



# Caymanian Times

## Business & Finance



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Elaine targets Flo Jo's record

## Cayman's first Pride Parade - "A history-making day."



► (L-R) Premier, Hon. Wayne Panton, Barbara Connolly, H.E the Governor Mr. Martyn Roper, and Christina Bodden lead the parade

By Christopher Tobutt

Everyone was dressed in beautiful rainbow colours at Seven Mile Beach, all ready for Cayman's very first Pride parade. Several hundred were all set to make their way down to Palm Heights Hotel, where there would be more celebrations and speeches. His Excellency the Governor Martyn Roper,

Premier, Hon Wayne Panton, and George Town South Representative Barbara Connolly were all present, walking with the parade.

"I think this is a historic occasion – it's the first time we've had a Cayman Pride Parade and I think it's a real step forward for Cayman and for the LG-BTQ-plus community," Mr. Roper observed. "I know it's a sensitive and dif-

ficult topic but for me this is just about accepting others; accepting difference. It's about tolerance, and I just hope people come out and we show that we are very accepting as a community. So I hope it will be a lovely day."

Hon. Wayne Panton said: "I am very happy to be here this afternoon to

SEE PRIDE PARADE, Page 10

## KPMG raises over \$21,000 for LIFE



► Niko Whittaker, Michael Austin, Claire Griffin

KPMG in the Cayman Islands has raised over CI\$21,000 for non-profit literacy organization, LIFE, at their inaugural Tennis at the Terrace, a Wimbledon-inspired event.

SEE KPMG'S TENNIS, Page 2

## Butterfield's earnings remain strong

Butterfield recently announced that their second quarter earnings for 2021 remained strong, a testament to the bank's sound business practices and also the weathering of the pandemic by the jurisdictions in which the bank operates, its Chief Executive Officer said.

SEE BUTTERFIELD BANK, Page 5

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# How to Produce a Marketing Budget

If your marketing budget is just a vague figure floating around in your head, here are some ideas to help you.

Marketing is a necessary business function, akin to finance and customer service — but I'd argue it's equally important as those. Crafting a marketing budget is vital because it forces business owners to consider the cost of getting sales.

Here's some advice for creating a budget that can work for you — and lead to more sales.

## Have a Plan

Creating a marketing budget requires more than just arithmetic and accounting. Outlining your business goals shapes your thinking about the marketing collaterals and activities you must focus on. Three useful tactics to guide you are:

**1. Define Goals:** Ask yourself and teammates questions such as: Should the company expand or retain market share?



Should you seek new customers or focus on getting more revenue from existing customers? Such questions will guide how you apportion marketing dollars and focus your campaigns.

**2. Evaluate Spending:** A common yardstick for defining marketing spend is to use 7% to 10% gross revenues for a small business, 4% to 6% for an established

business that wants to expand, and 3% to 4% for an established business that wants to preserve its position. This assumes you have the funds to cover your expenses, including marketing.

**3. Brainstorm Strategies:** Rank all possible means to implement your marketing plan based on available funds and human resources. Focus primarily on tasks that are easy to execute, yield results and are least expensive. Develop your marketing budget from here.

## Measure Success

After implementing your marketing budget, monitor its results so you can fine-tune spending and actions appropriately. Establish a benchmark system, and use it to define the success or failure of each marketing campaign.

You could begin with low-cost strategies such as Google ads or general search engine optimization (SEO), assuming

you have a website, then advance to larger-budget campaigns. This might include more expensive activities like radio and/or print ads or trade shows, providing the initial effort is successful.

Try implementing a six-month trial for each approach, after which you should gain enough awareness to know whether to tweak, increase, or cease. Such monitoring shows the costs and outputs of each activity and eases budget impacts. If money is lost on a certain campaign, the total yearly budget may not be adversely affected.

## Be Pragmatic

Producing a pragmatic marketing budget enables you to monitor and compare campaign results on a per project and yearly basis. By using this data, businesses can improve performance by allocating funds to the most effective marketing channels.

# KPMG's Tennis at The Terrace is a big hit – raising over \$21,000 for LIFE

CONTINUED FROM Page 1

The event was held at the beginning of July and saw over 200 guests arrive at the KPMG offices at SIX Cricket Square to watch the Wimbledon Championships live, bid on a silent auction, play virtual reality tennis and enjoy a gourmet brunch by

The Brasserie, which included traditional Pimm's and strawberries and cream.

Guests bid on a silent auction of a number of pieces of famous tennis memorabilia, including signed photographs from Andre Agassi, Bjorn Borg, Pete Sampras and Novak Djokovic, a signed tennis racket from Naomi Osaka, and a signed tennis

ball and shirt from Andy Murray.

Guests' generous donations to the silent auction and raffle raised over C\$21,000 for LIFE. Founded in 2012, LIFE's mission is to significantly increase literacy levels across the Cayman Islands by championing educational initiatives to target reading ability among school-age children and adults.

Anthony Cowell, Partner and Head of Markets at KPMG said, "After a challenging



► LIFE team

year, it was wonderful to see our people and our clients enjoying themselves together at KPMG's first Tennis at the Terrace event."

"We thought it would be a fun idea to bring The Wimbledon Championships to the Cayman Islands. It was a great opportunity for our people to spend time with our clients, enjoy some quality live sport and raise money for an amazing charity that invests in the future of our children in the Cayman Islands."

"We are so thankful to those who attended, and who so graciously donated at the event," said Mr. Cowell.



► A guest plays virtual reality tennis

## Underwater Dreaming

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Lots of new surprises in addition to Cathy's beautiful signature images.



## Caymanian Times

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# Maples Group Appoints Six Partners in the Cayman Islands

Maples and Calder (Cayman) LLP, the Maples Group's law firm, is pleased to announce the promotion of six of its lawyers in the Cayman Islands to Partners across the firm's Corporate, Finance and Funds & Investment Management practice groups.

The Partner promotions are Louise Cowley, Lee Davis, Robin Harding, Shari Howell, Amanda Lazier and Stephen Watler.

Speaking about these appointments, Cayman Islands Managing Partner, Matthew Gardner said, "I am delighted to announce the promotions of these talented lawyers within our Cayman Islands practice. Their appointments further strengthen the depth of senior expertise across our practice areas and also highlights the firm's dedication to consistently delivering the highest level of service to its clients from a trusted team of experienced lawyers."

He continued, "I would like to congratulate each of our new Partners on their well-deserved appointments and look forward to their continued success with the firm".

These appointments form part of the law firm's annual global promotions.

## About the Partners

### Louise Cowley - Partner, Corporate

Louise advises on a wide variety of corporate, investment funds and finance

transactions, in particular private equity funds, hedge funds and leveraged finance.

### Robin Harding - Partner, Finance

Robin has extensive experience in international capital markets, banking, fund finance, Islamic finance, structured finance (particularly CLOs), securitisations, repackagings, credit funds and other CLO investment structures and listings on the Cayman Islands Stock Exchange.

### Shari Howell - Partner, Finance

Shari has extensive experience advising on asset finance transactions, with an emphasis on aircraft financing and leasing deals, including transactions with capital markets or Islamic elements, aircraft registrations, vessel financing and registrations, and general corporate commercial matters.

### Stephen Watler - Partner, Funds & Investment Management

Stephen advises on the formation and maintenance of all types of investment funds, including private equity funds and hedge funds. Stephen also has extensive experience advising Asian clients on Unit Trusts, SPCs and other investment fund structures as well as providing advice on general corporate and commercial matters.



► (L-R) Partners Lee Davis, Louise Cowley, Amanda Lazier, Shari Howell, Robin Harding, Stephen Watler and Managing Partner Matthew Gardner

### Amanda Lazier - Partner, Finance

Amanda has significant experience advising clients in a wide variety of capital markets transactions and securities regulatory matters, including public debt and equity financings, mergers and acquisitions, private placements, and corporate governance and compliance matters.

### Lee Davis - Partner, Funds & Investment Management

Lee advises hedge and private equity funds on their establishment and ongoing legal and regulatory compliance in the Cayman Islands. He also advises on general corporate and commercial matters.

## Maples Advises on Cayman Islands Stock Exchange Listing as part of First-of-its-Kind Dual Listing with Specialist Fund Segment

Maples and Calder, the Maples Group's law firm, is pleased to have advised its client, Literacy Capital on a first-of-its-kind dual listing on the Specialist Fund Segment of the London Stock Exchange and on the Cayman Islands Stock Exchange ("CSX"). The offering, which closed on 25 June 2021, took approximately two months to arrange with the listing on the CSX only taking two weeks from start to listing.

A team based in the international law firm's London office acted as Cayman Islands counsel to the issuer on this unique transaction that enabled a closed-ended UK investment company to successfully

structure and qualify as an investment trust. By listing on the CSX, the investment company satisfied the requirements in accordance with the HMRC and the UK Corporation Tax Act to be listed on a recognised stock exchange.

In addition to providing legal advice from the firm's London office, the Maples Group also acted as listing agent to the issuer. Jonathan Caulton, London-based Finance Partner and Ana Lazgare, Finance Associate advised the issuer on the CSX aspects of the transaction and worked alongside Travers Smith who acted as English law counsel.

Commenting on the listing, Jonathan Caulton said, "We were delighted to assist our client on this novel listing which further demonstrates the CSX's ability to provide a platform for cost efficient listings for a wide range of securities and issuers. We anticipate that there will be increasing interest in these types of listings and in particular, they will appeal to private equity funds, family offices and UK real estate investment trusts."

Marco Archer, Chief Executive Officer of the CSX commented, "We were delighted that Literacy Capital chose the CSX as the listing venue. The Issuer opted to list the securities on the CSX on the basis of the Exchange's international recognition, high level of service, and pragmatic approach to listing. It is pleasing to see that there is growing awareness of the way in which listing on the CSX provides a cost effective and convenient way to list securities."

Eva Holt, Head of Listings from CSX also commented, "This listing underscores the business growth of the Exchange and is a good indicator of the continuing demand for the Exchange's services within the Cayman Islands and beyond. Of significance are the unique features of the issuance and the collaboration of all the professionals involved in ensuring the ease with which the issuer was able to list its securities."



► Jonathan Caulton, London-based Finance Partner

The Maples Group's global listings team is an acknowledged leader in listing services with specialist teams based in its Cayman Islands, Dublin, Hong Kong, Jersey, London and Luxembourg offices. Earlier this year, the Maples Group was recognised as the number one listing agent on the CSX having advised on 53% of all CSX listing in 2020.

Read the Maples Group's latest LISTed newsletter that provides insight into industry updates for global listings.

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# Record set for CUC earnings

Attributing its success to the reopening of businesses and the start of the economic recovery following the Covid-19 pandemic, CUC has announced record sales and earnings for the second quarter of 2021, as well as an increase in its customer base.

Operating income for the quarter ending 30th June 2021 totalled \$8.9 million, an increase of \$3.3 million when compared to operating income of \$5.6 million for the three months ending 30th June 30, 2020. The increase was in the main because of higher electricity sales revenues and lower depreciation, maintenance, and consumer services expenses. Net earnings for the same period totalled \$8.6 million, an increase of \$4.1 million from \$4.5 million in the same quarter last year.

CUC's net earnings were also positively impacted by lower finance charges driven by lower long-term debt interest charges and higher Allowance for Funds Used During Construction.

As a result, after the adjustment for dividends on the preference shares of the Company, earnings on Class A Ordinary Shares for the second quarter 2021 were \$8.4 million, or \$0.23 per Class A Ordinary Share, compared to earnings on Class A Ordinary Shares of \$4.4 million, or \$0.13 per Class A Ordinary Share for the same period in 2020.

CUC President and CEO Richard Hew said Grand Cayman's economy continued to improve as reflected in the second quarter year over year increase in kilowatt

hour sales and a peak demand of 111.2 megawatts, which was approaching the record peak of 113.5 MW set in August 2019.

"Further improvements in the economy and the recovery of electricity sales beyond 2019 levels depends on the successful phased reopening of the tourism industry in September through November 2021, as announced by the Cayman Islands Government and is conditional on the Islands reaching an 80 per cent full vaccination rate," he said, adding that he was also pleased to report that CUC's health and safety, environmental and reliability performances were all on, or ahead of targets set for the half year mark.

Sales for the three months ended 30th June, 2021 totalled 170.8 million kWh, an increase of 5.3 million kWh in comparison to 165.5 million kWh for the same three months in 2020. The increase in sales for the second quarter 2021 was primarily due to economic recovery following the impact of the Covid-19 pandemic, CUC said.

During the first quarter of 2020, most businesses were closed due to Government restrictions. Sales for the six months ended 30th June 2021 totalled 314.6 million kWh, a decrease of 3.3 million kWh in comparison to 317.9 million kWh for the six months ended 30th June, 2020. The decrease in sales for 2021 was mainly due to a decrease in the average consumption of large and general commercial custom-



ers due to the Covid-19 pandemic which began to impact the economy in March 2020.

The number of customers increased at the end of the second quarter 2021, with a total number of 31,719, an increase of 1,015 customers, or 3 per cent, compared to 30,704 customers as at the end of June 2020.

During this period of review, customers were being reminded to conserve the amount of energy they consumed.

Mr Hew said: "It is summer time and with children out of school and at home for long periods of time during the day,

customers are using more electricity for air conditioning. Global fuel costs are also trending upwards, and as such we remind our customers to monitor and manage their electricity consumption to reduce costs using the smart meter consumption data and energy efficiency tips available on CUC's website."

CUC continued to be engaged in discussions with OfReg on key areas focused around renewable energy and a proposal for a 20-megawatt battery storage project and how best this project could be implemented so that customers could reap the benefits, it confirmed.

# Butterfield's earnings remain strong through pandemic

CONTINUED FROM Page 1

For the second quarter 2021, net income was \$39.6 million, or \$0.79 per share, and core net income was \$40.1 million, or \$0.80 per share and the Board declared a dividend for the quarter of \$0.44 per share, its Bermuda head office announced.

Michael Collins, Butterfield's Chairman and Chief Executive Officer, said Butterfield produced a solid second quarter of 2021 with a core return on average tangible common equity of 18.7 per cent, despite a sustained low interest rate environment.

"Our consistent high returns, even through the pandemic, are the product of a business model characterised by low credit risk, substantial liquidity, strong fee income, and favourable competitive dynamics," he advised.

The bank was able to generate a recurring 15 per cent to 25 per cent core return on average tangible common equity throughout the interest rate cycle, while only lending in its home jurisdictions, where they had market knowledge, as well as investing excess deposits in US Government Treasuries and Agencies.

"In the second quarter, Butterfield generated higher non-interest income and steady net interest income. We remain committed to the thoughtful management of capital which we allocate to a sustainable quarterly dividend, modest organic growth, potential acquisitions, and share repurchases subject to market conditions," he explained. "As our deposits continue to grow through deepening corporate, trust, and private banking relationships, we will monitor the duration of these liabilities to offer off-balance sheet investment products where appropriate."

Mr Collins said all Butterfield's operating jurisdictions fared relatively well during the pandemic as airports and sea borders closed, which he said was a testament

to the indigenous wealth and strong domestic economies of small island nations.

"International business in Bermuda, Cayman, and the Channel Islands was largely unaffected due to the success of remote working models," he advised. "As vaccinations rise, we are seeing improvements in tourism and business volumes across our markets, although offshore economies may regress somewhat if variants emerge during the winter months impacting flight capacity."

Mr Collins said the bank continued to explore potential acquisition targets with an emphasis on private trust and in-market banking opportunities and would keep the market apprised of any developments as appropriate.





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# MINISTERS NOW BOUND BY A CODE OF CONDUCT

By Staff Writer

Intended to safeguard government ministers from a plethora of pitfalls in their official and private capacities, the Cayman Islands finally has enshrined a Ministerial Code of Conduct.

Built on what's known as the Nolan Principles of conduct in public office, the code places the responsibility on ministers of government to live up to expectations of selflessness, integrity, objectivity, accountability, openness, honesty and leadership which underpin their respective roles.

A government statement announcing that the PACT (People-driven, Accountable, Competent and Transparent) administration had implemented the code outlines that it "provides a comprehensive general code of conduct and also gives guidance on a wide range of specific issues, including dealing with possible or perceived conflicts of interests; the acceptance of gifts and/or favours; and Ministerial travel."

Aligned in many respects with the commitments and claims spelt out in the PACT coalition's acronym, Hon. Premier Wayne Panton said he was "beyond pleased" with the approval of the Ministerial Code of Conduct by his cabinet last Tuesday July 27th.

The code is unfinished business left over from the previous Progressives-led government which had prepared the code but didn't follow through with its implementation.



Taking credit for pushing it through, Premier Panton pointed out that it's one of the achievements of his PACT administration in its first 100 days in office.

"This is another historic moment for the Government and people of the Cay-

man Islands. I am especially pleased that this matter was given priority by my colleagues in the PACT Government for completion within our first 100 days in office."

Reflecting on the principles enshrined in the code to those of his government coalition, Mr Panton noted: "Our commitment as the PACT Government is to be People-driven, Accountable, and Transparent. This Code of Conduct reinforces this commitment and clearly sets out our standards for adhering to the principles of good governance. It also addresses one of the Broad Outcomes outlined in our Strategic Policy Statement which is Strengthening Good Governance for More Effective Government and promotes greater accountability within the Executive branch."

The Premier also said, "The more transparent we are, the more accountable we are to the public. The better we are at transparency, the better we will get at decision making and resource allocation."

In reiterating his government's commitment to the principles outlined in the Code of Conduct, Mr Panton added: "We remain humbled by the awesome responsibility of our role as Ministers. It is our duty to engender the trust and maintain the confidence of the people we serve. We as the PACT Government believe that to whom much is given, much is required. The call for greater accountability and transparency has been answered by the publication of a framework for the conduct the public can expect from us and that we expect of ourselves."

In a statement marking the occasion, HE Governor Martyn Roper declared: "The approval and enactment of the Ministerial Code of Conduct is a strong indicator of the government's commitment to accountability and transparency. It is an

integral part of good governance, and encourages greater trust between the wider community and those they have elected to represent them."

In noting its historical significance, Mr Roper also said: "This is the first time in our modern history, and under our current constitution, that such a code governing standards and behaviours expected of elected representatives has been implemented. This is an excellent step forward underlining the Premier's and Ministers' commitment to good governance, transparency and accountability. It will build trust between our wider community and those that it elects. I look forward to Parliament adopting one in the very near future."

As far as penalties go, the document outlines the process facing any minister considered to be in breach of the code.

"If a Minister is the subject of an official investigation into a matter or case of serious impropriety or alleged illegal behaviour of a serious nature, the Premier may require that Minister go on leave and the Governor acting in accordance with the advice of the Premier may appoint a person who is an elected Member of the Parliament to be a temporary Minister or assign responsibility for the performance of the functions of that Minister to another Minister (including the Premier)."

The Code also applies, where appropriate, to the ex officio members of the Cabinet.

The Nolan principles, or The Seven Principles of Public Life, outline the ethical standards those working in the public sector are expected to adhere to. They were first set out by the UK's Lord Nolan in 1995 in the first report of the Committee on Standards in Public Life.



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# CAYMAN ISLANDS REGIMENT RECEIVES VEHICLE FLEET

The Cayman Islands Regiment (CIR) is now better equipped for its disaster response and other duties with a fleet of support vehicles.

Normally priced at over a million dollars new, the Regiment has purchased what it describes as "well-maintained, used vehicles" at a fraction of the cost.

The five vehicles for transport and logistical operations were bought for \$379,869, a cost-saving of over \$620,000 to the Government, according to a statement from the regiment.

They were fully serviced and repainted before being shipped, preparing them for a number of years use in Cayman. The CIR will always work to minimise costs to the public purse whilst preparing to provide Cayman with disaster relief support, the statement said.



Lt Theo Kelly, the Regiment's Motor Transport Officer who was involved in the logistics of getting the vehicles to Cayman said, "It's great to see this equipment here,

it was a huge team effort getting it to Cayman and we'd like to thank the Port Authority for all their assistance. The vehicles will make a massive difference in

our ability to deploy troops and supplies across the island in case of an emergency situation."

CIR Commanding Officer Lt Col Simon Watson explained: "These

support vehicles are vital for our ability to operate safely and effectively in times of emergency. They are 4x4 capable and can wade through over 3ft of water making them able to support evacuations during flooding as we've seen recently in Tropical Storm Eta."

Another shipment containing spare parts, generators and trailers is expected this month.

The vehicles received are:

- Two MAN HX60 4x4 Drop Side Cargo Trucks
- Two Mercedes Unimog U1300L transporters
- A MAN 4x4 HX60 Crane Truck
- A Volvo 4200 Wheeled Loader
- A Karcher TFK 250 army mobile field kitchen trailer



# PUBLIC DRIVE TO HELP PROTECT LAND WITH THE NATIONAL TRUST FOR THE CAYMAN ISLANDS

The National Trust for the Cayman Islands (NTCI) Land Reserve Fund aims to purchase and hold for conservation environmentally sensitive lands across the Cayman Islands.

Executive Director Annick Jackman said a public drive to support the initiative was launched through a recent fundraising event, sponsored by CIBC FirstCaribbean.

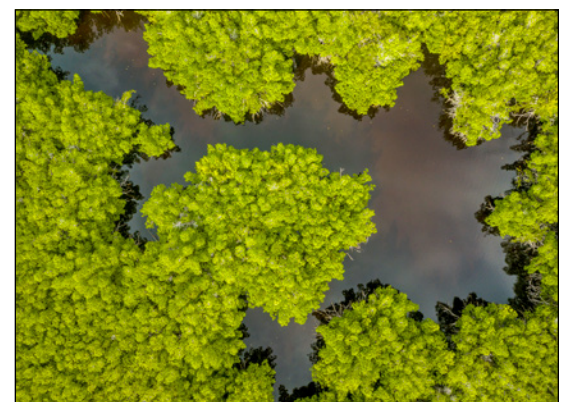
"Currently, the National Trust protects over 3,531 acres of land across all three islands, preserving just under

6% of land in the Cayman Islands with a goal to reach 11%," she said. "The support of organisations like CIBC First-Caribbean and individual donors is critical for the National Trust to achieve its conservation goals. Together we can preserve the natural beauty and precious ecosystems that are unique to our three islands."

NTCI properties include important nature reserves, such as the Brac Parrot Reserve in Cayman Brac, the Mastic Trail in Grand Cayman and Booby Pond

in Little Cayman, and culturally significant sites such as the Mission House.

"While international travel remains limited, we are pleased to see so many members of our community visiting the National Trust's properties across all three islands to explore our natural and historic treasures," Mr. Olson Anderson said. "It is our privilege to hold these important sites in trust for the people of the Cayman Islands to enjoy for generations to come."





# Dart says PAD doesn't need environmental assessment

At the first General Meeting for 2021 of the National Conservation Council, which took place recently, members voted to ratify the decision that Dart's Canal Village planned area development (PAD) would need an environmental impact assessment before it could go ahead; however, Dart has responded by saying they did not believe such an EIA was necessary for a PAD. In a statement, Dart said it also believed there had been a number of inaccuracies in recent reports made about the PAD application.

"This may be because the DOE Screening Opinion contains a number of assumptions, incorrect information and data, while also considering irrelevant matters which were not part of the application and were never intended to form part of the PAD," they stated.

Dart advised they submitted a PAD application for a resort residential district in the Seven Mile Beach corridor earlier this year, located north of Governor's Harbour, consistent with and adjacent to existing hotel and tourism areas including Kimpton Seafire Resort + Spa, the Cayman Islands Yacht Club, restaurants and condominiums. Dart said they held 10 stakeholder meetings with more than 500 neighbouring residents, Government representatives and staff, along with public and private associations to improve awareness and understanding of the application and further illustrate Dart's approach to sustainable development.



► Dart's Canal Village planned area development

They explained that the PAD was "a rezoning exercise that promotes sustainable development by considering long term land use, accessibility, infrastructure, public spaces and environmental management."

It did not, they said, and could not, give permission to build or to alter the land, and any physical development which may be contemplated within the PAD area would require a separate application for planning permission for such development, through the normal planning

process, which included all the usual notifications to the public and the requisite consultation with specific government agencies, the Department of Environment and the National Conservation Council.

Some of the more contentious points raised at the NCC meeting were that beach access would be impacted, and 42 acres of mangrove and also beach rock would be removed, which Dart said would not happen in the PAD and these issues had been "erroneously reported in the media".

Public confusion seems to be caused primarily by the conflation of the PAD approval process with the application for planning permission process, which are two fundamentally different processes, Dart stated.

As far as Dart was aware, no other PAD application submitted to the Central Planning Authority (CPA) had required an EIA as a pre-requisite to hearing the application. Further, the CPA had, to date, not approved any PAD application with the requirement to conduct a comprehensive EIA, they said.

Dart said it was supportive of the EIA process, but an EIA was not legally required for a PAD application, and any EIA which was done prior to the planning permission process would be premature and of limited relevance and, in any case, much of the proposed PAD area was already zoned so as to permit 10-storey hotel/tourism related developments. Therefore,



► Mark VanDevelde, Dart Chief Executive Officer

the proposed PAD did not contemplate any development that exceeded current parameters.

Mark VanDevelde, Dart Chief Executive Officer, said Dart were concerned about the inconsistency in the interpretation and application of the current law when determining at what stage an EIA was required.

"This inconsistency and lack of clarity in the law relating to the requirements for a PAD has led to what appears to be incorrect and unfounded conclusions, which in turn led to misinformation and confusion," he said. "We are of the view that all stakeholders would be better served with clear, consistent requirements set out in a set of updated, comprehensive and synchronised legislation. This is urgently needed to bring efficiency and predictability to the process and to balance the country's environmental, social, and economic interests."



► Indigo Beach access



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# CORONAVIRUS UPDATE

## COVID-19 in the Cayman Islands

10 active cases as at 30 July 2021



\*The number of people isolated in government facilities and in their homes

## COVID-19 Vaccine Roll Out Dashboard

Reported on 30 July 2021



## Public Health confirms no threat to public health

Public Health can confirm that a crew member of a foreign vessel disembarked in the Cayman Islands and was treated at the Health Services Authority this weekend.

The patient was discharged from the hospital and is currently in isolation at a government facility. The Public Health Department have determined there is no threat to public health.

## COVID-19 Vaccine Schedule – AUGUST 2021 (v1)

The COVID-19 vaccine is available to ALL persons 12 years and over.

**PLEASE REMEMBER TO BRING YOUR OWN FACE MASK**



Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
2	3	4	5	6	7
WEST BAY DISTRICT HEALTH CENTRE 5-7pm	ORIA 9am – 12pm 1:30 – 4pm	ORIA 9am – 12pm 1:30 – 4pm	BT PUBLIC BEACH 6 – 9pm	CAMANA BAY 11am – 3pm 4:30 – 7pm	ORIA 9am – 12pm 1:30 – 4pm
9	10	11	12	13	14
Clinic Closed	ORIA 9am – 12pm 1:30 – 4pm	ORIA 9am – 12pm 1:30 – 4pm	TO BE ANNOUNCED	CAMANA BAY 11am – 3pm 4:30 – 7pm	ORIA 9am – 12pm 1:30 – 4pm
16	17	18	19	20	21
Clinic Closed	ORIA 9am – 12pm 1:30 – 4pm	ORIA 9am – 12pm 1:30 – 4pm	TO BE ANNOUNCED	CAMANA BAY 11am – 3pm 4:30 – 7pm	ORIA 9am – 12pm 1:30 – 4pm
23	24	25	26	27	28
Clinic Closed	ORIA 9am – 12pm 1:30 – 4pm	ORIA 9am – 12pm 1:30 – 4pm	TO BE ANNOUNCED	CAMANA BAY 11am – 3pm 4:30 – 7pm	ORIA 9am – 12pm 1:30 – 4pm
30	31				
Clinic Closed	ORIA 9am – 12pm 1:30 – 4pm				

### COVID-19 VACCINE CLINIC LOCATIONS

- ORIA - OWEN ROBERTS INTERNATIONAL AIRPORT
- CAMANA BAY (FORMER CAYMAN MAC LOCATION)
- DISTRICTS – AS NOTED ON THE SCHEDULE

When receiving your 2nd dose, you MUST also bring along your vaccination card reflecting your 1st dose.

**(Do NOT laminate your card)**

The date on your vaccination card for the 2nd dose is the **earliest** that is recommended.

Parental consent required for anyone 12 – 17 years old

All persons must present photo identification showing date of birth.

Facemask required – Please bring your own.

Most up to date schedule will be on [www.hsa.ky](http://www.hsa.ky)

August v1





# Cayman's first Pride Parade - "A history-making day."



► A big rainbow hug: Hon Wayne Panton and Tara Bush

CONTINUED FROM Page 1

support the Cayman LGBTQ community for the Pride March. One of my focusses is about social justice, it is about making sure that everybody in this country, everybody in our society, is valued and respected and treated with dignity. So I am happy to be here with this community and to walk with them and celebrate that changes that have occurred in Cayman, in particular the creation of the Civil Partnership regime earlier this year. I am really happy they

have something to celebrate - the greater degree of equality across Caymanian society. This is not the end of it. There are a lot of issues that need to be worked on but this is one that we can celebrate and be happy about."

Barbara Connolly, Representative for George Town South remarked, "I am so happy to be here today to celebrate this historic occasion, the very first Cayman Pride Parade. We as a country need to un-

SEE PRIDE PARADE, Page 11



► Noel Cayasso-Smith



► A big rainbow at Seven Mile Beach, the beginning of the parade





► All ready, rainbow flags waving, at Seven Mile Beach

## Cayman's first Pride Parade - "A history-making day."

CONTINUED FROM Page 10

derstand that we have to support diversity, equity and inclusion into our country, into our society and into our community and today we are celebrating that Cayman."

Pride Parade participant Amy Kilfillen declared, "I am proud to be part of Cayman's first Pride Parade. It is so important for people to feel safe and accepted in their own communities and we're just proud to be a part of it."

Danielle Coleman, Director of Hazard Management in Cayman, said of the event: "It's just fantastic to see Cayman Pride happening in Cayman. Its been a long time coming and I think discrimination has been a real thing for many year and I think it's time we recognized that 'love is love,' and everyone deserves to love those who they choose to love."

Christina Bodden, Head of Diversity and Inclusion for the Maples Group described

the occasion as "a very meaningful day for the Cayman Islands."

"This is a fantastic step towards diversity and inclusion in these islands. It's been long in coming and a lot of us have lost people over the years, given the stigma around LGBTQ lifestyles here, and I think that it's time to shatter that, and I think that today is a momentous occasion in the Cayman Islands and I am proud to be here," she stated.

Giving his assessment of the turnout and participation, a very pleased Noel Cayasso-Smith, founder and president of the Cayman LGBTQ Foundation called it "a history-making day".

"I'd just like to thank everybody for coming out. It's been a great turnout. It's the first Pride parade in the Cayman Islands supported by the Government - thanks again to everyone. It's a history-making day."



► Hundreds of people took part in the parade



► (L-R) Tansi Maki, Danielle Coleman, and Darren Trickett



# STEM summit focuses on young women

This week saw a summit geared especially towards young women take place online, in a partnership between UCCI and Cisco. This two-day event took place on 2nd and 3rd August and was a virtual STEM summit which gave 35 girls and young women from Cayman aged 12 to 18 the opportunity to hear from inspirational guest speakers, participate in hands-on practice with coding and other IoT activities, and participate in workshops to help them build their professional skill set.

Organisers said the summit aimed to inspire young females to pursue careers in STEM (science, technology, engineering, mathematics) and aid in equipping the local, younger generation with digital skills to drive advancement in their careers. Last year, IT and networking company Cisco donated Wi-Fi hotspots to the Cayman Islands that helped bridge the digital divide gaps caused by COVID-19. The donation provided residents with free, public access to wireless internet at ten community sites across the islands, enabling them to help connect with family, friends and online resources.

Cisco said it had wanted to ensure all students had equal access and opportunity to attend, so UCCI advertised the event on social media, and students from across the three islands had equal access to the invite. Students applied using the online form to express their interest in attending and the first 35 young women within that age bracket were then notified of their success. Students who live in Cayman Brac received a travel scholarship to travel to



the mainland to attend the event in person.

Event-goers heard from several outstanding speakers from Cisco and they also brought on board a confidence coach, Dr Nicole Steele, founder of Diamond In The Rough Youth Development Programme. The young women learnt to code with Code Ninjas, the world's largest and fastest-growing kids coding franchise, with locations in the US, Canada, and the UK, who make coding simple and fun. They also got to chat with local Cayman Island leaders in STEM to understand the opportunities that existed on the island to pursue a career in STEM.

Cisco said it hoped the young women walked away from the two days with

a better understanding of what STEM is and what it means to work in STEM. They hoped they saw how many different kinds of opportunities and jobs existed within the industry and felt inspired and excited about their career journey ahead.

"When we talk about bridging the digital divide, STEM education is that bridge for young women. Providing access to STEM education is how we will drive reinvention and regrowth for people and communities in countries across the world - it's what Cisco calls our Bridge to Possible," Shari Slate, Cisco VP, Chief Inclusion and Collaboration Officer, said. "The vision for this STEM summit is anchored in President McAfee's belief that UCCI can be a nation builder for Cayman, helping accel-

erate digitisation of the nation and create pathways to prosperity for students. We want the women to feel empowered and confident, knowing that they are the future of the Cayman Islands. We want them to leave with the confidence that they are better equipped to take on that journey using the skills and knowledge transferred to them during the summit."

Cisco was thrilled to inspire young women to pursue STEM careers that would empower their communities into pathways to prosperity, she confirmed.

"The Summit and Cisco Networking Academy are great examples of how we are working to close the digital divide that the Cayman Islands and the larger Caribbean face," she said.

## PUBLIC DRIVE TO HELP PROTECT LAND WITH THE NATIONAL TRUST FOR THE CAYMAN ISLANDS

CONTINUED FROM Page 7

The Land Reserve Fund aims to identify and purchase wild areas of ecological importance. The NTCI acquires prospective land, deemed environmentally critical, from willing land owners and developers. Three priority areas have been identified for purchase, including acreage in the Mastic Trail area, ancient forest in the Frank Sound

area, and an area of Central Mangrove Wetland.

The Central Mangrove Wetland - the largest continuous mangrove system in the Caribbean - is under increasing pressure from physical development. More than 70% of Grand Cayman's western mangroves have been lost since the 1970s.

"This year we have an opportunity to purchase a parcel of old-growth forest. We are excited about this because it is ancient forest that has not been disturbed and is home to many endemic species. Persons donating to the fund would be contributing to the legacy of Grand Cayman's natural heritage," Ms. Jackman explained. "We are grateful to the landowners for making their land available for the NTCI to purchase and protect."

The NTCI also has opportunity to preserve land in Cayman Brac and Little Cayman and is seeking additional funding to support these specific purchases. The public is encouraged to pledge funds to protect these areas and other sites of environmental importance identified by the NTCI Land Reserve Fund going forward.

Please visit our website [www.nationaltrust.org.ky](http://www.nationaltrust.org.ky) to learn more and donate towards the Land Reserve Fund.

## Speaker Congratulates New St. Lucia PM



► New Prime Minister of St. Lucia, Hon. Phillip J. Pierre

*The Honourable Prime Minister Phillip J Pierre, Prime Minister's Office, Castries, Saint Lucia.*

*Dear Prime Minister,*

*As the Speaker of the House of Parliament of the Cayman Islands and on behalf of the Representatives, I have taken the liberty and privilege to extend congratulations to you for your victory at the last general elections.*

*Undoubtedly, it appears to be a clear and convincing mandate from the people based on the election results. This is evidenced by having won thirteen (13) seats of the seventeen (17) which is the largest margin since 1997 in the Saint Lucian Parliament.*

*This has been a significant change and the people of Saint Lucia have obviously entrusted you to set their legislative regime and policies to govern the Island.*

*As an independent state and a member of the Commonwealth of Nations, it is clear that the St Lucians have demonstrated great confidence in your leadership and vision.*

*Being a member of the Caribbean region, we wish you and the peoples of Saint Lucia continued success, prosperity and growth during your tenure as Prime Minister.*

*Speaker of Parliament  
Hon. Dr. W. McKeever Bush,  
OBE, JP, Hon. MSc, MP*

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# Cayman Parrot Sanctuary Shows Success

Since its inception in 2018, the Cayman Parrot Sanctuary in East End, has achieved remarkable success in the ongoing conservation efforts of our national bird: the Cayman Parrot (*Amazona leucocephala caymanensis*).

Ron Hargrave and his staff, notably Regina Nowak, have worked tirelessly in receiving and rehabilitating Cayman Parrots. The Sanctuary was established as a partnership with the DoE and through careful coordination and with access to expert advice and veterinary treatment, each and every parrot have received care of the highest standard, tailored to their individual needs.

A total of 28 birds have been through the Sanctuary and so far 17 have been successfully released back into the wild.

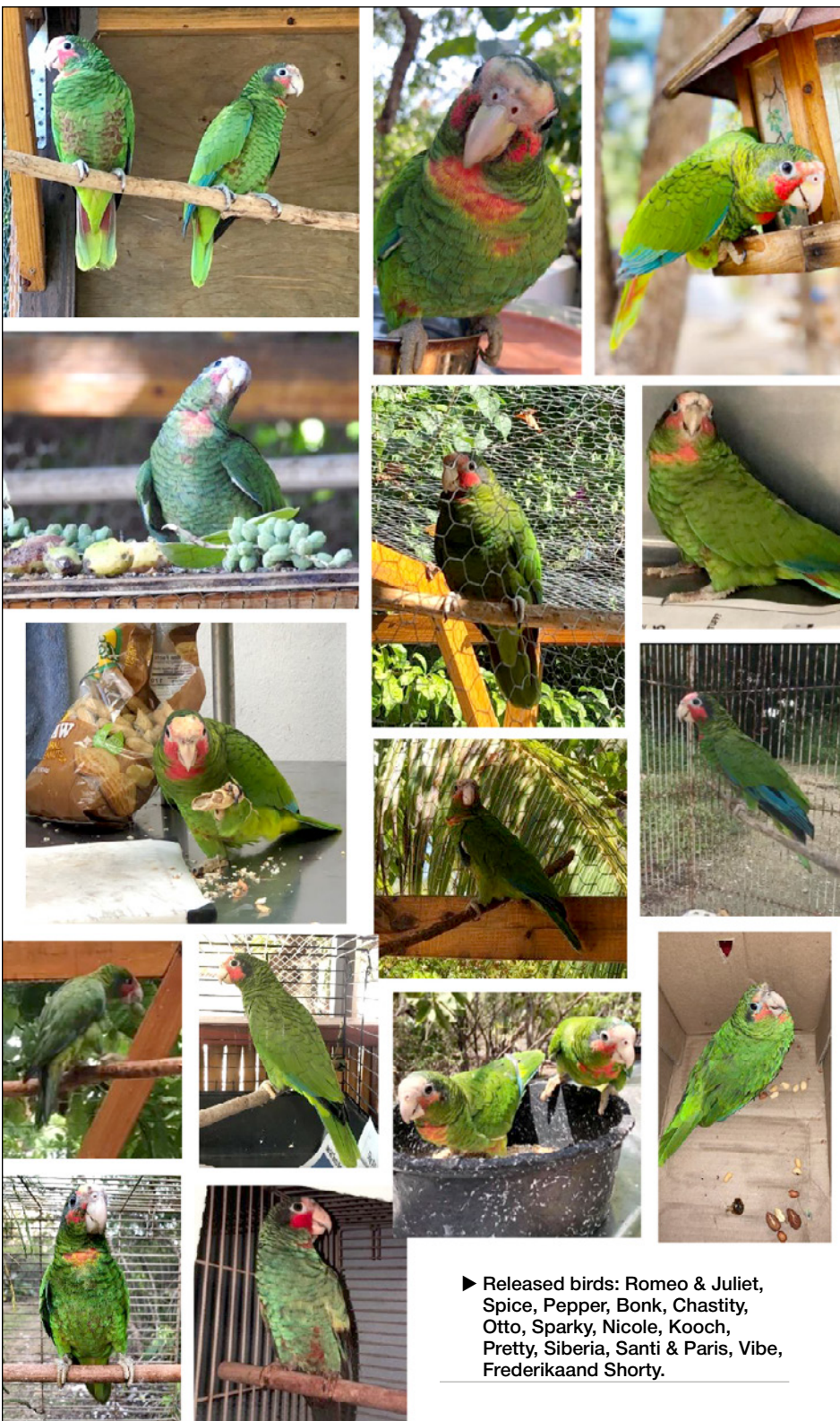
This includes parrots that have been illegally poached, birds that have collided with cars and suffered broken wings, birds that have been abandoned or found in emaciated conditions and birds with concussions that have fallen from the nest.

The Sanctuary currently houses 11 parrots with at least three pending release in the near future. The pre-release process often includes a dietary transition to wild food, strengthening of the flight muscles and wings as well as socialisation with other parrots.

We urge the public to remember that the Cayman Parrot is protected by law, and should you encounter a parrot in need please contact the DoE on 949-8469 or the editor.



► Three young confiscated birds in the 30ft. aviary where they can practice their flying skills



► Released birds: Romeo & Juliet, Spice, Pepper, Bonk, Chastity, Otto, Sparky, Nicole, Kooch, Pretty, Siberia, Santi & Paris, Vibe, Frederikaand Shorty.



► Ron Hargrave and Jane Haakonsson updating the inventory of the Sanctuary




**OLYMPICS UPDATE**


## Elaine targets Flo Jo's record

Elaine Thompson-Herah believes the world record is within her grasp after defending her 100m Olympic title.

The 29-year-old Jamaican ran an Olympic record of 10.61 seconds to beat Shelly-Ann Fraser-Pryce and Shericka Jackson as Jamaica secured a clean sweep in Tokyo on Saturday. Fraser-Pryce was narrow favourite in Tokyo as she looked to regain the title



► The trio brought immense joy to the JA diaspora

she won in 2008 and 2012. All three Jamaicans were expected to get to the final of the 200m which was on Tuesday.

Thompson-Herah's 100m time was the second fastest in history, beaten only by Florence Griffith-Joyner's world record of 10.49 secs set in 1988. For years, Flo-Jo's record seemed so out of reach that women athletes daubed it "a man's time". But Thompson-Herah believes it is within her grasp.

"It's a work in progress. Anything is possible," said Thompson-Herah, when asked if she could set a new mark. Her extensive post-race celebrations were because until six weeks ago she was suffering from an Achilles injury and thought she would miss these Olympics.

She said: "I held my composure. I believed in myself, I believed in God. The team around me is very strong, I get the support and I believe in myself. There's confidence to work hard."

Jamaica had won two medals in each of the last two Olympic women's 100m finals but this was a repeat of their podium lock-out in Beijing, when Fraser-Pryce secured the first of her titles ahead of compatriots Sherone Simpson and Kerron Stewart.

Jackson, who won 400m bronze in Rio, believes they have proved Jamaican women's sprinting is the best. She said: "We will continue to get more medals and more medals. We are the greatest. We have worked hard, everyone works hard but we bring it all the way, we just bring it and I think we are the greatest."

"Sprinting takes a toll on my legs so it's just to recover, rest and be back for the 200m. It's one of my favourite events."

"Before departing Jamaica there were high expectations that we would do well in the female sprints. There was quiet confidence that a sweep was possible," Ian Forbes, the first vice-president of the



► Elaine Thompson-Herah is 100m Olympic champ again

Jamaica Athletics Administrative Association (JAAA), said.

"After the heats it became clearer, and after the semis the thought became even more concrete. The euphoria felt by the entire team and support staff was second to none. There were tears of joy from a number of athletes in recognition of the incredible feat just witnessed."

## Jacobs gives Italy more joy

Italy's Lamont Marcell Jacobs claimed a shock gold in the Olympic 100m final.

Jacobs, who only switched away from long jump in 2018, streaked clear to win in 9.80 seconds, 0.04 clear of American Fred Kerley. Jacobs is favourite to take the men's 200m title today (Wednesday).

Canada's Andre de Grasse won a second successive Olympic bronze in third.

World champion Christian Coleman and Trayvon Bromell, the world's fastest in 2021, were both absent from the final.

Coleman, banned for whereabouts failures after missing three drugs tests, and Bromell, eliminated in the semi-finals, were joined on the side lines by the long-retired defending champion Usain Bolt.

Few would have picked Jacobs as the Jamaican great's successor; he only broke the 10-second barrier for the first time in May. Bolt predicted that no Jamaican men would do well at these Games and he was right; Yohan Blake and Oblique Seville were eliminated in the semis.



► Lamont Marcell Jacobs is a former long jumper

Jacobs was born in Texas to an American father but moved to his mother's Italian homeland before his first birthday.

But the European indoor 60m champion carried the momentum from his fast start all the way to the line to register a time faster than Bolt's winning mark in Rio.

He was greeted by compatriot Gianmarco Tamberi, who had won a joint high-jump gold just minutes before and wrapped him in the Italian flag and an embrace.

Italy have had much to celebrate recently after winning the European football championships and Eurovision Song Contest.

## Torrez's talents knocks everyone out

Of all the boxers in Tokyo, American Richard Torrez Jr, must be one of the most interesting, mainly because he doesn't fit the stereotype of dim, impoverished fighter.

Torrez, who at 6-1 and 200 pounds is among the smallest boxers in the superheavyweight division at the Olympics, is in the semis against Kamshybek Kunkabayev of Kazakhstan on Wednesday.

If he doesn't turn pro in boxing, Torrez will have plenty of options. An amateur magician, he said he's been taking a deck of cards with him while walking around the Olympic Village.

"I just learned a new magic trick," he said. "It's a good way to break the ice and exchange pins. It's really cool in the Olympic village."

Torrez is definitely not all brawn. The 22-years-old Californian graduated from high school as valedictorian. He was on the chess team and in the robotics club in high school. He enjoys listening to classical music before his training sessions and fights and keeps a dream journal. He also posts YouTube videos celebrating his love for engineering.

In fact, Torrez was set to head off for California Polytechnic State University after graduating from high school in 2017 when USA Boxing invited him to camp in Colorado Springs, Colorado.

So he talked to his parents, both educators who had instilled in him the importance of education. "They said you can always go back to col-



► Richard Torrez Jr is a cerebral boxer

lege," Torrez said. Boxing, as much as education, is in his DNA. His father fought for the US team but never made it to the Olympics. His grandfather was a boxer too.

"Boxing is known as the sweet science," Torrez said. "People call it a chess match; you know? It's a thinking game. So I do think a lot of boxers have this in them. I just think they don't show it in the same ways I do."

Torrez thinks he is a gold-medal calibre boxer and is trying to become the first American super heavyweight to win an Olympic medal since Tyrell Biggs did it in 1984.

"I may not be the fastest," Torrez said. "I may not be the strongest. But I am one of the most conditioned." And he's probably the only boxer who likes to quote Gandhi.

"I'm really into that Gandhi saying: Live as if you were to die today, learn as if you were to live forever."

## Rojas lifts Venezuela's spirits

Venezuela's Yulimar Rojas set a world record as she won Olympic gold in the triple jump, the first to be broken in athletics at the Tokyo Games. Already a national hero, Rojas has lifted spirits in her impoverished homeland.

Rojas, the silver medalist at Rio 2016, jumped 15.67m to smash the previous best of 15.50m set by Ukraine's Inessa Kravets in 1995 - two months before Rojas was born.

"I'm lost for words, I can't describe this feeling and this moment," said the 25-year-old superstar. "Gold medal winner, with an Olympic record, and a world record - wow. It is a fantastic night."

Her achievements, which include world titles in 2017 and 2019, mean she is already a national hero in Venezue-

la, where a mural depicting her leaping over Angel Falls has been painted in the capital Caracas, near to where she grew up.

Her popularity is likely to soar even further after her record-breaking effort in Tokyo, which came on her sixth and final jump after gold had already been assured.

"I was looking for it. I knew we had that distance in my legs to get it today. I was failing a bit in the technical aspect, but the last jump was one to give everything," added Rojas after Sunday's triumph.

"I focused on giving my best, enjoying it, and it came out. It makes me happy. I have to enjoy it now and live the experience."



► Yulimar Rojas lived up to expectations in the triple jump



## UK TERRITORIES CONNECTION

By Michael Jarvis, London UK

## ANGUILLA PASSES CONTROVERSIAL TAX

The controversial General Services Tax (GST) has been passed by the Anguilla House of Assembly in a split vote in which some members of the government also sided with the Opposition.

The umbrella GST which replaces several individual import and consumption taxes went through a lengthy period of public consultation but continues to divide opinion in Anguilla.

The tax will be at a rate of 13 per cent for businesses with a turnover of EC\$300,000 or more.

There are several exemptions including basic consumer necessities, education and specific healthcare services.

The GST came out of an agreement between the British government and the previous Anguilla administration to reform the tax system given concerns about the territory's finances.

That agreement was signed just before last year's election which the former government lost, and in which the GST was a key campaign issue.

In separate statements issued after the GST was passed two current government ministers who voted against the bill explained the reasons for their decision.

Minister of Economic Development, Commerce, Information Technology and Natural Resources Kyle Hodge said: "The GST is a polarising issue and seen as the Goliath of our days in office thus far...We witnessed the processional disagreements it has caused on either side of the divide and more important-



ly amongst the government which I remain a part of."

Mr Hodge said his vote "was not a vote against my government or a vote to split my government."

The Economic Development and Commerce Minister whose ministry will share much of the responsibility for the new tax system said: "Despite the passage of GST, and the conflicting views that exist amongst members of the government, we all share in the commitment that between now and July 1st 2022 we can listen to the other concerns and amend the GST act if need be."

Minister for Social Development and Education, Dee-Ann Kentish-Rogers who also voted against the GST said, "Truth be told this GST Bill is the weight and yoke for generations to come inflicted by the decisions of past governments. Herein lies the paradox of how we move ahead."

She also stated that "In the future, we can progress the constitutional reforms to change this reality."

## BERMUDA BASKS IN OLYMPIC GOLD

Bermuda is basking in Olympic glory after Flora Duffy became the first athlete in the country's history to win an Olympic gold medal.

In her fourth Olympics appearance, Duffy clocked one hour 55 minutes 36 seconds to come out first of the 56 women who competed in the event.

"I think the whole of Bermuda is going crazy. That's what makes it so special to me is that, yes, this was my dream, but I also knew it was bigger than me," the star athlete exclaimed.

"I'm just proud I could be Bermuda's first gold medallist, first female medallist, and hopefully inspire everyone back home that this is possible."

Premier David Burt commented: "Words almost cannot do justice to such an incredible effort from an incredible athlete.



This remarkable achievement is a true testament to Flora's unwavering commitment and genuine perseverance in training and preparation. Bermuda is bursting with pride and admiration for this humble champion."

Bermuda already has the record for being the least populated country to win a summer Olympic medal when boxer Clarence Hill won bronze in 1976.

## MONTSERRAT AND ANGUILLA DONATE COVID VACCINE TO THE BAHAMAS

Montserrat and Anguilla have donated close to 3,500 doses of the COVID-19 AstraZeneca vaccine to the Bahamas.

Montserrat (pop. appx. 4,500) has been pushing to persuade reluctant residents to take the vaccine donated by the UK and which were facing their expiry date.

Anguilla (pop. appx. 15,000) has been running an intensified vaccination drive especially after it suffered a recent spike in cases, but which have since tapered off.

In welcoming the donation, Dr Merce-line Dahl-Regis, chair of the Bahamas National COVID-19 Vaccine Consultative Committee remarked, "The vaccines are a welcome addition to our current vaccine supplies and will be used to continue the administration of second doses. We express our deep appreciation to the



governments and people of Montserrat and Anguilla and the United Kingdom for this much-needed support."

Dr Dahl-Regis also thanked the Pan American Health Organization (PAHO) for helping to coordinate the effort.

The donated vaccines which will add 3,496 doses to the Bahamas stock were made possible with the assistance of the UK's High Commissioner to the Bahamas Sarah Dickson.

## SABRE RATTLING OVER GIBRALTAR

Relations between the United Kingdom and Spain continue to be tense over the future of Gibraltar.

Officials from the UK and the European Commission have held preliminary talks but proposals by the Commission have been questioned by the UK and Gibraltar as conflicting with agreements already reached.

The talks surround removing physical checks and controls on persons and goods at the land border between Spain and Gibraltar.

But Gibraltar's Chief Minister Fabian Picardo said some of the plans were unacceptable including having Spanish officers stationed in the British overseas territory.

"The Commission's proposed mandate, published today, directly conflicts with that framework. It seeks to under-

mine the UK's sovereignty over Gibraltar, and cannot form a basis for negotiations."

The Gibraltar leader said his territory and the UK had "consistently showed pragmatism and flexibility in the search for arrangements that work for all sides, and we are disappointed that this has not been reciprocated."

"We urge the EU to think again," he stated.

Meanwhile, in an indication of the depths of hostility over the issue by some Spanish politicians, the General Secretary of the Spanish Vox parliamentary group, Macarena Olona, has threatened that her party would try to "suffocate" Gibraltar.

Speaking at a press conference, Ms Olona declared: "I come to say this loud and clear: Gibraltar is Spanish...We must stand up to recover Gibraltar."





# SUDOKU

Sudoku is a number-placing puzzle based on a 9x9 grid with several given numbers. The object is to place the numbers 1 to 9 in the empty squares so that each row, each column and each 3x3 box contains the same number only once. The difficulty level of the Conceptis Sudoku increases from Monday to Sunday.

## Conceptis Sudoku

By Dave Green

		9	1	5				7
				4				
5			7			6		
1		6			4			
8	7						9	6
			8			2		4
		1			9			2
				2				
9			3	8	1			

Difficulty Level ★★★

3/05

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### Answer to previous puzzle

2	7	3	8	1	9	4	5	6
1	5	6	3	2	4	9	7	8
8	9	4	6	7	5	1	2	3
6	8	5	1	9	7	3	4	2
4	2	9	5	3	8	6	1	7
3	1	7	4	6	2	8	9	5
5	6	1	7	4	3	2	8	9
7	3	2	9	8	1	5	6	4
9	4	8	2	5	6	7	3	1

Difficulty Level ★★★

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## CROSSWORD

By THOMAS JOSEPH

- ACROSS**
- 1 Prepares for battle
  - 5 Bill collector, of a sort
  - 11 Ring event
  - 12 Baltimore player
  - 13 Easter symbol
  - 14 Like some prunes
  - 15 Building wing
  - 16 Galileo's home
  - 17 Pasta topper
  - 19 Pussy foot
  - 22 Concise
  - 24 Diver's gear
  - 26 Bee's home
  - 27 Baseball's Rodriguez
  - 28 Perfect
  - 30 Colt's counterpart
  - 31 Pricing word
  - 32 Some tourneys
  - 34 Test of knowledge
  - 35 Mine matter
  - 38 Show to be false
  - 41 Track shape
  - 42 Glacial period
- DOWN**
- 43 Cribbage markers
  - 44 Think about
  - 45 Apple or pear
  - 1 Skilled
  - 2 Muddy up
  - 3 Thinks about
  - 4 Pig's place
  - 5 Subject
  - 6 Van Gogh work
  - 7 Falafel holder
  - 8 Write hastily
  - 9 Hoppy brew
  - 10 Spectrum color
  - 16 Place
  - 18 Open space
  - 19 Stops for speeding
  - 20 Third person
  - 21 Like paraffin
  - 22 Pack and send
  - 23 Conceal
  - 25 Fourth person
  - 29 Hotel area
  - 30 Mideast topper
  - 33 Tightwad
  - 34 Campus part
  - 36 Latest fad
  - 37 Different
  - 38 Brief drop
  - 39 Earth-friendly prefix
  - 40 Golfer Hogan
  - 41 Make a choice

R	A	U	L		B	A	B	A	R
E	M	M	E	T	A	G	A	T	E
S	U	P	E	R	S	T	O	R	E
E	L	I	Y	E	S	H	A	T	
T	E	R	E	S	A	P	O	S	E
					T	E	X	T	S
							U	S	H
C	H	A	D		O	V	E	R	T
L	A	C	E		R	I	D	E	O
O	N	A		D	E	N		A	R
U	N	D	E	R	S	C	O	R	E
D	A	I	L	Y		E	V	E	R
S	H	A	M	S			A	D	O

### Yesterday's answer

1	2	3	4		5	6	7	8	9	10
11					12					
13					14					
15					16					
			17	18				19	20	21
22	23					24	25			
26							27			
28				29		30				
31				32	33					
				34				35	36	37
38	39	40						41		
42								43		
44								45		

5-27

## Word Search

O	C	D	I	N	A	R	F	V	I	M	W	R	D	E
Z	L	O	T	Y	C	W	T	R	K	R	O	N	E	O
B	O	L	I	V	A	R	G	R	G	O	U	R	D	E
O	T	L	C	S	V	O	R	C	R	O	W	N	C	N
B	H	A	C	H	B	U	O	M	P	Y	N	N	O	R
P	A	R	W	E	W	B	A	R	A	I	A	R	N	A
I	L	H	R	K	C	L	T	B	R	R	I	L	C	N
A	E	S	T	E	S	E	Y	O	F	E	K	T	E	D
S	R	M	B	L	O	D	L	T	Z	C	A	D	N	F
T	A	P	O	E	L	F	R	U	Y	T	L	T	T	O
R	E	R	L	S	D	I	R	A	E	I	A	Y	S	R
E	U	L	V	C	O	C	R	S	C	C	H	E	Y	I
E	B	I	L	U	M	P	E	A	U	H	P	N	P	N
F	A	D	T	D	P	P	O	D	F	R	M	T	H	T
Y	U	A	N	O	S	U	C	R	E	H	L	A	T	P

- Baht
- Bolivar
- Cent
- Crown
- Cruzeiro
- Dinar
- Dollar
- Drachma
- Ducat
- Escudo
- Euro
- Florin
- Forint
- Franc
- Gourde
- Groat
- Krone
- Lira
- Mark
- Peseta
- Peso
- Piastre
- Pound
- Rand
- Rouble
- Ryal
- Shekel
- Soldo
- Sucre
- Thaler
- Yen
- Yuan
- Zloty

Find the listed words in the diagram. They run in all directions - forward, back, up, down and diagonally.



Have fun with  
**CAYMANIAN  
TIMES**

## CURTIS

By Ray Billingsley

THE GOVERNOR IS PLANNING TO LIFT STAY-AT-HOME ORDERS!

I CAN GO TO OUTDOOR CONCERTS, STADIUM SPORTS EVENTS AND HOLLYWOOD PREMIERE RED CARPET GALAS!

YOUR MOTHER WILL MAKE THAT DECISION. YOU WILL LISTEN TO NO ONE ELSE.

WHEN DAD SMILES HE'S DEADLY SERIOUS

5-27

## THE AMAZING SPIDER-MAN

By Stan Lee

I SPARED SPIDER-MAN ONCE AT YOUR PLEADING, MARY JANE PARKER.

BECAUSE, NAMOR - IF YOU DO -

WHY SHOULD I STAY MY HAND YET AGAIN?

I'LL RETURN TO ATLANTIS WITH YOU -

JUST AS YOU ASKED ME TO DO!

STAN LEE LARRY LIEBER 5-27

## JUDGE PARKER

By Woody Wilson & Mike Manley

I GET WHAT YOU MEAN, RONNIE. I MISS WORKING ON OUR SERIES. I MISS LOS ANGELES. AND I MISS...UH...

HANK?

WHAT? NO! I MISS A, UH, THIRD THING THAT IF I WERE A QUICKER LIAR I WOULD SAY RIGHT NOW.

WUOLLIANO 1 MANLEY 5/27



# Caymanian Times Classifieds



## Welder

On behalf of our client **Car Boutique Ltd** invites applicants for a suitable and qualified candidate for the above position.

We are looking for Caymanians, status holder and legal residents to submit applications to fill the position of **Welder**.

### Requirements:

- Minimum of 7 years experience in all aspects of welding.
- Attention to detail.
- Solid customer service competencies, work well under pressure and the mindset to meet deadlines.
- Able to thrive in a fast-paced environment.
- Clean police record and a valid driver's license.

Salary for the position - CI\$ 1,800.00-2,000.00 per month plus, health insurance and pension

Submit resume to: Car Boutique Ltd  
T/A Tony's Toys  
P.O. Box 11926; KY1-1010



## Automotive Technician

On behalf of our client **Car Boutique Ltd** invites applicants for a suitable and qualified candidate for the above position.

We are looking for Caymanians, status holder and legal residents to submit applications to fill the position of **Automotive Technician**.

### Requirements:

- At least 10 years working experience in a full-service garage, with knowledge to diagnose, repair and maintain vehicles and equipment on: European and Japanese vehicles.
- Sound experience using automotive technology equipment.
- Trained to use Autel, Auto Logic and JDM diagnostic tools.
- Works well under pressure and meets deadlines
- Must have a clean police record and a valid driver's license

Salary for the position- CI\$ 17.00-20.00 per hour plus, health insurance and pension

Submit resume to: Car Boutique Ltd  
T/A Tony's Toys  
P.O. Box 11926; KY1-1010



## Service Writer

On behalf of our client **Prestige Motors Ltd.** invites applicants for a suitable and qualified candidate for the above position.

### Requirements:

- Previous Service Writer with Automotive Parts experience with an Automobile Dealership is an asset.
- Excellent Written & Oral communication skills with legible penmanship is a must.
- Certification from Mitchell 1 Teamworks will be a great advantage.
- CXC or Equivalent in English and Mathematics is required
- A clean police record, a valid driver's license and previous Traffic Conviction Certificate is required.

Salary will be commensurate with experience. (CI\$8.50 to CI\$14.50 per hour)  
CV & references from previous employer required.

Submit resume to: **Prestige Motors Ltd.**  
P.O. Box 11926; KY1-1010



## Carpenter

On behalf of our client **Emil Henry Whittaker T/A Whittaker Construction** invites applicants for a suitable and qualified candidate for the above position.

We are looking for Caymanians, status holder and legal residents to submit applications to fill the position of **Carpenter**.

### Requirements:

With minimum of 10 years of experience as a Carpenter. Must have clean police record, knowledge in safety practices and physically fit.

Salary - CI\$ 10.00-12.00/per hour  
Plus, statutory benefits

Submit resume to: Emil Henry Whittaker T/A  
Whittaker Construction  
P.O. Box 11926; KY1-1010



## Advertise here!

Contact a staff member to find out how you can advertise in this spot!



## Sales Specialist

A Sales Specialist will work closely with the Corporate Sales Team. To achieve Logic's sales targets for Business Solutions by acting as the lead technical sales specialist on assigned accounts and strategic prospects. While brining balance of business effectively connecting to the customer's business needs and/or challenges. Spearhead and own all customer facing technical designs and proposals, by working closely with ESG technical pre-sales, subject matter experts (SME's) and appropriate vendor resources.

### Essential Duties and Responsibilities include

- Collaborate with Account Managers by acting as the lead sales expert in client meetings and customer presentations.
- Responsible for leading the pre-qualification requirements in complex opportunities and proposed solutions.
- Perform customer audits both onsite and remote and document and present on findings to the customer to support the sales team during the sales cycle with a view to presenting a solution of the findings.
- Work closely with Account Managers, Regional (ESG) Presales Engineers, Project Managers and Subject Matter experts) to ensure business goals and technical solutions are designed and aligned with customer needs/expectations
- Participate in Quarterly Business Reviews (QBR's) with all Enterprise Customers and lead the Technical Sales account discussions.
- Be the lead sales expert for complex Business Solutions projects, directing local service delivery and implementation teams to ensure their full understanding of the customers requirements and solution design, and that time-lines are executed to customer satisfaction.
- Support Product Development Team in the testing of new services or products
- Meets assigned targets for profitable sales growth within assigned product lines, market segments and customer / prospect assignments.
- Consistently and accurately use Salesforce (CRM) for all accounts and opportunity records.

### SKILLS & ABILITIES

- Proven technology skills, outstanding interpersonal abilities, and strong written and verbal communication skills
- Attention to detail, plus analytical and problem-solving capabilities
- Positive, service-oriented personality
- Willingness to work extra hours when required
- Knowledge of network protocols, hardware and security products.
- Proficient knowledge in VOIP/Hosted PBX systems, Network solutions.
- Proficiency in Cloud Services, Office 365, Azure, Business intelligence, SaaS solutions, Application, POS and ERP
- A strong understanding of network architecture, and experience integrating these solutions into complex sales opportunities
- Working knowledge of information technology, systems implementation and integration and service delivery
- Displays a high-level of enthusiasm for work, professional conduct, ethics, works well in a team environment and presents themselves professionally.
- Must demonstrate an ability to multitask and change directives at a moment's notice
- Be passionate about technology and delivering superior customer service

### EDUCATION & EXPERIENCE:

- 5-10 years of industry experience, including two or more years in consultative sales selling services into Senior decision makers (ex: CEO, CFO, CIO, CTO)
- Marketing and/or Business degree is preferred, or a minimum of 5 years demonstrated face to face selling complex IT and Telecommunications solutions, including international networking solutions such as MPLS, IPLC and SD-WAN.
- Well-rounded knowledge of ISP (DIA, MPLS, IPLC, P2P, SD-WAN etc.) and IT landscape (networking/security, servers/storage, virtualization, cloud services (private/public/hybrid)
- Vendor certs: Fortinet NSE3, Cisco certified or someone with MCP certifications would be preferred.

Compensation will be based on experience and qualifications within the range of CI\$60,000.00-\$75,000.00 per annum. The benefits package includes - comprehensive medical & dental health insurance, pension and Logic products and services.

Interested applicants should submit a covering letter and detailed resume via Logic website at <https://logichr.bamboohr.com/jobs> by 13 August 2021.



We are currently accepting applications for the position of:

## Chief Executive Officer

A highly driven and experienced Senior manager within the Telecommunication industry with strategic vision responsible for providing local market leadership and management direction for the overall operations for Logic. This is the key entrepreneurial leadership role within a subsidiary of a publicly listed company and, as such, this executive must create market and customer leadership while delivering strong shareholder returns and ensuring effective governance.

### Essential Responsibilities include (but not limited to):

- Develop and promote the vision, strategic and business plans that will achieve company goals. Utilize the skills and perspectives of your Senior Management Team in developing and refining plans and performance metrics, and ensure accountability to same.
- Be success vs. activity oriented. Monitor and analyze performance KPIs (as required - daily, weekly, monthly, etc.) to ensure that teams are aligned and objectives are achieved. Ensure that the staff, training, performance management processes, systems, and team alignment & focus are in place and operational for timely and effective service delivery and product support at all times.
- Provide guidance and oversight for the financial management of the business. Be facile in managing the P&L, balance sheet and cash flow, and ensuring that team members have the appropriate understanding of how their goals link to same.
- While leveraging shared services resources in Regulatory Affairs, serve as the de facto local leader in this area for Logic Cayman. Make recommendations as required to ensure that Logic takes a leadership role in the ongoing evolution and development of the Telecommunications Landscape in Cayman.

### Qualifications & Experience required:

- 8 -10+ years of senior leadership experience in consumer focused businesses is required, preferably in telecommunications. Post Graduate degree is desired but not mandatory, preferably in Business Administration.
- Senior operating experience in the Caribbean region is strongly preferred. Experience with advanced telecommunications & technology standards, preferably in North America, is desired.
- Developing and managing 'High Performance Teams' to effect company goals and objectives
- Experience with utilization of various sales channels including corporate, retail and consumer sales
- Adept at developing vision and translating vision into focused and prioritized action
- Strong leadership, influencing, communication skills; imparts strong sense of urgency
- An entrepreneurial passion for leading and growing a business
- A relentless commitment to making the Customer the center of everything the company does; ability to lead transformation efforts to make that commitment a reality
- Track record of delivering on revenue and profitability targets
- Superior relationship management skills

Compensation will be based on experience and previous verifiable work and salary history. Salary US\$200,000.00-225,000.00 per annum. Benefit package includes - comprehensive medical & dental health insurance, pension and Logic products and services.

Apply online today at <https://logichr.bamboohr.com/jobs/> or email us at [HR@logic.ky](mailto:HR@logic.ky).  
Deadline for receipt of applications is 13 August 2021.





## CAREER OPPORTUNITY



### Water Authority - Cayman

Invites applications for the post of

### Onsite Wastewater Inspector

The Water Authority seeks a qualified individual to inspect and monitor existing and under-construction onsite wastewater treatment systems (OWTS) and aerobic wastewater treatment units (ATUs); assist with investigations of complaints and environmental concerns; and assist with the training of local service providers in the proper operation/maintenance of OWTS's.

#### JOB REQUIREMENTS:

- A high school diploma with minimum 5 CXC/GCSE or equivalent passes, including Math, English Language and a Science; post-secondary education is preferred.
- Minimum 5 years work experience in a water/wastewater utility; basic knowledge of plumbing, construction and electrical equipment is preferred.
- Class I or above certification in Small Wastewater Treatment Systems by Association of Boards of Certification (ABC) or equivalent is required.
- Good business writing, intermediate math and computer (i.e. Microsoft Office Suite) skills.
- Be physically fit to perform field work.
- A valid driver's license.

The Water Authority offers competitive salaries, an international medical insurance plan, Brit-Cay Pensions and generous vacation benefits. The starting salary range is C\$39,540 – 49,420 per annum.

Application forms may be downloaded from [www.waterauthority.ky](http://www.waterauthority.ky). Please send applications, including cover letter and resume to:

Chief HR Officer  
P.O. Box 1104, Grand Cayman KY1-1102, Cayman Islands  
Email: [HR@waterauthority.ky](mailto:HR@waterauthority.ky)

Application Deadline: **18 August 2021**

*"Suppliers of the World's Most Popular Drink"*



We are currently accepting applications for the position of:

#### Customer Care Representative

We are looking for a self-motivated team player to deliver first class customer service with excellent communication, interpersonal and technical skills. This role reports to the Manager of the Customer Care department and will involve handling customer technical support and account billing and general queries by telephone, email or in person.

#### Responsibilities

- Provide best-in-class customer service to internal and external customers on every interaction
- Monitor call queues and maintain a high level of consistency with call statistics, improve where needed and as advised
- Talk with customers by phone or in person and receive orders for installation, disconnection, reconnection and change in service for TV, Internet and Phone services
- Troubleshoot basic issues with Internet, IPTV, and Phone Service whilst using Information Technology Systems
- Fill out service forms, determines charges for service requested, create new and or update existing accounts info to show change of address records and issues cancellation orders
- Handles cash efficiently and balances accurately
- Solicit sale of new or additional services
- Maintain working knowledge of various billing systems and adjust complaints concerning billing or service rendered, referring complaints of service failures to designated departments for investigation
- Proactively study and learn new and existing products to become experts on WestTel T/A Logic products

#### Education & Experience

- High school diploma or equivalent
- A minimum of 2 years' experience in a customer service/technical support role
- Strong communications and interpersonal skills are essential
- Experience of dealing with cash
- Experience of dealing with difficult customers with the ability to exercise patience, professionalism and diplomacy at all times
- Technical support and customer service experience in a support/fast paced environment;
- Experience in using a variety of program s including Excel, Word and Outlook
- Experience in Windows XP, Windows 7
- Knowledge of Calix, Subnet, DNS,OSI and Sub netting networking systems would be ideal

Income will be based on experience and qualifications within the range of \$27,600.00 to \$30,000.00 per annum. Benefit package includes - comprehensive medical & dental health insurance, pension and Logic products and services.

Apply online today at <https://logicr.bamboohr.com/jobs/>.  
Deadline for receipt of applications is August 13 2021.

#### Caymanian participation

Caymanian participation is sought in the ownership and operation of a local courier service based in George Town.

The initial capital investment required is in the region of US\$385,000.

Expressions of interest in this project at any level are invited from Caymanian individuals or entities on or before August 18, 2021

Interested parties should provide evidence of financial ability to participate in a business of this nature supported by a letter from a financial institution within the Cayman Islands.

Any Caymanian interested in making a financial investment in this project should apply to PO Box 10190 Grand Cayman, KY1-1002, Cayman Islands to the attention of Dentons.

A copy of any Caymanian interest must also be sent to the Trade and Business Licensing Board, c/o the Department of Commerce and Investment, Government Administration Building, Grand Cayman, Cayman Islands.

In the absence of any Caymanian parties interested and able to participate, an application will be made to the Department of Commerce and Investment/Trade and Business Licensing Board for the appropriate licenses.



#### CAYMAN PREP & HIGH SCHOOL

Owned and operated by the United Church in Jamaica and the Cayman Islands

Cayman Prep and High School is a private, co-educational Christian school with just over 1,000 students ranging from Kindergarten to Year 13 and offers a British-based international curriculum leading to IGCSE and A-level qualifications. The school is renowned for providing a stimulating learning environment in which our students become critical, creative thinkers, responsible citizens and lifelong learners. This is evident in our consistent record of outstanding academic achievements, pastoral care and wide range of extra-curricular activities.

The **High School** invites applications from fully qualified, enthusiastic and experienced candidates to join our high-performing team in **August 2021** for the following position:

#### Head of Faculty of Business Studies

The successful candidate must have a degree in Business Studies or Economics, an internationally recognized teaching qualification in Business Studies or Economics, such as a PGCE/PGDE or a Bachelor of Education and have a minimum of four to five years' current experience teaching Business Subjects: Business Studies and Economics at both Key Stages 4 (IGCSE) and 5 (A Level), with a minimum of three years' leadership experience. Experience of teaching Year 9 enterprise or similar would be an advantage.

In addition to the requirements for the Head of Faculty position listed above, the successful candidate:

- Must be an exceptional professional with demonstrated leadership experience, organisation and creativity to lead a strong and talented team, working collaboratively to share best practices, resources and ideas;
- Must be an excellent classroom practitioner with creative and innovative ideas, committed to achieving high academic standards and passionate about creating a stimulating and student-centred learning environment;
- Must have recent experience and up to date knowledge of the British National Curriculum especially regarding the CIE syllabus to A-level and have a proven record of high achievement/value added results;
- Must have excellent communication skills, both oral and written, and can differentiate learning to meet the learning needs of each student;
- Must have the ability to work collaboratively, while managing multiple priorities, setting and meeting appropriate targets, be solution driven and be a positive force of good at the school;
- Must have experience with SIMS and and be fully IT literate;
- Must be willing to be involved in a wide range of school-related activities;
- Will be expected to fully adhere to and support the Christian ethos of the school.

Prior experience of teaching and leading in a multicultural international school environment is an advantage.

Salary range for the Head of Faculty position listed above is C\$45,500 – C\$61,500 per annum commensurate with experience based on the school's point salary scale. Other benefits include medical insurance, contribution to a pension plan and relocation allowance, including airfare.

**Cayman Prep and High School is totally committed to safeguarding the welfare of our children and young people and expects the same commitment from all our employees. All successful candidates will be subject to enhanced pre-employment clearance including prohibition from teaching checks, identity checks, criminal background checks, qualification checks and employment checks to include an exploration of any gaps in employment and three satisfactory employment checks.**

Further information about the school can be viewed on the school website [www.cayprep.edu.ky](http://www.cayprep.edu.ky). **APPLICATIONS WILL ONLY BE CONSIDERED IF SUBMITTED ON THE RELEVANT APPLICATION FORM** (available on the website) and forwarded along with a covering letter and CV to:

Mr. Karl Murphy, High School Principal  
P.O. Box 10013  
Grand Cayman KY1-1001  
Cayman Islands  
[hs-recruitment@cayprep.edu.ky](mailto:hs-recruitment@cayprep.edu.ky)

**Deadline for receipt of applications:** Monday, August 16th, 2021  
Only short-listed candidates will be contacted



## Advertise here!

Contact a staff member to find out how you can advertise in this spot!





### Pizza Maker/Delivery Person

On behalf of our client **Soledad Cruz T/A Popo Jeb's Pizza & Snack Bar** invites applicants for a suitable and qualified candidate for the above position.

#### Requirements:

With minimum of 6 years of experience in the same field. Knowledge in food/pizza preparation and sanitation and must have clean police record and valid driver's license.

Salary - CI\$ 6.00 per hour  
Plus, statutory benefits

Caymanians, status holder and legal residents to submit applications to:

Soledad Cruz T/A Popo Jeb's Pizza & Snack Bar – Cayman Brac  
P.O. Box 11926; KY1-1010

### Procon Ltd T/A Profix Construction & Maintenance

is seeking a **Mason**

15 years' experience in masonry  
\$10 - \$12 per hour at 40 – 45 hrs. per week; Mon. – Sat.

Benefits: 50% health insurance and pension.

Send resume to P.O. Box 1572 Grand Cayman KY1 – 1504  
or email [Proconky@gmail.com](mailto:Proconky@gmail.com)

Experienced Domestic/Personal Assistant required domestic work preferred.

A minimum of 5 years experience.

Must have valid Cayman Islands license, and live in full time.

Energetic, enthusiastic, friendly, trustworthy, decent and very responsible, is required for the job.

Salary CI\$300 per week, room and food and benefits of health insurance.

Please contact Sonia Bush  
On [info@c21cayman.com](mailto:info@c21cayman.com) or  
Call 623-2100

Avail Ltd - is looking for the following

Aquatic Exercise Instructor, Therapist and Wellbeing Coach.

- Minimum 2 years A.E.A. certification.
- Knowledge of Kinesiology
- A.T.R.I accredited.
- Minimum 2-year certification in Wellness Coaching by a recognised coaching body.
- CPR/AED certified
- Self-motivated go getter
- An excellent communicator, articulate and confident
- Salary is commission based with health insurance and pension benefits



### General Helper/Labourer

On behalf of our client **International Glass Cayman Ltd. T/A International Glass Cayman** invites applicants for a suitable and qualified candidate for the above position.

#### Requirements:

Must have at least minimum of 2 years' experience in the same field. Knowledge in glass installation. Familiarity with power tools and machinery is a plus. With clean police record.

Salary - CI\$ 9.00-10.00/per hour  
Plus, statutory benefits

Caymanians, status holder and legal residents to submit applications to: International Glass Cayman Ltd T/A International Glass Cayman  
P.O. Box 11926; KY1-1010



### Maintenance Person

On behalf of our client **Winston H Mcdermot T/A Professional Diesel Services** invites applicants for a suitable and qualified candidate for the above position.

#### Requirements:

With 6 years of experience in the same field. Operates a variety of minor equipment. Must have clean police record.

Salary - CI\$ 6.00-8.00/per hour  
Plus, statutory benefits

**Caymanians, status holder and legal residents to submit applications to:**  
Winston H Mcdermot T/A Professional Diesel Services  
P.O. Box 11926; KY1-1010



### Handyman

On behalf of our client **ICF Builders Limited T/A ICF Builders** invites applicants for a suitable and qualified candidate for the above position.

#### Requirements:

Must have minimum of 10 years experience in the same field. With clean police record, knowledge in safety practices and physically fit.

Salary - CI\$ 9.00-10.00/per hour  
Plus, statutory benefits

**Caymanians, status holder and legal residents to submit applications to:**  
ICF Builders Limited  
P.O. Box 11926; KY1-1010

# Advertise here!

Contact a staff member to find out how you can advertise in this spot!



We are currently accepting applications for the position of:

#### Customer Care Supervisor

We are looking for a highly motivated and organized team leader to supervise and coach a team of Customer Care Representatives and be instrumental in working towards delivering first class customer care to all Logic customers.

#### Responsibilities

- Supervise the Customer Care team to ensure that customers are retained, satisfied and that their needs are fulfilled;
- Provide leadership and assistance by coaching and grading the teams' performance skills to ensure that they are providing a superior customer experience while working on the front line or on the phone.
- Provide the best-in-class customer care to internal and external callers on every interaction.
- Monitor and assist in keeping the call queue low and maintain a high level of consistency with call statistics by grading the representatives weekly. Assess and ensure that the team improve where needed and as advised.
- Provide support to the team of representatives handling difficult or escalated customer situations and resolve complex customer enquiries in a timely fashion.
- Responsible for training and developing the representatives and enforce company policies and procedures fairly and consistently. This includes being able to determine the necessary disciplinary action for any breach of applicable Company guidelines.
- Encourage, mentor and support the team to ensure commitment of delivering unparalleled customer service.
- Ensure the team of representatives are evaluated – through one to ones with the support of the Customer Care Manager where necessary and in accordance with Logic performance management guidelines.
- Keep the various Departments updated with any major customer reported issues when necessary
- Work closely with the Customer Care Manager and Technical teams to provide suggestions and continually improve our work flow processes for the Customer Care Department.

#### Education & Experience

- High school diploma or equivalent
- A minimum of 5 years' experience in a customer service role including technical support and customer service experience in a call centre/helpdesk environment.
- Strong communications and interpersonal skills are essential
- Experience of dealing with a high volume of cash & balancing cash accurately
- Experience of dealing with difficult customers with the ability to exercise patience, professionalism and diplomacy at all times
- Experience in using a variety of programs including Excel, Word and Outlook
- Experience in Windows XP, Windows 07
- Excellent verbal and written communication skills
- Excellent time keeping and interpersonal skills
- Ability to develop and maintain good customer relationships
- Ability to work extended/flexible hours, including weekends, holidays, evenings, etc.

Income will be based on experience and qualifications within the range of \$ 39,600.00 – \$48,000.00 per annum. Benefit package includes - comprehensive medical & dental health insurance, pension and Logic products and services.

Apply online today at <https://logichr.bamboohr.com/jobs/>.  
Deadline for receipt of applications is August 13 2021.



Logic, a 2019 Employer of Choice award recipient, are currently accepting applications for the position of:

#### Business Solutions Manager

We are looking for a dynamic IT Business Solutions individual with proven experience within the telecommunications industry and capability to drive and lead Business 2 Business (B2B) sales growth within the Cayman Islands community. Under the general direction of the Assistant Vice President, Sales, Marketing and Customer Care you will focus on implementing a proven sales methodology that significantly increases Logic's recurring revenue streams and customer lifetime value.

#### Essential Responsibilities include (but not limited to):

- Identify new sales leads
- Assist with channel sales project management and process maintenance.
- Research new leads and potential new markets
- Contact potential clients via email or phone to establish rapport and set up meetings
- Attending conferences, meetings, and industry events
- Meet exceed business development and sales targets, ensuring new business acquisition
- Develop and implement new business sales strategies.
- Prioritize activities in line with the growth plan and prepare and develop proposals
- Partner with the technology teams to ensure excellence in customer service and client satisfaction at all times.
- Report against target and activities within CRM (Salesforce)
- Manage a tailored sales process to achieve targets / KPI's
- Generate leads and opportunities within assigned Territory
- Close sales with customers
- Develop stakeholder engagement
- Responsible for account planning & time management
- Work within a Revenue Assurance structure and agreed commercial and governance guidelines
- Training Corporate Representatives on strategic and conceptual selling techniques (Relative to Industry and Business Solutions)

#### Qualifications & Experience required:

- Must have a Marketing/Business degree with a minimum of 10 +years' demonstrable experience in Business solutions leadership role within the IT/ telecommunications industry.
- Certified Sales Trainer
- Must have 10 + years' experience selling face to face complex IT and Telecommunications service solutions including international networking solutions such as MPLS and IPLC
- Thorough understanding of current technologies as it pertains to software development, cloud computing, and IT support
- Thorough understanding of product and solution portfolio
- Cisco Certified or someone with MCP certifications would be preferred
- Demonstrable and thorough understanding of voice, data and hosted service propositions
- Proven track record in building profitable Corporate relationships up to and including board level
- Proficiency in Salesforce.com CRM and MS Office suite but in particular Word, PowerPoint and Excel
- Experience of leading and working as part of geographically dispersed, virtual teams
- Outstanding achievement in delivering customer satisfaction in previous roles
- Experience of accurate forecasting and prospect management
- Demonstrates accuracy and thoroughness, looks for way to improve and promote quality
- Own vehicle with valid drivers' license with satisfactory driving record
- This position requires the ability to work outside normal business hours when required

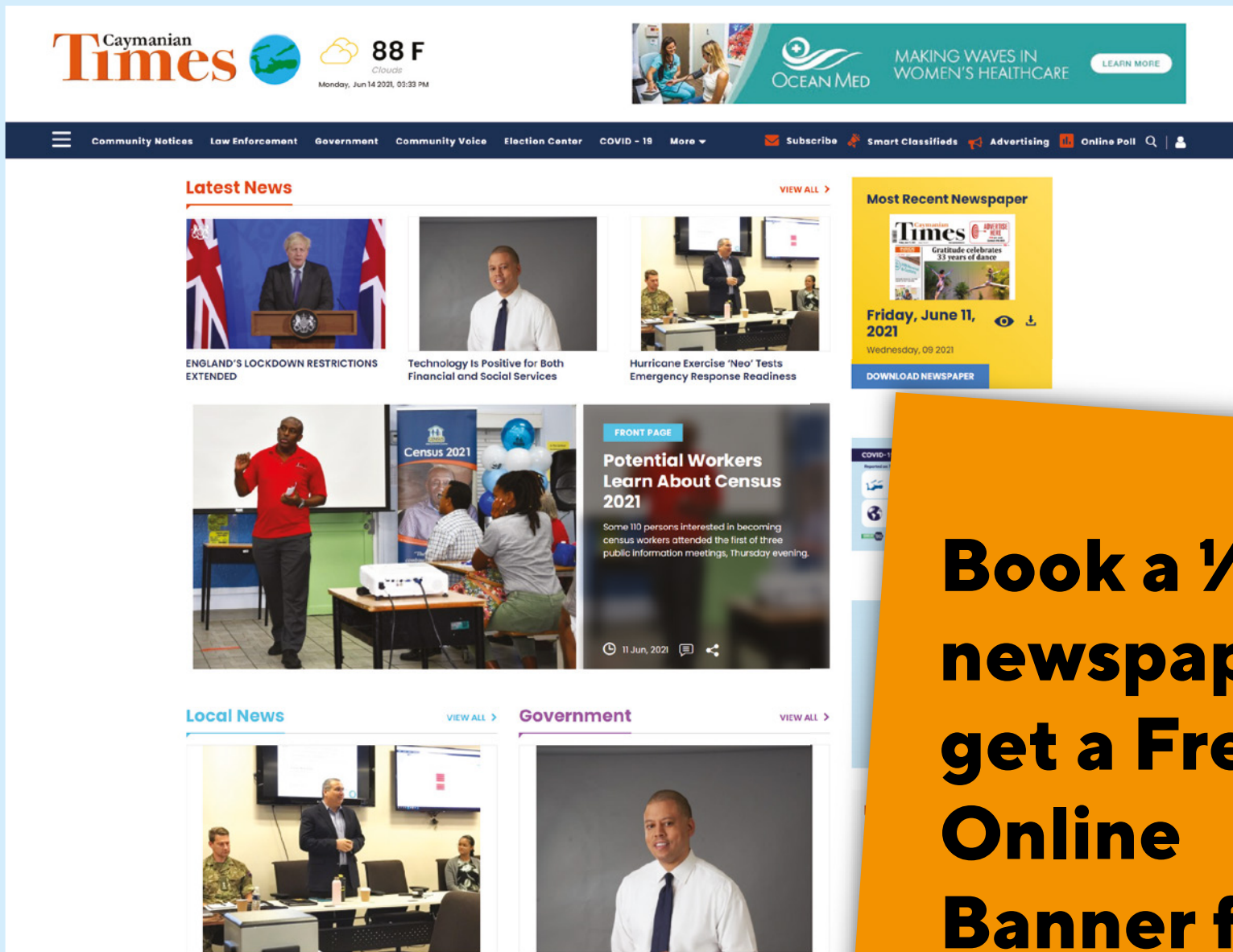
Salary CI \$75,000.00 to \$100,000.00 per annum. Benefit package includes - comprehensive medical & dental health insurance, pension and Logic products and services.

Apply online today at <https://logichr.bamboohr.com/jobs/>.  
Deadline for receipt of applications is 13 August 2021.



# Caymanian Times

# FREE WEBSITE BANNER



**Book a 1/2 page newspaper ad get a Free Online Banner for 1 month**

This offer expires on August 31, 2021

**For more information contact Ralph at 9162000 or email [sales@caymaniantimes.ky](mailto:sales@caymaniantimes.ky) Visit [caymaniantimes.ky](http://caymaniantimes.ky) for your Local and Regional News NO SUBSCRIPTION REQUIRED**