

MEMBERSHIP
Total Membership income (includes renewals, new members and upgrades)

YEAR	MEMBERSHIP TOTAL *	TOTAL DUES INCOME \$CI
2012 (as at 5 th July)	611 (561 corporate; 50 associate)	\$311,117
2011 (unaudited)	695 (617 Corporate; 78 associate)	\$328,420
2010 (audited)	710 (654 Corporate; 56 associate)	\$330,451
2009 (audited)	742 (667 Corporate; 75 associate)	\$350,638
2008 (audited)	706	\$349,030
2007 (audited)	680	\$332,371
2006 (audited)	699	\$319,682
2005 (audited)	644	\$275,884
2004 (audited)	632	\$269,653
2003 (audited)	626	\$270,702
2002 (audited)	644	\$264,635
2001 (audited)	703	\$274,763
2000 (audited)	631	\$203,277

MEMBERSHIP RENEWAL INCOME

YEAR	\$ INVOICED	\$ RECEIVED	RETENTION RATE
2012 (as at 5 th July)	\$329,899	\$298,142	90.37%
2011 (unaudited)	\$339,411	\$316,251	93.18%
2010 (audited)	\$350,272	\$316,054	90.23%
2009 (audited)	\$355,644	\$328,467	92.36%
2008 (audited)	\$336,109	\$318,451	94.75%
2007 (audited)	\$326,697	\$313,755	96.04%
2006 (audited)	\$290,437	\$275,909	95%
2005 (audited)	\$275,355	\$245,504	89.16%
2004 (audited)	\$274,965	\$255,904	93.07%

**Membership totals do not include honorary and membership exchanges as approved by the Council.*

Membership renewals for 2012 totaling \$329,899 were invoiced to the membership on 15th December 2011. *There was no increase in membership dues for the sixth year.* As of July 5th there have been 570 member renewals (\$298,142) and 41 new members (\$10,100). Total membership now stands at 611 Members (561 Corporate, 50 Associate) with total membership income of \$311,117 inclusive of upgrades and joining fees. This is a 90.37% retention rate which meets budget projections.

MEMBERSHIP APPROVALS (since 1st January 2012)

Company Name	Category	Beneficial Owners
1. Caribbean Impact Windows and Doors Ltd.	Corporate	Christian Cartagena and Michael Meghoo
2. Island Elements C.I. Limited (Cashwiz)	Corporate	Ann Murphy, Tania Drebenstedt

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3. Sarah Lewis	Associate	Individual
4. Endless Energy (Cayman) Ltd.	Corporate	James Knapp
5. Cleveland Clinic Global Patient Services	Overseas	
6. Global SIM Cards	Corporate	Sandra Catron
7. Joe Pike	Associate	Individual
8. Cayman Precious Metals	Corporate	Leslie Pacifico, Charles Thompson Jr.
9. Watler's Labour Brokerage	Corporate	Margaret Thompson
10. Frederick & McRae Ltd.	Corporate	Rodney Frederick & Lori McRae
11. Massive Media Ltd.	Corporate	David Kirkaldy
12. Mark McBryan	Associate	Individual
13. Kirk Supermarket	Corporate	Capt. Eldon Kirkconnell
14. Bias Cayman Ltd.	Corporate	Robert R. Pires and Mark J. Melvin
15. Kelly's Cajun Grill	Corporate	Robert C. Bodden
16. Cayman Kayaks	Corporate	Thomas Lawrence Wetling & Andrew Moon
17. Caroline Todd	Associate	
18. NCB Project Management Ltd.	Corporate	Naul Bodden & Matthew Wight
19. Early Childhood Association	Associate	
20. Bateman Financial	Corporate	Ryan Bateman
21. Cayman Luxury Rental Cars (Hertz)	Corporate	John Hunter, Aldo Gianne
22. Montpelier Properties	Corporate	Sir John David Gibbons
23. Montessori Home Tutoring	Corporate	Dee Duggan
24. Jose Alfonso Ardilla	Associate	
25. Judicial Department C.I. Government	Associate	

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26. Berman Fisher	Corporate	Mattheu Santerre, Tracy Ross
27. Gregory Lippitt	Associate	
28. Sand Dollar Studios	Corporate	Gregg Anderson, David Ward
29. Avalon Management	Corporate	Greg Link, Andrew Galloway, Ralph Woodford, Susan Bjuro
30. T.H.E. Merren Design	Corporate	Edlin, Helen and Gregory Merren
31. Beach Bay Land Ltd.	Corporate	John David Layton
32. Netclues Inc.	Corporate	Michael Day, Merta Day
33. Harney, Westwood & Riegels	Corporate	Isadora Eden
34. Squeaky Cleaning Services	Corporate	Chrissie Harford, Richard Harford
35. Global Hospitality & Business Consulting Services	Corporate	Headley Young, Oliver Fagan
36. Lions Productions	Corporate	Howie Tipton
37. OfficeWorx	Corporate	Marcus Ebanks
38. Panache Goldwell International	Corporate	Raquel Solomon, Andre Cummings
39. FAB Essentials	Corporate	Glenda Dilbert-Davis
40. Fountainhead Business Development	Corporate	Denise Glower
41. A Step Ahead Physiotherapy	Corporate	Fiona Graham, Christine Gibbs, Gary Gibbs

FINANCIAL POSITION (as at 5th July 2012)

US\$ Fixed deposit:	US\$228,106.72 (fixed until 17 th August 2012)
CI\$ Fixed deposit:	CI\$66,819.03 (fixed until 18 th July 2012)
CI\$ Savings	CI\$3,693.83
CI\$ Chequing:	CI\$95,116.64
US\$ chequing:	US\$30,860.95
US\$ Savings:	US\$9,185.72
TOTAL BALANCES:	CI\$391,070.25 or US\$476,914.94

All chequing accounts have been reconciled as at the end of May 2012. PKF Cayman has been appointed the honorary audit firm for the next three years. They will begin the audit of the 2011 once the audit binder is completed and has been reviewed by the Treasurer.

YEAR	INCOME	EXPENSES	NET INCOME
2010 (audited)	\$867,199	\$852,976	\$14,223
2009 (audited)	\$808,383	\$761,781	\$46,602
2008 (audited)	\$985,564.58	\$952,521.15	\$33,043.43
2007 (audited)	\$845,266	\$746,254.14	\$99,011.86
2006 (audited)	\$754,086	\$735,582	\$18,504
2005 (audited)	\$609,016	\$599,278.61	\$9,737.39
*2004 (audited)	\$455,436.50	\$576,915.60	-\$121,479.10

**Hurricane Ivan*

PROGRAMMES

PROFESSIONAL DEVELOPMENT & TRAINING CENTRE

YEAR	PARTICIPANTS	\$ INCOME	\$ EXPENSE	NET INCOME
2012 (as of 5 th July)	383	\$68,273	\$32,370	\$35,903
2011 (unaudited)	592	\$98,264	\$53,336	\$44,928
2010 (audited)	759	\$135,279	\$79,339	\$55,940
2009 (audited)	501	\$70,296	\$45,903	\$24,395
2008 (audited)	457	\$72,866	\$44,912	\$27,953
2007 (audited)	416	\$54,056	\$29,603	\$24,454
2006 (audited)	296	\$49,150	\$27,458	\$21,691
2005 (audited)	368	\$46,611	\$25,965	\$20,646
2004 (audited)	480	\$76,887	\$37,844	\$39,043

	2007	2008	2009	2010	2011	2012
January Attendees	17	15	20	74	20	39
Courses	2	2	2	5	3	4
February Attendees	138	47	62	67	94	76
# Courses	6	5	5	8	9	8
March Attendees	81	64	79	115	60	116
Courses	4	5	6	7	6	9

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April Attendees	25	92	25	101	74	33
Courses	2	6	2	9	8	5

May Attendees	24	31	23	81	66	52
Courses	2	4	4	8	6	5

June Attendees	11	61	34	48	39	86
Courses	1	7	4	5	6	7*

July Attendees	16	38	35	45	0	
Courses	1	4	4	4	0	

August Attendees	0	0	19	23	19	
Courses	0	0	1	3	2	

September Attendees	17	7	101	87	84	
Courses	1	1	11	6	6	

October Attendees	57	22	43	86	63	
Courses	5	3	6	7	7	

November Attendees	10	51	53	32	39	
Courses	1	5	7	3	4	

December Attendees	10	10	8	0	33
Courses	1	2	1	0	3

* Includes
four custom
courses

LEADERSHIP CAYMAN

Programme concluded for class of 2012 with the graduation at Villas Pappagalo on 27th June. President David and Chairman Simon Garnett distributed certificates and graduation awards at the event. The 2013 Chair is Sheena Thompson, graduate from the 2011 class. The CEO met with LC Chair Simon Garnett and Deputy Chair Sheena on 14th June to discuss this year's programme and what changes, if any, should be recommended for the 2013 programme. A summary of the recommended changes is being prepared.

7 December	Orientation Dinner (Complete)
19 -21 January 2012	Opening Retreat (Complete)
1 February 2012	Seminar 1 – Media In our Community (Complete)
15 February 2012	Seminar 2 – Criminal Justice (Complete)
29 February 2012	Seminar 3 – Education & Workforce Development (Complete)
15 & 16 March 2012	Seminar 4 – Sister Islands Perspective (Complete)
28 March 2012	Seminar 5 – Diversity (complete)
31 March 2012	Mid Year Retreat (Complete)
11 April 2012	Seminar 6 – Cayman Islands Government (Complete)
25 April 2011	Seminar 7 – Human Services & Health Care (Complete)
9 May 2012	Seminar 8 – Financial Services (complete)
26 May 2012	Class Project Work Date (Complete)
23 May 2012	Seminar 9 – Stayover & Cruise Tourism (complete)
6 June 2012	Seminar 10 – Infrastructure & The Environment (complete)
20 June 2012	Seminar 11 – Cultural & Performing Arts (complete)
27 June 2012	Graduation Dinner (complete)

MENTORING CAYMAN

Governor Duncan Taylor hosted the closing ceremony at Government House on June 13 for mentors, students and parents. The Governor, Chief Officer Jennifer Ahearn and Chamber President David distributed the participating certificates to the students and participating paperweight to the mentors. The programme was another success and is a partnership with the Ministry of Youth.

- Mentor Training: Friday, 18 November (Complete)) 24 Persons attended
- Mentor Training 2 Thursday 1st December, (Complete) 25 persons attended
- Student & Parent Orientation: Tuesday 22 November (Complete) 74 persons attended
- Opening Reception: Thursday, 24 November, Westin Casuarina & Resort (Complete)

31 Mentors and 43 students attended. The Minister of Health, Environment, Youth, Sports & Culture was the keynote speaker.

- Work Place Visit 1: Friday, 9th December (Complete) . Successes reported.
- Work Place Visit 2: Monday, 9th January Reminder sent. (Complete)
- Work Place Visit 3: Wednesday, 15th February. Guest Speaker Luncheon (Complete)
Canover Watson was the invited Guest Speaker.
- Work Place Visit 4: Monday, 12th March (Complete)
- Work Place Visit 5: Monday, 16th April (Complete)
- Work Place Visit 6: Monday, 7th May. Catamaran Cruise-Red Sails (Complete)
- Work Place Visit 7: Tuesday, 5th June (Complete)
- Closing Reception: June 13 (6:30-8pm Governors House) (Complete)

BUSINESS COACHING CAYMAN

President David was successful with confirming a \$5,000 sponsorship from Fidelity which will enable the launch of the pilot programme later this year. This programme is intended to assist small member businesses interested in benefitting from business coaching. Further details will be provided in my next report.

EVENTS

BE INFORMED Series – 2012:

- Wednesday, January 25, Cayman Enterprise City – 86 registered – room filled to standing capacity on the date.
- Wednesday, March 28, UK Bribery Act 2012 - March 28, 2012 – 31 registered.
- Wednesday, 30th May, Harmonized Customs Tariff Codes - 77 persons registered- There was a waiting list and a number of members want this to be presented again.
- Wednesday, June 20- Proposed Revisions to the National Pensions Bill 2012 - 78 registered online along with about 10 walk in registrations.

Business After Hours – 2012

- Thursday, June 7 – Cayman Conference Centre - 124 persons were registered online and 34 registered at event. Not everyone showed up but it was a good crowd. Client was very happy with this event.
- Thursday, June 21 – Mourant Ozannes confirmed and paid- Cancelled and payment on file
- Camana Bay is going to confirm a date for their BAH.
- December annuals – Diamonds International, and Island Companies –Diamonds International Submitted contract-All leads from 2011 shared with member relations coordinator
- Promotional strategy still to be reviewed to incorporate ribbon cutting or options geared towards small businesses.

Cayshop –25, 26, 27th October

- Business Expo rebranded to Cayshop to focus on shopping and innovation.
- Marketing RFP distributed to Chamber members and to be received by June 15, 2012.
- Possible Chamber Ambassadors have been recruited and ideas have been exchanged.

- Camana Bay has agreed to sponsor the use of the ARC (Arts and Recreation Centre). Full sponsorship, 150 Chairs, 50 six foot tables and tents. The site will accommodate the serving of alcoholic beverages. Costs are lower than that of Family Life Centres due to discounts as well as provision of added services which the Chamber normally pays for separately (Janitorial and security services).
- 2012 team meetings happening weekly.
- Following an RFP process to members, Tower Marketing has been selected to design the logo and will assist with the rebranding.
- Cayshop Committee formed – first meeting scheduled next week

Chamber LUNCH & LEARN session – 29th June 2012 at the Marriott

- First lunch and learn lunch was hosted by new member overseas member Cleveland Clinic. 30 persons attended. The focus of the session was on cardiac care.
- Pricing and benefits for this new event will be promoted to the membership.

COMMUNICATIONS

The main focus for the communications strategy will be to launch the new website, www.showmethemoney.ky commence the redesign the Chamber's main website, www.caymanchamber.ky, to introduce a new Chamber Mobile Phone application <http://web.caymanchamber/mobile> and to update the Future of Cayman website www.futureofcayman.com with the latest updates.

Over the past month the following activities have been completed.

CHAMBER MAGAZINE

The July issue of the CHAMBER Magazine is complete and will be released on time (July 11) to accommodate a last push of our efforts to encourage the public to vote in favour of One Person One Vote in the July 18 referendum. This issue's focus is Advocacy and Influence and includes an insightful interview with Past Presidents as we sought their reflection on past advocacy wins and their current advocacy concerns.

SHOWMETHEMONEY.KY

The showmethemoney website is nearing completion. The functionality of the website is now completed. Tests are being carried out for user flow, with a number of changes being made to improve the overall experience for the both the student and business user.

Five companies: Appleby, Island Companies, The Reef Resort, HSBC and Otis Air conditioning have agreed to provide test information for a portion of the site and provide feedback. Existing field forms were modified to better serve our members' needs based on their feedback. These companies have been offered one year's free listing in return for their assistance. The Ministry of Education will reciprocate links for the public sector scholarship website and showmethemoney.ky on our respective sites.

A timeline for the website launch which incorporates a soft launch to the membership and an official launch soon after to the general community has been developed. We are currently seeking interest in the site from our membership through our e-newsletter, encouraging them to get contact us for more information. An updated sponsorship document and accompanying letter is being worked on.

CAYMANCHAMBER.KY

We are preparing to update the RFP for Chamber website which will begin once showmethemoney.ky is complete.

FUTUREOFCAYMAN.COM

Statistical data, text, logos, Face Book and Twitter have been maintained for the site.

ONE PERSON ONE VOTE

A communications plan was developed along with:

- Communications piece on the Chamber's position statement
- Banner advertising for Cayman News Service

It was decided not to produce any materials with the exception of a banner ad which has been running from June 6 and will do so until July 18 on the home page of Cayman News Service website. We also include a regular banner ad in our e-newsletter and on our website home page. Interviews have also been arranged and conducted on Talk Today and Cross Talk with the Chamber President and CEO.

BUSINESS EXPO/CAYSHOP

A new name and temporary logo was created for the Business Expo - CayShop. An RFP for design elements was sent out to all member companies with four companies in total submitting proposals. Tower Marketing was selected and approved by the Council at the June meeting. Meetings have taken place with Tower Marketing and a creative brief was submitted on July 5.

PUBLIC RELATIONS (since June 8)

- 9 pieces in print and online media
- 3 items on Cayman 27

TWATC

This Week at the Chamber has been released weekly (Fridays) with written news items.

OTHER:

- A training ad has been produced for the PD&TC for the Caymanian Compass.

ADVOCACY, COMMITTEES AND MEETINGS

National Pensions Bill 2012

Following the meeting with Ministry officials at the June Council meeting, President David sent a thank you letter to Minister for meeting with the Council. He followed that letter with a request for a one week extension for submitting comment on the Bill. Minister Anglin accepted the request and, after consultation with various pension stakeholders, President David submitted the Chamber's initial comments in a 43-page submission along with a letter expressing the Chamber's general support for the Bill. He did seek an extension to the public comment period to take into account the submissions received by the Chamber. A copy of the letter and submission has been posted on the Chamber website at <http://www.caymanchamber.ky/reports/2012/index.htm>

Future of Cayman economic development initiative

Actions taken since the last Council meeting:

- CEO met with Lynne Byles from Tower on 21st June to confirm a timeline and action plan for the organisation of the Future of Cayman Forum in November. A draft outline has been produced and will be reviewed by the Future of Cayman Steering Committee this month.

Council of Associations: Representatives from the Chamber Council, Council of Associations and membership were invited to attend a BE INFORMED presentation on the National Pensions Bill 2012 on Wednesday, 20th June. Pensions Superintendent Amy Wolliston delivered the presentation. She was accompanied by Deputy Chief Officer Vaughan Carter, National Pensions Board Chair Orren Merren, Director of the Department of Labour and Pensions Mario Ebanks and Pensions consultant Theresa Pitcairn. PE Chris chaired the meeting and delivered the introductory comments.

Membership Committee: A draft strategy document has been prepared and is under review by VP Johann and Councilor Natalie.

Small Business Committee: Secretary Len met with the committee on 26th June. A draft report will be submitted to the Council for consideration at today's meeting.