

Sandra Barnett

From: Paul Hurlston
Sent: Monday, January 09, 2012 9:00 AM
To: Joseph Woods
Subject: FW: Official Letter to RCCL

FYI

From: John Henry Ebanks
Sent: Monday, January 09, 2012 7:37 AM
To: 'sscott@caymanislands.ky'; 'leonard.dilbert@gov.ky'; Paul Hurlston
Subject: Re: Official Letter to RCCL

Good Morning All,

Paul,

Please advise results of the Round Robin at soon as you get a quorum.

Many Thanks
John Henry Ebanks
Chairman
Cayman Islands Port Authority

From: Shomari Scott
To: John Henry Ebanks; 'leonard.dilbert@gov.ky' ; Paul Hurlston
Sent: Sun Jan 08 23:45:11 2012
Subject: RE: Official Letter to RCCL
Mr. Dilbert/Mr. Henry,

As promised the per passenger fee RCCL is working with in order to make the \$243,166.86 USD (\$204,260.16 CI) is USD\$12.27 per passenger. As of December 26th 19,818 passengers had booked. (Once again RCCL has made it clear that the number of passengers they have booked is highly confidential.)

Joey would be able to give a break down as to splits within the \$12.27 between the Port Auth, CI GOV and the Environmental fee.

Warmest Regards,

Shomari Scott
Director of Tourism (Ag.)
Cayman Islands Department of Tourism
Windward Three, Regatta Office Park
West Bay Road, PO Box 67
Grand Cayman, KY1-1102
Cayman Islands
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345 244 1248 (Direct Line)

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From: Shomari Scott
Sent: Sunday, January 08, 2012 4:55 PM
To: 'JohnE@caymanport.com'; 'leonard.dilbert@gov.ky'; 'phurlston@caymanport.com'
Subject: Re: Official Letter to RCCL

Mr. Dilbert,

What is needed from the Port Authority is to have the following:

When the Allure of the Seas is in port:

- A) Three guaranteed tender spots by the Royal Watler port.
- B) The Premier Anchor Position closest to the Royal Watler Port.

Port Management:

- C) To be the over arching coordinators for the placement of the Security Modular Housing and to work closely with the Flowers Group and Massive with the traffic flows and security requirements.
- Reminder: The land adjacent to the Port closest to Jacques Scotts has been approved by Dart for our use for these purposes.

Other MOT:

- 1) Waiving of Passenger Tax.

Mr. Dilbert I think the passenger fees are mandated by law but I am not sure which law it is incorporated within. Perhaps Mr Hurlston, Clemens or Joey would know because that would determine whether the Port Authority has the authority to waive or if it is a cabinet decision. (As the per passenger fee seems to be a break between the port, general government and an environmental fee it may be a mix of both.) *Joey Woods seems to be very knowledgeable in regards to this tax.

Note: As of Dec 26 2011 the per passenger tax/fee was \$243,166.86 USD (\$204,260.16 CI). (When I get to my computer later tonight I will be able to indicate how many passengers this represents)

- 2) Mr. Dilbert to answer your other question, RCCL has not frozen the fees as they pass our head tax onto the customer who purchases the package with the Cayman Islands as a destination on the itinerary. As the days pass, the more persons that purchase without the Cayman Islands on the itinerary will not pay the tax and will be included in the number to be waived moving forward.

- 3) RCCL needed a letter to indicate the progress we had made on the items mentioned above, however if we get these items approved then the letter would indicate the following components: A) Approved premier anchoring spot B) Approved 3 guaranteed tender positions C) The fact that the CI Gov will provide the modular housing as outlined D) the fact that the CI Gov will provide the security machines and the human resources as outlined E) the CI Gov will waive the per passenger head tax up to the point when the CI is officially on the itinerary and able to be sold to customers.

**Just a reminder as info will be sent to the board that RCCL has asked that this info is kept highly confidential as they will need to ensure once the decision is made public that both the CI and RCCL have the same agreed message points. I am sure the Port Authority Board is well versed in confidentiality but just wanted to ensure I covered all bases.

I hope the above helps.

Warmest Regards,

Shomari Scott
Director of Tourism (Ag.)

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From: John Henry Ebanks <JohnE@caymanport.com>
To: leonard.dilbert@gov.ky <leonard.dilbert@gov.ky>; Paul Hurlston <phurlston@caymanport.com>
Cc: Shomari Scott
Sent: Sun Jan 08 15:50:51 2012
Subject: Re: Official Letter to RCCL

The director/Secretary can effect a call to the Directors get their quorum verbal consent and then forward a confirmation to you by mid day tomorrow. The Resolution can then be ratified at the next meeting. Please note that the amount of fees to be waived and for what period needs to be disclosed.

Regards

John Henry Ebanks
Chairman
Cayman Islands Port Authority

From: Dilbert, Leonard
To: John Henry Ebanks; Paul Hurlston
Cc: Scott, Shomari
Sent: Sun Jan 08 14:51:42 2012
Subject: Re: Official Letter to RCCL
I've seen both Shomari & the Chairman, so Happy New Year, Paul.

My instructions were to prepare a Paper for Cabinet to decide on this at Tuesday 10th meeting. If the Port is unable to give what's needed in the course of tomorrow, we may not make that target. As I understand it, the longer we take to confirm, the more we'll have to forego by way of fees waived; if this is not so - for instance, if RCCL have 'frozen' the qualifying period - then it would be a bit less urgent.

Grateful for any available advice. I also need some clarity
As to what confirmation exactly RCCL is expecting.

Kind regards,

From: John Henry Ebanks [<mailto:JohnE@caymanport.com>]
Sent: Saturday, January 07, 2012 11:28 AM
To: Paul Hurlston
Cc: Scott, Shomari; Dilbert, Leonard
Subject: Fw: Official Letter to RCCL

Dear Paul,

Happy New Year to you and Family.

First of all let me advise that the meeting scheduled for this coming week will not be held. I will address this directly with the Board under separate cover.

The e mail below and discussions which you have been involved with concerning the impending arrival of the Oasis Class vessel this year now needs finality and sign off on the concessions/waivers you all have discussed as is indicated in the message below. I is now necessary for the formulation of a Resolution for Board approval to be circulated along with an overview (extracted from the points below and other communication and discussions which you and staff have been involved with) of what is planned.

Accordingly, I ask that you attend to this on Monday without fail and request a response from all Board members. By Thursday latest.

If you have any issues or questions that will help to address the Resolution efficiently, you are to coordinate same with Mr. Shomari Scott and Mr. Leonard Dilbert who are herein copied.

This request is of utmost priority and you are requested to follow up with Board members by phone for their consent if and when necessary and certainly before the deadline I have established.

Your cooperation is appreciated.

Best Regards
John Henry Ebanks
Chairman
Cayman Islands Port Authority

From: Shomari Scott
To: Dilbert, Leonard ; wmbush@candw.ky ; Bush, McKeever (Premier)
Cc: Parchment, Richard ; John Henry Ebanks
Sent: Wed Jan 04 16:27:39 2012
Subject: Official Letter to RCCL
Mr. Dilbert,

Mike Ronan from RCCL recently contacted me outlining that he needs to understand "officially" where we are with regard to the list of items discussed and which are resolved and those still pending including likelihood of approval. He is asking for an official letter from the Ministry to RCCL with the gov't position so he can put together with their internal review comments and go to their Senior Management for a decision asap.

As a reminder the items that were requested were as follows:

- 1) Seven Tenders with a 300 passenger capacity.
 - a. It is our understanding that RCCL has worked directly with the on island tender company and has confirmed this requirement can be met.
- 2) Three guaranteed tender spots.
 - a. Port confirmed this previously but we need to double check to ensure this is still the case.
- 3) Shoreside Security Building:
 - a. We have worked and received estimated costing for the physical modular building, the security equipment and the human resources and the Premier through the Ministry believes that the additional funding required will be approved by Cabinet. (Not sure if you have the estimated timing that could be included.)
 - b. We have overarching agreement that the adjacent property next to the Port will be made available for the location of the security building.
- 4) Modifications to the landing to allow for two-level loading:

- a. RCCL had discussions with the tender company and understands that due to the vertical positions of the disembarkation points on the tenders that two level loading will not be possible however this does not pose an issue to this opportunity.
- 5) Premier Anchor Position:
 - a. This was agreed by the Port previously but we need confirmation that this is still the case.
- 6) Shoreside Security Personnel:
 - a. This was dealt with in point 3.
- 7) Waiving of Passenger Tax.
 - a. Those persons who have booked prior to the Cayman Islands being sold as part of the itinerary would not have paid the tax and RCCL can't charge them after the fact.
 - b. The Premier through the Ministry is confident that the per passenger fee for those passengers who have booked prior to the CI being on the itinerary will be waived through Cabinet. (Not sure if you have an idea of timing on this item?)

Other:

- 1) An additional item that RCCL wanted was 50% reduction in tender fees. We are currently working on this issue with the tender company as the government is not in a position to pay for this as an incentive as the operation is privately owned and operated and the government will have to make a significant investment for the security requirements etc.

Warmest Regards,

Shomari Scott
Director of Tourism (Ag.)
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