

Chamber Administrative Report

10th March – 2nd April 2015

DASHBOARD

(as at 2nd April 2015)

- **Membership renewals:** 313 (259 corporate, 20 associate) – 44.28% retention rate – CI\$150,191
- **New members for reporting period:** 9 (6 corporate, 3 associate)
- **Total account balances:** CI\$457,255.23 or US\$557,628.33
- **Upcoming events:**
 - **Membership information session** – 9th April 2015
 - **Earth Day Roadside Clean-up** – 18th April 2015
 - **DCI Small Business Expo** – 18th April 2015 – Family Life Centre
 - **Chamber luncheon** – 30th April 2015 – The Wharf Restaurant
- **Advocacy matters:** See attached report.

New Members (9th March – 2nd April 2015)

Company Name	Type	Beneficial Owners
1. Elian Fiduciary Services (Cayman) Ltd.	Corporate	Colin MacKay, Fiona Barrie, Scott Dacres, Michelle Gibbs and Stephen Cument
2. Dillon Eustace	Corporate	Jonathan Law, Matt Mulry, Derbhil O’Riordan
3. Charterland Ltd.	Corporate	Simon Watson, Stewart Connelly, Derek Serpell
4. VC Tutorial	Corporate	Dr. Clarence Charles
5. Impact Images International	Associate	Harold Marcus, David Marcus
6. Treats Ltd.	Corporate	Abdul Hameed, Vasadasajan Kasthuri
7. Pitman Training	Corporate	Rhonda Ebanks, Sue Buckeridge, Celicea Myles
8. ITC International	Corporate	Elias Kozaily
9. Vision 3e	Corporate	Ellio Solomon
10. University of Tampa	Associate	Brad Randel
11. Awesome Productions	Corporate	Badir Awe
12. Church Teacher's College	Associate	N/A

As of April 2nd there have been 313 member renewals (294 Corporate, 19 Associate - \$173,751) and 12 new members. Total membership now stands at 325 Members (303 Corporate, 22 Associate) with total membership income of \$178,195 inclusive of upgrades and joining fees. This is a 51.23% retention rate.

Membership Update:

- 90 day notices were sent March 30th via post. Phone calls are being made to these members to ensure they have been receiving the email notices.

Chamber Administrative Report

10th March – 2nd April 2015

- 343 members for a total of \$154,521 are outstanding (This may be due to the fact that all invoices were emailed for the first time this year and some members may be used to receiving the invoices via post. Since the mailing several renewals have already been received).

FINANCIAL POSITION (as at 2nd April 2015)

- US\$ Fixed deposit: US\$229,186.90 (fixed until April 23, 2015)
- CI\$ Fixed deposit: CI\$67,109.49 (fixed until April 15 2015)
- CI\$ Savings: CI\$3,719.81
- CI\$ Chequing: CI\$151,879.37
- US\$ Chequing: US\$43,944.17
- US\$ Savings: US\$9,188.02
- **TOTAL BALANCES: CI\$457,255.23 or US\$557,628.33**
- All chequing accounts reconciled as at the end of February 2015.
- A/R stands at \$3,350 for training; \$1,400 for website/eblasts and \$6,975 for programmes and events; All A/Rs have been contacted.

PROGRAMMES

PROFESSIONAL DEVELOPMENT & TRAINING CENTRE

- Four training courses conducted from 10th – 26th March 2015
- A total of 31 persons enrolled in the following training courses:
 - Team Leadership: March 13 with 7 persons
 - Managing Difficult Situations 2: March 18 with 9 persons
 - Time Management & Productivity: March 23 with 12 persons
 - Basic Grammar & Writing Skills Part 2: March 26 with 3 persons
 - Total of 31 persons
- Discussions are underway to add two new facilitator: Joy Baldridge and Xenia Goddard. They will deliver sales, management and speed reading courses.
- A print, radio and email advertising campaign is being developed to increase enrollment.

LEADERSHIP CAYMAN (LC)

- Seminar 3: Education & Workforce Development took place on 11 March 2015. Toured John Gray High School and Cayman International School, with seminar taking place at CIS
- Seminar 4: Sister Islands Perspective took place 19 & 20 March 2015 over in Cayman Brac. The LC class toured the Airport, Hospital, District Administration Building, Jewish Synagogue, Le Soleil D'Or, Bat Caves and Brac Power & Light. Seminar took place at Brac Reef Beach Resort
- Seminar 5: The Immigration seminar took place on 1 April 2015 with a tour of the Immigration Department and seminar held at KPMG. Speakers included Nic Joseph, Winston Connolly, Lois Kellyman, Dr. Tasha Ebanks- Garcia and Jeremy Scott.
- This year's programme is nearly half way completed.
- Three seminars are in need of sponsorship: Human Services and Health Care, Stay-over and Cruise Tourism and Infrastructure and Environment

MENTORING CAYMAN

- Four workplace visits have taken place and the luncheon with the students and mentors.
- The catamaran boat trip for mentors and students is scheduled for May 4th.

EVENTS

EARTH DAY ROADSIDE CLEAN-UP – 18th April

- 26 businesses have confirmed sponsorships to date with a goal of 50 to mark our 50th anniversary year. Deutsche Bank has confirmed as the t-shirt sponsor; Walkers, Davenport Development, Hew's, Dart and Royal Bank of Canada as the bag sponsors; Britcay as Cap sponsor. Davenport Development has confirmed as the bottle sponsor. LIME has confirmed as the brunch sponsor. Contacted the Department of Environmental Health to confirm bags and gloves for the event. Signed up five new sponsors this year: Hew's Janitorial, Health City Cayman Islands, Island Waste Carriers, Strategic Risk Solutions and Ogier.

BUSINESS AFTER HOURS

- Capital Realty and Cartier are both interested in hosting a Business After Hours in May.

CHAMBER LUNCHEON

- The Chamber Luncheon will be reintroduced on 30th April at the Wharf Restaurant. The Hon. D. Kurt Tibbetts, OBE, JP, Minister responsible for Planning, Agriculture, District Administration, Lands and Works, will unveil the George Town Revitalisation Plans and details about the proposed Builders Bill. Seating is limited so please register early.

CAYSHOP

- The Arts and Recreation Centre at Camana Bay has been reserved for 29th – 31st October. An organising committee will assist with developing some new ideas to improve this annual event.

CHAMBER GOLF CLASSIC

- The North Sound Golf Club has been reserved for Friday, 6th November for the tournament. An organising committee will assist with developing some new ideas to improve this annual event.

COMMUNICATIONS

5th Chamber Salary and Benefits Survey

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- Link to the Salary Survey has been released to the membership. The survey is easier to complete than previous years. It is free for members to participate. Data will be available for purchase. Members who complete the survey will pay the lowest fee to purchase the data, followed by members and then future members.
- **Talk Today:** The CEO appeared on the Radio Cayman afternoon talk show to promote the Salary and Benefits Survey on 26th March.
- **Cayman Compass:** The Compass submitted questions regarding traffic congestion and the impact on business.

CHAMBER APPOINTED REPRESENTATIVE REPORTS

Chamber Pension Plan –Eduardo Silva and Rhonda Anderson (submitted by Randall Fisher)

- The Trustees are waiting on a reply from the Superintendent of Pensions concerning our letter to him of 5 March 2015.
- RFPs were done for Audit (selected PwC again) and Legal (selected Appleby).
- Letter sent to Minister Tara Rivers (as requested by Winston Connolly) outlining the Plan's concerns with the pension legislation and practice in the Cayman islands.
- Annual General Meeting is scheduled for 28 May 2015 at the Westin at 6 p.m.
- Extraordinary General Meeting is scheduled for 28 May 2015 at 5:30 p.m. to elect a new trustee in the Hospitality & Tourism – Employee sector. There is a vacancy effective 26th May.
- The Trustees are waiting for Mr. William Adam to arrange a meeting to discuss his concerns. He was off island and was to get back to us when he returned with a suitable time(s) for a meeting.
- Future trustee meetings are to be scheduled monthly once the Superintendent of Pensions order is lifted.
- Plans are to utilise the Chamber of Commerce website with the Caymanite package for six months and to promote the AGM and EGM on the Events Calendar.

Junior Achievement – PE Paul Pearson, PP Angelyn Hernandez, CEO Wil Pineau, CCE

- The JA Company programme concluded on March 27 with the submission of annual reports, award nominees and the new video challenge videos.
- The Video Challenge will go live on Facebook, YouTube and Twitter on April 1st and will be live until April 15 for the general public to vote for the best video. CITN Daybreak will announce the winners on April 16th and have the winning team on the Daybreak show on April 17th.
- JA Trade Fair took place at the Governor's residence from 10:00 to 11:30 a.m. on 28th March. A Rotary delegation will be invited to attend.
- The Oral Presentations for the top 14 achievers to attend the Next Generation Leadership Conference took place on 21st March from 10 am to noon and then 1 until 3 pm at the Chamber offices.
- April 18th is the award interviews at St. Ignatius for all nominees and award sponsors. The day will run from 10 am until about 2 pm depending on the number of nominees for each category.
- April 22nd is the Governor's Reception for JA financial donors and volunteers
- Awards Banquet/awards Ceremony will take place May 16th at the Marriott.

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Cayman Turtle Farm – CEO Wil Pineau, CCE

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- The Board held a meeting on 18th March
 - Main highlights:
 - Income statement year to date vs. prior year (as of January 2015)
 - Revenue is up by 6%
 - Food and beverage is up by 15%
 - Retail is up by 64%
 - Tours is up by 19%
 - Gross profit is up by 8%
 - Expenses are better by 7%
 - Net profit/(loss) is better than previous year to date by 6% - Actual YTD (\$5,086,064) vs. (\$5,425,887)
 - Net profit/(loss) for YTD vs. Budget is 10% better
 - One of the company's loans will be repaid in May of this year.
 - Copies of the audited financial statements had been received
 - Other agenda items included:
 - Review of the CTF Board feedback on the proposed Public Authorities Law has been submitted
 - Rental Cabana has been added for tourist rentals
 - The next Board meeting takes place on 15th April

Vendors Policy Committee: - President Barry Bodden

- Nothing further to report from the October 2014 submission.

Public Authorities and Government Companies Review Team – IPP Johann Moxam

- No further updates.

Steering Committee – E&Y Project Future Implementation Steering Committee – CEO Wil Pineau, CCE

- The February meeting was cancelled. There has been no update since the last meeting in January.

Port Authority – Gerry Kirkconnell

- To be submitted before the Council meeting. Minutes for past Board meetings have been posted to the website, but date to November 2014.
http://www.caymanport.com/board_meeting_minutes.php Cargo imports/activity statistics is also posted to the website.
<http://www.caymanport.com/portstatistics.php>

Copyright Protection Framework for the Cayman Islands committee – Huw Moses

- Mr. Moses presented an update at the February meeting. Since that time the Ministry has released further details about their plans to upgrade Cayman's intellectual property legislation. <http://www.compasscayman.com/caycompass/2015/03/27/Cayman-enters--intellectual-property--era/>

Data Protection legislation – Peter Broadhurst

- No further update since the last report in November.

Designated Non-Financial Business & Professions Working Group – Councillor Paul Byles

- Nothing further to report from last month's submission.

CONFERENCES AND MEETINGS

COSME update: Diana Henrickson-Fleming and Samuel Kruiner visited Grand Cayman on 25th March. The main focus of the visit was for the Project Management Unit (PMU) to share information about the Direct Assistance Grant Scheme. The Final report of the Grant Scheme and its supporting documents are being reviewed by the European Union and once endorsed the relevant documents will be circulated amongst all OCTs. The visit included:

1. A meeting with the focal points (Department of Commerce and Investment, Chamber of Commerce and Small Business Association) to present,
 - a. The work plan PE1 and status of affair of the implementation. (The scheduled dates for the next Stakeholder and SC meeting are scheduled for the first week of June 2015);
 - b. A synopsis of the Direct Assistance Grant Scheme (DAGS);
2. A General Information session took place at the Chamber's conference room with about 30 persons attending to present the "DAGS at a glance" to a wider BSO/SME population;
3. Train the Trainer workshop on the Grant Application process and the Guidelines for Applicants (Selected trainers (besides focal point members) should be preferable representative of SME membership based BSOs or SME training institutions)

The PMU received the Chamber's assistance to further define the target group and organise and invite selected stakeholders for both the General Information session as Train the trainer workshop(s).

DCI Small Business Expo: The Chamber has reserved a booth at this event and is sponsoring the reception. The event takes place on Saturday, 18th April from 9 a.m. until 7 p.m. at the Family Life Centre. The Chamber will be promoting its services to small businesses and celebrating the 50th anniversary year.