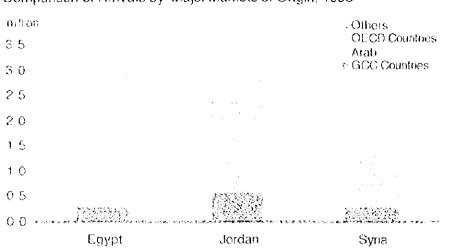
The frontier arrivals from major OECD countries in Syria has been rapidly increasing. Average growth rate per annum of each country between 1987 and 1996 is: the USA: 14 percent, the UK: 22 percent, Germany: 13 percent, France: 17 percent, Japan: 10 percent respectively.

Trends of Frontier Arrivals from Major OECD Countries in Syria



Source: MOT

The comparison of visitor arrivals in Egypt. Jordan and Syria by the main markets of origin indicates that Egypt receive much more visitors from OECD countries than Jordan or Syria.

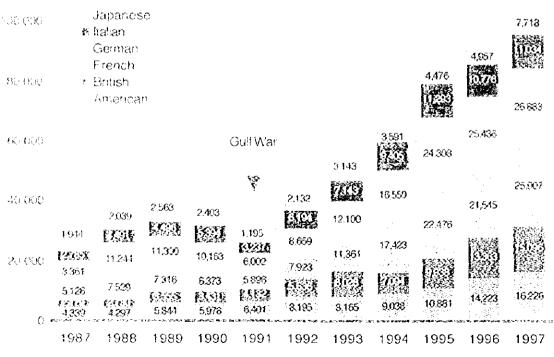


Comparison of Arrivals by Major Markets of Origin, 1996

Source: WFO

The frontier arrivals from major OECD countries in Syria has been rapidly increasing. Average growth rate per amum of each country between 1987 and 1996 is: the USA: 1-4 percent, the UK: 22 percent, Germany: 13 percent, France: 17 percent, Japan: 10 percent respectively.

Trends of Frontier Arrivals from Major OECD. Countries in Syria



Source: MOT

International Tourist Market and Syrian Tourism

An in-depth interview survey was conducted with the eight operators in the four major OECD countries: France, German, the UK and Japan. Two representative operators were selected in each country, so that the one covers for the mass, general interest market and the other for special interest market such as culture tourism.

The typical issues raised by most of the operators interviewed include:

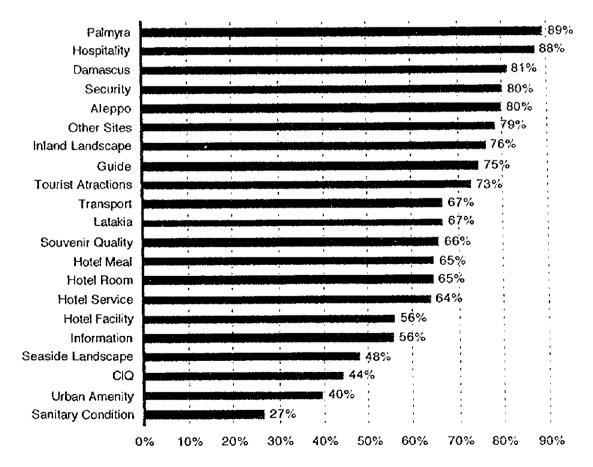
- pervasive negative perception toward Syria;
- little awareness of Syria as a destination in the tourist generating markets;
- absence of awareness for competition on the Syrian side ; and
- difficult hotel booking in major locations, aggravated by limited choice of hotel category and high seasonality.

Tourist Characteristics

Tourist Interview Survey interviewed more than 1,200 tourists:

- Cultural Heritage, Syrian Hospitality and Security were rated high; and
- Sanitary Condition, Urban Amenity and CIQ were rated low.

Percentage of Tourists Who Rated "Good" for



Source: JICA Marketing Survey

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,	،)%، 10%، 20%، 30%، 40%، 50%، 60%، 70%، 80%، 90%،
(

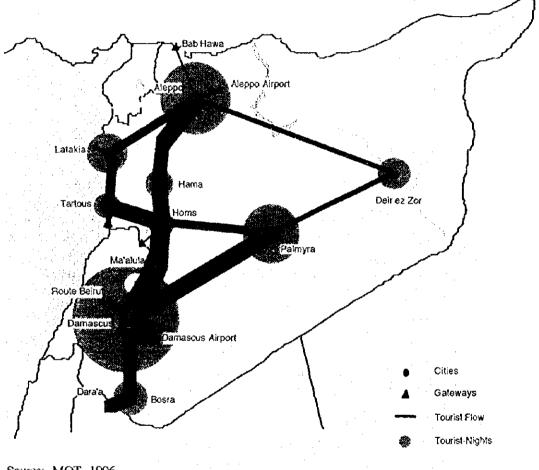
Source: JICA Marketing Survey

The Preparation of National Towism Development Plan in Syrian Arab Republic

It is important to improve Syria's tourism supply considering how it is viewed by international tourists and tour organizers. What they are saying is that Syria offers short of what modern tourism requires.

Package Tours Analysis: The data on package tours in the whole year of 1996 was analyzed in order to identify actual characteristics of package tours. The existence of Figure 8-Shaped Circuit and Tourism Cores were identified.

Package Tour Itinerary and Places of Stay



Source: MOT, 1996

Tourism Supply

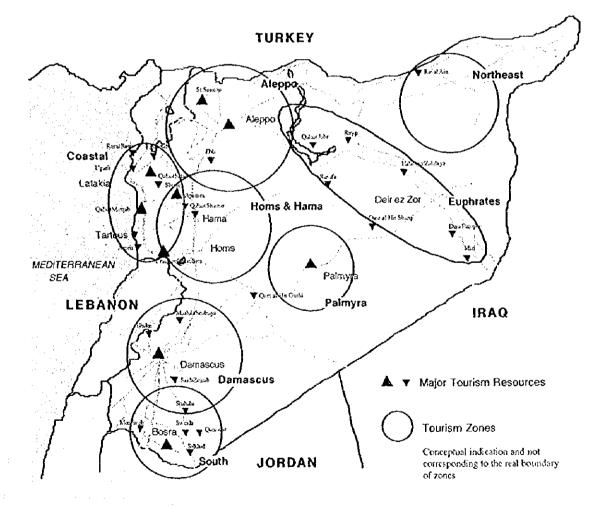
Tourism Zones

For analytical purpose, the country is divided into eight tourism zones with due consideration to the distribution of resources, their relative location, nature of the tourism, and existing and future tour circuit routes: Damascus, Aleppo, Coastal, Homs and Hama, Palmyra, Euphrates, Northeast, and South Zones.

Tourism Resources

Tourism resources in Syria are divided into three broad categories, natural resources, ancient sites and museums, and the old cities of Damascus and Aleppo. Among them, old cities of Damascus and Aleppo, ancient sites of Palmyra and Bosra are registered as World Heritage sites.

Tourism Zones and Tourism Resources

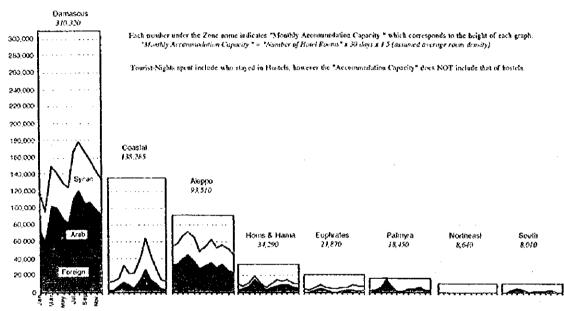


Source: JICA Study Team

Accommodation

3.16 million hotel tourist-nights were spent by foreign, Arab and Syrian tourists in 1995. The gross room occupancy rate was estimated at around 40.0 percent which is 18 percent lower than Egypt and 10 percent lower than Jordan.

- Damascus: high demand because of the gateway or the destination for most of tourists;
- Coastal: strong seasonality;
- Aleppo: high demand and shortage of hotels; and
- Palmyra: very strong seasonality: high demand in spring at around 85 percent occupancy rate; but, only 2.2 percent of national hotel tourist-nights was spent here and the annual average occupancy rate was only around 30 percent; and almost exclusively by foreign tourists.



AccommodationCapacity and Tourist-Nights by Tourism Zone

Source, MOT 1996 (Tourist-Nights), MOT 1995 (Number of Hotel Rooms)

Tourism Industry

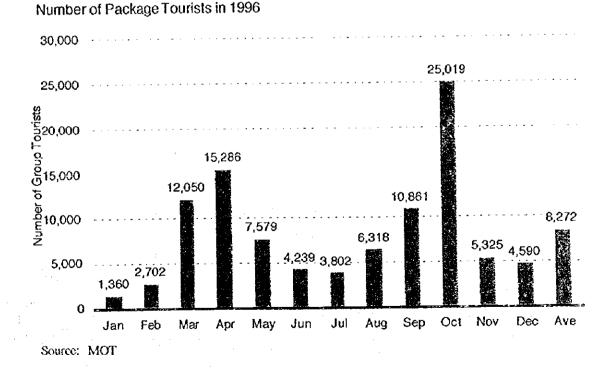
The tourism industry includes travel agents, tour guides, hotels, restaurants, souvenir shops and their related components. The estimated sizes of the inbound package tour market are shown below:

Component	Annual Income from PT (US\$ million)	Inside/Outside of Tour Prices	Notes
Tour Operators	3.9	Inside	3,000 employees, 6-7,000 av. wage
Tour Guides	1.2	Inside	270 working, 198,000 av. income
Hotels	37.1	Inside	Incl. 2 compulsory meals
Local Restaurants	5.9	Outside	\$8 meal, once a day
Souvenit Shops	13.2	Outside	SP800 /person/night
Others	13.5	Inside	
TOTAL	74.8	-	
Spread Effect	285.5	-	Multiplier = $3.817 (1/(1 \text{ mpc}))$
	156.1		Multiplier = 2.087 (derived from expenditure structure)

Estimated Sizes of Inbound Package Tour Marketin Syria

Source: JICA Team

The marginal consumption propensity in Syria was calculated at 0.738 and the multiplier at 3.817 theoretically. The theoretical spread effect of the annual total package tourist spending is therefore estimated at US\$ 285.5 million not considering the leakage to abroad. The spread effects of the package tourist spending was also estimated by analyzing income and expenditure structure of major components in the tourism industry, with consideration of the leakage to abroad. The provisional multiplier as a whole is obtained as 2.087, and the spread effect of the package tourist spending is estimated at US\$ 156.1 million.



Diagnosis of Current Situation

A SWOF analysis (Strengths, Weaknesses, Opportunities and Threats) was made to assess the Syrian tourism.

Strengths

- 1 Cultural Attractions with Strong International Appeal;
- 2 Traditional Hospitality of the Syrian People;
- 3 An Interesting Diversity of Resources;
- 4 Good Roads and Short Driving Distances; and
- 5 An Environment of Personal Safety.

Weaknesses

Weaknesses relating to poor product development:

- 1 Lack of Diversity in Tourism Product Offerings;
- 2 Poor Presentation of Cultural Attractions; and
- 3 Poorly Adapted Lodging Supply.

Weaknesses relating to weak international linkages:

- 4 Weak International Marketing and Promotion;
- 5 Limited International Air Service; and
- 6 Lack of Diversification in Target Markets.

Weaknesses relating to deficient institutional support:

- 7 Insufficient Collaboration among Government Agencies;
- 8 An Unclear Division of Activities between the Private/Joint/Public Sectors;
- 9 A Poor Environment for Foreign Investment;
- 10 Insufficient Deregulation in the Tourism Sector;
- 11 Poor Preservation of Old Damascus and Old Aleppo;
- 12 Inefficient Pattern of Investment; and
- 13 Insufficient Promotion of Domestic Cultural Tourism.

Opportunities

- 1 To Achieve Rapid Growth in the Short Run;
- 2 To Collaborate Effectively with Lebanon and Jordan;
- 3 To Distinguish Itself as a Unique Cultural Showcase for Arab Civilization; and
- 4 To Expand its Market Presence as a Competitively Priced Destination.

Threats

- 1 Failure to Make Substantive Government Reforms;
- 2 Failure to Collaborate Effectively with Neighboring Nations; and
- 3 Failure to Arrest the Decline of Cultural Resources.

PART II THE MASTER PLAN (2015)

Overall Tourism Development Policy

Three basic policies to guide the tourism development in Syria were formulated.

Demand Driven:

Recognition of the nature of tourism development as demand driven is particularly important at this stage in Syria, where the legacy of planned economy still lingers on. People concerned about tourism development in Syria should realize that one cannot plan tourist market in foreign countries and act accordingly. Syria's tourism industry will need to carefully learn about the expectations of targeted segments of travelers, in order to design hotels and to create tourism products that will meet their demands successfully.

Clear Roles of Public and Private Sectors:

The policy of giving the private sector a larger role in tourism sector development has been in place for some time. However, in actual practice, exact roles of the public and the private sectors do not seem to be well understood among many tourism officials and industry leaders, which in turn causes uncertainty among them. This is quite understandable considering the past history of government-led development. Tourism sector serves a complex market that is highly volatile and prone to changes in taste and fads, which are largely outside of governmental control. No government can be expected to be fast enough to respond such changes. Private initiatives in investment and operation are therefore most desirable, as opposed to direct government involvement. It is the private investor who is better at matching risks and rewards in efficient investment, than government officials. The government role should be limited to providing infrastructure and an enabling business environment, and actively intervene where shortfalls in private initiative exist. This does not mean that the role of the government is small. On the contrary, in the case of Syria, where the supporting framework to encourage private sector investment in tourism sector is still in its infancy, the government could play a significant role in steering the private sector to tourism activities, by implementing well targeted supporting investments and institutional reforms. Moreover, it is government's responsibility to provide an enabling environment for foreign investment to work alongside Syrian investment in developing the nation's tourist industries.

Efficient and Sustainable Development:

Effort should be taken to raise their efficiency in order to meet the national goal of raising the living standards of Syrian people by not wasting money on projects with a low economic return. This means that investment must be concentrated on high-priority high-return projects through streamlined and well coordinated operation, which the private sector can provide.

Syria's primary tourism resources will continue to be its cultural heritage and natural settings. Poor management of such resources will directly result in the deterioration of the very assets on which the tourism sector relies to attract tourists. It is a key role for government to provide safeguards in the form of protective measures that ensure sustainable use of these resources in the long run, even under greatly increased usage. It is government's role to ensure that profitability can be compatible with sustainability. The Preparation of National Tourism Development Plan in Syrian Arab Republic

Overall Strategy

For the purpose of implementation, a set of eleven specific strategies is proposed. These eleven strategies have been selected considering the various issues and problems presented in Part I and summarized as SWOT analysis. The strategies can be grouped into three areas by major purpose. Among policies and strategies, and between policies and strategies, individual issues are highly mutually dependent.

For Sector Expansion:

- 1 Enhance Quality of Offerings;
- 2 Broaden the Tourism Product Range;
- 3 Develop Human Resources; and
- 4 Improve Marketing.

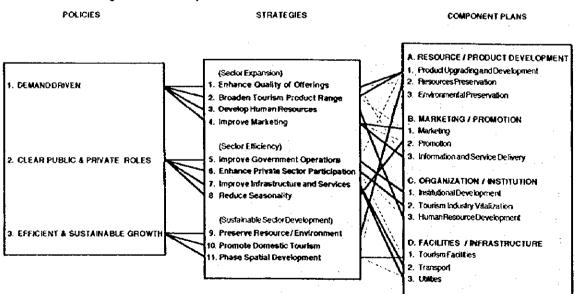
For Sector Efficiency:

- 5 Improve Government Operations;
- 6 Enhance Private Sector Participation;
- 7 Improve Infrastructure and Services; and
- 8 Reduce Seasonality.

For Sustainable Sector Development:

- 9 Preserve Resources and Environment;
- 10 Promote Domestic Tourism; and
- 11 Phase Spatial Development.

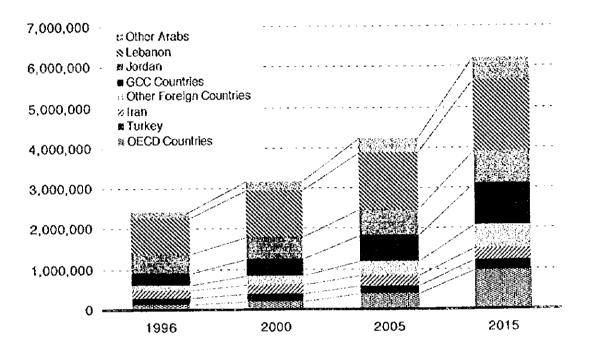
Policies, Strategies and Component Plans



Demand Projections

Projections of the frontier arrivals in Syria were made for two cases, the reasonable case (Scenario A) and the low case (Scenario B).

Projection of Frontier Arrivals in Syria (Scenario A)

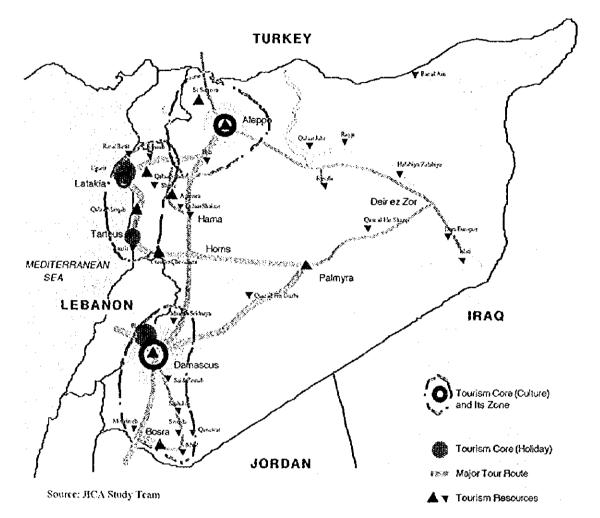


Source: JICA Study Team

Component Plans and Implementation Program

The component plans were prepared as concrete measures to realize the tourism development policies and strategies described before. They were prepared in four broad categories: Resource and Product Development Plan, Marketing and Promotion Development Plan, Organization and Institutional Development Plan, and Facilities and Infrastructure Development Plan.

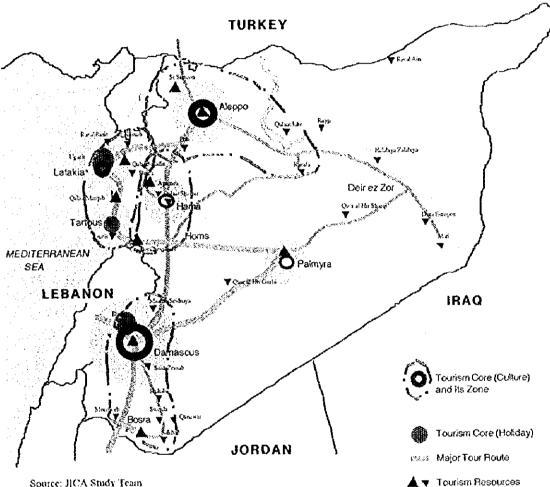
Gradual development expansion based on the staged development strategy is needed, the existing tourism structure and the recommended tourism development process in 2005, 2010 and 2015 is shown in the figures.



Current Tourism Structure in Syria

Final Report, July 1998

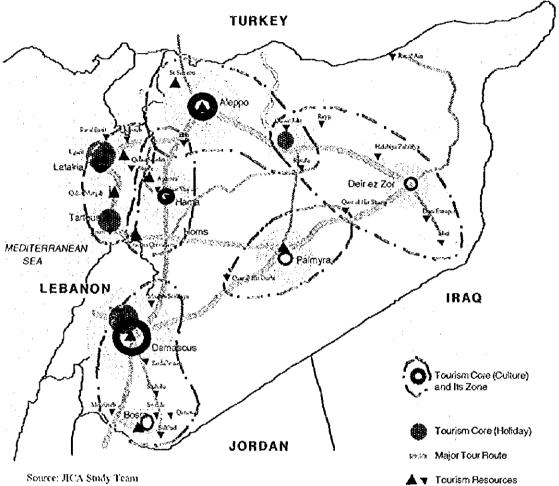
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Spatial Tourism Structure, 2005

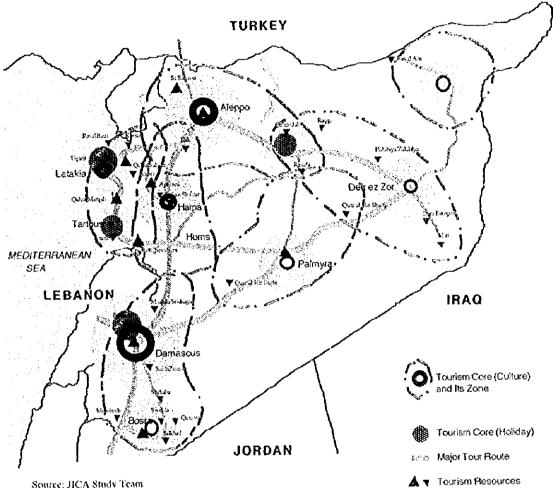
Source: JICA Study Team

Final Report, July 1998 👘



Spatial Tourism Structure, 2010

18



Spatial Tourism Structure, 2015 and Beyond

Source: JICA Study Team

The Preparation of National Tourism Development Plan in Syrian Arab Republic

Implementation Schedule of the Master Plan

		by 2005	Cost	by 2015
Marketing and	Marketing	MP1 Intensifying approaches for foreign media and travel trade	SP 25	MP6 Consolidation of traditional market
Promotion		MP2 Modern segmented marketing approaches	million	MP7 Approaches to the new and emerging markets
		- traditional European market, Arab countries market for cool summer, seminar,		Australia, South and Central Asia, Eastern Europe, etc.
		meeting and incentive market, etc.		MP8 Approaches to the niche markets
		MP3 Approaches for alleviation of seasonality		MP9 Approaches to the MICE market
		MP4 Price awareness increase		MP5 Appointment of marketing agency
		MP5 Appointment of marketing agency		
	Promotion	MP10 Production of various sales materials	SP 850	MP14 Production of purpose-edited sales tools
		- Syrian sales manual, news letter, video clip, etc.		MP15 Production of theme motivation materials
	1	MP11 Production of motivation material		MP22 Joint sales mission of MOT, RB, hotels, tour operators, etc.
		MP12 Production of practical on-site materials		MP23 Purpose-made and theme sales mission
	· ·	MP13 Appointment of promotion agency		MP24 Own representative offices in major European cities
		MP16 Participation in selected travel trade shows		MP19 Opening of representative offices utilizing local representativ
		MP17 Strengthening of repeated after sales calls at a regular interval		- in New York, Tokyo, etc.
		MP18 Organization of sponsored travel trade fam tours		MP25 Strengthening of promotion through Syrian embassies
		- major European markets, Americas, Asia-Pacific		MP26 Organization of ad-hoc promotion seminar and work-shop
		MP19 Opening of representative offices utilizing local representative system		MP27 Joint promotion with neighboring countries
		- in major European cities		an 27 Joint promotion with neighboring condities
		MP20 Liaison promotion with RB and other airlines		
		MP21 Syrian cultural exhibitions in major markets		
	Information	MP28 Improvement of gateway information	en (a	
	Service Delivery			MP28 Strengthening gateway information
	bernee Dennery	MP29 Provision of on-site information	Innon	MP29 Strengthening on-site information: major tourist sites
		- major tourist sites		
Organization	Institutional	Oll Authorization of the Master Plan	00.50	
and Institution	Development		SP 50	
and management	Development		million	
		OI3 MOT and DGAM inter-ministerial cooperation OI4 Proper budget allocation		
		O15 Formal joint committee for the tourism promotion		
		OI6 Launching public awareness program		
		O17 Strengthening of MOT Directorate of Planning O18 Computerized statistical analysis		
		O18 Computerized statistical analysis O19 Tourist surveys		
	1	•		
		Ollo Visitor behavior analysis		
		OII1 Annual report publishing		
		Oll2 Creation of the visitor service unit within DGAM		
		Oll3 Creation of the site improvement fund for DGAM	-	
		OI14 Introduction of innovative ticketing for major tourist sites		
		OII5 Creation of corps of heritage guides		
		Oll6 Improvement of CIQ procedure		
	Tourism	OII7 Deregulation of hotels		
	Industry	OI18 Deregulation of restaurants		
	Vitalization	OI19 Strengthening incentives for private investment	Ì	
		O120 Clarification of investment criteria and procedure		
		O121 Introduction of one-stop shop system	1	
		O122-26Increased incentives in old cities	1	
	Human	O127 MOT planning staff training	SP 200	OI31 Overseas training for HTTC and HITS
	Resource	O128 MOT marketing and promotion staff training		Ol34 Handicraft development and training
	Development	O129 Private sector participation as instructors in HTTC and HITS	1	
		O130 Appointment of foreign instructor		
			1	
		O132 Introduction of incentives for in-service training in the private sector		

The Preparation of National Tourism Development-Plan in Syrian Arab Republic

	Cost
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	- <u>ra</u>	by 2005	Cost	by 2015	Cost
ational	Resource and Product	RP12 Souvenir improvement and development PR13 Folklore performance development for tourism		RP12 Souvenir improvement and development (continued) PR13 Folklore performance development for tourism (continued)	SP 10 million
	Development				
	Facilities and	F18 Hygiene upgrading	SP 100	FI14 Provision of tourist direction signs for all tourist sites	SP 100
	Infrastructure	F114 Provision of tourist direction signs for major tourist sites	million	F133 Improvement of international and domestic telephone service	million
		F119 Upgrading Syrian Arab Airlines' service			
		F120 Promotion of international flights to Syria			
	Bassuras and	F132 Installation of more public phones at major gateways			
mascus Zone	Resource and Product	RP1 Museum improvement	SP	RP1 Museum improvement	SP
	Development	Damascus National Museum, Azem Palace RP2 Site improvement and amenity provision	1,000	- Damascus History Museum, Arab Epigraphy Museum, Medicine and Science	1,500
	Development	- Citadel, Ma'alula, Seidnaya, etc.	million		million
		RP3 Old city tourist zone improvement		RP3 Old city tourist zone improvement - Salhiye district	
		- Walled city, Sarouja quarter		RP8,9 Sports, recreation, culture parks development	
		RP5 Damascus National Museum development plan		- Gouta, Zabadani and surroundings	
		RP7 Mt. Kassioun Lookout and cable car		RP11 Hot spring development	
		RP8,9 Sports, recreation, culture parks development		RP14 Hijaz railway development (continued)	
		- Rabwe, Zabadani			
		RP10 Soft adventure development (balloon, camel riding, etc.)			
	-	RP14 Hijaz railway development (station restoration and exhibition)			
	Facilities and	F11,3 Additional hotel capacity, and various type of accommodation	SP	FI1,3 Additional hotel capacity, and various type of accommodation	SP
	Infrastructure	- 5-star hotels, 3 to 4-star hotels	10,000	- 5-star hotels, 3 to 4-star hotels, 1 to 2-star hotels	30,000
		F12 Upgrading facilities and services of hotels	miltion		million
		- 5-star hotels, 3 to 4-star hotels		F10 World Business Centers by the private sector	
		F14 Upgrading Damascus international fair ground F15 Exchange offices and upgrading CBS branches' services		F117 Tourist bus services development (sightseeing, to the border crossing)	
	1	F16 Hotel school upgrading		F128 Water supply piping rehabilitation in old Damascus	
		F17 Upgrading restaurants and theaters, and establishing new ones		F131 Electricity distribution upgrading in old Damascus	
		F112 Upgrading approach roads to tourist sites			
		FI15 Upgrading bus terminals			
		F118 Upgrading Damascus airport			
		F124 Rehabilitation of Hijaz railway			
		F130 Garbage collection upgrading			
eppo Zone	Resource and	RPI Museum improvement	SP	RP1 Museum improvement	SP
	Product	 Aleppo National Museum, Citadel 	1,000	Popular Tradition Museum	1,500
	Development	RP2 Site improvement and amenity provision	million	RP2 Site improvement and amenity provision	million
		- Saint Simeon, Dead Cities		- Ain Dara, Ebla, Idleb, etc.	
		RP3 Old city tourist zone improvement		RP3 Old town tourist zone improvement (continued)	
		 Souq, Citadel, Jedaideh RP8,9 Sports, recreation, culture parks development 		RP8,9 Sports, recreation, culture parks development	
		- Assad Lake, etc.			
		RP10 Soft adventure development (balloon, camel riding, etc.)			
	Facilities and	FI1,3 Additional hotel capacity, and various type of accommodation	SP	Bit 2 Additional based and state in the state of any state in the	0.0
	Infrastructure	- 3 to 4-star hotels	15,000	F11,3 Additional hotel capacity, and various type of accommodation - 5-star hotels, 3 to 4-star hotels, 1 to 2-star hotels	SP DO 000
		F12 Upgrading facilities and services, and expansion of hotels		F110 World Business Centers by the private sector	20,000 million
		- 5-star hotels, 3 to 4-star hotels		F116 International road improvement	
		FI5 Exchange offices and upgrading CBS branches' services		F117 Tourist bus services development (sightseeing, to the border crossing)	
		FI6 Hotel school upgrading		F125 Introduction of excursion boats at Lake Assad	
		FI7 Upgrading restaurants and theaters, and establishing new ones		F128 Water supply piping rehabilitation in old Aleppo	
		F121 Ariha-Latakia Highway construction		F131 Electricity distribution upgrading in old Aleppo	
		F112 Upgrading approach roads to tourist sites			
		FI15 Upgrading bus terminals			
		F118 Upgrading Aleppo airport			
		F130 Garbage collection system upgrading			

The Preparation of National Tourism Development Plan in Syrian Arab Republic

		by 2005	Cost	by 2015	Cost
Coastal Zone	Resource and	RP1 Museum improvement	SP 800	RP1 Museum improvement	SP
	Product	- Latakia National Museum	million	- Tartous Museum	1,000
	Development	RP2 Site improvement and amenity provision		RP2 Site improvement and amenity provision	million
		- Salahdin Castle, Tartous and Arwad, Ugarit		Marqab Castle, etc.	
		RP3 Tourist zone improvement in Tartous-Arwad		RP8,9 Sports, recreation, culture parks development	
		RP8,9 Sports, recreation, culture parks development		RP11 Hot spring development	
		 Amrit, along the Mediterranean beach 			
		RP10 Soft adventure and marine sports development			ĺ
	Facilities and	F12 Upgrading facilities and services of hotels	SP	FI7 Upgrading restaurants and theaters, and establishing new ones	SP
	Infrastructure	- 5-star hotels, 3 to 4-star hotels	15,000		20,000
		FI3 Providing various type of accommodation	-	F115 Upgrading bus terminals	million
		F15 Exchange offices and upgrading CBS branches' services		F116 International road improvement	annio
		FILL Ariha-Latakia Highway construction		F117 Tourist bus services development (sightseeing, to the border crossing)	
		F112 Upgrading approach roads to tourist sites		Fi29 Construction of sewage treatment plant (Latakia, Tartous, isolated sites)	
		F122 Improvement of Tartous-Arwad passenger boat service		F130 Garbage collection system upgrading	
		F123 Promotion of Mediterranean cruise		r 150 Garbage concernor system opgraumg	
		F130 Garbage collection system upgrading in Tartous and Arwad			
oms & Hama	Resource and	RP1 Museum improvement	SP	BD1 Marine Science of	
lone	Product	- Hama Museum (Azem Palace), Apamea Museum		RP1 Museum improvement	SP
Jone	Development		1,000	- Homs Museum	2,000
	Development	RP2 Site improvement and amenity provision	minion	RP2 Site improvement and amenity provision	millio
		- Crac des Chevaliers, Apamea, Qatina Lake, etc.		- Dead Cities, etc.	
		RP3 Tourist zone improvement in Hama		RP8,9 Sports, recreation, culture parks development	
		RP6 Byzantine mosaic garden		- along Damascus-Aleppo axes	
				RP11 Hot spring development	
	Facilities and	F12 Upgrading facilities and services, and expansion of hotels	SP	FII,3 Additional hotel capacity, and various type of accommodation	SP
	Infrastructure	- 5-star hotels, 3 to 4-star hotels	3,000	- 3 to 4-star hotels, 1 to 2-star hotels	15,000
		F112 Upgrading approach roads to tourist sites	million	F17 Upgrading restaurants and theaters, and establishing new ones	millio
				FI5 Exchange offices and upgrading CBS branches' services	
			1	FII5 Upgrading bus terminals	
				FI29 Construction of sewage treatment plant (isolated sites)	
				FI30 Garbage collection system upgrading	
Palmyra Zone 👘	Resource and	RP1 Museum improvement	SP 500	RPI Museum improvement	SP
	Product	- Palmyra National Museum	million		1,500
	Development	RP2 Site improvement and amenity provision		RP2 Site improvement and amenity provision	millio
		 Palmyra ruin, Palmyra tombs 		- Qasr al Hir Gharbi, Qasr al Hir Sharqui	
		RP4 Qasr Ibn Ma'an Lookout		RP11 Hot spring development	
		RP10 Soft adventure development (balloon, camel riding, Bedouin life, etc.)			
	Facilities and	FII Additional hotel capacity	SP	FII,3 Additional hotel capacity, and various type of accommodation	SP
	Infrastructure	- 3 to 4-star hotels	15,000		10,000
		F12 Upgrading facilities and services of hotels	million		millio
]	- 5-star hotels, 3 to 4-star hotels		F17 Upgrading restaurants and theaters, and establishing new ones	anno.
		F113 Construction of bypass road in Palmyra		FIIS Upgrading bus terminals	
		F127 Developing water resource			
		F129 Construction of sewage plants in Palmyra		F112 Upgrading approach roads to tourist sites	ł
uphrates Zone	Resource and	RP2 Site improvement and amenity provision	SD 200		
upitates volic				RP2 Site improvement and amenity provision	SP
	Product	- Dura Europos, Rasafe	million		1,000
	Development			RP8 Sports, recreation, culture parks development	millio
	Facilities and	F112 Upgrading approach roads to tourist sites	SP	FI1 Additional hotel capacity	SP
	Infrastructure		3,000	- 3 to 4-star hotels, 1 to 2-star hotels	15,00
	1		million		millio
				FI15 Upgrading bus terminals	
				FI21 Improvement of Deir ez Zor Airport	
	1			FI26 Introduction of excursion boat in the Euphrates river	

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		by 2005	Cost	by 2015	Cost
Northeast Zone	Resource and	RP2 Site improvement and amenity provision	SP 100	RP1 Museum establishment	SP
	Product	- Ras al Ain	million	Hassake Museum	1,000
	Development	RP10 Soft adventure development (balloon, camel riding, etc.)		RP2 Site improvement and amenity provision	million
	-			- Ras al Ain (continued), Hassake, Qamishli, etc.	
				RP8,9 Sports, recreation, culture parks development	
	Facilities and			FII Additional hotel capacity	SP
	Infrastructure			- 3 to 4-star hotels	10,000
				FI7 Upgrading restaurants and theaters, and establishing new ones	million
				F112 Upgrading approach roads to tourist sites	
				F115 Upgrading bus terminals	
				F121 Improvement of Qamishli Airport	
South Zone	Resource and	RP1 Museum improvement	SP 500	RP2 Site improvement and amenity provision	SP
	Product	- Bosra	million	- Qanawat, etc.	1,000
	Development	RP2 Site improvement and amenity provision		RP8 Site development	million
		- Bosra, Shahaba		- Yarmouk valley	i
				RP10 Soft adventure development (balloon, camel riding, etc.)	1
	Facilities and	FII2 Upgrading approach roads to tourist sites	SP	F15 Exchange offices and upgrading CBS branches' services	SP
	Infrastructure		3,000	F17 Upgrading restaurants and theaters, and establishing new ones	15,000
			million	F115 Upgrading bus terminals	million

Source: JICA Study Team

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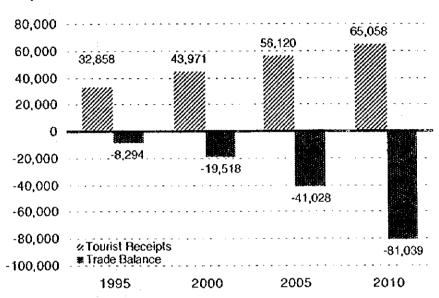
The Preparation of National Tourism Development Plan in Syrian Arab Republic

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Economic Evaluation

If the contribution of tourism sector in terms of foreign currency earnings would not exist in future, balance of payment in Syria would be in large deficit judging from the projection of trade balance. Tourism sector also is expected to contribute to the creation of job opportunities in line with the increase in frontier arrivals.



Projection of Trade Balance and Tourist Receipts

Source: Central Bureau of Statistics, JICA Study Team

Overall Evaluation

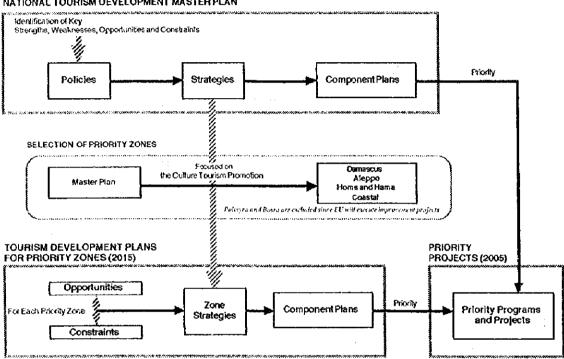
If implemented as set forth in this Master Plan, the various component plans would bring about significant benefits to the Syrian people in terms of their economic well-being, of their social development, and in terms of its environmental sustainability. The tourism industry could serve as a central element in the economic liberalization of the Syrian economy, and in its continued opening to the world economy.

PLANS FOR THE PRIORITY ZONES (2015) PART III

Master Plan, Zone Plans and Priority Action Plan

Damascus, Aleppo, Homs and Hama, and Coastal Zones were selected as the priority zones focused on the cultural tourism promotion. The following shows relationships among the Master Plan, Zone Plans, and Priority Programs and Projects.

Relationship among Master Plan, Zone Strategy and Priority Projects



NATIONAL TOURISM DEVELOPMENT MASTER PLAN

Common Planning Issues

Based on the basic directions delineated in the Master Plan, the following common understanding is needed for the tourism development planning in Syria at this stage.

- Introducing the Prerequisites of "Modern Tourism" 1
- 2 Introducing the Prerequisites of "Culture Tourism"
- Introducing the Basics of "Urban Tourism" 3

Zone Plans

Damascus Zone

Zone Development Concept

- International Gateway for Syrian Tourism both by air and surface;
- Abundant Cultural Tourism Resources in the city and around (Umayad Mosque, St. Anania Chapel, Ma'alula, etc.) and Green Areas along Barada River (Rabweh, Zabadani, etc.);
- National Tourism Core for all forms of tourist activities: from history, culture, pilgrimage, urban and cultural entertainment, to business, fair and conference.

Aleppo Zone

Zone Development Concept

- Second International Gateway for Syrian tourism;
- Abundant Cultural Tourism Resources in the city and around (Aleppo Citadel, St. Simeon, etc.), and Natural Tourism Resources around the city (Assad Lake, etc.);
- Northern Tourism Core for cultural and religious tourism as well as urban and shopping tourism.

Homs and Hama Zone

Zone Development Concept

- Central Tourism Core of Syria for the cultural circuit, situated at the strategic cross point of the north-south corridor and the east-west corridor;
- Abundant Cultural Tourism Resources in the zone (Apamea, Crac des Chevaliers, etc.), and nature resources in the western mountains; and
- picturesque scenery of Hama and along Orontes river.

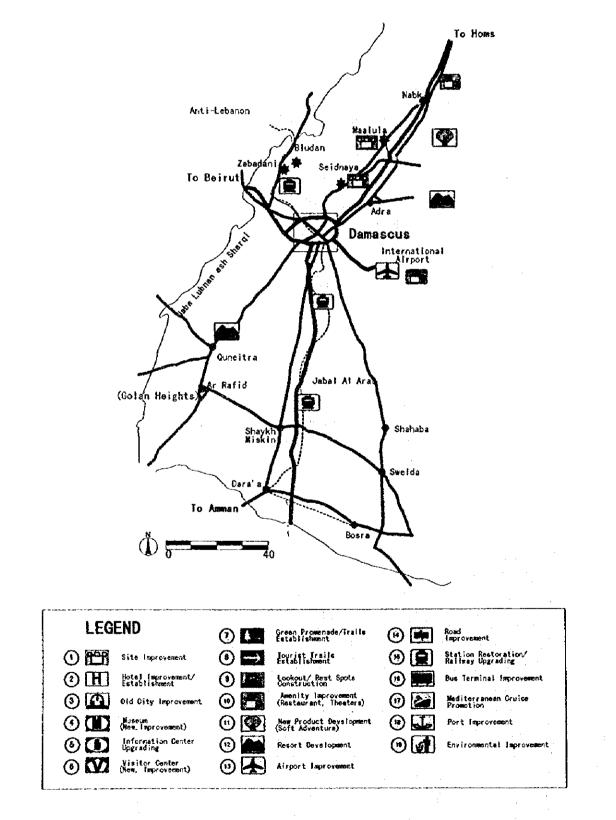
Coastal Zone

Zone Development Concept

- Syria's unique holiday and leisure tourism core for beach (Latakia, Tartous and other cities) and mountain tourism (Kassab, Slunfeh, Qardaha, Mushata al Helou, Safita, etc.); and
- complementary circuit for culture tourism with abundant cultural resources (Marqab Castle, Salahdin Castle, Ugarit, Jableh Amphitheater, Yahmour, Housson Sleiman Castle, Amrit, Arwad Island, etc.).

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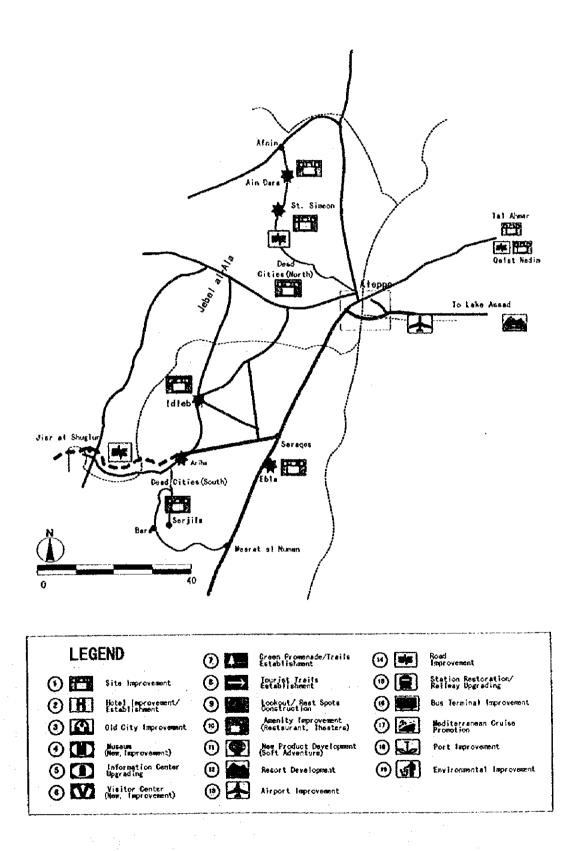
Damascus Zone Development Plan



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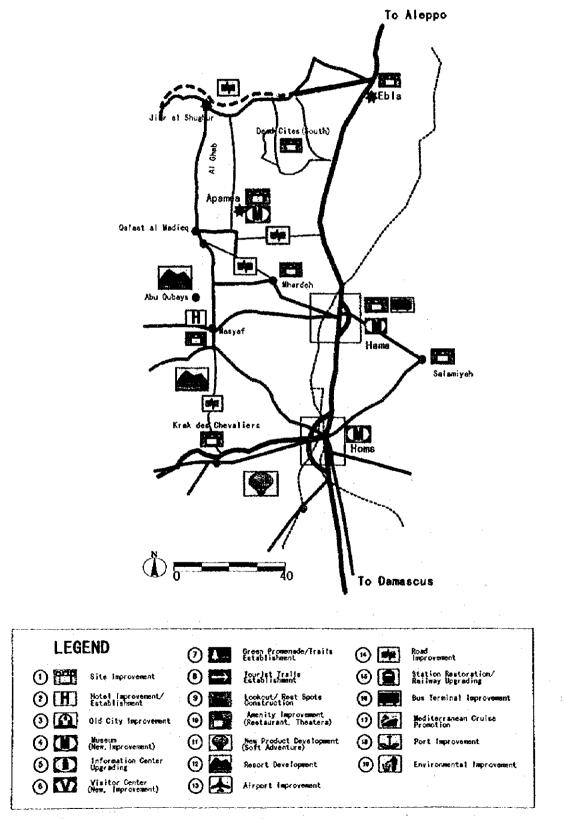
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Aleppo Zone Development Plan



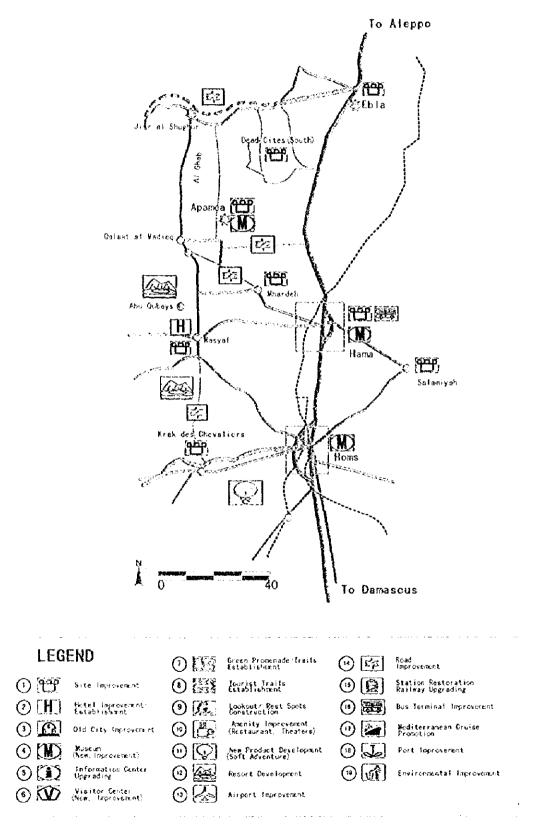
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Homs and Hama Zone Development Plan

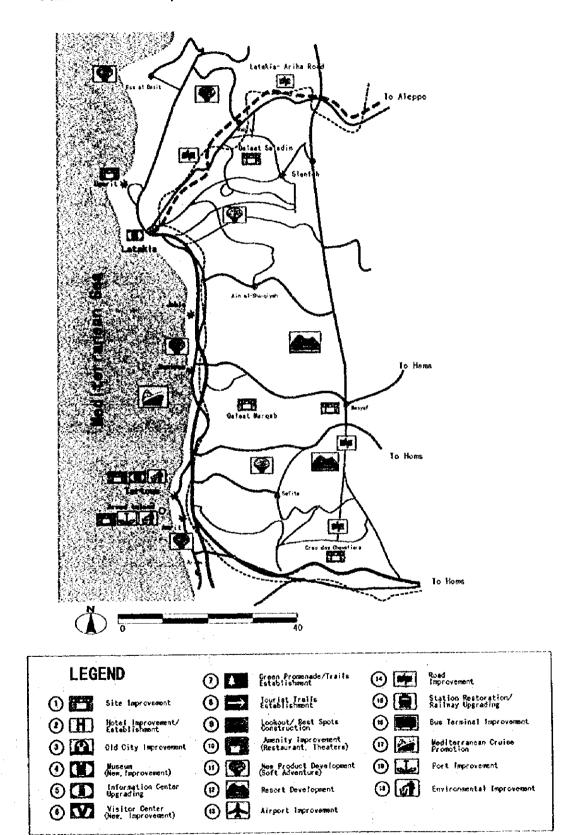


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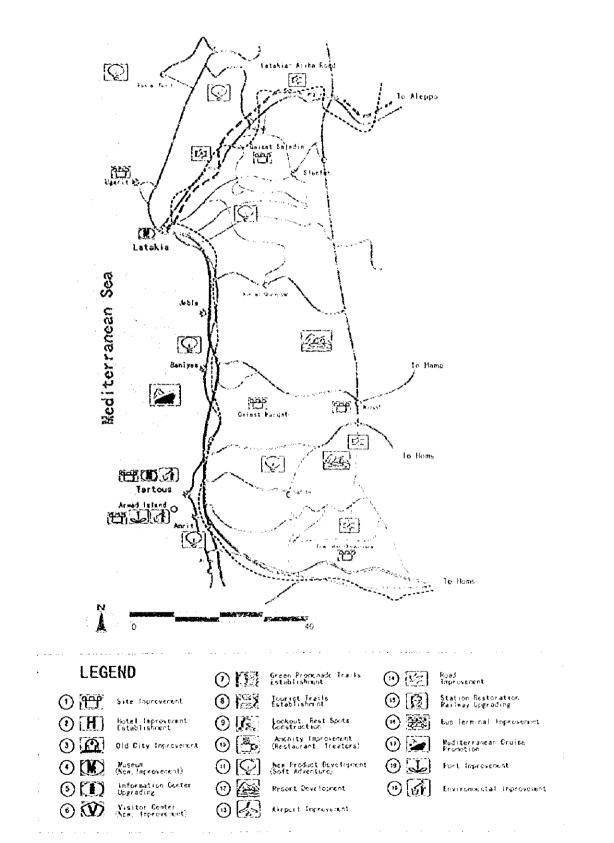
Homs and Hama Zone Development Plan



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Coastal Zone Development Plan



Coastal Zone Development Plan

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PART IV ACTION PLAN (2005)

Candidate Programs and Projects

For the identification of candidate projects, the following aspects were duly considered:

- projects or programs to be implemented by the Public Sector;
- contribution to Attracting Foreign Tourists;
- possibility of Introducing Foreign Assistance;
- projects not committed by other international agencies; and
- programs to be Implemented by MOT.

14 Candidate Programs and 26 Candidate Projects recommended to be implemented by the year 2005 were identified.

Short Term Tourism Promotion Initiatives

In order to derive short term benefits, implementation of Tourism Promotion Initiatives is quite necessary for the tourism development of the country. Three initiatives are recommended.

- 1 Formal Creation of the Promotion Committee
- 2 Syrian Sales Guide
- 3 Optional Tour (for Japanese Market)

					1
Name of the Tour	Tour Features	Minimum Size	Duration	Tour Price	Incidental Condition
Damascus					
 Mount Kassioun at night 	Panoramic view from the top of the Mt. Kassioun Star watching (darker side) Tea or Soft drink service	15	20:00- 22:00	\$20	weather
2. Souqshopping tour	Shopping in the Souqand in the Handicraft Souq with lunch service	10	Half Day	\$20	
3. Folklore dance show	Show with beverages	10	2 hours	\$20	
Palmyra					· · · · · · · · · · · · · · · · · · ·
1. Palmyra at night	Star watching on top of the Castle Tea at Zenobia Hotel Folklore Music	25	2 hours	\$20	weather
2. Camel trekking	Camel back riding tour with commemorative pictures	5	adhoc	\$10	weather
Aleppo					· · · · · · · · · · · · · · · · · · ·
1. Old Souq shopping tour	Shopping in the Souq and Handicraft center	3	2 hours	\$10	**************************************
2. Aleppo soap manufacture tour	Soap factory or gold/silver factory visit manufacture with sourcenirs	10	2 hours	\$20	

Source: JICA Study Team

Priority Programs

Improving Marketing and Promotion

- P-1 Formal Creation of the Public and Private Joint Promotion Committee
- P-2 Improvement of Media Exposure
- P-3 Improvement and Development of Promotion Materials
- P-4 Opening Overseas Representative Offices for Tourism Promotion

Improving Satisfaction of Tourists

- P-5 Improvement of Immigration Control and Customs (CIQ)
- P-6 Improvement of Foreign Currency Exchange for Tourists
- P-7 Improvement of Visitor Service through Inter-Ministerial Collaboration
- P-8 Training for Information Office and Visitor Center Staff

Improving International Air Access

P-9 Promotion of Additional International Flights

P-10 Improvement and Expansion of Syrian Airlines Services Improving Planning Function of MOT

P-11 Organizational Improvement of MOT

P-12 Launching of Public Awareness Program

Encouraging Private Investment

P-13 Provision of further incentives for private investment

P-14 Provision of one-stop information office in GCETP

Priority Projects

The Damascus Great Heritage

- to enhance the site visit to a satisfactory level, and as a result to increase the number of tourists without increase of tourist vehicles into Old Damascus

Old Hama of Norias

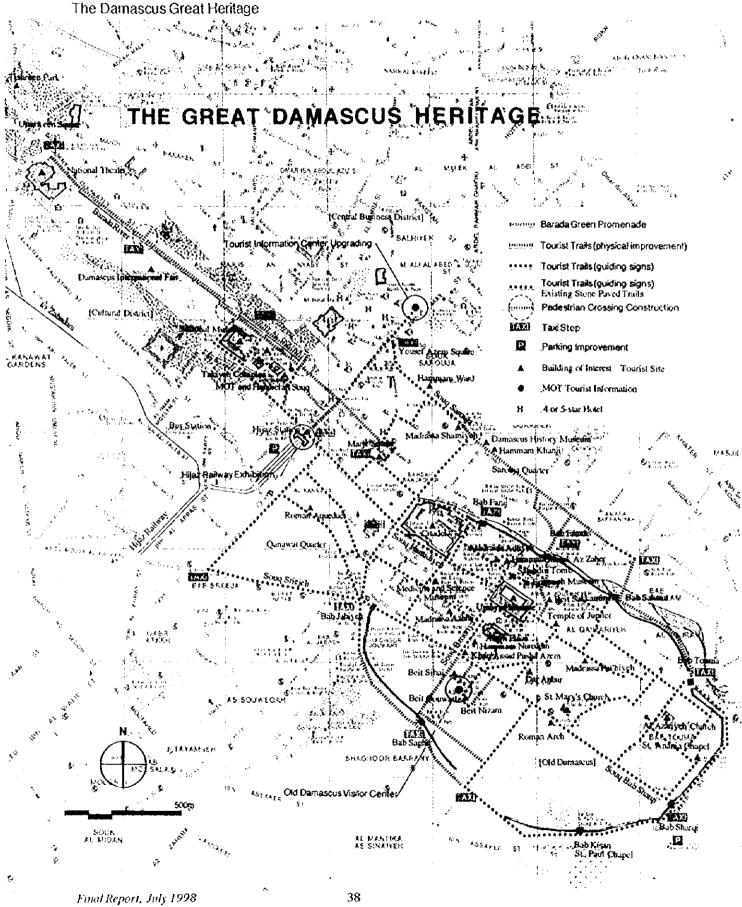
- to induce present transit tourists to stay longer, and make them spend more time and money in Hama

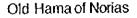
Historic Tartous-Arwad

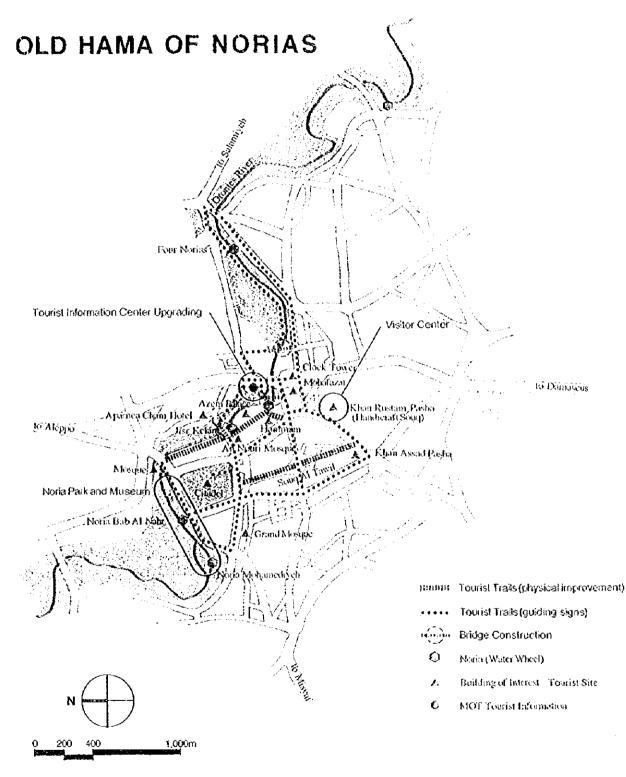
to develop Arwad Island and Old Tartous as a combined tourism product and to attract more tourists to visit the island

Latakia Cultural Circuit

- to enhance Latakia's position in cultural tourism
- Aleppo the Silk Road
 - to upgrade the tourist attraction of Aleppo, and as a result to strengthen the role of the second tourism core in Syria
- Tourist-Friendly Syria
 - a Nation-wide project to make Syria more tourist-friendly to all visitors including Syrian, Arab and foreign

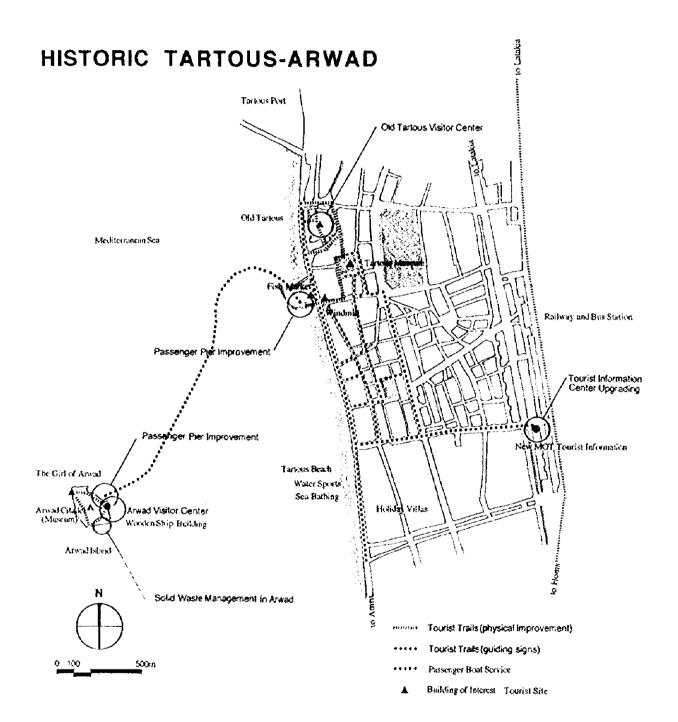




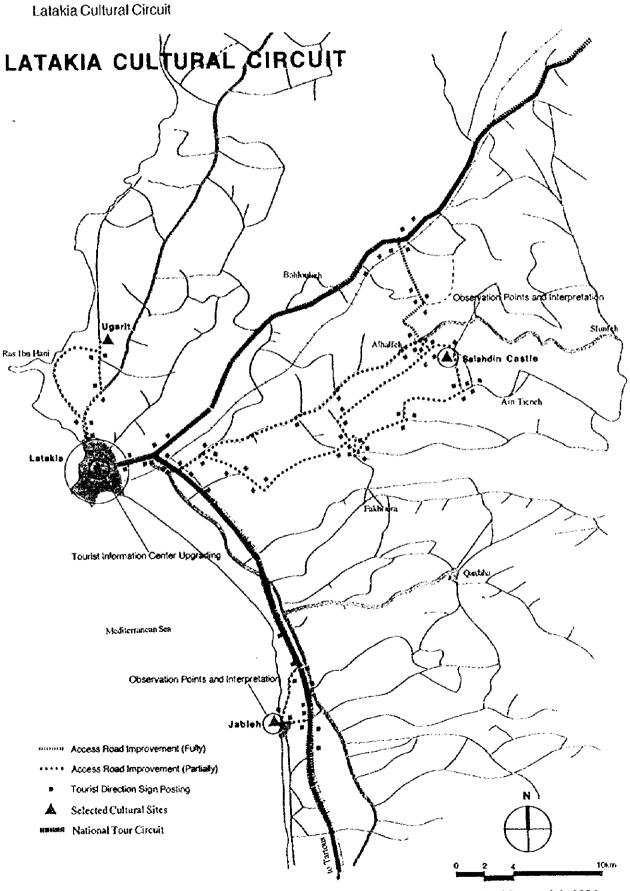


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Historic Tartous-Arwad



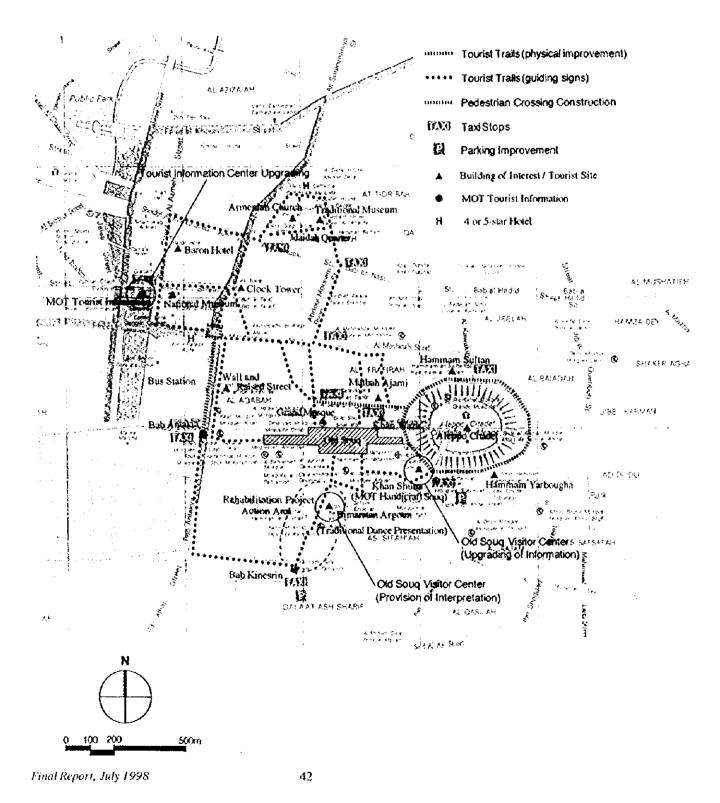
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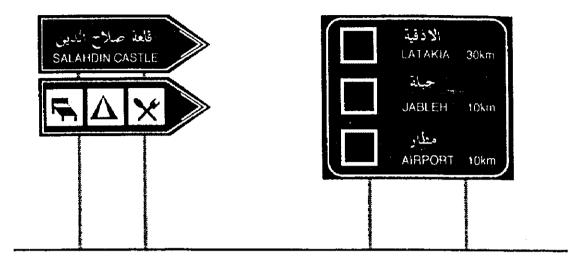
Aleppo the Silk Road

ALEPPO THE SILK ROAD



Tourist-Friendly Syria (Tourist Traffic Direction Signs)

Base color is brown which is applied in the most countries.



Examples in the Neighboring Country

Ordinary traffic direction signs and tourist direction signs.



The Preparation of National Tourism Development Plan in Syrian Arab Republic

Implementation and Management Recommendations

The following system is recommended for the implementation of 6 priority projects, with two options for implementation responsibility of construction work.

- Establishing Central Coordination Committee, and Regional Committees for each project site
- Establishing MOT Project Office
- Implementation of Construction Work:

Option 1:MOT to be the single implementing body for all projects with a few exceptionOption 2:implementing body to be according to the management responsibility.

Environmental and Social Consideration

Initial Environmental Examination (IEE) for each of the 6 priority projects were made. For all projects, no serious environmental impact was identified. All the projects were classified as those requiring no formal Environmental Impact Assessment (EIA).

Feasibility of the Priority Projects

The total cost of the 6 priority projects amounts to about SP 3,351 million (US\$ 75 million) including the costs for the consulting services for the overall project management, and 15 percent of contingency.

The package of priority projects, as a whole, is feasible in terms of economic feasibility. The total Economic Internal Rate of Return (EIRR) was calculated at 22.62 percent, which is to justify the package of six priority projects.

Damascus	of Norias	Historic Tartous-	Latakia Cultural	Aleppo the Silk Road	Tourist- Friendly in	Total
Hentage		Arwad	Circuit	11	Syna	
32.20 %	26.23 %	15.70 %	30.97 %	34.35 %	_	22.62 %
	Heritage 32.20 %	Henitage	Heritage Arwad 32.20 % 26.23 % 15.70 %	Heritage Arwad Circuit 32.20 % 26.23 % 15.70 % 30.97 %	Heritage Anvad Circuit 32.20 % 26.23 % 15.70 % 30.97 % 34.35 %	Heritage Arwad Circuit Syria 32.20 % 26.23 % 15.70 % 30.97 % 34.35 % -

Source: JICA Study Team

Related Infrastructure Projects

Good transportation conditions are essential for travel and tourism. Although being outside the scope of this study, the followings are urgently needed as complementary to the above projects.

Airport Improvements

- Aleppo Airport Upgrade Package
- Damascus Airport Upgrade Package

Latakia-Ariha Highway

Implementation of Action Plan

The conservative economic evaluation of the six priority projects proved that the implementation of priority projects will bring considerable socio-economic benefit to Syria. However, it should be noted that the formulated Action Plan for the year 2005 consists of the short term tourism promotion initiatives, the 14 priority programs, the 6 priority projects and the 3 related infrastructure projects, and all together the expected socio-economic benefit will be achieved efficiently. Therefore, they are mutually complementary and considered as one package. None of them should be neglected.

The following shows the overall implementation schedule of Action Plan for the year 2005.

	1998	1999					2004	2005
Short Term Promotion Initiatives					шинш	menn		
Priority Programs						.		1
P-1 Joint Promotion Committee		ннны		mm		aaaaa	йнши	
P-2 Media Exposure					ннын			
P-3 Promotion Materials					ннин	numu	нийй	
P-4 Overseas Representative Offices								
P-5 CIQ Improvement	1	штто				man		1
P-6 Foreign Currency Exchange		unum			ព្រះពេល	шшно	1110AD	annna
P-7 Inter-Ministerial Collaboration	i .	чниня		1				
P-8 Staff Training		uuuu						
P-9 Additional International Fights					ព្រៃអាមា)IIIIIIIII	mmm	ព្រៃអាអា
P-10 Syrian Air Services		нини		1	ļaanna	huuun		
P-11 Organizational Improvement of MOT		ព្រហោ						
P-12 Public Awareness Program			រុកពេល					(uuuuu
P-13 Incentives for Private Investment					1)00000		(immu
P-14 One-Stop Information Office		(IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII)mmm	<u>iumin</u>	<u>(muun</u>	\mathbf{n}		<u>(IIIIIIII</u>
Priority Projects					T			
1 The Great Damascus Heritage		ļummu	janaan	<u>.</u>				h ini
2 Old hama of Norias		haanaa)	į	1			<u>(</u> auna)
3 Historic Tartous-Arwad		mann			<u>.</u>			ឲ្យអោអ
4 Latkia Cultural Circuit		annan		•	1			(สถาย
5 Aleppo the Silk Road		анны) ——	•	-			(911011))
6 Tourist-Friendly Syria		honni	ļ.		(HUUNU			
Related Infrastructure Projects								
1 Damascus Airport Improvement	1	ļanam	į	i ten en	(unuu	финции		
2 Aleppo Airport Improvement	ļ	្រំហោយ	ų́num) jamen k ala	រុំចោយល	ប៉ូណាអាម		
3 Latakia-Ariha Highway		humun	į.	.	<u> </u>	<u> </u>	<u> </u>	1
Source: JICA Study Team		impler	antatio					

Implementation Schedule of Action Plan (2005)

IIIIIIII preparation, follow up or operation

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