UNIX Trainers & Consultants
Head Office: Wema Twins Annex, Plot No. 181,
Boko-Bagamoyo Road, P.O. Box 33826, Dar es salaam.
Mob: +255-715-361-880/+255-754-361-880
Email: info@unixtrainers.com; training@unixtrainers.com
Website: www.unixtrainers.com

Strategies for Unlocking New Revenue Streams for Government Revenue Mobilization

Course Overview

The **"Innovative Revenue Frontiers: Africa's Strategic Mobilization Program"** is a 5-day executive course for senior policy-makers and revenue officials. As traditional aid declines and debt pressures rise, African governments must unlock "New Revenue Streams." This program explores the formalization of the informal economy, the monetization of natural and digital capital, and the implementation of "Green" and "Blue" economy fiscal tools to broaden the tax base without stifling economic growth.

Program Objectives

By the end of this program, participants will be able to:

- **Identify** and map at least five non-traditional revenue sources (Digital Tax, Carbon Credits, Diaspora Bonds, etc.).
- **Design** strategies to formalize the informal sector using "Incentivized Compliance" models.
- **Leverage GovTech** and AI to minimize tax leakage and bridge the "Tax Gap."
- **Develop** frameworks for the "Blue Economy" (maritime) and "Green Economy" (sustainable resources) as fiscal drivers.
- **Formulate** policies to curb Illicit Financial Flows (IFFs) and retain domestic wealth.

Course Coverage (Modules)

Day 1: Beyond the Usual – Mapping New Frontiers

- **The Resource Landscape:** Analyzing the "Fiscal Space" in African economies.
- **The Digital Economy:** Strategies for taxing e-commerce, digital platforms, and remote services.
- **Monetizing Natural Capital:** From raw export to value-addition royalties.

Day 2: Formalizing the Informal Sector

- **The "Shadow Economy" Challenge:** Why traditional enforcement fails in the informal sector.
- **Micro-Taxation Models:** Using mobile money (M-Pesa, etc.) for micro-revenue collection.
- **The Presumptive Tax Approach:** Simplifying compliance for SMEs and informal traders.

Day 3: Green, Blue, and Circular Economy Revenues

- **The Blue Economy:** Unlocking revenue from fisheries, maritime transport, and seabed minerals.
- **Carbon Markets:** How African governments can trade carbon credits on the global market.
- **Circular Economy:** Generating revenue through waste-to-energy and sustainable recycling levies.

Day 4: Technology & GovTech as Revenue Multipliers

- **AI and Machine Learning:** Using data to identify high-net-worth individuals and tax evaders.
- **Blockchain in Revenue:** Implementing "Smart Contracts" for transparent extractive industry royalties.
- **The Single Window System:** Integrating customs, trade, and tax data for seamless collection.

Day 5: Fiscal Sovereignty & Resource Retention

- **Combating Illicit Financial Flows (IFFs):** Plugging the holes in transfer pricing and base erosion.
- **Diaspora Engagement:** Structuring "Diaspora Bonds" for infrastructure and development.
- **Action Planning:** Drafting a "New Revenue Strategy" for the participant's specific jurisdiction.

Target Participants

- **Commissioners General** and Senior Directors of Revenue Authorities.
- **Permanent Secretaries** of Finance and Economic Planning.
- **Heads of Investment Promotion** Agencies.
- **Directors of Natural Resources** and Environment (for Green/Blue economy).
- **Policy Analysts** specializing in fiscal reform and domestic resource mobilization (DRM).

Expected Outputs

Participants will graduate with a **"Revenue Innovation Portfolio"** containing:

- **A New Revenue Stream Map:** A diagnostic identifying 3–5 untapped sectors in their country.
- **The "Informal-to-Formal" Roadmap:** A localized strategy for integrating informal businesses into the tax net.
- **A Digital Revenue Blueprint:** A plan to implement at least one tech-driven collection tool (e.g., E-invoicing).
- **A Policy Brief on IFFs:** A set of recommendations for the legislative branch to protect national wealth.
