

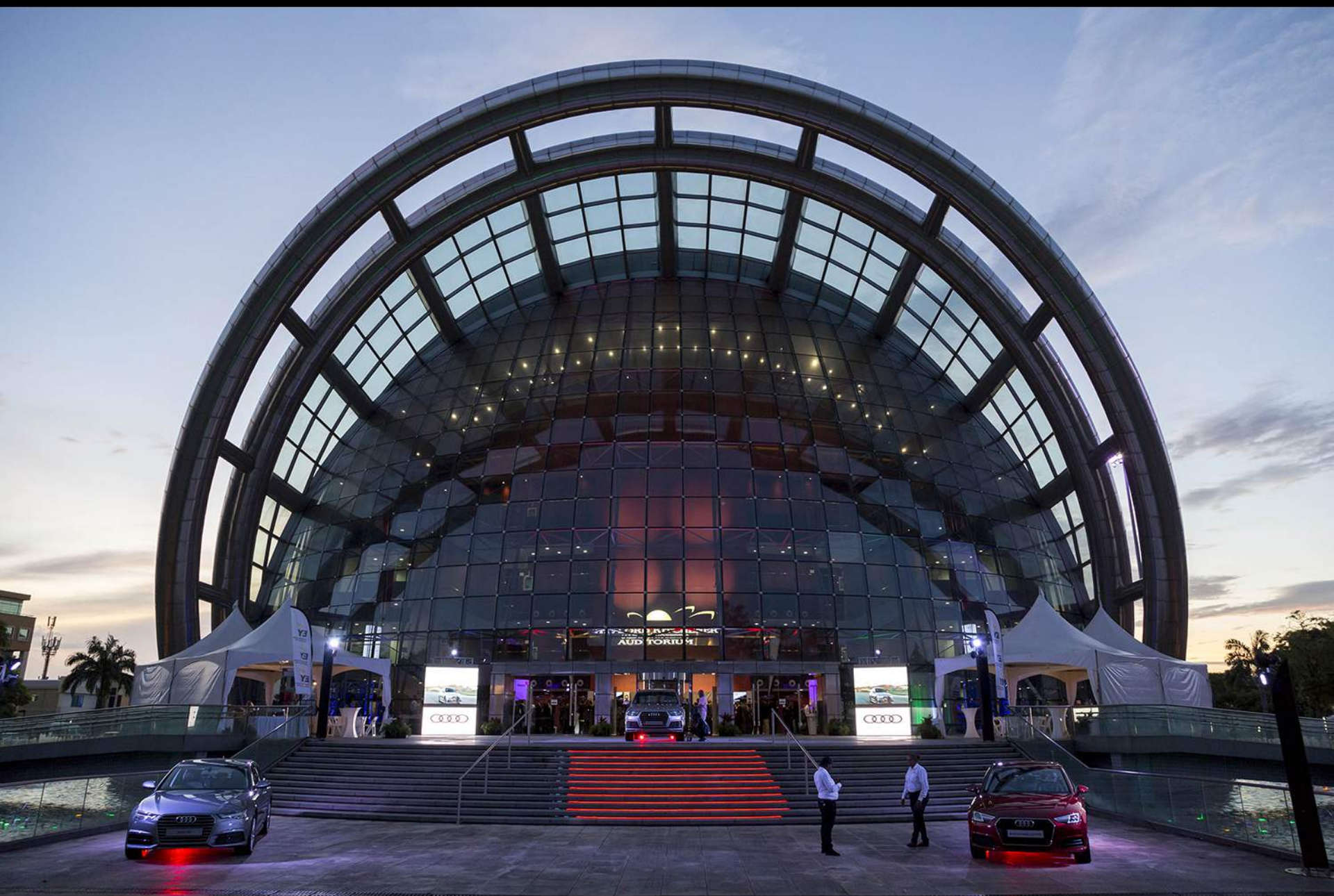
NOV
01
2018

NATIONAL ACADEMY
FOR THE PERFORMING ARTS

COMMEMORATIVE
PUBLICATION



AWARD CEREMONY & COCKTAIL RECEPTION





VISION STATEMENT

We are the Voice of Business

MISSION STATEMENT

To be the champion of business towards the development of a strong and sustainable national economy.

CORE VALUES

Membership Satisfaction

We are committed to understanding our members' needs and satisfying them through value-added services

Professionalism

We are committed to being professional in all that we do, grounded in the belief in high standards of performance

Transparency

We are committed to being open and equitable in all our dealings with all of our stakeholders as we work towards the development of a strong and sustainable national economy

Productivity

We are committed to constantly improving our work ethic / output for the benefit of our members and stakeholders

Independence

We are committed to being independent in our views so that objective and transparent representation of our members' interests comes first

Personal Development

We are committed to the personal development of our staff through learning, feedback, coaching and mentoring

ABOUT THE EVENT

The Champions of Business event is the finale of the three signature annual events hosted by the Trinidad and Tobago Chamber of Industry and Commerce, the Voice of Business!

It is perhaps THE most anticipated business awards and is considered to be a MUST ATTEND event each year.

Champions of Business was created to celebrate the outstanding and exemplary contributions of Trinidad and Tobago's business leaders. It is also intended to inspire emerging entrepreneurs and established businesses to strive for excellence, quality standards in business and to aim towards higher levels of performance.



**BOLD
FRESH
BRAVE
INSPIRED**

TABLE OF CONTENTS



President's Message

Ronald Hinds, President

Trinidad and Tobago Chamber of Industry and Commerce

Feature Speaker

Peter van der Gracht, Serial Technology Entrepreneur

"Innovation & Digital Disruption"

B
E
B
O
L
D

INTERNATIONALLY KNOWN...T&T OWNED COMPANY OF THE YEAR AWARD

Sponsor Profile - First Citizens

About the Award

Recipient Profile

S.M. Jaleel and Company Ltd.

B
E
F
R
E
S
H

BUSINESS TECHNOLOGY AWARD

Sponsor Profile - TSTT

About the Award

Profiles

WiPay (T&T) Ltd. (AWARD RECIPIENT)

Sun Tixx Caribbean Ltd. (FINALIST)

Keystone Designs Ltd. (Shuphub.com) (FINALIST)

B
E
B
R
A
V
E

ENTREPRENEUR AWARDS

Sponsor Profile - EY

About the Award

Start Up Entrepreneur Profiles

Vandana Mangroo - Hello Green Ltd. (AWARD RECIPIENT)

Vickash Chankar - Vicksol Caribbean Ltd. (FINALIST)

Emerging Entrepreneur Profiles

Nolana Lynch - Eco-Truffles Ltd. (AWARD RECIPIENT)

Jason Lindsay - Full Circle Animation Ltd. (FINALIST)

Jody White - Slimdown 360 Ltd. (FINALIST)

Small to Medium Entrepreneur Profiles

Michelle Sohan - The Treatz House Ltd. (Bakery Treatz) (AWARD RECIPIENT)

Allana Steuart & Logan Steuart - Bertie Steuart Sauces Ltd. (FINALIST)

B
E
I
N
S
P
I
R
E
D

TRINIDAD AND TOBAGO CHAMBER OF INDUSTRY AND COMMERCE BUSINESS HALL OF FAME INDUCTEES

About the Award

Sydney Phillips (Posthumous)

Derek Chin

“Good evening everyone. Thank you for coming out this evening and being a part of this wonderful, warm gathering as we get ready to reveal the Champions of Business 2018! The Champions of Business, which up until 2014 was called the Business Hall of Fame, is an initiative of the Trinidad and Tobago Chamber of Industry and Commerce which was introduced in 2006. Its goal is to recognise excellence in the field of business. Our categories are meant to reflect the spectrum of business life – from entrepreneurship to exporting and lifetime achievement. And this year we have added a new category of Business Technology by which we aim to highlight the positive work of local businesses in this growing global industry.

Business success is however much more than a healthy bottom line – it is also the embracing of social roles, whether through targeted corporate social responsibility projects or philanthropy. You will find that each and every one of our awardees and inductees have placed this 'giving back' at the heart of their business enterprise, confirming that the business community is a key national stakeholder and a driver of positive economic and social transformation.

As you listen to their stories you will notice a common thread running through all of the accounts. Our awardees have been people who were willing to step out of the ordinary. They have bravely taken the initiative and boldly set forth, often against the tide. They have been lifelong learners, keeping things fresh, and being an inspiration to those around them.

The Champions of Business, now in its 14th year, is a representation of a continuous evolution of the Chamber. The rapidly changing global environment means that we must be equipped and ready for change. Through initiatives like Business Insights, trade missions, the Export Toolkit and Lunch 'n' Learn series, we strive to aid in enabling and empowering our members and business partners to more effectively navigate the ever changing business environment.

The strength of the Chamber is derived from you, our members, and tonight, we celebrate nothing more than the contributions you continue to make. In closing I have to acknowledge that none of this would have been possible without the support of our sponsors. Our exclusive category sponsors - bmobile, EY and First Citizens, Gold sponsor - Guardian Group, Silver sponsors - Agostini's, Atlantic and the Trinidad and Tobago Unit Trust Corporation, Bronze sponsor - Southern Sales & Service Company Limited and other sponsors - Music Radio 97.1 fm and content contributor, Planting Seeds. We thank you for seeing value in this collaboration – whether you joined us this year or have been a stalwart. Special thanks are also due to the High Commission of Canada in Trinidad and Tobago for our Feature Speaker Peter van de Gracht.

I also wish to add my personal thanks to my Board and Management and the dedicated Chamber staff. Congratulations to all of tonight's well-deserved inductees, finalists and winners! Enjoy the evening and together let us make the 2018 Champions of Business another memorable and inspiring event!”



Léon Agostini	1879-1886	Thomas Gatcliffe	1964
Duncan Campbell	1887	Louis N Blache-Fraser	1965
William Gordon Gordon	1888-1891	J Maurice Quesnel	1966
William Howatson	1892-1895	Jack De Lima	1967
William Gordon Gordon	1896	Neil A Lau	1968
Robert Wilson	1897	C Allan Forbes	1969
William Howatson	1898-1899	Geoffrey R Inglefield	1970
William Gordon Gordon	1896	Everard Medina	1971
Hugo Huffman	1901	Louis Rostant	1972
William Gordon Gordon	1902-1918	H A S Clerk	1973
Sir George Huggins, OBE	1919-1920	George Guy	1974
Alex Fraser	1921- 1922	Victor Mouttet	1975-1976
Sir George Huggins, OBE	1923-1924	F Mallalieu	1977
Arthur C Hale	1925-1926	Cecil Quesnel	1978
W T Fitt	1927-1928	O B Edghill	1979
Fred G Grant, OBE	1929-1930	Angus Mackay	1980-1981
James Forbes	1931-1932	Osmand Hale	1982
John Pendrich	1933-1934	John Martin	1983
A Emlyn, OBE	1935-1936	L A R Hackshaw	1984-1986
James Forbes	1937	Jospeh Anthony Pires	1987-1988
S H Banning	1938-1939	Audley Walker	1989-1990
George W Rochford	1940-1941	C Anthony Beaubrun	1991-1992
James Forbes	1942	Frank Mouttet	1993-1994
Wilfred L Alston	1943-1944	Michael Arneaud	1995-1996
Brig A S Mavrogordato OBE	1945-1946	Gordon Deane	1997-1998
Alan Storey, DFC	1947	Kerston Coombs	1999-2000
Eric Gregg, OBE	1948-1949	Raoul John	2001
RC Duff Urquhart, CBE	1950-1951	David O'Brien	2002-2003
Alan Storey, DFC	1952-1953	Christian Mouttet	2004-2005
Willard Grant	1954	Ian Welch	2006
Ray Lange, OBE	1955-1956	Ian Collier	2007-2008
R J W Struthers	1957-1958	Angella Persad	2009-2010
Leon Taurel	1959-1960	Andrew Sabga	2011-2012
C Vernon Perreira, DFC	1961	Moonilal Lalchan	2013-2014
J Angus Mackay	1962	Robert Trestrail	2015-2016
Philip S Lazzari	1963		

The Entrepreneur's Journey: from idea to success in the market

The Trinidad and Tobago Chamber of Industry and Commerce was delighted to have Mr. Peter van der Gracht deliver the Feature Presentation on the topic, "Innovation and Digital Disruption".

Peter is a Serial Technology Entrepreneur with over 25 years of experience leading companies through multiple financings. He has bought and sold numerous companies, has been responsible for their operational build-outs, acquisitions and mergers.

He has developed innovative hardware, software and services in a broad range of industries including, cableTV, telecom, broadcast, IT and automotive across North America, Europe and Asia.

Some of the companies Peter has served as an executive leader include Signalset Inc. (CEO), Quickmobile (Chairman), Light-based Technologies (Chairman), Fatport (CEO, Chairman), Teraspan (CEO, Chairman), Wavemakers (CEO, Chairman), Imedia Corp (CEO), Scientific Atlanta (General Manager), Nexus Engineering (Founder, President).

While still in grad school, Peter co-founded Nexus Engineering. The company grew to seven companies with over 300 employees with operations in Hong Kong, Jakarta, London and five Canadian cities. The first company in the group, Nexus Engineering, became the second largest manufacturer of cable television head ends in the world with installations in over 100 countries.

Nexus Engineering and one other company in the group were successfully sold to Scientific Atlanta of Atlanta, Georgia in 1993. Peter was President from the founding through to the sale.

Peter holds a BAsC. and MASc., University of British Columbia.



Peter Van de Gracht
Serial Technology
Entrepreneur
*"Innovation &
Digital Disruption"*

He is a member of the Association of Professional Engineers of British Columbia and is the recipient of numerous business and entrepreneurship awards such as:

- Entrepreneur of the Year awarded by the Editorial Board of BC Business Magazine, May 1991.
- Silver Medal in Entrepreneurship, Canada Awards for Business Excellence, 1990.
- 40 under 40 – selected as one of Vancouver's top business achievers under the age of 40 by the Business in Vancouver newspaper, 1990.
- Business Leader of the Year by the Vancouver Junior Board of Trade, May 1989.
- Gold Medal for Industrial Innovation, The British Columbia Science Council, 1988.
- Certificates of Merit in Entrepreneurship, Canada Awards for Business Excellence, 1987, 1988 and 1989.
- The Successors – Canada's Emerging Business Leaders selected by Canadian Business magazine, August 1986.
- Canada Awards for Business Excellence Finalist in Entrepreneurship, 1985.

He is a past member of Industry Canada - Science, Technology and Innovation Council; Advisor for Cellula Robotics - subsea robotic systems; a past Senior Industry Advisor for Global Affairs Canada; and founding Board Member for Entrepreneurship@UBC - University of British Columbia seed-stage investment fund & program.

He currently serves as Chairman and Director on numerous companies including, (Director) Alacrity Foundation, a not-for-profit start-up foundation; (Director) Encepta Corp. supplier to the telecom industry; (Chairman) Ocean Floor Geophysics, deep ocean mineral exploration; (Chairman) QuantoTech Solutions Ltd., Chairman, LED Lighting Services; and (Chairman) MinaCore Engineering - mining technology.

Peter also facilitated these sessions at the Chamber:

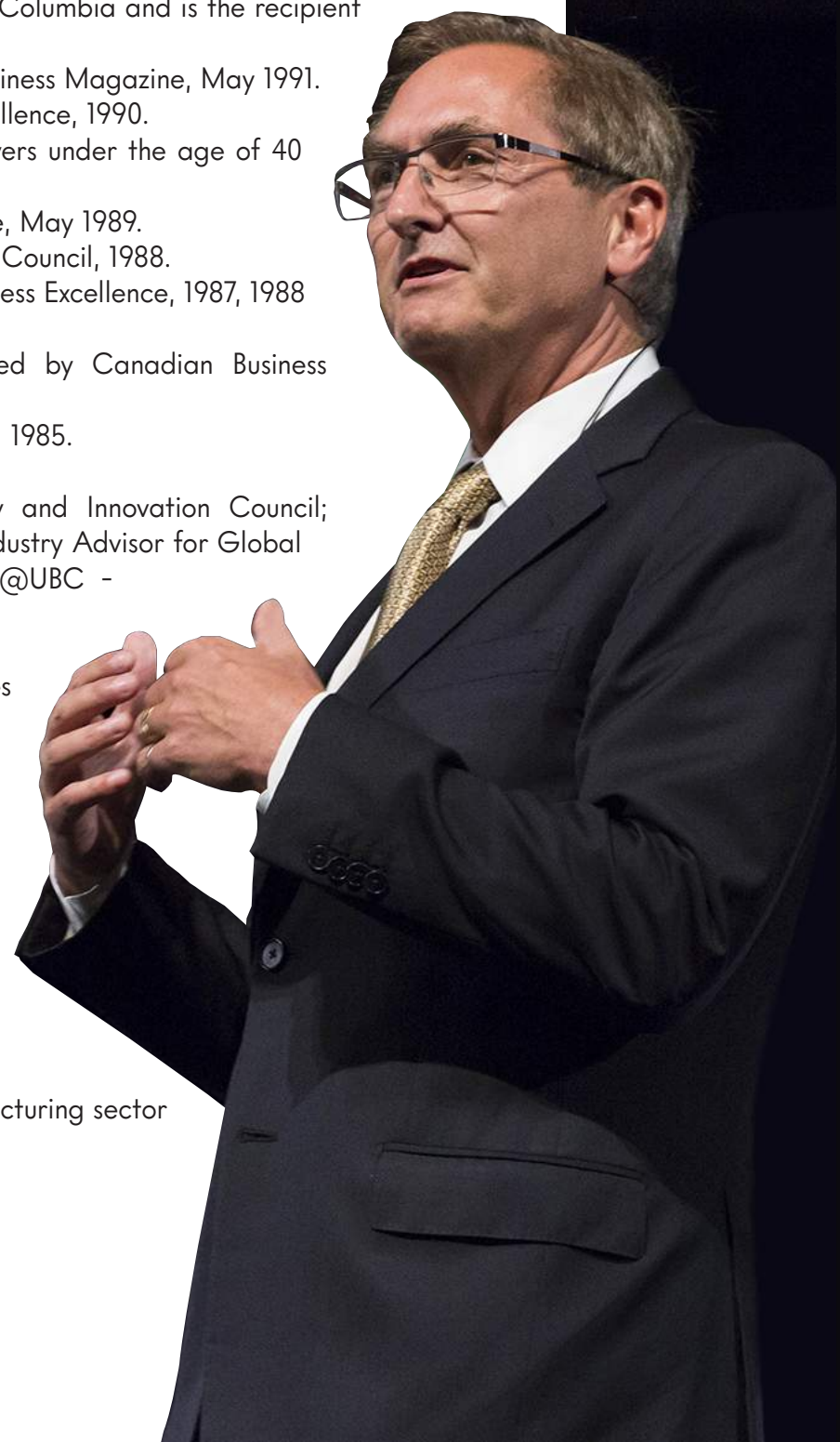
- (i) Innovation Roundtable with CEOs of the Food and Beverage Manufacturing sector
 - (ii) SMEs and Innovation Adoption
- both held on October 31, 2018

Peter's visit to Trinidad and was made possible by the Canadian High Commission



Government of Canada
High Commission of Canada

Gouvernement du Canada
Haut-commissariat du Canada



CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY



AWARD CEREMONY & COCKTAIL RECEPTION



2018 INTERNATIONALLY
KNOWN...
T&T OWNED
AWARD

SPONSORED BY



First Citizens

BE BOLD

“Be bold enough to use your voice,
brave enough to listen to your heart,
and strong enough to live the life
you have always imagined.”

CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY





First Citizens

ABOUT THE SPONSOR

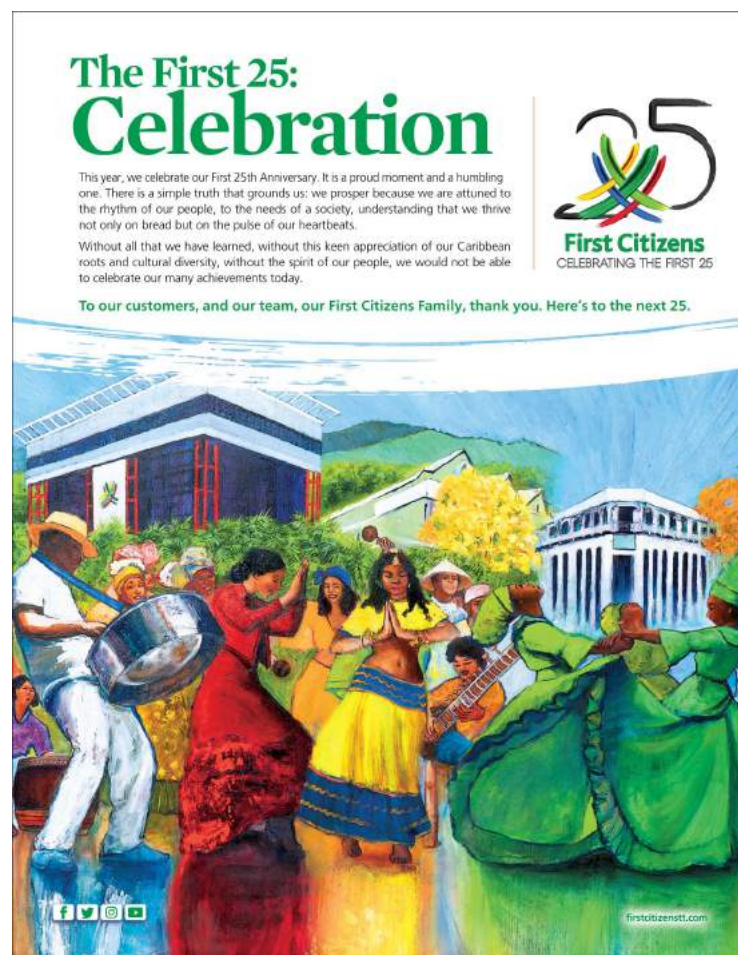
The First Citizens Group is a leading financial services group in Trinidad and Tobago and the Eastern Caribbean. It offers a full range of retail, corporate and merchant banking services as well as trustee, investments and brokerage services. The Group is headquartered in Trinidad and Tobago and First Citizens Bank, which is the largest division within the Group, has an extensive retail branch network in Trinidad and Tobago with a large deployment of ATMs and point of sale devices in both islands.

First Citizens Investment Services Limited, the largest full service securities trading Company in the Caribbean, is operated by the Group in Trinidad and Tobago and accounts for its regional footprint in the islands of Barbados, St. Vincent and St. Lucia. The brand also features prominently across Barbados via First Citizens Bank [Barbados] Limited and offers financial services to the Central American market through its representative office in Costa Rica. Listed on the Trinidad and Tobago Stock Exchange since 2013, the Group's shares continue to be traded successfully in the market and it recorded profit before tax of TT\$876.4 million for the last fiscal year ended September 30, 2017, with an asset base of just over TT\$38 billion.

This award winning bank, its latest being the **Bank of the Year 2017** from **The Banker** and **Safest Bank in 'T&T'** from **Global Finance**, has also been involved in financing a number of landmark projects across the region. The Group also administers a robust corporate social responsibility programme by investing in communities it serves across the region, in the areas of youth development and education, women's issues, sport culture and the environment.

In 2017, First Citizens renewed its vision, mission and core values which now speak to Commitment to Excellence, Commitment to People, Integrity and Commitment to Customers; revealing its brand promise to build rewarding and sustainable relationships through a highly engaged team, versatile and secure technology, and innovative financial services.

On September 13, 2018, First Citizens celebrated its 25th Anniversary, and the Group has redoubled its commitment to delivering excellent customer experiences and adding consistent value to our shareholders for the next 25!



BE BOLD



ABOUT THE AWARD

Internationally Known...T&T Owned Company of the Year Awarded to an Organization

This award recognises a company that has made BOLD moves and has become a global brand, putting Trinidad and Tobago on the world stage.

Extending across industries, local firms that have engaged in business development expansion with an established footprint, either regionally and/or internationally, are considered for this award. This category tells the story of the local company's evolution towards becoming an Internationally known business while also making positive contributions to communities and the environment through their corporate social responsible activities.

This award has been sponsored, since its inception in 2014, by First Citizens and has celebrated recipients like Sacha Cosmetics Limited (2014), Kenson Group of Companies (2015), Label House Group Limited (2016) and the Bermudez Biscuit Company Limited (2017).



INTERNATIONALLY KNOWN...
T&T OWNED COMPANY OF THE YEAR
AWARD RECIPIENT



S.M. JALEEL & CO. LTD.

S.M. Jaleel (SMJ), established nearly a century ago in 1924 in San Fernando, Trinidad, has had a rich history of innovation and being at the forefront of serving customers' needs. That history has paved the way for SMJ to become a global player in the beverages business.

Founded by Sheikh Mohammed Jaleel, the company's first product, Jaleel Beverages, was distributed using traditional horses and carts. In 1938, just before World War II, the Wonder and Applette brands were launched, and when Joe Louis the world heavyweight boxing champion was brought to Trinidad by SMJ, Joe Louis Punch was developed in his honour.

By 1950 the popular Red Spot brand was created and the company evolved to having automated production lines and a fleet of 10 trucks for distribution. 1950 also saw the company's expansion into the region with a factory being commissioned in Grenada, and a partnership established in Guyana to bottle Red Spot there. SMJ continued to grow and develop popular products like the famous Dixie Cola which, when it was introduced to the market in 1968 was truly ahead of its time.

This thirst for innovation and creating products that were both unique and market relevant jumped to a new level when in 1980, Dr. Aleem Mohammed, grandson of Mr. Jaleel, took the reigns as Chairman and Chief Executive Officer of SMJ.

Dr. Mohammed moved SMJ's factory to South Oropouche - which to date remains the headquarters of the Company - investing in new manufacturing capabilities and launching the Cole Cold range of soft drinks and Pear-D in cans, thus allowing the company to expand rapidly.

Strengthened by these new capabilities, in 1982 SMJ was awarded the franchise to manufacture and distribute 7-UP throughout Trinidad and Tobago. This would mark the start of a new business model for SMJ, franchising global beverage brands throughout the Caribbean.

Having conquered the Trinidad and Tobago soft drink market, SMJ adopted an internationalization strategy for growth in an onion ring concept, starting with Trinidad at its core, moving outward to the Caribbean, then the Americas and then around the World.

By 1983, SMJ began exporting Cole Cold and Dixie Cola in cans throughout the Caribbean. Dr. Mohammed soon understood that for SMJ to be global player in the beverage business, it had to avoid "me-too" propositions and focus its energies on being differentiated and at the forefront of innovation.

In 1983, SMJ collaborated with Reynolds Metal Company to develop Fruta, the first fruit juice in the world to be packaged in a two-piece aluminium can. It was without artificial preservatives via the use of nitrogen dosing technology.

In 1984, when competitors were still using returnable glass bottles, SMJ invested in being pioneers of PET plastic technology. The revolutionary Jalitre (Jaleel + Litre) was introduced, and SMJ became the first mover in large-format soft-drink packaging, to meet the demands of larger quantities at lower prices during tough economic times.

In 1986, SMJ developed Caribbean Cool, the world's first all natural juice enhanced carbonate, free from artificial flavours, artificial colours, and free from preservatives, in exotic flavours such as orange mango, passion tangerine, pine grapefruit and fruit punch. This unique product was first franchised for manufacture and distribution in the United Kingdom, from where it was then exported to other European countries such as Northern Ireland and Sweden. It was later franchised in Florida for distribution in the United States, as well as Malaysia to enter the South East Asian market.

Throughout this time, as SMJ invested in its manufacturing and distribution expertise in Trinidad, it continued to attract the interest of global beverage players. In 1986 SMJ was awarded the Cadbury-Schweppes franchise to manufacture and distribute Schweppes soft drinks throughout the Caribbean. That same year, SMJ became the first company in the world to put the famous Capri Sun brand in a PET bottle, when it was appointed Caribbean franchise holders. In the early 1990s, SMJ would develop a partnership with Pepsico, to manufacture and distribute Pepsi in Trinidad and throughout the region.

In 1993, SMJ disrupted the market again with another size proposition: this time the distinctive Chubby Bottle, which at the time was the lightest weight PET plastic bottle in the world. Chubby was a brand with a unique bottle shape, bright colours, and a fun-loving character, which was ideal for kids. There was a gap to fill because no one at that time focused on kids. Kids were given soft drinks in large bottles and there was no portion control, so Chubby was able to change the market with a unique proposition that had global appeal.

In 1999, SMJ established a franchise agreement with COTT Corporation to manufacture and produce its own Chubby in North America. This was followed by similar arrangements in Mexico, Brazil and most recently, Alimentos Maravilla in Guatemala for the manufacture and distribution of Chubby throughout Central America. When combined with the UK, these markets collectively represent about one-third of the global consumption for carbonated soft drinks.

Chubby has also been exported from the Caribbean around the world, to European countries such as the Netherlands, Belgium, France, Germany and Sweden, South American countries such as Colombia and Argentina, African countries such as Nigeria, Ghana, Chad and Gabon and as far East as Singapore - making it SMJs most internationally available product sold to over 65 countries around the world.

During the 1990s to 2000s, SMJ continued its international expansion with wholly owned subsidiaries and/or affiliate companies of SMJ incorporated in overseas markets such England and Wales, Barbados, Guyana, Haiti, Jamaica, St. Lucia, Suriname and the United States.

SMJ has also expanded through strategic acquisitions. In 1995, the company acquired a beverage manufacturing plant in Barbados, in joint venture with Goddard Enterprises. SMJ would later acquire the Trinidad Fruit Juice range of brands from Co-Operative Citrus Growers' Associations (CCGA), as well as the assets of Jamaica Citrus Growers, to establish a regional manufacturing footprint alongside its factories in Trinidad and St. Lucia.

SMJ's first manufacturing operations outside the Caribbean were established in 2004, when SMJ started to manufacture and distribute Chubby in Damam, Saudia Arabia, and for export to other Middle Eastern Countries such as Bahrain, Dubai, Iraq, Jordan, Kuwait and Pakistan. This would be followed by the establishment of an SMJ factory in Durban, South Africa, to supply South Africa, Swaziland, and to expand north to countries such as Botswana and beyond, and most recently SMJ Asia was formed in India, producing and distributing the Maaee brand of water.

Today, SMJ remains one of the largest non-petrochemical exporters in Trinidad and Tobago, whose brands are household names in countries across all five continents It is available from leading retailers such as Walmart, Walgreens, Publix and Amazon.

Innovation continues to be the cornerstone of SMJ's success, now providing a diverse range of quality beverage options to customers globally, including the Island Fusion Iced Tea, Turbo Energy Drink, Dairy Farmers Milk, and Oasis Water. In 2017, SMJ re-launched its VIVA flavoured sparkling water in keeping with consumer health and wellness lifestyle trends, winning the Trinidad and Tobago Manufacturers' Association's Innovator of the Year award.

SMJ also continues to invest in world class manufacturing technologies and quality standards, and in 2016 was the first beverage manufacturing company in CARICOM to be awarded the prestigious Safe Quality Food (SQF) Level 2 Certification. It is based on the understanding that certification from internationally recognized certification boards is required to sell to most European and North American retailers. This has allowed SMJ to continue to attract the interest of leading global beverage players, most recently being appointed by the Suntory Group to manufacture its Ribena and Lucozade brands for export Caribbeanwide.

BE BOLD**S.M. JALEEL & CO. LTD.**

An environmentally conscious manufacturer, SMJ is on a continuous path to reduce the amount of materials used in its packaging. It successfully reduced the weight of its plastic water bottles by over 50% in the last two years. It has also discontinued use of cardboard cartons in most of its outer packaging, replacing this with lightweight plastic. SMJ is also a part of several recycling initiatives throughout the Caribbean, with its Trinidad factory recycling a considerable amount of waste material.

As one of the largest privately owned employers in the English-speaking Caribbean, SMJ prides itself in giving back to the community, having undertaken multiple CSR initiatives over the years. SMJ provides private scholarships to university students at the University of the West Indies and the University of Trinidad and Tobago. As a beverage manufacturer, SMJ supplies water for rural communities and disaster relief, as well as food supplies to children's homes, and to the needy in and around the community. SMJ is also a sponsor of regional sporting activities, supporting the Trinidad and Tobago Soca Warriors in their 2006 World Cup tournament, as well as the regional cricket tournament, Busta Cup, and the Caribbean Premier League since its inception in 2013.

The Trinidad and Tobago Chamber of Industry and Commerce was proud to recognize The SM Jaleel Group of Companies with the 2018 Internationally Known...T&T Owned Company of the Year award, sponsored by First Citizens.



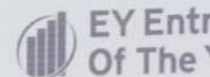
2018 INTERNATIONALLY
OWNED AND MGMT. BY OWNED
AWARDS
First Citizens
S.M. JALEEL & CO. LTD.

CHAMBER
OF COMMERCE

AWARD CEREMONY & COCKTAIL RECEPTION



Entrepreneur
Year™



CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY



2018 BUSINESS
TECHNOLOGY
AWARD

SPONSORED BY



BE FRESH

“A breath of fresh air
is a great thing to take
and even better thing to be.”

CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY





ABOUT THE SPONSOR

Vision

To become the standard-bearer in Trinidad and Tobago for leading edge communications solutions and services that enrich the lives of citizens, businesses and visitors.

Mission

Retain and grow market share in all lines of business while achieving profitability targets. We will do this by engaging our customers, ensuring that we always provide them with value, innovation, new solutions and service excellence and by investing in our people to realize their potential.

Company Profile

TSTT was formed in 1991 and over the years, the Company has grown to become Trinidad and Tobago's largest and most advanced provider of integrated communications solutions to residential and commercial markets. TSTT's leading edge products are designed around an IP-based core infrastructure and marketed under the commercial brand, bmobile. In addition to Voice, Data, fibre and wireless Broadband, TV, Home Alarm Monitoring and 4G LTE Mobile Communications, the Company offers business customers internationally certified Data Center services, Metro Ethernet, Video Cloud communications, Security solutions, Network Solutions, International MPLS and Google Apps for business.

TSTT is proud to be the industry leader in deploying both wireless and fiber optic networks to deliver voice, data and multimedia capabilities. While there are several competing service providers, TSTT remains the nation's most comprehensive full-service solutions provider with a customer base that includes key industry leaders in the finance, energy, government, manufacturing, education, healthcare and tourism sectors.

TSTT has embarked on an aggressive transformation journey to evolve from a legacy telecommunications organization into an agile broadband communications company. This digital transformation focuses investments on technology that allows the company to provide world-class solutions which make it easier for individuals and businesses to better manage their diverse priorities.

Data Center

Among TSTT's key investments is a world class Data Center. With TIA-942-B and SOC-2 certification, TSTT's data center is undisputedly the most advanced facility of its kind in the country.

The TIA-942-B certification, an upgrade from the TIA-942-A which the company previously attained, means that TSTT's innovative, pragmatic and visionary data centre offerings are now even more globally competitive.

TSTT's data center has a guarantee of 99.982% availability. It is highly secure, reliable and provides round the clock monitoring. The latest certification means the data center's mechanical, electrical, telecommunications, security and fire detection and protection capabilities have met the most rigorous international standards available for the industry.

TSTT's Data Center services gives other companies the ability to centralise their IT operations and equipment both physically and virtually. This multimillion dollar facility allows TSTT to provide the full spectrum of the most requested data center products including storage, back-up, co-location, disaster recovery and business continuity as well as add-on services, virtual machines and either rental or on-demand computer infrastructure for companies.

TSTT is also part of a joint venture agreement with E-IDCOT to build a similar Tier III certified data center at the Cove Eco Industrial and Business Park in Tobago.

E-tender - online procurement

In 2012, TSTT officially launched the bmobile e-tender platform; a 100% locally developed, 24/7 online procurement and tendering system that enables suppliers to easily review available tenders and submit bids online. The platform provides an open, fair and transparent process that levels the playing field for all sizes and ranges of companies; simplifies the tender process; cuts costs for all vendor and bidding companies; and provides real-time competitive tender postings, updates and queries.

To date, bmobile's e-tender platform has over 3,000 registered users from over 129 countries and due to a memorandum of understanding (MoU) with the National Information and Communication Technology Company Limited (iGovTT), 22 ministries, 119 state companies and 135 statutory bodies can also use bmobile's e-Tender platform to provide automated e-tendering solutions.

The features of bmobile's e-Tender Platform include online prequalification; reverse and forward e-auctions; online tender evaluations; contract management; online query management; automated procurement reports; cloud storage with high-end security, governance, risk and compliance protocols; and external and independent security and auditors. The system is also mobile device compatible for Apple and Android operating systems.

Zero Copper

An important part of the Company's investment is in its network. TSTT's digital transformation thrust involves deploying technology that is fast, responsive and adaptable to serving customers diverse need for high quality voice, data, entertainment and home automation solutions of the future. It also mandates that the technology is cost effective to deploy, maintain and upgrade.

TSTT's Zero Copper project has the goal of removing the aged copper infrastructure from TSTT's network and replacing this with a hybrid national broadband network that employs fiber optics and a high speed wireless solutions (WTTx) that covers 95% of the country. Saying farewell to copper means that TSTT customers can enjoy a higher quality, seamless digital experience by way of a faster, more reliable and secure broadband connection.

TSTT's 2017 acquisition of Massy Communications Limited and creating Amplia Communications has provided access to Amplia's expansive, robust, state-of-the-art fibre network, which has helped to accelerate the growth of TSTT's broadband footprint.

Since the inception of mobile services, TSTT has continually optimized and expanded the network to keep pace with demand. Use of mobile data has also seen exponential growth, leading TSTT to continue to be at the forefront of deploying modern mobile technology. TSTT was the first operator to introduce 4G LTE in Trinidad and Tobago and more recently, the Company doubled its deployment of additional cell sites to ensure greater coverage and speed throughout Trinidad and Tobago.

These investments in technology and modernising of the core network are key to TSTT's other main focus on customer service. Adding value to the customer experience through innovative service offerings and new processes and systems to dramatically improve service fulfillment and after sales service, will help the company achieve an important differentiation in the industry.

The company's impact on the country however is not just limited to its core business. As a leading corporate citizen, TSTT is also proud of its social responsibility efforts, inclusive of its employee volunteerism programme. By leveraging employees and technology resources in youth development ventures spanning sport, education, health and culture, TSTT is also making a social difference to the well-being of citizens and communities.



ABOUT THE AWARD



Business technology is one of the fastest growing business sectors in Trinidad & Tobago. Due to its boundaryless nature technology enables local companies to have a presence and be competitive on the world stage. It's revolutionary impact on industries continues to change every day. This award recognises the significant role technology plays in transforming our economy.

The award celebrates a technology-based company or individual that has created or provided innovative technological solutions or services for new and existing market needs. Finalists are shortlisted based on successful commercialization, innovativeness of the solution, its recency to the market, the degree of disruptiveness, the marketing strength of the solution or brand.

This is the introductory year for this award in which one person or company will receive the 2018 Business Technology Award, sponsored by bmobile.



BE FRESH

BUSINESS TECHNOLOGY AWARD RECIPIENT

WIPAY (TRINIDAD & TOBAGO) LIMITED

Aldwyn Wayne, Chief Executive Officer

www.wipay.com



WiPay (Trinidad and Tobago) Limited is an online platform offering payment solutions to both individuals and corporate clients. "I founded WiPay in 2016 because of the unprecedented level of financial exclusion for unbanked persons in the Caribbean. I wanted to help Caribbean people and SMEs, so that they can have easy access to online transactions in order for their businesses to prosper and conduct regional and international business easier," says its Chief Executive Officer Aldwyn Wayne.

WiPay is now the number one online payment platform in the Caribbean. It empowers clients to accept and make payments online using all forms of payment, whether a credit card, cash vouchers or their bank accounts. In 2016, the company also introduced its Top-Up Service as a form of digital cash that offers an unprecedented level of financial inclusion for people who are unbanked or under-banked. It allows anyone without a bank account or credit card to make digital financial transactions.

Aldwyn says, "In the Caribbean, there is a strong prepaid culture and at WiPay we were the first to understand this well and create a service that met our customers' needs. WiPay designed its digital cash service around this top-up culture and that is one of the main reasons why we have been able to achieve success today."

The system is convenient and anyone can purchase a WiPay Top Up voucher at easily accessible locations. In Trinidad and Tobago, users can top up at any of NLCB's 1,100 locations or at Massy Stores. In Guyana, users can top up at any Grace Kennedy location. WiPay's strategic alliances with distributors for top ups are growing exponentially, so that WiPay can be made available to anyone at any place, at any time.

WiPay can adapt its service to almost any client. The company also designed a CourtPay system for the Judiciary of Trinidad and Tobago. CourtPay encourages people to make court-ordered maintenance payments with WiPay's Top-Up vouchers. This enabled them to collect payments faster and easier to better manage their cash inflow, valuing upwards of \$200 million a year.

The company offers great benefits for small- and medium-sized enterprises, via a free platform that can be integrated into any merchant's website to facilitate credit card payments – it's a really easy way of boosting regional e-commerce!

WiPay has removed a significant barrier for online payments and has created a groundswell of interest for e-commerce and e-government services that require quick processing and easy accessibility.



Sun Tixx Caribbean Limited provides a technology-driven event ticketing service that manages the generation, distribution and sale of tickets for all sizes and types of events. An online Trinidad and Tobago event hub, it provides instant access to tickets via different sales channels.

"I founded Sun Tixx with Jean and our Colombian partner, Alejandro Trujillo in 2011", says Jason Cox, Chief Technology Officer. "Prior to starting this business, I had an active career in events management. Through this experience, I found that a gap in the market existed where ticket sales were being inefficiently managed and I wanted to find a solution."

The services are delivered through proprietary software that resides on Sun Tixx-managed servers, and was largely developed in-house by a locally schooled T&T national. The service is accessible worldwide and is already being used in Columbia, Guyana and St. Lucia.

This convenient ticketing service company is flavoured with the warmth and friendly hospitality for which the Caribbean islands are known. Whether you are a patron looking to purchase the hottest ticket or an organiser in search of the best ticketing solution, Sun Tixx Caribbean is the premier choice. It provides secure ticketing and access control technology across a wide range of categories including:

- Concerts & Parties
- Arts & Theatre
- Cinemas
- Conferences & Expositions
- Sport Events
- Family Attractions
- Travel Packages

Sun Tixx partners with multiple companies which distribute tickets at their establishments, after they are purchased from the platform, thus making it easier for event patrons to collect tickets. It also makes it easier for the event hosts to collect payments, and the technology allows for real-time tracking of ticket purchases, so that event hosts can track sales and plan for guests more efficiently.

Jean Marc Aimey is Chief Executive Officer, managing the day-to-day operations, while Jason manages programming. Together they developed and launched this proprietary technology platform and was able to position themselves to be highly competitive, first in the Colombian market in 2012 and then in the Caribbean. By 2016 the company launched its mobile app and point of sale services at over 900 retail outlet locations in Trinidad and Tobago.

Not forgetting its corporate responsibility, the company has supported various charitable events, such as the T20 Cricket, and by reducing its ticketing commission prices to raise funds for victims of Hurricanes Irma and Maria, which devastated several Caribbean territories in 2017.

During 2018 the company continued to expand its operations and services across the region. Today, Sun Tixx has expanded into St. Lucia, St. Vincent, Grenada and Barbados. This has made them the largest ticket distribution network provider in the Caribbean.



Key Stone Designs Limited is an e-commerce platform that brings together vendors and customers at shuphub.com, with a built-in delivery service for purchases via UPS. "I founded Shup Hub in August 2016. At that time, there was no portal available for local vendors to distribute their goods and services online and I wanted to change that," says Roanna Maraj, Managing Director.

Roanna points out that entrepreneurs no longer need brick and mortar stores when they can set up online stores for as low as TT \$995. Retailers and wholesalers can offer a diverse range of products and services online, including but not limited to, clothing, shoes, electronics, household appliances, phone and computer accessories, furniture, car parts, carnival costumes - and the list goes on and on. At ShupHub.com, customers have the opportunity to 'shup' online from local and regional vendors they know and love. They can choose and compare products online to make informed decisions before they make a purchase. Along with having choice and convenience, 'shoppers' are able to make safe and secure credit card transactions via the website, supported by First Citizens Bank. 'Shipping' has never been so easy!

The primary goal at ShupHub is to increase vendors online and create public awareness. Vendors who utilize the platform will benefit in multiple ways including:

- Getting funds transferred directly to their bank accounts
- Managing their own microsites
- Tracking and monitoring of sales
- Having access to a broader network of customers
- Benefitting from a cost-effective e-commerce platform

The platform will allow vendors to market their products throughout the Caribbean thereby increasing their export capacity and ability to earn foreign exchange. ShupHub will operate using one common currency, US dollars, thus allowing vendors to build US dollar funds from customer payments online, alleviating any Forex concerns and increasing the Forex in-flow.

By January 2019, Shuphub's service will be available in every CARICOM territory. Roanna says, "We look forward to building the brand further, so that it becomes a household name in Trinidad and Tobago and throughout the region. Our goal is to revolutionise the way customer's 'shup' locally and regionally, giving vendors and customers more accessibility to the marketplace."

The company also believes in giving back to the national community, so it works with schools to educate youth on Information and Communications Technology, and helps young entrepreneurs set up their businesses.





CHAMPIONS
OF BUSINESS
AWARDS 2018



AWARD CEREMONY & COCKTAIL RECEPTION



CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY



2018 ENTREPRENEUR
OF THE YEAR
AWARD

SPONSORED BY



BE BRAVE

“Be brave.
Take risks.
Nothing can substitute
experience.”

CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY





SPONSORED BY:



ABOUT THE SPONSOR

EY Caribbean is the largest fully integrated professional services firm in the region with offices in Barbados, Jamaica, Trinidad, St Lucia, Aruba, Curaçao and Guyana. Our model allows us to be responsive to clients through a single point of contact, regardless of location. We operate and serve our clients seamlessly across the Caribbean. Our multidisciplinary teams of professionals leverage a wealth of industry tailored practical approaches through global perspectives and regional insights to deliver appropriate results for you.

Within the Caribbean, our people—over 600 of them—pursue the highest levels of integrity, quality and professionalism to provide clients with a broad array of services.

Our Strategic Growth Market segment

In today's environment, where growth is difficult and global economies continue to struggle to regain their strength, EY has a segment dedicated to supporting and advising the top growing companies across the globe. We offer advice and a suite of powerful enablers to help our clients to develop and replenish their strategy to ensure sustainable revenue growth. One of our Strategic Growth Market platforms is Entrepreneurship.

We have a variety of services and forums dedicated to this platform; The Entrepreneur of the Year™ Awards is just one of the many programs specifically designed to encourage and develop entrepreneurship. Through the Entrepreneur of the Year Program we encourage entrepreneurial activity among those with potential, and recognise the contribution of those outstanding entrepreneurial leaders who inspire others with their vision, leadership and achievement—and who work to improve the quality of life in their communities, countries and globally. Our first Entrepreneur of the Year program took place in 1986 in the US and is now held in more than 140 cities and more than 50 countries worldwide.

Our Strategic Growth Market segment leaders work in building Caribbean companies to be "best in class" internationally as we use globally-tested methodologies, empowered by local talent and international expertise.

EY Entrepreneur of the Year™ Award

Awarded to Individuals in sub-categories

These awards recognise the visionaries and game changers who impact our lives every day, in every way.

In 1986, EY (formerly Ernst & Young) had the idea to recognize the innovators and builders of our business landscape who are making a difference every day. They started the global EY Entrepreneur Of The Year™ Program to honour those who seek to manifest their ideas, propel the economy and create a better world for their communities. The Entrepreneur Of The Year Program honours entrepreneurs whose ingenuity, hard work and perseverance have created and sustained successful, growing business ventures. The Entrepreneur Of The Year Award has become the mark of world-class individuals leading world-class companies.

The Program has since grown from a simple idea to a program that's simply grand, spanning 145 cities with 60 countries worldwide. In the Caribbean, the program was introduced in 2000 and ran until 2003. EY re-launched the program in Trinidad and Tobago in 2015, as part of the Champions of Business Awards held by the Trinidad and Tobago Chamber of Industry and Commerce.

The benefits of being among the best:

Each year EY seeks out the country's best entrepreneurs. Entrepreneurs are nothing if not diligent, often relentless in pursuit of their dreams. Undaunted by failures, they see stumbles as necessary steps along the way to success. But often what's missing is the recognition that they deserve. This awards process elevates awareness of company's brands through exposure.

Entrepreneur Of The Year finalists and winners receive great publicity in and beyond their communities, which strengthens and expands their networks.

Entrepreneurs are evaluated based on the following:

- Entrepreneurial spirit
- Value creation
- Strategic direction
- National and global impact
- Innovation
- Personal integrity/purpose-driven leadership

This year, entrepreneurs were recognised in three categories:

- Start-up Entrepreneur - An individual(s) in business less than three years and who exemplifies the start-up process
- Emerging Entrepreneur - An individual(s) in business less than ten years with an emerging brand
- Small to Medium Entrepreneur - An individual(s) in business over ten years with a strong brand in their market



Vandana Mangroo was born and raised in Debe, South Trinidad and spent significant time outdoors as a child. While attending primary school, she completed a project on environmental pollution which sparked her love for nature.

She left Trinidad at the age of 18 to attend university in Toronto, Canada where she studied Entrepreneurship, Marketing and Finance as well as Fine Arts. While in Toronto, her appreciation for nature deepened.

When she returned to Trinidad, she became increasingly disheartened by the country's problems with environmental pollution, especially littering. Her international travel experiences also increased her appreciation for how other nations care for the environment and manage waste. Vandana began working with a pharmaceutical company and her job required travel around Trinidad. In doing so, she became even more alarmed by the gravity of our pollution problem. She was determined to take action and began her research on the various options for environmental preservation and waste management. Vandana felt that the replacement of plastic and Styrofoam packaging with compostable single-use food packaging could help alleviate the negative impact of these materials on the environment.

In 2016, Vandana founded Hello Green Products – the sole authorized distributor of Vegware, an international brand of certified biodegradable and compostable food service packaging products. She began by importing small quantities of Vegware products and went door-to-door to food outlets and restaurants convincing these establishments to switch from plastic and Styrofoam to Vegware and educating them on the impact of non-biodegradable food packaging.

Today, Hello Green operates a showroom in Woodbrook and has over 200 customers in Trinidad and Tobago. It retails Vegware products through leading supermarkets like Massy Stores and JTA and distributes to St. Vincent and the Grenadines, Grenada, Antigua, Jamaica and Dominica. It is currently finalizing agreements to begin distribution in St. Lucia, Guyana, Bahamas and Montserrat. In addition to managing Hello Green, Vandana also works with governments and NGOs to develop and implement environmental sustainability policies and practices. She was an instrumental voice in the passing of bans on Styrofoam in Trinidad and Tobago and the removal of duties on compostable and biodegradable food packaging. Vandana is currently working with SWMCOL on various projects and with government and scientists to pilot the manufacturing of compostable products from Sargassum seaweed and other sustainable materials.





Vickash Chankar was born and raised in San Fernando to parents that owned a successful family business in the Health and Safety industry. His parents always intended for him to join the family business even though he had no interest. With this objective in mind, his parents encouraged him to study Business Administration in Canada. While at university, Vickash's conviction that he was not going to work in the family business grew stronger. He wanted to create his own destiny as an entrepreneur.

On his return to Trinidad, Vickash's family went through a very difficult period which saw the collapse of the family business. Furthermore, as a Director in the family business, Vickash's credit rating was also adversely affected by the closure of the business and his financial situation was grave. Still, he was determined to make a life for himself as an entrepreneur. Vickash took a job at a friend's car wash where he washed cars to earn an income. While employed at the car wash, he observed a number of inefficiencies in the existing processes. After saving enough money, he decided to venture into entrepreneurship.

Vickash decided to start with what he knew and tackle the inconvenience caused by long wait times customers experienced while getting their cars washed. His research led him to Nerta, a Belgium-based brand of touchless foaming vehicle cleaning solutions. Nerta also manufactures other categories of cleaning products but Vickash became fascinated with their touchless vehicle cleaning solutions. With their patented formulations, this foaming solution is sprayed on a vehicle, allowed to soak for 1-2 minutes then washed. The unique formulation allows car exteriors to be cleaned thoroughly without manual agitation. This reduces wash time and thus increases the number of washes, compared to a regular car wash.

In 2015, Vickash founded Vicksol Caribbean Ltd. and today, he has exclusive distribution rights to Nerta's extensive line of cleaning solutions which are available in vehicle care, professional cleaning, food hygiene and agriculture. Vickash has expanded to wholesaling the solutions to major car washes in Trinidad and Tobago. He also supplies companies with large fleets including FT Farfan and Harripersad's. He is currently working on distributing to other Caribbean countries and plans to expand the available product lines in Trinidad and Tobago to offer other innovative cleaning solutions to other industries.





EMERGING ENTREPRENEUR AWARD RECIPIENT

NOLANA LYNCH

Founder and Chief Executive Officer - Eco Truffles Limited



In 2010, Nolana Lynch was suffering from severe allergies and asthma attacks and had a serious scalp condition that developed as a result of her use of chemical hair relaxers. When the condition began spreading to her face, neck, back and shoulders, she decided to make a change. Nolana began using natural herbs to treat her allergies and changed her diet. She also started creating her own natural soaps and blends of essential oils, butters, herbs and powders to use on her skin. As a result, her asthma attacks stopped and her scalp and skin condition disappeared. Nolana became a passionate advocate for natural cosmetics and remedies. She continued to use and create various formulations and began making cosmetics for her family and friends. Her formulations quickly became popular and her customer base grew.

In 2012, Nolana launched Eco-Truffles as an online store while pursuing a PhD in Tropical Earth and Environmental Science. Today, Nolana has expanded the product line to over 200 facial, hair, body, dental and scented candle products for men and women. Products are made using a combination of local and international organic ingredients. Nolana even grows some of the ingredients and offers incentives for customers to reuse packaging. The company focuses on educational marketing of the benefits of natural products and has a loyal following of customers who are advocates for the brand. Nolana's vision for Eco-Truffles is to build a business on a sustainable social enterprise model. This vision was fueled by her work with a local NGO that focused on serving women in local rural communities. For this reason, 50% of Eco-Truffles profits are donated to philanthropic causes and the company has pledged to ensure that 95% of Eco-Truffles employees are underprivileged women living in rural areas.

In 2016, Nolana opened the first Eco-Truffles Eco-Spa and retail store and this was so successful that a second spa, retail store and production facility was opened in 2017. Eco-Truffles products are also sold through select retailers nationwide.

Nolana has showcased her products internationally in the UK, US, South Africa, Malta and regionally in Antigua, Barbados, Guyana and Suriname. She has also showcased at events like CARIFESTA, Caribbean Week of Agriculture, Commonwealth Week and Commonwealth Heads of Government Meetings. Nolana has won the National Youth Award for her work in the Environmental field and the Commonwealth Youth Award for Excellence in Development – Sustainable Livelihoods and Poverty Reduction. Nolana serves as the Youth Director for the National Network for Rural Women Producers and supports the national InterSchool Varsity Christian Fellowship.





JASON LINDSAY, Managing Director
Full Circle Animation Limited

Jason Lindsay assumed his position as Managing Director of Full Circle Animation Limited in 2013 when founder, Camille Selvon-Abrahams approached him to assist with transforming the business. At the time, Camille had taken up a post to develop and lecture in the University of Trinidad and Tobago's animation programme and found herself unable to manage both the studio and her full-time job. While Jason's expertise was not animation, he was up for the challenge. He believed the business had great potential because of national incentives, the available talent pool and the founder's extensive professional network.

Shortly after joining the company, Jason visited Los Angeles where he managed to secure meetings with Disney and Nickelodeon and was inspired to enable the business transformation. Jason believed that the company's focus needed to be on supplying the significant animation outsourcing market instead of trying to sustain a business based only on local animation demand. Jason therefore embarked on the journey to reposition the company to gain International work and spent his first years learning about the animation business and industry.

Today, Full Circle is well-positioned in the Caribbean with a portfolio of successfully completed local, regional and international projects and a fully digital production pipeline with many international clients. The company now employs 12 full-time employees and has been part of animation production teams for character development. The company has worked on productions such as Disney's Lolirock, Universal Studios' The Land Before Time XIV – Journey of the Brave, Netflix's Geronimo Stilton, DreamworksTV's Lizzie, HBO's Animals, Nickelodeon's Pig Goat Banana Cricket and YouTubeRED's Dallas and Robo.

Full Circle works with content producers, animation directors, advertisers and partner studios to bring visual storytelling to life through animation. Their team consists of artists and trained animators who produce 2D and 3D digital animation, illustration, character design and modelling, storyboards, backgrounds, 3D environments, interactive apps and e-books, motion graphics and stop motion.

Jason is currently working on conceptualizing an intellectual property framework to help Caribbean content get sold to major networks. He hopes that the evolution of broadcast through digital platforms would make this become a reality.

The company has partnered with organizations on matters of youth development, crime and citizen security. Examples include the annual Anima Caribbean Festival which involves visiting St. Michael's Home for Boys and other at-risk groups to showcase the opportunities that animation creates for education, empowerment and employment. Full Circle has conducted holiday animation camps for 13-16 year old students and offered retraining programmes through YTEPP. Jason understands that the company is youth-powered and as such, is invested in giving his team and the nation's youth the opportunities to create their own stories.



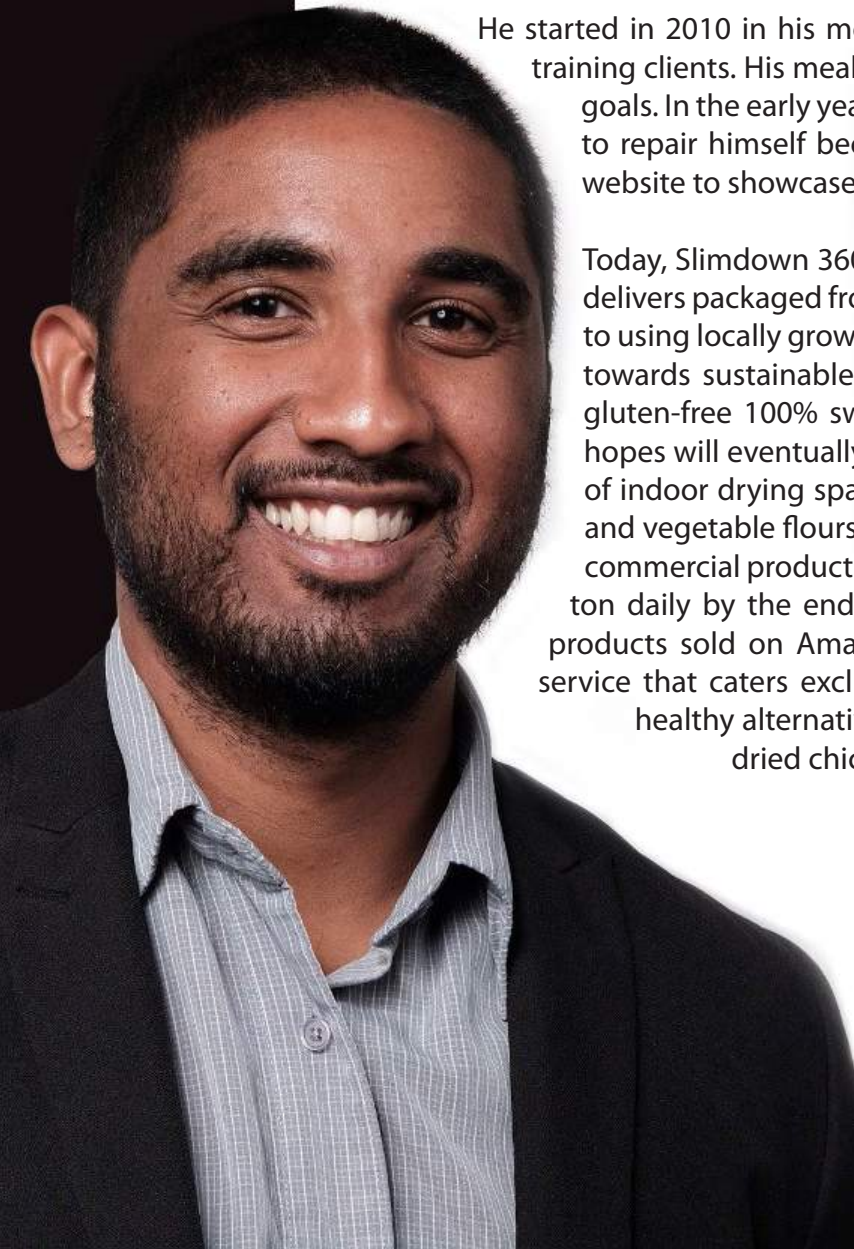


EMERGING ENTREPRENEUR AWARD FINALIST

JODY WHITE

Founder and Chief Executive Officer - Slimdown 360 Limited

Jody White was born and raised in Couva, and attended the University of the West Indies where he earned a degree in Business Management and Finance. Soon after his graduation, he began working at a local pharmaceutical company. After a few years in that role, the company was acquired and restructured. Facing uncertainty, Jody left the company. He began to consider the possibility of owning a business but was unsure of the direction to take. However, he knew that if he was starting a business, it had to allow him to do what he loved. Jody was passionate about health and fitness so he began exploring opportunities in this area. He completed certifications in personal fitness training and nutrition. He understood the importance of good nutrition and saw an opportunity to cater to people who wanted easy, affordable access to meals that supported their health and fitness goals. Inspired by popular weight loss programs like Jenny Craig and Weight Watchers, Jody decided to offer a similar service locally.



He started in 2010 in his mother's kitchen preparing meals and delivering to his friends and fitness training clients. His meals were calorie-controlled based on the individual's fitness and weight loss goals. In the early years, Jody prepared all meals and did all deliveries using a car that he learned to repair himself because he could not afford a professional mechanic. He also developed a website to showcase his offerings and take orders.

Today, Slimdown 360 Limited consists of a team of eight, with Jody at the helm. The company delivers packaged frozen meals tailored to customers' health and fitness goals and is committed to using locally grown foods in its meal packages. In 2017, Jody opened a second facility geared towards sustainable agricultural development. He is the only local commercial producer of gluten-free 100% sweet potato and cassava pasta and instant mashed provisions which he hopes will eventually replace imported instant mashed potatoes. With over 12,000 square feet of indoor drying space, Slimdown 360 is also arguably the largest local producer of provision and vegetable flours, and locally dried fruit. Jody aims to promote import substitution with his commercial production of sweet potato and cassava fries, with the goal of processing up to one ton daily by the end of 2018. Recently, Jody worked with an Amazon merchant to have his products sold on Amazon. He also recently launched Independent Living TT, a meal delivery service that caters exclusively to senior citizens, and Paulie's Healthy Dog Treats, an all-natural healthy alternative to commercially-made dog treats made with just one ingredient: 100% dried chicken breast meat.

Jody believes in continuous education and participates in trade shows to showcase the company's products as well as get ideas for growing the business. In 2018, Jody won the People's Choice award when he was selected by the Government to represent Trinidad and Tobago at The Duke of York's Pitch@Palace in London, England. Jody is an advocate for local agriculture and is committed to finding ways to create new business opportunities in this area. He views the agriculture industry as critical to the country's economic development and diversification. Jody has also worked with ExporTT to provide mentorship to other young entrepreneurs.

MICHELLE SOHAN

Proprietress, Certified Cake Artist and Chief Executive Officer
The Treatz House Limited

While she was a student at Holy Faith Convent in Couva, Michelle Sohan was told by her Home Economics teacher that she “does not belong in the kitchen.” It was one fateful afternoon at a local snack manufacturing company where she worked in quality control and product testing, that Michelle fell down the stairs of the lab and cracked a bone in her neck and fractured her wrist. At the time, she was also pursuing a Master’s in Food Technology at the University of the West Indies (UWI). On her return to UWI after the accident, there was a cake sale in the department, and her sister baked her cakes. She was asked if she took orders, as the cakes were delicious, and she said yes. It was at this point that Michelle began her career in the culinary field, learning a few recipes from her sister, and then taking orders during her final year on campus.

Her cakes grew in popularity and Michelle was encouraged to start selling to local restaurants. As demand continued to grow, she built a production area downstairs in her family home. Michelle secured her first contract with Jenny’s restaurant in San Fernando where she sold crème caramel, black forest, cheese cakes and tiramisu. Michelle’s big break came when Royal Castle approached her to bake 10,000 fruit cakes over a two-week period for their Christmas in store promotion. Not knowing how she would accomplish this request, Michelle said ‘Yes’ knowing that the opportunity was too good to turn down. She managed to deliver the order as requested.

It was the money earned from the Royal Castle order along with funding from her father who mortgaged the family home that Michelle used to acquire a rental property in Chaguanas along with foreign-used equipment to officially start Bakery Treatz. Today, Michelle is an internationally-acclaimed cake artist who specializes in custom cakes. Bakery Treatz has also grown in size and is now a full-service bakery, consultation studio and express café.

Michelle has traveled extensively and has represented Trinidad and Tobago at numerous international cake shows and events. In April 2014, Michelle competed on the Food Network’s Teddy Bear Cake Challenge with Zane Beg and won. She has won several awards and has acquired several accreditations throughout her career including: Winner of Cake Challenge with Zane Beg at the National Capital Area Cake Show in Virginia (2014), Winner of



Expert Cake Division at the South Florida Cake and Candy Convention (2015), Winner of the Wedding Cake Competition at the Jamaica Bridal Expo (2015), Winner of Best Tasting Cake in the World at the Cake Designers World Championships in Milan, Italy (2017). Michelle holds the prestigious title of Satin Ice Artist of Excellence and was inducted as an International Artist of Excellence into the International Federation of Chocolate, Pastry and Gelato. She was also inducted into The Sweet Life's International Hall of Fame. Michelle has been published three times in the Cake Central Magazine in the US and a number of other publications in Australia, England and India.

Michelle was a member of the National Training Agency committee that developed the National Standards for Cake Decorating for the Trinidad and Tobago tertiary education curriculum. She has conducted training locally and regionally. In 2017 she became a national artist registered with the Ministry of Arts and Multiculturalism.

Michelle is passionate about children and continues to work with and donate to numerous children's charities including the Children's Cancer Unit at the Eric Williams Medical Sciences Complex at Mount Hope, Just Because Foundation, Autism TT, Yippee, Samara Cancer Group, T&T Visually Impaired Association, T&T Diabetes Association and the New Beginnings Educational Centre.





ALLANA STEUART - Managing Director**LOGAN STEUART** - Sales Director

Bertie Steuart Sauces T&T Limited

In 2004, Allana and her husband Bertie Steuart wanted to raise funds to purchase a refrigerator for a community member in need. Instead of doing the usual BBQ fund raiser, Bertie and Allana decided to make pepper sauce using Bertie's unique recipe. They made 400 bottles of pepper sauce which sold out in record time. After the fundraiser, they started receiving calls for pepper sauce orders and Allana convinced Bertie to make another batch. This second batch sold just as quickly. The demand was continuous so the Stuarts' continued production at their home. Eventually, Allana started distributing on a small scale to local restaurants and mini marts. In 2008, a breakthrough came when Tony Roma's approached her to supply its restaurant on an exclusive basis.

In August 2012, the company landed its first major supermarket - Massy Stores (then Hi-Lo). This was the impetus to increasing the brand's presence in the retail market. Then, in November 2014, PriceSmart approached the company to be its sole pepper sauce brand. This forced the company to scale up their operations. They subsequently moved to Woodbrook. With new staff added and a larger facility, the company was able to increase production significantly.

When Allana's son Logan joined the business in 2015, sales increased significantly, and the company needed to find additional sources of pepper. Logan was instrumental in negotiating supplies from a local farmer with large acreage, who was able to meet the increased demand and with whom Bertie's has forged a strong working relationship. Logan has also been instrumental in formalizing the company's operations, its processes and increasing distribution and brand awareness. In 2016, the company moved to its current location in Aranguez.

To date, Bertie's sauces are sold at most major supermarkets like Xtra Foods, JTA and Penny Savers in Tobago and other retailers nationwide. The product is also served at an increasing number of restaurants and restaurant chains locally. Bertie's pepper sauce has become a household name in Trinidad and Tobago and is one of the most popular commercial pepper sauces on the market. In spite of the company's success, it has remained true to the original Bertie's recipe and maintained its commitment to using only fresh local peppers. The Bertie's product line has expanded and now includes their original Bertie's Pepper Sauce, a Pimento Sauce and a Scorpion Pepper sauce.

Bertie's continues to be a major buyer of hot peppers and is proud to be a supporter of local farmers. They are "Proudly T&T" and this is reflected on all product packaging. Allana and Logan are currently exploring possibilities for the export market, starting with the Caribbean.



CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY



AWARD CEREMONY & COCKTAIL RECEPTION



CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY



2018 **BUSINESS
HALL OF FAME
INDUCTEE**

PRESENTED BY:





ABOUT THE AWARD

Business Hall of Fame

Awarded to an Individual(s)

Two awards are presented, one of which may be posthumous.

The Business Hall of Fame started in 2006 with the induction of founding member Joseph Leon Agostini, posthumously, into the very first Business Hall of Fame in a simple ceremony that took place in the T&T Chamber's board room. The award ceremony soon outgrew its modest beginnings and evolved into an official award ceremony which now inducts a maximum of two business leaders at its annual awards event.

An inductee must be a citizen of Trinidad and Tobago who has made a significant impact as a business leader and is recognised as an exemplary role model for future and emerging business trailblazers. Consideration is given to accomplishments such as starting and building a business or leading an already established business to significantly greater achievements. Regardless of which, this category recognises the transformational impact individuals have had in their firm, industry.

The conferment also plays tribute to the inductee's commitment to building and improving the national landscape through their social and environmental initiatives. Indeed, it represents the culmination of a lifetime achievement in business and national service.

This award category is not sponsored and is retained fully by the Trinidad and Tobago Chamber of Industry and Commerce.

This category recognises someone who made a significant impact as a business leader over the length and span of their business career and is recognised as a role model for future business leaders.

BE INSPIRED

2018 BUSINESS
HALL OF FAME
INDUCTEE

BUSINESS HALL OF FAME INDUCTEE

SYDNEY PHILLIPS (posthumous)



Sydney Phillips imprinted an unforgettable legacy on the life insurance industry and is considered the pioneer of life insurance sales as a respectable profession. He can be called the father of the modern life insurance industry in Trinidad and Tobago, as he laid the foundation for Guardian Group to become the largest insurance group in the Caribbean.

In 1847 Standard Life of Edinburgh, Scotland, opened a branch office in Trinidad. In 1972 it merged its Trinidad and Tobago portfolio with that of Jamaica Mutual Life Assurance Society. When, towards the end of the 1970s, it became mandatory for all insurance companies to localize their operations, the Jamaican-born Sydney Phillips was appointed as leader of the localized Trinidad operations.

Sydney was at that time the Manager of the Eastern Caribbean operations of Jamaica Mutual, where he made a significant contribution, leading its expansion into Belize and the Cayman Islands. His career was on the upswing - but Jamaica in the mid-1970s was in the grip of political unrest, and when the opportunity came for a permanent post in Trinidad, Sydney took it. "Family was important to him, and not many people know this, but this decision was for us, his family," said his daughter Cindy Lee.

Sydney immediately set out on a visionary path to grow the operations into a dynamic and significant player in the insurance arena. In 1980, Guardian Life of the Caribbean Limited was established to complete the localization of the Eastern Caribbean business of Jamaica Mutual and he assumed the post as the first President of the newly-formed entity. Sydney led the acquisition of a majority shareholding in Crown Life (Caribbean) Limited in 1990 and the merger of its operations with those of Guardian Life of the Caribbean Limited in January 1993. This added a new cultural element to the mix as it gave Guardian its first entrée into the Dutch Caribbean - Curacao and Aruba.

Sydney was the catalyst for Guardian Life's dramatic Caribbean expansion when, during a brief return to Guardian Life's helm in 1999, his insight and vision led to the acquisition of its Jamaican operations. Ironically, one of the acquired entities was Jamaica Mutual, Guardian Life's former owner. In his era Sydney was also a visionary with technology, and led the computerisation of Guardian Life in the 1980s, thereby helping to bring the Trinidadian insurance landscape into the modern era.

When he began his career at Guardian, Sydney had just two agents, but by the end of his career he controlled the largest field force in the Caribbean, numbering some 300 in 1994. His affable yet strong leadership style was exemplary and earned him the respect and friendship of his staff and his agents. His daughter Gillian explains, "While he understood the importance of both formal and informal education, he also understood that an individual's determination and persistence were equally as important. He looked at the human behind the paper." He proved that a visionary leader can turn a small branch of a foreign insurer into an indigenous Pan-Caribbean insurance power.

His legacy extended to the Trinidadian property market, having been a key pillar in the development arena. He pioneered Guardian Life's development of the Westmoorings area through Anchor Investments Limited (later known as Guardian Properties Limited), of which he was the Chairman.

He was passionate about communicating the company's strength, and having a keen understanding of marketing, he pioneered the installation of the "Solid as a Rock" sign in Boissiere Village – which still stands today and remains a motto of Guardian Life. Under his tenure, Guardian Life also added the tagline "Looking After Life", which demonstrated Guardian Life's commitment to life enhancement through innovative life policies. Blending his love of the calypso artform and his drive to reshape perceptions about insurance, he pioneered the memorable "Life" series of advertisements, featuring classics of the Mighty Sparrow and Lord Kitchener. His passion went beyond his love of insurance and marketing. In 1992, under Sydney's direction, an independent Trust was established, with a mandate to focus on preservation and conservation of wildlife and its environment. A brainchild of Sydney, the Guardian Life Wildlife Trust Fund was launched to create this awareness. Through projects such as production of the television series "Children of the Earth" in 1990. The Fund has been a friend to many projects, among them:

- A school's Environmental Awareness Programme
- "Natural Designs" an ongoing series of exhibitions celebrating Trinidad and Tobago's biodiversity
- The Fondes Amandes Community Re-forestation Project
- Educational Pawi project
- Friends of the Botanic Gardens
- Emperor Valley Zoo
- Ministry of Agriculture
- The Trinidad and Tobago Society for the Prevention of Cruelty to Animals.

Sydney retired as President and CEO of Guardian Life in March 1994 but continued to serve as a Director of both Guardian Life (until May 5, 2005) and Guardian Holdings Limited (until April 19, 2001). "Mr. Guardian" as he was fondly known, was inducted into Guardian Life's Hall of Fame in 2011.

While Sydney was closely identified with Guardian Life, his interests extended far beyond this corporate world. He was a private man, artistic, very appreciative and aware of nature and the world around him. When Sydney and his family moved they chose a house situated in the foothills, amid the profuse vegetation. Surrounded by nature and wildlife at the top of this old grapefruit plantation, his love and respect of the country's nature, music, arts, animals and greenery was a daily inspiration.

He was conservative, yet daring, and enjoyed life in almost all its aspects. He dabbled in horticulture and cuisine, played the quattro and was a huge fan of the Mighty Sparrow and Lord Kitchener. He also indulged his keen sense of humour and creative mind through his love of the Chester Gould comic Dick Tracy. He was a member of several online Dick Tracy forums and would even draw and caricature his own characters of Dick Tracy and send them for publication. A sports lover, he was instrumental in assisting and sponsoring the Trinidad and Tobago football team in its bid to go to the 1978 World Cup in Argentina, and



BUSINESS HALL OF FAME INDUCTEE

SYDNEY PHILLIPS



followed successive teams ardently. His family still retains many trophies from his achievements in the sport of tennis, where he was an avid player, competing in many tournaments.

Daughter Gillian says, "My father was a compassionate man." Sydney was one of the original members of the Rotary Club in Trinidad and a past president of the Port of Spain West Rotary from 1982-1983. He was instrumental in sowing the seeds that has ensured the longevity of Rotary's main fundraising event, the golf tournament which helps to fund charities such as Rainbow Rescue, Love Until, the Just Because Foundation and the Red Cross, to name a few. Apart from this, he would spend countless hours doing voluntary work, such as with the Paramin Village Core project, acquiring land in the rural village for a community centre inclusive of a library. It was also reflected in his love of animals, "He loved them all. He bred Doberman Pinchers imported from royal bloodlines in Germany, showing them and often winning best of breed," Gillian recounts.

Born on March 18, 1932, Sydney lived a full life. His humble Jamaican roots taught him the values of love for God, country and family. His humility, civility, courage and compassion were the defining aspects of the core of his character. His adopted country became his home, his in-laws his dearest friends, the people of Guardian Life his family. His family will attest that his commitment to strive for excellence in everything he did, his competitive spirit, compassion, and persistence contributed to everything that made him what he was. When he went to eternal rest on November 12, 2016, he was no doubt satisfied with having lived a life of honour and integrity.

The Trinidad and Tobago Chamber of Industry and Commerce was honoured to posthumously induct Mr. Sydney Phillips into the Business Hall of Fame on November 1, 2018.



BE INSPIRED

**2018 BUSINESS
HALL OF FAME
INDUCTEE**

BUSINESS HALL OF FAME INDUCTEE

DEREK CHIN



At the turn of the twenty-first century, the cinema industry in Trinidad and Tobago was in the doldrums. The golden age of big-screen entertainment was gone, felled by the onslaught of new technologies that brought movies right into your home. Audiences had shrunk from its boom in the 60s and 70s, and all around, movie theatres were closing down. There were not however, many other safe and enjoyable family entertainment options available. Into this scenario came an entrepreneur with a vision to develop a first-class entertainment complex offering an experience they could only have had when travelling abroad. Such was the beginning of MovieTowne in Trinidad, and through this venture, Derek Chin became a household name.

Born in Georgetown, Guyana, Derek Alexander Chin subsequently migrated to Trinidad. He had big dreams from an early age: he knew that he wanted to be his own boss, bringing first world ideas to his adopted home country. Driven by a mix of patriotism and a belief in the power of marketing and promotion, he used his innate resilience and drive to turn his visions into realities.

From his humble beginnings, he embarked upon a journey of serial entrepreneurship. Tapping into the new forms of entertainment in the 1990s, he started with four arcade machines at the Piarco International Airport. The venture was highly successful, and within a short space of time, he was able to capitalise, and launched his arcade business with Games World arcades across Trinidad. This venture would lead him down the path to introducing online Lotto games to the country. He was responsible for the introduction of Play Whe and Lotto to Trinidad and Tobago in 1994 under GTech Corporation. These online games have become part of the national landscape.

The next venture of this ever-evolving entrepreneur took him to the introduction of electronic digital billboards in Trinidad under his company Sign Tech Limited. This opened the way for the industry we have today, as it continued to grow over the succeeding decades all across the country.

It was after this that he set his sights on realizing his lifelong dream of introducing a Cineplex into the country. He confesses however, that getting the project off the ground was no easy task. Responses from the business community, bankers and government bodies were lukewarm at best. Moreover, he faced daily obstacles attempting to prevent this project from becoming a reality. Many people had reservations about the potential long-term success of MovieTowne, but Derek did not let this impede his plans. Where most businessmen would be disillusioned by opposition, Derek was driven to persevere.

His knack for continuously observing the business landscape and pursuing new opportunities that he feels are lacking paid off in time. MovieTowne has transformed the local entertainment landscape and rejuvenated cinema-going for many – even people who had not visited a cinema in T&T for 20-plus years. Cinema-going is again a staple, and the industry around it is still growing.

Derek is constantly evolving his skills sets and embarking on new and exciting projects. For example, when he was faced with the need for world-class dining in MovieTowne, he became a restaurateur, introducing new international franchises to the Caribbean that are now some of the most successful in the country – Texas de Brazil, Ruby Tuesdays and his own Rizzoni's Italiano. His employees often tease that he has the "Midas Touch".

But he sounds a note of caution. True entrepreneurship is not normally encouraged in Trinidad and Tobago, says Derek, and the culture of our society labels the adventurous few as dreamers. This creates a very negative environment. In his pursuits, he has received countless opposition from others – especially financial institutions. He says, "People are always looking for reasons to stop your project, and you are left with a feeling of loneliness like it's 'You vs. the World'". This however does not deter him from achieving his goals. When it comes to business, he does not take 'no' for an answer, and, although he may question himself at times, in the end he assesses the risks involved and relies on his instincts to guide him.

Derek is very aware that to whom much is given much is expected. Fulfilling a strong patriotic instinct, he believes in "giving back" and is a generous benefactor to many causes, also encouraging staff to get involved. For the past 15 years Movie Towne has been hosting a Christmas Charity Kids Event for up to 1500 children from children's homes and at-risk communities. It has supported Vitas House Cancer Hospice, the Finbar Ryan Geriatric Home, Lady Hochoy Home and provides ongoing support to United Way. In 2010, following the devastating earthquake, Movie Towne raised \$70,000 for the Haiti Earthquake Relief and, more recently, donated relief funds on behalf of MovieTowne and its patrons for recovery efforts in Caribbean countries, after the devastation created by Hurricanes Irma and Maria, as well as those affected by the recent flooding in Trinidad and Tobago.

Derek also founded the Secondary Schools Film Festival Competition in 2005 to 2010, which created exciting new career avenues developing the nation's youth in the art of film making. MovieTowne has become a popular fund raising event location for non-profit organizations, where many charitable organizations host charity movie premieres at MovieTowne, and these efforts raise over 1 million dollars each year to assist worthy causes. And each year, there are giveaways such as VIP year-round passes to top performers in the SEA Examinations, and a gift of appreciation to the nation at the annual National Movie Day.

In addition to charities, Derek is happy to sponsor prizes year-round to hundreds of local business and charitable endeavours. He is passionate about horses and horse-racing, and has donated his retired horses as well as committed regular financial contributions to a local charity for Autistic and Special Needs Children called "Horses Helping Humans". In his beloved sport of horse racing, Derek is now very much involved in Canada at the world-famous Woodbine Race Track where he has been the leading West Indian / Caribbean owner for the last 3 years. He is also one of the few - perhaps only - Caribbean nationals to be a member of the prestigious Canadian Jockey Club.

BE INSPIRED

**2018 BUSINESS
HALL OF FAME
INDUCTEE**

BUSINESS HALL OF FAME INDUCTEE

DEREK CHIN



With over 1,600 staff members this business operator creates value in several ways. Employees can benefit from competitive salaries, local and international training and advantages such as free monthly movie tickets and discounts on meals. Upper management even enjoys group trips to movie conventions in Las Vegas. These incentives have resulted in an over 50% retention rate and employees who have grown with the company.

After the flagship's success, MovieTowne further expanded to other locations in Chaguanas, Tobago and most recently in San Fernando.

The next project on his list is MovieTowne Guyana which he felt honored to do for the people of Guyana given his own roots and ties to the country. The TT\$300 million investment is expected to revolutionize the city of Georgetown and open a new world of entertainment, shopping and dining never experienced before in that country. Apart from this, Derek is looking forward to another venture in the coming years - Streets of the World. Currently planned for development at Invaders Bay, Port of Spain, it will house a museum showcasing the talent in sport and culture of Trinidad and Tobago. This project will also highlight the multi-faceted people of Trinidad and Tobago – Chinese, African, East Indian, Syrian and the Portuguese descendents who made this twin republic the great country that it is today. Derek envisions that "It will be the Epcot of the Caribbean" and will become a sought after tourist attraction.

Today, the Dachin Group of Companies encompasses MovieTowne's multiple Cineplex locations, commercial developments, 3 Premier Restaurant Franchises, Security Services, Gaming and Digital Media companies. He has proven to be a pioneer of the entertainment industry with new innovations and ideas which have enhanced our country's business landscape.

Some may say he has scaled the mountain of success, but Derek Chin knows there are others still. Although he has set the bar high for others to follow, he continues to dream big and believes there is no mountain too tall for him to climb in order to achieve his vision. With a goal to bring back joy to Trinidad and Tobago, there is much more that Derek Chin has to offer.

The Trinidad and Tobago Chamber of Industry and Commerce was honoured to induct Derek Alexander Chin into the Business Hall of Fame on November 1, 2018.





AWARD CEREMONY & COCKTAIL RECEPTION



CHAMPIONS
OF BUSINESS
AWARDS 2018

PRESENTED BY



AWARD CEREMONY & COCKTAIL RECEPTION

GOLD SPONSOR

PLATINUM SPONSORS

SPONSOR

SPONSOR

BE INSPIRED



Contact Information

Trinidad

Columbus Circle, Westmoorings
PO Box 499, Port of Spain

Phone 868 637 6966

Fax 868 637 7425

E-mail chamber@chamber.org.tt

Tobago

Ansa McAl Building, Milford Road
PO Box 47, Scarborough

Phone 868 639 2669

Fax 868 639 3014

E-mail tobagochamber@chamber.org.tt

Website

www.chamber.org.tt



PLATINUM SPONSORS



GOLD SPONSOR



SILVER SPONSORS



BRONZE SPONSOR



MEDIA SPONSOR



FACILITATING SPONSOR

