



# Ministry of Tourism Development & Transport

OFFICE OF THE PERMANENT SECRETARY

## Memorandum

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**To:** Clerk to the Legislature  
Mrs. Shernette Wolffe

**From:** Permanent Secretary of Tourism Development and Transport  
Mr. Francis Richardson

**Date:** 12<sup>th</sup> May, 2015

**Subject:** Parliamentary Question for the Hon. Shawn Crockwell JP, MP

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The following questions were presented by the Hon. Zane DeSilva JP, MP for oral response on 15<sup>th</sup> May, 2015. The answers are provided in advance of the oral response.

1. In this Honourable House on March 11, Minister Crockwell promised to have the Bermuda Tourism Authority measure the office space rented from Washington Mall Properties; Will the Honourable Minister please inform this Honourable House, of the square footage?

*Answer: The typical current rent for office space at 22 Church Street is \$25psf, the market rate for the top floor offices is in the region of \$30psf, and retail tenants throughout the property pay an average of \$40psf. The BTA's total square footage is 5,247, for which they are only paying \$23.89psf. There is no allocation for common area in the square footage calculation. Washington Mall Properties agreed to the discount during negotiations based on the BTA's mandate to improve the Island's tourism industry.*

2. Will the Honourable Minister please inform this Honourable House how many loans over \$100,000 have been issued by the BTA and who received them?

*Answer: One loan for over \$100,000 has been transacted. A loan of \$180,000 was granted by the BTA to the Whitfield Group. THIS AMOUNT HAS BEEN FULLY REPAID AND ALL PROVISIONS OF THE LOAN HAVE BEEN MET BY THE WHITFIELD GROUP.*

3. In this Honourable House on March 11, Minister Crockwell stated that the reason for the \$180,000 loan to the Whitfield Group was given due to the fact they were scheduled to host events over the next proceeding weeks; Will the Honourable Minister please inform this Honourable House how many events did the Whitfield group host between November 1, 2014 and December 31, 2014?

*Answer: The total number of events hosted by the Whitfield Group at Pier Six was twelve (12) during the timeframe of November 1, 2014 to December 31, 2014. One of them was the ILS Conference with a total confirmed attendees to the conference was 306 individuals. The overseas delegates were 174. 13 overseas countries were represented, including: Australia, Canada, Cayman, Finland, France, Germany, Hong Kong, Ireland, Monaco, South Africa, Switzerland, United Kingdom and the USA. The number of room nights booked was 398.*

*The suppliers and services associated with the event included: infrastructure rentals, audio-visual components, food & beverage, printed branding materials, graphic design, décor, transportation, cleaning, consulting, security, website services, event staffing, Wi-Fi networking, photography, media consultation and other incidentals. The Revenue generated to local companies from this one event alone was \$407,419. This revenue went to: back-of-office staff for event management, client services, event delivery partners, web, IT & design consultants, media services, hospitality, trucking and taxis. This does not include accommodation and transportation services which far exceeded the above noted figure. A total of 17 local companies were contracted for this event with 73 people commissioned for services.*

*As a point of information, there were a total of 31 future events scheduled at Pier Six that were in jeopardy of cancellation at the Pier Six location, but for BTA support. **THE LOAN AMOUNT HAS BEEN FULLY REPAID AND ALL PROVISIONS OF THE AGREEMENT HAVE BEEN MET BY THE WHITFIELD GROUP.***

Francis C. Richardson  
Permanent Secretary  
Ministry of Tourism Development & Transport