



Decision User Status Reason Committee ExecutiveDirector CommitteeDecision ActionTo Reports Logout

[Back to the List](#)

Add New Action

Subject	LogRef.No	ActionDate	Report To Be Considered By	ExecutiveDirector	Committee	ToLegalAdvisor	Reason	Committee Decision	Comment	
FEEDBACK ON THE INTERNATIONAL TRIP UNDERTAKEN FROM 2 TO 10 JUNE 2017 TO ATTEND THE CHICAGO FORUM ON GLOBAL CITIES IN CHICAGO AS WELL AS VARIOUS TRADE AND INVESTMENT PROMOTION MEETINGS IN THE CITIES OF CHICAGO, NEW YORK AND NEWARK, USA - (EXECUTIVE MAYOR)	55382	24/08/2017	A Committee		Council				SECTION 63 REPORT.	Edit
FEEDBACK ON THE INTERNATIONAL TRIP UNDERTAKEN FROM 2 TO 10 JUNE 2017 TO ATTEND THE CHICAGO FORUM ON GLOBAL CITIES IN CHICAGO AS WELL AS VARIOUS TRADE AND INVESTMENT PROMOTION MEETINGS IN THE CITIES OF CHICAGO, NEW YORK AND NEWARK, USA - (EXECUTIVE MAYOR)	55382	24/08/2017	A Committee		Executive Mayor			Noted	THE SIGNED AND NOTED REPORT WAS RECEIVED BY ECS ON 24 AUGUST 2017.	Edit

1

COPYRIGHT CITY OF CAPE TOWN 2005



REPORT TO THE EXECUTIVE MAYOR

LC18593

1. ITEM NUMBER
2. SUBJECT

FEEDBACK ON THE INTERNATIONAL TRIP UNDERTAKEN FROM 2 TO 10 JUNE 2017 TO ATTEND THE CHICAGO FORUM ON GLOBAL CITIES IN CHICAGO AS WELL AS VARIOUS TRADE AND INVESTMENT PROMOTION MEETINGS IN THE CITIES OF CHICAGO, NEW YORK AND NEWARK, USA

ONDERWERP

TERUGVOERING OOR DIE INTERNASIONALE REIS ONDERNEEM VAN 2 TOT 10 JUNIE 2017 VIR DIE BYWONING VAN DIE FORUM OOR GLOBALE STEDE IN CHICAGO ASOOK VERSKEIE VERGADERINGS VIR DIE BEVORDERING VAN HANDEL EN INVESTERING IN DIE STEDE CHICAGO, NEW YORK EN NEWARK, VSA

ISIHLOKO

INGXELO EMALUNGA EMALUNGA NEHAMBO YAMAZWE APHESHEYA UKUSUSELA NGOWE-2 UKUYA NGOWE-10 KWEYESILIMELA 2017 NGENJONGO YOKUZIMASA IFORAM EMALUNGA NEZIXEKO ZEHALABATHI ESE-CHICAGO KUNYE NEENTLANGANISO EZAHLUKENEYO ZENKUTHAZO ZORHWEBO NOTYALO-MALI KWIZIXEKO ZASE-CHICAGO, E-NEW YORK NASE-NEWARK, E-USA

LSU H6378

3. EVENT SUMMARY

EVENT DETAILS	
CONFERENCE/SEMINAR	CHICAGO FORUM ON GLOBAL CITIES
OTHER	TRADE AND INVESTMENT PROMOTION MEETINGS
DATES	02-10 JUNE 2017
VENUES	VARIOUS
CITIES	CHICAGO AND NEW YORK AS WELL AS NEWARK
COUNTRY	USA

Making progress possible. Together.

RECEIVED AT THE CITY MANAGER'S OFFICE
Date: 04.07.17 Time: 09:28
By: (Print Name) Ncw msa
Signature: [Signature]

DW
JMH

ATTENDEE DETAILS

NAME AND SURNAME	DESIGNATION
PATRICIA DE LILLE	EXECUTIVE MAYOR
BRETT HERRON	MAYCO MEMBER FOR TDA
DENVER VAN SCHALKWYK	MANAGER INTERNATIONAL RELATIONS

PROVIDE SUMMARY OF HOST ORGANISATION / CITY

CHICAGO: The Chicago metropolitan area, often referred to as Chicagoland, is home to nearly 10 million people and is the third largest in the USA. The current Mayor of Chicago is Mr Rahm Emanuel, who was also the Chief of Staff of former President Barack Obama. The City of Chicago is then also the home of former President Obama, who, together with former First Lady Michelle Obama, is a Freeman of the City of Cape Town. Chicago has one of the world's largest and most diversified economies, with more than four million employees and generating an annual gross regional product (GRP) of almost \$600-billion. The city is an efficient economic powerhouse, home to more than 400 major corporate headquarters, including just over 30 in the Fortune 500.

NEW YORK: The home of the United Nations' Headquarters and situated in the State of New York, New York City has just over eight million residents. It is commonly referred to as the most cosmopolitan city in the world, with almost 1000 different languages been spoken in the city. With its mayor-council form of government, the city is headed by Mayor Bill de Blasio who heads the New York City Council. The latter consists of 51 Council members who are elected for a four year term. In 2014, New York City's Gross Domestic Product was estimated at US\$1.403-billion, and PricewaterhouseCoopers estimates that New York City will have the second biggest GDP, only behind Tokyo, of all global cities by 2025. The city was ranked first on The Economist's Global City Competitiveness Index, second on the UN's City Prosperity Index and first on the Global Financial Centres Index. It is also ranked as one of eighth fastest growing megacities in the world.

NEWARK is the largest city in the state of New Jersey, nicknamed the "Brick City" or the "Gateway City". It is one of the country's major air, shipping and rail hubs and is close to lower Manhattan, New York City. The city's population is approximately 300 000 people. Newark's most important economic sectors are insurance, finance, import-export, health-care, light manufacturing and the public sector as well as the service industry. Several leading companies have their headquarters in Newark, including Prudential, Panasonic Corporation of North America, Audible.com, and PSEG.

DVS
AMH

4. OBJECTIVE

The objective was threefold, namely to (i) attend the Chicago Forum on Global Cities (ii) engage in air access, Business Process Outsourcing (BPO) and other trade and investment promotion meetings and (iii) participate in Global Parliament of Mayors (GPM) engagements.

5. OUTCOMES

- ☐ - Partnership Agreement
- ☐ - Membership Agreement
- ☐ - Grants Agreement
- ☐ - Memorandum of Understanding
- ☐ - Statement of Intent
- ☒ - Other:

(i) Endorsements from a number of important stakeholders for the proposed direct flight between Cape Town and the USA.

(ii) Showcasing the GPM on a global platform and progress with the related launch thereof in September.

(iii) Highlighting Cape Town's efforts in addressing climate change, and more specifically the city's water crisis.

6. ACTIONS REQUIRED

- 6.1 Source Letter of Endorsement from the Deputy Mayor of New York City [Responsible: International Relations, City].
- 6.2 Share information about the City's soon to be delivered electric buses fleet with New York City [Responsible: Mayco for TDA, City].
- 6.3 Source New York City's Mandatory Inclusion Housing Policy [Responsible: Mayco for TDA, City].
- 6.4 Source Letter of Endorsement from the Executive Director of the Port Authority of New York and New Jersey [Responsible: International Relations, City].
- 6.5 Keep Newark's Deputy Mayor informed about the progress with United Airlines [Air Access Portfolio Manager, Wesgro].
- 6.6 Provide the Newark Airport Company with specifics with regards to how they could get involved in lobbying for the proposed direct flight and more specifically how they could lobby United Airlines [Air Access Portfolio Manager, Wesgro].
- 6.7 Prepare and send the City's BPO pitch to TechMahindra, Alorica and IBEX Global [Responsible: Director Enterprise and Investment, City].
- 6.8 Link IPREO with the City's Director for Enterprise and Investment for enquiries related to hedge fund companies located in Cape Town [International Relations, City].
- 6.9 Source IPREO's Cape Town Video [Responsible: International Relations, City].
- 6.10 Source the presentation of the Executive Director of the Chicago Water Reclamation District [Responsible: International Relations, City].
- 6.11 Source the Orange County Model regarding the use of the aquifer, which could assist in how Cape Town can utilise the Table Mountain Aquifer

DVS
JMH

- sustainably in its water provision efforts [Responsible; Mayco responsible for water services].
- 6.12 Source information regarding the three waste to energy plants that the Chicago Water Reclamation District is operating [Responsible: Mayco responsible for water services].
- 6.13 Set up follow-ups with Daniel Lynch and Alex Brown of United Airlines; convene a Conference Call in July and meeting at World Routes Forum in Barcelona in September 2017 [Responsible: Air Access Portfolio Manager, Wesgro].
- 6.14 Continue with all activities related to the City's GPM membership [Responsible: International Relations, City]
- 6.15 Monitor progress with respect to the City's WCCD ISO Certification [Responsible: International Relations, City]
- 6.16 Work with The New York Times on a possible article on the proposed direct flight [Responsible: Mayoral Spokesperson, City].
- 6.17 Share the City of Cape Town's Strategic International Relations Policy with the Mr Ivo Daalder and Ms Dana Davidson at the Chicago Council on Global Affairs [Responsible: International Relations, City].
- 6.18 Source the City of Chicago's Urban Plan Policy and Financing Model for urban development projects [Responsible: Mayco for TDA, City]

7. IMPLICATIONS

- | | | | |
|-----|---|--|------------------------------|
| 7.1 | <u>Constitutional and Policy Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.2 | <u>Environmental implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.3 | <u>Financial Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.4 | <u>Legal Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.5 | <u>Staff Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.6 | <u>Risk Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |

8. OTHER SERVICES CONSULTED

- ✓ Executive Mayor
- ✓ Director: Enterprise and Investment
- ✓ Wesgro

9. RECOMMENDATIONS

RECOMMENDED that:

- a) IT BE NOTED

AANBEVEEL dat:

- a) DAARVAN KENNIS GENEEM WORD

KUNDULULWE ukuba:

- a) MAKUQATSHELWE

10. GENERAL DISCUSSION

10.2 NEW YORK:

The Executive Mayor has been lobbying hard for a direct flight between Cape Town and the USA and has thus far secured approximately ten written endorsements from various stakeholders in this regard. During the visit to New York and Newark, she met with the Deputy Mayors of both cities and the Executive Director of the Port Authority of New York and New Jersey as well as the Newark Airport Company and they have all expressed their support for the proposed flight, which will ideally operate from Newark International Airport. The New York Times has also shown some interest in possibly doing a story in this regard.

The Executive Mayor also met with IPREO to again personally thank the CEO of IPREO for them recently expanding their BPO activities in Cape Town with the opening of an additional full floor (i.e. 1500 square metres) space at its offices in Claremont. Currently, IPREO employs 120 people in Cape Town with plans to staff another additional 100 open new desks.

10.2 CHICAGO:

During the visit to Chicago, the Executive Mayor participated in a number of events related to the Chicago Forum on Global Cities. The aim of the Forum was to explore strategies for successful development projects and large-scale solutions to challenges faced by cities. It brought together leaders in civics, culture, commerce and education to discuss the influence of global cities and their capacity to tackle and solve pressing global issues.

At the above-mentioned Forum, Mayor de Lille served on panels related to (i) Financing the Global City; (ii) Combating Climate Change, and (iii) the Foreign Policy of Global Cities as well as (iv) Globalisation 4.0, the digital technology era. Mayor de Lille successfully utilised these platforms to highlight Cape Town's current water shortage and successes with regards to projects related to climate change, waste to energy, urban infrastructure, the City's international relations strategy and approach as well as both the City's Open Data Portal and Broadband Initiative.

Dis
11/11

In her efforts to gain insights on how to effectively address the city's current water crisis, the Executive Mayor also met with the Executive Director of the Chicago Water Reclamation District. Bearing in mind that Chicago is renowned for its efforts in providing water and related services to its citizens, the purpose of this engagement was to exchange international best practices by focusing on Chicago's wastewater and storm water treatment models and the theory and implementation regarding the bold move to redirect the Chicago River to serve the city's water needs.


As noted above, the Executive Mayor has been working hard on securing support for proposed direct flight between Cape Town and the USA and also met with the Vice President of United Airlines in this regard. United Airlines is the one airline that has shown the most promising interest in the proposed direct flight and it is possible for them to operate it from Newark Liberty International Airport. Paul van den Brink, Wesgro's Air Access Portfolio Manager made a compelling presentation with a sound business case, specifically with respect to the numbers related to business class passengers, and this was well received by United Airlines who promised to work together with Cape Town in attempts to make the direct flight a reality.

The Executive Mayor, in her capacity as the Chair of the GPM, also participated in GPM events during her visit to Chicago. For starters, she hosted a GPM Roundtable Strategy session where the GPM's future strategy was discussed and planned. In addition, a GPM Steering Committee Teleconference was also facilitated from Chicago focusing on putting administrative structures in place and continuing preparations for the GPM Annual Convening scheduled for September 2017 in Stavanger, Norway. Finally, the Mayor also informally met with the CEO of the World Council on City Data (WCCD). Cape Town is currently in the process of being obtaining ISO Certification status from the WCCD.

11. ANNEXURES

Annexure A: Endorsement Letters for Proposed Direct Flight

FOR FURTHER DETAILS CONTACT:

NAME	Denver van Schalkwyk	15/06/2017
CONTACT NUMBERS	021 4001369	
E-MAIL ADDRESS	Denverchristopher.vanschalkwyk@capetown.gov.za	
DIRECTORATE	Executive Mayor	
FILE REF NO		
DIRECTOR'S SIGNATURE		26/06/2017

JMH


EXECUTIVE DIRECTOR
CRAIG KESSON

NAME

DATE

27/6/17

COMMENT:

Monitor actions
y/cast.


CITY MANAGER

ACHMAT EBRAHIM

☒ SUPPORTED FOR ONWARD SUBMISSION TO
MAYOR ☒ / MAYCO ☐ / COUNCIL ☐

☐ NOT SUPPORTED

☐ REFERRED BACK

DATE

05.07.2017

COMMENT:


LEGAL COMPLIANCE

☐ REPORT COMPLIANT WITH THE PROVISIONS OF
COUNCIL'S DELEGATIONS, POLICIES, BY-LAWS
AND ALL LEGISLATION RELATING TO THE MATTER
UNDER CONSIDERATION.

☐ NON-COMPLIANT

COMMENT:

NAME

Jean-Mari Holt

TEL

021 400 2753

DATE

03/07/2017

For information. JHH


EXECUTIVE MAYOR (ACTING)

PATRICIA DE LILLE ID NELSON

☐ SUPPORTED FOR ONWARD SUBMISSION TO
MAYCO ☐ / COUNCIL ☐

☐ PC RECOMMENDATION

☐ RECOMMENDATION AS CONTAINED IN
ORIGINAL REPORT

☐ ALTERNATIVE RECOMMENDATION TO BE
REFLECTED BELOW

☐ APPROVED I.T.O. DELEGATED AUTHORITY

☒ NOTED

☐ REFUSED

☐ REFERRED BACK

DATE

17/7/2017

ANNEXURE A:

Endorsement Letters for Proposed Direct Flight



April 19, 2017

VIA FED EX

Mr. Oscar Muñoz, C.E.O.
United Airlines, Inc.
233 S. Wacker Drive
Chicago, IL 60606

Dear Mr. Muñoz:

I am writing to you on behalf of Mayor Patricia de Lille of Cape Town, South Africa. Ipreo is a Financial Technology Services Company and Private Equity-held by Blackstone and Goldman Sachs Merchant Banking Division.

Mayor de Lille has become quite involved with our company, acting as a gracious advocate and partner. This includes participating in the grand opening of our office in Cape Town, as well as meetings at our headquarters in New York.

Cape Town, South Africa was recently featured among the World's top tech cities. Mayor de Lille, along with Ipreo, have increased our travel to and from Cape Town, but currently there are no direct flights from Cape Town (CPT) into surrounding airports, specifically Newark, New Jersey (EWR.) We respectfully request on her behalf that United Airlines add a direct flight from Cape Town to Newark in order to bring ease of travel for better business relations in the United States.

Thank you for your consideration and anticipated cooperation. If you have any questions or need any additional information, please do not hesitate to contact my office.

Sincerely,

Brian Dockray
CFO

cc: Mayor Patricia de Lille
Mr. Scott Kirby, President, United Airlines
Mr. Greg Hart, Executive Vice President & Chief Operations Officer, United Airlines
Mr. Howard Attarian, Senior Vice President, Flight Operations, United Airlines



April 19, 2017

VIA FED EX

Mr. Scott Kirby, President
United Airlines, Inc.
233 S. Wacker Drive
Chicago, IL 60606

Dear Mr. Kirby:

I am writing to you on behalf of Mayor Patricia de Lille of Cape Town, South Africa. Ipreo is a Financial Technology Services Company and Private Equity-held by Blackstone and Goldman Sachs Merchant Banking Division.

Mayor de Lille has become quite involved with our company, acting as a gracious advocate and partner. This includes participating in the grand opening of our office in Cape Town, as well as meetings at our headquarters in New York.

Cape Town, South Africa was recently featured among the World's top tech cities. Mayor de Lille, along with Ipreo, have increased our travel to and from Cape Town, but currently there are no direct flights from Cape Town (CPT) into surrounding airports, specifically Newark, New Jersey (EWR.) We respectfully request on her behalf that United Airlines add a direct flight from Cape Town to Newark in order to bring ease of travel for better business relations in the United States.

Thank you for your consideration and anticipated cooperation. If you have any questions or need any additional information, please do not hesitate to contact my office.

Sincerely,

Brian Dockray
CFO

cc: Mayor Patricia de Lille
Mr. Oscar Muñoz, Chief Executive Officer, United Airlines
Mr. Greg Hart, Executive Vice President & Chief Operations Officer, United Airlines
Mr. Howard Attarian, Senior Vice President, Flight Operations, United Airlines



April 19, 2017

VIA FED EX

Mr. Gregory Hart, Executive Vice President & Chief Operations Officer
United Airlines, Inc.
233 S. Wacker Drive
Chicago, IL 60606

Dear Mr. Hart:

I am writing to you on behalf of Mayor Patricia de Lille of Cape Town, South Africa. Ipreo is a Financial Technology Services Company and Private Equity-held by Blackstone and Goldman Sachs Merchant Banking Division.

Mayor de Lille has become quite involved with our company, acting as a gracious advocate and partner. This includes participating in the grand opening of our office in Cape Town, as well as meetings at our headquarters in New York.

Cape Town, South Africa was recently featured among the World's top tech cities. Mayor de Lille, along with Ipreo, have increased our travel to and from Cape Town, but currently there are no direct flights from Cape Town (CPT) into surrounding airports, specifically Newark, New Jersey (EWR.) We respectfully request on her behalf that United Airlines add a direct flight from Cape Town to Newark in order to bring ease of travel for better business relations in the United States.

Thank you for your consideration and anticipated cooperation. If you have any questions or need any additional information, please do not hesitate to contact my office.

Sincerely,



Brian Dockray
CFO

cc: Mayor Patricia de Lille
Mr. Oscar Muñoz, Chief Executive Officer, United Airlines
Mr. Scott Kirby, President, United Airlines
Mr. Howard Attarian, Senior Vice President, Flight Operations, United Airlines



April 19, 2017

VIA FED EX

Mr. Howard Attarian, Senior Vice President, Flight Operations
United Airlines, Inc.
233 S. Wacker Drive
Chicago, IL 60606

Dear Mr. Attarian:

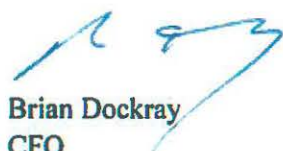
I am writing to you on behalf of Mayor Patricia de Lille of Cape Town, South Africa. Ipreo is a Financial Technology Services Company and Private Equity-held by Blackstone and Goldman Sachs Merchant Banking Division.

Mayor de Lille has become quite involved with our company, acting as a gracious advocate and partner. This includes participating in the grand opening of our office in Cape Town, as well as meetings at our headquarters in New York.

Cape Town, South Africa was recently featured among the World's top tech cities. Mayor de Lille, along with Ipreo, have increased our travel to and from Cape Town, but currently there are no direct flights from Cape Town (CPT) into surrounding airports, specifically Newark, New Jersey (EWR.) We respectfully request on her behalf that United Airlines add a direct flight from Cape Town to Newark in order to bring ease of travel for better business relations in the United States.

Thank you for your consideration and anticipated cooperation. If you have any questions or need any additional information, please do not hesitate to contact my office.

Sincerely,



Brian Dockray
CFO

cc: Mayor Patricia de Lille
Mr. Oscar Muñoz, Chief Executive Officer, United Airlines
Mr. Scott Kirby, President, United Airlines
Mr. Gregory Hart, Executive Vice President & Chief Operations Officer, United Airlines



RAS J. BARAKA

MAYOR
NEWARK, NEW JERSEY

The Executive Mayor of the City of Cape Town, South Africa
Honorable Patricia De Lille
Cape Town Civic Center
12 Hertzog Boulevard, Cape Town 8001
Private Bag X9181, Cape Town 8000
South Africa

April 21, 2017

Dear De Lille,

Re: Request for endorsement of the proposed direct flight connection between the city of Newark, New Jersey and Cape Town, South.

As the Mayor of the great city of Newark, which is also the biggest city in the state of New Jersey, I welcome and support with delight, the proposed direct flight connection between Cape Town, South Africa, and Newark, New Jersey, USA. Having a direct flight between Newark and Cape Town will be good for both of our cities as this will attract more travelers to the two cities, boosting tourism and generating new revenues for the cities.

Newark attracts millions of travelers to the city annually because of its hospitality and accommodating spirit, and a good number of those visitors to Newark are Africans. Newark is also home to a large number of African residents who make frequent trips back to their various home countries in the continent of Africa.

With a busy international airport located in Newark and the availability of customers for a direct flight to Cape Town from Newark and vice versa, I think it only makes economic sense to have this flight and I give my full support and endorsement to make it happen.

Sincerely yours,


Hon. Ras J. Baraka
Mayor, City of Newark, New Jersey, USA



OFFICE OF THE MAYOR
CITY OF CHICAGO

RAHM EMANUEL
MAYOR

May 30, 2017

Mr. Oscar Munoz
Chief Executive Officer
United Airlines
233 S. Wacker Drive
Chicago, IL 60606

Dear Mr. Munoz:

From June 7-9, 2017, I will have the pleasure of welcoming mayors and other leading government officials from around the globe to Chicago for the Chicago Forum on Global Cities. This Forum, hosted annually by the Chicago Council on Global Affairs and the Financial Times, raises provocative questions about the influence of global cities and how they can solve pressing global challenges.

A particularly interesting conversation I had prior to this year's Forum was with Ms. Patricia de Lille, the Executive Mayor of the City of Cape Town, South Africa, who will be speaking at the event. We discussed the lack of direct passenger air linkages between Chicago and Africa and, more specifically, between Chicago and Cape Town.

In the 12 months ending April 2017, according to SABRE MI data, approximately 39,400 people flew between Chicago and South Africa and 13,100 people flew between Chicago and Cape Town, South Africa (the fifth-largest Chicago-Africa O&D market). South Africa is the largest source of O&D traffic between Chicago and Africa, along with Nigeria, and is also a leading destination for tourism on the African continent.

Additionally, there are significant business ties between Chicago and South Africa. According to World Business Chicago, there are approximately fifty-two Illinois-based businesses with significant operations in South Africa and approximately six South Africa-based businesses with significant operations in the Chicago area.



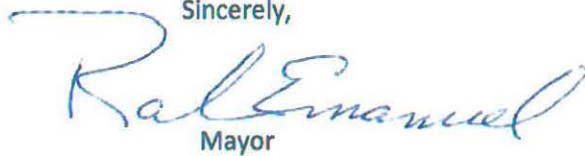
OFFICE OF THE MAYOR
CITY OF CHICAGO

RAHM EMANUEL
MAYOR

Direct passenger service to Africa is one of the most important geographic network gaps for our City's airports to close in order to strengthen Chicago's position as one of the leading global air transport hubs. Although the City appreciates that a direct service between Chicago and South Africa may take some time for United to strategically assess and implement, we see a strong business case for a service of this type in the near future and are willing to work with your network planning team to provide any relevant information they need to build their business case.

Thank you for your attention to this potentially exciting new opportunity to leverage the strength of your Chicago hub.

Sincerely,


Mayor



31st May 2017

To Whom It May Concern:

I am the founder of Jumo Health, a global media company and the world's first medical education company for children. We are the award-winning provider of educational health content and resources for children, families and caregivers. I am based in Cape Town and my company has offices in New York, London and Sydney. The company headquarters and my senior management are located in New York, requiring me to travel there multiple times every year. I would greatly appreciate and strongly endorse a direct flight route from Cape Town to the East Coast of America, as this would mean a significantly easier and more efficient journey for these regular business trips.

Sincerely,

Dr Kate Hersov
Founder
JumoHealth.com

New York 205 Lexington Avenue, New York, NY 10016
London 27-33 Bethnal Green Road, Shoreditch, London E1 6LA
Sydney 101 William Street, Darlinghurst, Level 2, NSW, Australia 2010



MANCHESTER TRADE LIMITED, INC.

international business advisors

May 31, 2017

Executive Mayor Patricia de Lille
9th Floor, The Towers South (formerly Standard Bank Centre)
2 Heerengracht Corner, Hertzog Boulevard
Cape Town, 8000
SOUTH AFRICA

Dear Mayor:

As you may know, I am a founder of the annual Africa Mining Indaba held in Cape Town each February for the past 23 years.

The Indaba has grown from a fledgling event of 250 attendees to become the largest annual business event on the Africa continent and the largest mining investment conference in the world. Last year we had 7,000 registrants and perhaps an equal number of associated visitors.

I am certain of two things: (1) the majority of attendees come because of the Cape Town location, and (2) we would get more attendees from the U.S. and Canada if there was direct service to Cape Town.

Apart from the Mining Indaba, I have organized several business meetings in Cape Town including the biennial Corporate Council on Africa Business Summit (I am a founding member of CCA) and the African Capital Markets Conference. I think Cape Town is the best business tourism venue in Africa and among the top globally. I also fondly remember the direct Miami-Cape Town service.

Please let me know if I can answer any questions you may have or be available for further attestations.

With best regards,

Anthony Carroll
Vice President



AMERICAN CHAMBER OF COMMERCE IN SOUTH AFRICA NPC

6 June 2017

The Honourable Ms Patricia de Lille
Executive Mayor
City of Cape Town

Per e-mail: mayor.mayor@capetown.gov.za
Marina.Reyskens@capetown.gov.za

Dear Mayor de Lille

It has come to our attention that Cape Town is advocating for a direct flight between Cape Town and the United States.

We wish to add our support to the request, our motivation being:

- i) Many American based businesses have set up offices in Cape Town during the past 18 months. This is evidenced by a 23% increase in member companies settling in Cape Town during this time.
- ii) These companies are obliged to travel to the US regularly to interact with their principals and a direct flight will be supported with enthusiasm.
- iii) Likewise, the principals of these companies travel to Cape Town regularly to oversee their South African branches;
- iv) The number of tourists travelling from the US to Cape Town has grown exponentially (29% in 2016). We believe that a direct flight will further increase the growth of tourism which will help build the economy of the Western Cape whilst creating additional jobs.

Please don't hesitate to contact me if you need any further information.

Yours faithfully

CAROL O'BRIEN
EXECUTIVE DIRECTOR