

**DASHBOARD**

*(as at 8<sup>th</sup> April 2016)*

- **Membership renewals:** 471 (439 corporate, 32 associate) – 79.78% retention rate – CI\$262,594.75
- **New members for reporting period:** 11 (9 corporate, 2 associate)
- **Total membership:** (454 corporate, 37 associate) - \$272,473
- **Total account balances:** CI\$652,415 or US\$795,628 (as of April 8, 2016)

**New Members (3<sup>rd</sup> March – 8<sup>th</sup> April 2016)**

<b>Company Name</b>	<b>Type</b>	<b>Beneficial Owner</b>
Kimpton Seafire Resort & Spa	Corporate	Dart
Pan-American Life Insurance Company	Corporate	Pan-American Life Group
HHG Cayman	Corporate	Michael Evans
JN Money Services	Corporate	JNBS & JNMS
Act 2 Business Consulting	Corporate	Elaine O'Donovan Sade N. Wood, Josephine & Rhonda
Cayman Segway Tours	Corporate	Sambula
Liquid Life Ltd.	Corporate	Deanna Smith
Dock at Morgan's Harbour Ltd.	Corporate	Catherine & Sebastien Guilbard
Roll Tide Solutions SEZC Inc.	Associate	Bobby Franklin
IIA Cayman Islands Chapter	Associate	IIA Global
KB Associates (Cayman) Ltd.	Corporate	Michael Parton

As of April 8 there have been 471 member renewals (439 Corporate, 32 Associate - \$262,595) and 20 new members. Total membership now stands at 491 Members (454 Corporate, 37 Associate) with total membership income of \$273,983 inclusive of upgrades and joining fees. This is a 79.78% retention rate.

- 2016 Membership billing sent 17 December 2015. 627 billed for total of \$329,150.00. Invoices sent both electronically and via regular mail.
- Late dues stand at 157 members for a total of \$64,430.
- Late dues calls have begun.
- 60 day past due notices will be distributed this week.

**FINANCIAL POSITION (as at 8<sup>th</sup> April 2016 compared to 8<sup>th</sup> April 2015)**

	As of Apr. 8 2016 (CI dollars)	As of Apr. 8 2015 (CI dollars)	As of Apr. 8 2016 (US dollars)	As of Apr. 8 2015 (US dollars)
BOB CI CHQ (02 101 032821)	\$ 349,691.33	\$ 151,633.37	\$ 426,452.84	\$ 184,918.74
BOB CI FIXED (02 301 032821)	\$ 70,177.10	\$ 67,109.49	\$ 85,581.83	\$ 81,840.84
BOB CI SAV (02 201 032821)	\$ 3,719.99	\$ 3,719.90	\$ 4,536.57	\$ 4,536.46
BOB US CHQ(01 101 032821)	\$ 33,266.60	\$ 35,836.07	\$ 40,569.02	\$ 43,702.52
BOB US FIXED (01 301 032821)	\$ 188,025.36	\$ 187,933.27	\$ 229,299.22	\$ 229,186.91
BOB US SAV(01 201 032821)	\$ 7,534.56	\$ 7,534.37	\$ 9,188.49	\$ 9,188.26
CNB (012 33250)	\$ -	\$ 3,044.97	\$ -	\$ 3,713.38
	<b>\$ 652,414.94</b>	<b>\$ 456,811.44</b>	<b>\$ 795,627.98</b>	<b>\$ 557,087.12</b>

- All checking accounts reconciled as at the end of February 2016.
- Accounts Receivables are \$3,175 for training, \$1,365 for events and \$487.50 for programmes. All outstanding amounts have been followed up.

**FINANCIAL REPORT (as at 8<sup>th</sup> April 2016 as compared to 8<sup>th</sup> April 2015)**

Programme/Service	2015	2016	2016 Income - As of April 8	2015 Income - As of April 8	2016 Expense - As of April 8	2015 Expense - As of April 8	2016 Budget TBD	% of Budget attained
New Members	19	20	\$ 9,878.75	\$ 4,143.78	\$ -	\$ -	\$ 8,000.00	123.48%
Renewals	398	471	\$ 262,594.74	\$ 174,536.48	\$ -	\$ -	\$ 308,663.00	85.07%
Website-Caymanchamber.ky			\$ 7,175.00	\$ -	\$ -	\$ 1,433.91	\$ 17,000.00	42.21%
<b>EVENTS</b>								
Career Expo			\$ 24,500.00	\$ 18,750.00	\$ 8,984.56	\$ 10,292.87	\$ 21,000.00	116.67%
Earth Day			\$ 31,000.00	\$ 16,500.00	\$ -	\$ -	\$ 38,000.00	81.58%
Christmas Clean-Up			\$ 500.00	\$ 1,500.00	\$ -	\$ -	\$ 8,000.00	6.25%
Golf Classic			\$ 36,675.00	\$ -	\$ 793.60	\$ -	\$ 50,000.00	73.35%
CayShop			\$ -	\$ -	\$ -	\$ -	\$ 35,500.00	0.00%
Business After Hours			\$ 1,000.00	\$ 1,000.00	\$ -	\$ -	\$ 10,000.00	10.00%
Legislative Luncheon			\$ -	\$ -	\$ -	\$ -	\$ 18,000.00	0.00%
<b>PROGRAMMES</b>								

## Chamber Administrative Report

3<sup>rd</sup> March – 8<sup>th</sup> April 2016

Leadership Cayman	\$ 51,905.50	\$ 55,637.00	\$ 16,853.76	\$ 23,412.74	\$ 75,471.00	68.78%
Mentoring Cayman	\$ 2,500.00	\$ -	\$ 3,500.80	\$ 2,805.00	\$ 9,025.00	27.70%
Training Courses	\$ 25,200.00	\$ 21,225.00	\$ 10,030.97	\$ 10,050.00	\$ 75,000.00	33.60%
<b>ADMINISTRATIVE</b>						
Calendar Advertising	\$ -	\$ -	\$ -	\$ -	\$ 14,400.00	0.00%
e-Blast Advertising	\$ 5,525.00	\$ 750.00	\$ -	\$ -	\$ 1,800.00	306.94%
Rental Income	\$ 15,455.00	\$ 17,874.98	\$ -	\$ -	\$ 54,839.00	28.18%
Salary Survey Sales	\$ 15,650.00	\$ 100.00	\$ 26,119.29	\$ -	\$ 25,000.00	62.60%
	<b>\$ 489,558.99</b>	<b>\$ 312,017.24</b>	<b>\$ 66,282.98</b>	<b>\$ 47,994.52</b>	<b>\$ 769,698.00</b>	<b>63.60%</b>

## PROGRAMMES

### PROFESSIONAL DEVELOPMENT & TRAINING CENTRE

- Courses held 3 March – 8 April 2016
  - Immigration: Permanent Residence - 3 March 2016 – 11 attendees
  - Moving Into Management - 7 & 8 March 2016 – 9 attendees
  - Essentials of Supervision - 10 March 2016 – 10 Attendees
  - The Exceptional Presenter - 21 March 2016 – 8 attendees
  - Debt Collection: How to Avoid and Collect Bad Debt - 31 March 2016 – 7 attendees
  - SOLD OUT Service Matters! - 5 April 2016 – 17 attendees
  - SOLD OUT Core Leadership Skills - 7 April 2016 – 10 attendees
- Upcoming courses:
  - Communicating Effectively – 11 & 12 April – 8 persons
  - Immigration/Work Permits – 21 April - 6 persons
  - Time Management – 26 April – Sold out with 15 persons
  - Intellectual Property Basics – 28 April – 3 persons

### SME WORKSHOPS

- Approaches on Inspiring Employees to be Leaders - 31 March 2016 – POSTPONED due to the discussion on the new Trade & Business Licensing Law held at the Town Hall in George Town. President Paul served as one of the panelists
- Unlock your Retail Potential – 28 April – 5 persons

## Chamber Administrative Report

3<sup>rd</sup> March – 8<sup>th</sup> April 2016

### LEADERSHIP CAYMAN (LC)

- Facilitated Mid-Year Retreat – Saturday, 9 April at Locked Inn
- Upcoming seminars:
  - Cayman Islands Government – Wednesday, 13 April
  - Human Services & Health Care – Wednesday, 27 April – Sponsored by Cayman First Insurance

### MENTORING CAYMAN

- Workplace Visit #5 scheduled for Tuesday, 19 April
- Catamaran cruise scheduled for May 2

## EVENTS

### CHAMBER GOLF CLASSIC – 8<sup>th</sup> April

- The rescheduled 2015 Golf Classic was held at the North Sound Golf Club on Friday, 8<sup>th</sup> April. Sold out with 96 players. Event was a success. Awaiting final bills.

### EARTH DAY ROADSIDE CLEAN-UP – 16<sup>th</sup> April

- Sponsors Secured as follows:
  - Gloves, Garbage Bags, and Collection of Garbage Bags – Department of Environmental Health
  - Recycling Bags & Collection of Recycling Bags – Junk
  - T-Shirts – Deutsche Bank
  - Caps - Britcay
  - Bottles - Davenport
  - Reusable Bags - Cayman National, RBC Royal Bank (Cayman) Ltd, Ogier
  - Fun-Day – Tortuga
  - Watersports – Red Sail Sports
- Event Sponsors
  1. Fosters
  2. Cayman Islands Yellow Pages
  3. Citco
  4. Rawlinson and Hunter
  5. Greenlight RE
  6. Water Authority
  7. CIBC

## Chamber Administrative Report

3<sup>rd</sup> March – 8<sup>th</sup> April 2016

8. Cayman Water Company
  9. KPMG
  10. Carey Olsen
  11. CUC
  12. Kensington Management
  13. Chamber Pension
  14. Mourant Ozannes
  15. Health City
  16. Rotary Central
- T-Shirt Design – Donated by Fountainhead Business Development.
  - Supplies – Bags, bottles, caps received and in office. T-Shirts to be delivered 13 April.

### GOLDEN APPLE AWARDS FOR EXCELLENCE IN TEACHING

- Potential date now either September or October 2016. Potential venue: Marriott Resort. Vicki Legge has agreed to chair a Committee to assist in organising the event.

## COMMUNICATIONS

### 5<sup>th</sup> Chamber Salary and Benefits Survey

- 67 surveys have been purchased to date for a total of \$15,650. Email blasts go out regularly to encourage purchase. Goal: 100 surveys sold.

## OPERATIONS

- Mr. Ross Taylor is scheduled to begin employment as Communications Assistant on Monday, 11 April.
- New “Smart” UPS installed which will automatically power down servers in the event of a power outage.

## MEETINGS

3<sup>rd</sup> March – Panel Talk Show appearance by President Pearson and PE Broadhurst

3<sup>rd</sup> March – Ready to Work presentation by Dr. Tasha Ebanks-Garcia at Secretary Colin’s office.

4<sup>th</sup> March – New Member orientation session

4<sup>th</sup> March – Business incubator session by EU attended by President Paul, VP Paul and CEO Wil

9<sup>th</sup> March – 2<sup>nd</sup> Meeting of the 2016 Council

16<sup>th</sup> March – Meeting with Julie Forrest, Senior Trade Commissioner, Canadian High Commission based in Jamaica

## **Chamber Administrative Report**

**3<sup>rd</sup> March – 8<sup>th</sup> April 2016**

18<sup>th</sup> March – Presentation by Economics and Statistics Office regarding new business survey forms

21<sup>st</sup> March – 1<sup>st</sup> quarterly meeting with Government Caucus

22<sup>nd</sup> March – Meeting with Police Superintendent Robert Scotland

23<sup>rd</sup> March – Project Future Steering Committee meeting

24<sup>th</sup> March – Meeting with Tony Mark, CAYFILM

29<sup>th</sup> March – Meeting with PP Chris Duggan regarding future Chamber headquarters

31<sup>st</sup> March – Tour of the Kimpton Seafire Resort and Spa (President Paul, PE Kyle, Secretary Colin, Treasurer Wayne, CEO Wil, Councilors Gregg Roz and James)

1<sup>st</sup> April – Lunch with Governor Helen Kilpatrick (President Paul, PE Kyle, VP Paul, Secretary Colin, Councilors Gregg, Roz, James)

4<sup>th</sup> April – Lunch meeting with Dr. Noel Watson, Denise Leander-Watson to discuss Overseas Territories Diversification Study (President Paul, Councilors Gregg and Roz, C.I. Small Business Association, Economics and Statistics and Ministry of Commerce)

6<sup>th</sup> April – Executive Committee meeting

7<sup>th</sup> April – Scotia 50<sup>th</sup> anniversary party

8<sup>th</sup> April – Rescheduled Chamber Golf Classic from 2015 at the North Sound Golf Course