



5th November 2024

Dear Lyndon,

Thank you for taking my call earlier and I must firstly say that you may find the following letter uncomfortable reading.

As you will have noted from our conversation, I am both shocked and disappointed by the indecision and at times, incompetence that has been displayed so far by the Government of Jersey and some of its officers during the ferry tendering process.

It will not come as a surprise to you that there is considerable anger amongst the Jersey Hospitality Association's membership at how this situation has developed and it can only have done massive harm to the stability and confidence of not only the hospitality industry itself, but the island as a whole.

This debacle can only reinforce a widely held view that there is no longer any faith in the decision-making process and, from my perspective, that this industry is not supported by the Government of Jersey. Earlier today the JHA received a call from a member informing us that they had lost four large school groups who had been unable to book travel next year. This is just one example of the damage that is unfolding. No doubt you will have heard of other instances where significant business losses are the result of this situation.

I understand that financial risk is weighing heavily on this decision, but I cannot fathom why that has become the sole issue that's holding this up when the information should have been requested, received and considered months ago. Debt is an accepted part of commercial business practice. If you were to look at the obvious examples in this industry, hotels invest millions and have considerable debt.

It also concerns me deeply that the decision makers have, at the eleventh hour felt obliged to seek the views and support of the whole States Assembly. That can only

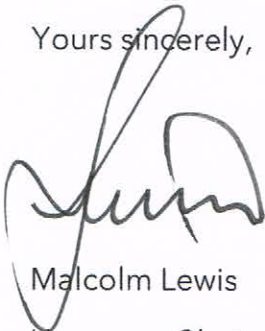
prolong the process, dragging it out further and causing even more damage to JHA members' businesses.

Moving onto our closest neighbours, I am flabbergasted that Jersey is in a position where it is prepared to risk doing serious political damage to our relationships with Guernsey and France. If we are to develop trust and a closer working relationship with the rest of the Channel Islands and France, then you must look closely at what is at stake.

I find it hard to understand why your government is seeking to risk that through the already flawed tender process and why you are continuing to cause damage to those relationships by not reaching an immediate decision. The cost and ease of both travel and transportation to and from France has already been affected by Brexit, but if we care about continuing our historic, cultural and economic links with Normandy and Brittany then an immediate decision is critical.

For the hospitality industry, guaranteeing an excellent quality of life for islanders and an attractive offering for visitors can only happen if all sectors work together and the Government plays its part in supporting those goals. The Visitor Economy Strategy launched at the end of last year sets out a road map for sustainable and diversified growth, but it makes me angry that the Government has little or no understanding or desire to deliver it.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Malcolm Lewis', written in a cursive style.

Malcolm Lewis

Honorary Chair, Jersey Hospitality Association