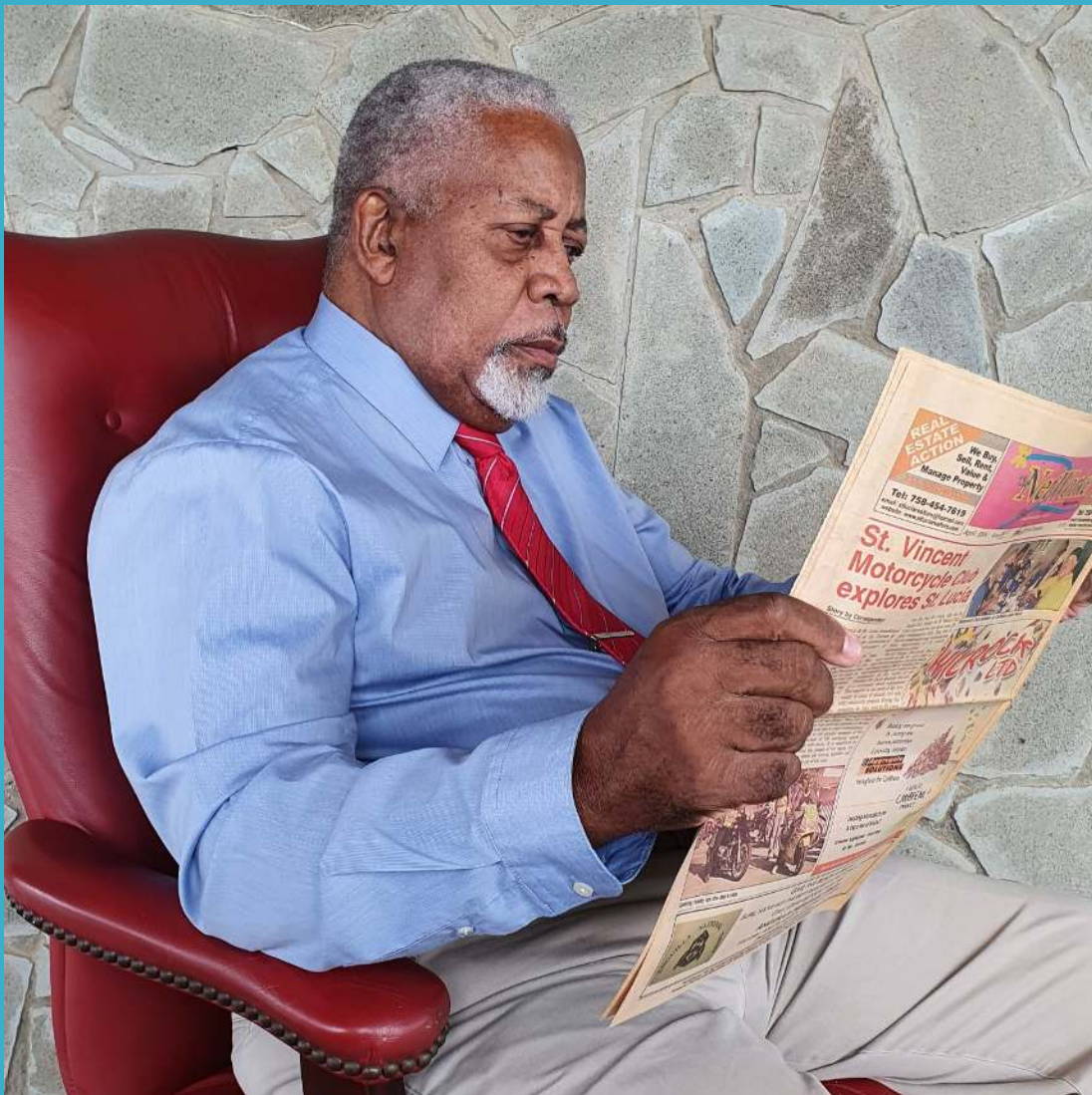


# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S RECENT PAST

### BOOK 1



Articles written by  
Edward Alphonso Harris  
QBE; Sm; SM, MR & A Dips., London

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## HARRIS AT LARGE REVISITING SAINT LUCIA'S RECENT PAST Book 1 of The 3-part Series

Articles written by

Edward Alphonso Harris

QBE; Sm; SM, MR & A Dips., London

*Dedicated to Seekers of Knowledge at home and abroad!*

*How Saint Lucia prospered in the recent past.*

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## DISCLAIMER

This e-book is designed to provide general information in regard to the subject matters covered in articles that were written by the Author and published in several newspapers, locally and internationally. A few websites listed in this e-book may not be current and where available are used only as reference or information relevant to the specific topic. It should be further noted that this e-book is intended to share the experiences of the author and offers no guarantee for the success of its readers.

Printed by: Edward A. Harris

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## ABOUT THE AUTHOR

**Edward Alphonso Harris** is Guyanese by birth, and a Nationalized Saint Lucian who has travelled extensively. He lived and worked in several countries outside of his homeland – Guyana; these include St. Lucia, Barbados, Dominica, Grenada, Jamaica, Sierra Leone and Tanzania.

He is tireless in his quest to share the **Principles of Affirmation** and to set alight the power of the **Entrepreneurial Spirit** as a means of assisting in alleviating poverty around the world.

Edward Harris began working at the tender age of fourteen and worked in his adult life almost entirely in the private sector in areas of manufacturing, distribution and services. He is not about to retire and is currently actively engaged in the areas of **Business Consulting and Real Estate**.

He has dedicated his life to sharing his experiences in the areas of business and human development.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

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This milestone was made possible because of the encouragement I received from my family, friends, and well-wishers in Saint Lucia and beyond.

I will never forget those persons in the various media houses, including Denis Dabreo, Victor Marquis and Edgar Henry who gave me the opportunity to share my writings in St. Lucia and the rest of the world.

My gratitude is also extended to all those whom I have not mentioned specifically, but have contributed in various ways to my achievement in writing and publishing this e-book.

Edward A. Harris

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# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### INTRODUCTION:

I have experienced many periods of frustrations in my life where I wanted to find avenues to be more active in sharing my experiences. Not comfortable to sit back and allow the world to go by. Throughout my life, I have always sought to be involved in doing something that will impact the lives of others in a positive way. In 1979 I sponsored the Castries Toastmasters' Club, in 1989 I founded the Guyana Small Business Association, and in 1997 I began writing articles for the newspapers. Over the years I joined many organizations in the private sector and civil society. I published my first book in 2010, followed by another in 2016. In 2020 I propose to publish 3 e-books in 2020; this is my second and the third is in striking distance.

Today, at the tender age of 77, I am very active on Social Media and am forging ahead in sharing my experiences in investment, business and entrepreneurial development. In my final years I have been most frustrated and restless, especially during this period of the COVID 19 pandemic. What is even more worrying is the fact that no one knows when this state of affairs will end.

In an effort to maintain my sanity, I have in recent times, established the following initiatives:

1. A real estate website – <https://stluciagreatpropertydeals.com> which offers two e-books a) Winning Strategies for Micro, Small & Medium Enterprises and b) Investing in Real Estate in St. Lucia.

2. Castries Real Estate Referral Meetup Group - <https://www.meetup.com/Castries-Real-Estate-Referral-Group-Meetup-Group> which offers opportunity for persons interested in the Real Estate Industry to network with professionals and learn about the industry.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

3. MLM/Network Marketing Information -  
<https://www.facebook.com/groups/mlmfactfinder> Great resource for getting information on the MLM industry Free Training available to make a difference in your MLM business.

4. Weekly current affairs CARICOM & USA - [www.facebook.com/eaharrisdestiny](https://www.facebook.com/eaharrisdestiny) Facebook Live programme - Harris At Large on Sunday at 10.00 am every Sunday.

This e-book covers the period 2005 to 2008 detailing the peak of St. Lucia transition to a tourism economy. It is a reflection of the way it was, pre and post the Financial Crisis in the USA which rapidly spread into a Global Financial Crisis. The collection of articles will give us confidence that if we did it then, we can do it again. This pandemic shall pass. In the meantime, I shall endeavor to share my knowledge.

Edward Harris

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#1 A call for 2005 to be a year of serious action by Guyanese at home and abroad**

I returned to St. Lucia on January 3, after eleven wonderful days in Georgetown, Guyana. I am very thankful for the experience and I felt the pain and the joy of my fellow Guyanese as we weathered the difficulties brought about by the floods. Very few people who lived in Georgetown escaped putting their feet into the muddy water during the heavy rains. However, Georgetown with all its problems is still a great city to visit and for me being home for the holidays was one of the best gifts I could have given myself.

The Garden City was under water for Christmas and New Year. Everything to spoil the season happened. On Boxing Day morning, many homes were flooded. Many reasons were advanced for the flooding, a Commission was set up but the spirit of the people remained high and, in the end, a peaceful and joyful Season was achieved. The parties were grand and the fun was very much the way it used to be. The oldies were goldies everywhere coming from the sound systems. In spite of the rainy nights, hearts were warm and the good times rolled.

Many of us who traveled to Guyana during the run up to Christmas were left without luggage for several days. A group of us went home for a wedding of a colleague and got our luggage just hours before the ceremony. There was even a strike at the airport which caused some passengers to miss some of the fun. The Murphy Law did prove itself. Everything that could have gone wrong, did.

Those of us who experienced the bad weather and flooding must be grateful that no death was recorded. Many business places suffered substantial loss in damaged products and patronage as a result. Good old Fogarty's was as old times untouched by the flood. I had breakfast in the Snackette and did some shopping in the Department store. I truly enjoyed the atmosphere as it brought back memories of my younger days.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The time has come for business owners in the city to take over its upkeep with the support of the City Council and the Government and put in place those necessary things to return Georgetown to its former glory. We can surely do better. Something is definitely wrong and steps must be taken to correct the state of affairs. If something is not done to correct the flooding of the city, given our unfortunate state of being under sea level, we can well experience a Tsunami in Guyana. Our Capital is too beautiful to allow such decay.

The weather pattern of the world has changed drastically. In the Caribbean what used to be rainy season is now dry and natural disasters everywhere are increasing in intensity and devastation. The signal is clear that national governments have to step in and ensure that drainage takes priority as to neglect this important undertaking can be costly to a nation.

Elections are in the air in Guyana and St. Lucia, although constitutionally due in 2006, political parties are assembling in both countries. Many are convinced that the results in both countries are predictable as potential new entrants into the field of politics are not prepared to take risks and to fail is almost suicidal.

Some interesting things are happening in Guyana. The road to Timehri will be completed in 2005; already the trip is easier than it used to be. Housing schemes are coming on stream and generally the prospects look good for 2005 and beyond. Guyana will be an attractive destination for Caribbean people when the 1st phase of the CSME is implemented later this year. We will see a number of our CARICOM brothers and sisters owning property in Guyana because it will be very attractive to them given their high currency. Regional tourists travelling to Guyana will be substantially increased. Business will boom as already many consumer products are competitively priced.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Guyanese business persons, small, medium and large are collaborating with the Government to promote Guyanese products around the Caribbean and beyond. This year they are commencing their road show with a Trade Exhibition to St. Lucia scheduled to take place February 25 – 27, 2005. Honorary Consul for Guyana to St. Lucia Mr. Lokesh Singh is leaving no stone unturned to ensure that the Mission is a success. The Guyana – St. Lucia Association is collaborating fully and it fits in beautifully with the Annual Awards Ceremony that is held to mark Republic Anniversary celebrations. So come February 22, we celebrate, St. Lucia's Anniversary of Independence and move into Guyana's Republic Anniversary, followed by the Trade Exhibition.

Let us take action from wherever we are whether at home in Guyana or abroad that we lift up the banner of Guyana high and support our friends and families are holding the fort that we can return from time to time to a place we can call home.

If you have not been home for a while, resolve to visit sometime this year and catch up on what could be an eye opener to the developments that have taken place in our dear land – Guyana. I congratulate those who have stayed on and continue to contribute to the progress that is taking place.

Let us look forward with optimism to a Bright and Prosperous 2005.  
Keep the Faith, God is in Charge!



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#2 Support for Guyana**

The Guyana St. Lucia Association is joining with other Guyanese and their Organizations around the world to lend support to our brothers and sisters who have suffered the worst floods in several decades.

Many religious persons will say it is the warning of God upon the nation of Guyana. However, Guyana is experiencing the effects of changing times as it relates to weather patterns. The weather is unpredictable these days and even when the meteorologists predict a hurricane or storm path in many cases, they change course as was in the case of Ivan in Grenada. Here in St. Lucia we just cannot understand what is happening as the weather is unpredictable. There is no sunny or rainy period, we just have to make do with whatever the day brings.

The situation in Guyana calls for a serious look at the way planning for our country's development is done. It is time for a shift of the capital and less concentration of future expansion on the coast line. It has now been demonstrated that we are vulnerable to flooding and it is very likely that substantial deaths could result in future disasters. Where do we go from here?

It is necessary that we begin at the source of our problem which is political. We need a political solution for our nation. It was the promise of the PPP-Civic when they entered office to revisit the constitution of Guyana. The core aspects are yet to be dealt with. President Burnham and his team when the constitution was drafted sought to perpetuate themselves in office. It was the work of genius and when the current administration reviewed the issue of elections, they turned a blind eye and will now enjoy the rights and privileges that will keep them in office until we who are alive today are long gone.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

President Jagdeo has a unique opportunity to leave a legacy that sets Guyana free once and for all. We must return to first past the post and establish true representation for our people throughout the land. There must be a political solution and we must be selfless about it. Where there is no vision the people perish. When we fail to change a system that is against the people of a nation that is the highest form of deception and God will not bless such a nation. Elections must be free and fair and free from fear. There is much to be done for the people of Guyana if we are to return to prosperity. We must do what is right at all cost.

In 1997 I got into politics with the hope that given the method of voting with photo ID that we would have seen a hung parliament and democracy if allowed would have flourished. We cannot but help recognizing the problem we have in Guyana is as a direct result of interference of the British in our politics and the Burnham administration which caused proportional representation to be introduced in the first place and the subsequent introduction of the current constitution. The PPP-Civic inherited a good thing. In the interest of the people, they need to take action to end this intolerable state of affairs.

We, the people must begin a campaign for true democratic elections in Guyana and to lobby the international agencies for change in our electoral practices. A change will give meaning to the political life of the nation and hope for the people with the true blessings of our Creator.

In the immediate, the people of Guyana are suffering. Aid is pouring into the country. We can only hope the distribution is equitable. I will not be persuaded by rumors of discrimination in the distribution. In St. Lucia, the Guyana St. Lucia Association in collaboration with the Honorary Consul, Mr. Lokesh Singh has launched a Guyana Flood Relief Fund and established an account with the Bank of St. Lucia, main branch which could be accessed from any branch around the island. The account number is 901101 912. Mr. Ronald Ramjattan, Managing Director of Baron Foods Ltd., with the assistance of Cagema, a Shipping Company and the contributions of individuals – Guyanese and friends will be shipping a 40ft container load of supplies to Guyana shortly.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The Honorary Consul for Guyana to St. Lucia, Mr. Lokesh Singh has been busy with the media promoting the Guyana Flood Relief Fund. So far, the response has been heartening.

Looking beyond the flood, Guyana needs us, and whatever the challenges, it will take committed persons at home and abroad to bring about the changes that are necessary. I am firmly convinced that change must come. It must not be allowed to be business as usual. We cannot but conclude that there has been a high degree of neglect in our country. It is time to fix it once and for all. The Carter Foundation has got to do more. Maybe, it is time to invite President Bill Clinton to help us to instill some reasonableness into the hearts of our politicians. Let us do anything that will help us to return Guyana to true Democracy. I can imagine that some will say I am inviting foreigners in our national affairs, but it was President Carter who persuaded the PNC to be reasonable and let the chips fall, and it was he who called the exit poll for a PPP-Civic to claim victory. Let him now help to correct what is wrong, and many things are really wrong.

Just don't only keep the faith, do something!!! God is in charge!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#3 St. Lucia reaches out to Guyana's flood victims!!!**

The Government of Saint Lucia, its citizens and Guyanese resident in St. Lucia have all reached out to Guyanese people in their time of need. A Guyana Flood Relief Fund bank account was established at the Main Branch of the Bank of St. Lucia in Castries with access to the public at all branches around the island. The initiative was launched on Friday, January 28, 2005 by the Guyana St. Lucia Association with the full support of the Honorary Consul for Guyana to Saint Lucia, Mr. Lokesh Singh. In just a few days, members of the Association and well-wishers came forward with offers of assistance. Mr. Ronald Ramjattan, Managing Director of Baron Foods Ltd. was instrumental in getting Cagema Shipping to donate a 40ft container to ship donations of products collected from government agencies, schools, businesses and individuals. He also made his offices available in the North and South of the island as collection points and provided transportation and warehousing for the supplies which were finally loaded on the container from his facility on Friday, February 11, 2005.

The push came when the Prime Minister of Saint Lucia, Honorable Dr. Kenny D. Anthony on his return from an overseas trip where he met with the St. Lucian citizens resident in Cayenne, convened a meeting with the Honorary Consul for Guyana to Saint Lucia, Mr. Lokesh Singh and Members of the Executive Board of the Guyana St. Lucia Association. The meeting was held on Thursday, February 3, 2005 in the Cabinet meeting room in the office of the Prime Minister where members of his delegation included the Ambassador to CARICOM, His Excellency Anthony Severin, Miss Dawn French, Director of the National Emergency Management Office (NEMO) and Officials of the Ministry of Health.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Prime Minister requested that NEMO get involved immediately and put into operation its disaster mobilization plans, and get off to Guyana a supply of drugs by airfreight by the following Monday, while other supplies would be forwarded by ocean freight. NEMO's Director promised to take immediate action to get out media releases and request the Post Offices around the island to act as collection points. The meeting brought into effect a collaborative effort between the Guyana St. Lucia Association and the National Emergency Management Office. The Vice President of the Association, Mr. Doodnauth Shivnauth coordinated the Flood Relief Project and was responsible for putting together the shipment of Drugs in time to meet the deadline as directed by the Prime Minister. Cabinet will meet shortly to decide on further assistance to the citizens of Guyana. NEMO provided direct assistance in the supply of essential commodities also involved the assistance of the Red Cross as a collection point in Castries.

Offer of assistance has come from neighboring Martinique and it is possible that many persons would be calling after Friday with assistance. A decision would have to be taken to deal with the spillover of assistance. In the meantime, the Guyana Flood Relief Fund will be open for cash donations until the 23rd of February, 2005. It is expected the amount raised will be handed over to a Representative of the Government of the Republic of Guyana at the Annual Awards Ceremony of the Association which is scheduled for Thursday the 24th of February, 2005 at the Dame Pearlette Louisy Primary School at 6.00pm

The flooding in recent weeks in Guyana has caused untold sufferings and has been rightfully qualified as a national disaster. The international aid donors have stepped up with substantial assistance. The UN is now on the ground and as a result the world is fully behind Guyana and its peoples. The citizens who reside on the coast line and river banks of the low-lying areas can no longer feel safe. Serious consideration needs to be given to the Conservancy Dam as it has been proven that we can no longer only consider the Atlantic Ocean to be a threat but we are now faced with the reality of the Conservancy Dam as well.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Guyanese living outside of Guyana – around the world rallied to their families and citizens in general. Money transfers, barrels, containers of supplies were all dispatched and continue to be dispatched in an effort to ease the situation. It is said that the Lord helps those who help themselves and the Guyanese Diaspora has risen to the occasion and because of our interest in ensuring we do as much as we can for our countrymen and women, the world is rallying around us.

There have been reports of illnesses, diseases and deaths as a result of the flooding and the water remaining in certain areas for weeks which has only made things worse. Our neighbours and friends have made and continue to make substantial contributions in an effort to return things to normalcy while taking care of those who are suffering. Brazil and Cuba stand out. Their response was swift and effective. It is hoped that the leptospirosis disease will be controlled and the causes eliminated in the shortest possible time so that loss of lives could be minimized.

It has been a difficult time for all Guyanese whether at home or abroad. Many had to live with the grief of the loss of loved ones and had to wait a long time before committing them to their final resting place. To imagine the situation brings tears to one's eyes, much more to live through the experience.

In times like these regardless of however we feel about the way things are going in the country, it gives us an opportunity to reflect upon the fundamental issues that redound to the very existence of our people. In my last article I received a lot of positive feedback and a few not so kind remarks but it is the price you pay for doing what many other persons will not. It is the timeliness of what is said that will make a difference. A call for unity among the races at this time is paramount as we must come together to win the war against disease and poverty which will evidently be inflicted upon the Guyanese people as a result of this disaster. Given the response of Guyanese living abroad, it is very clear to me that regardless of wherever citizens of a country reside, they are inextricably linked to their homeland. Those of us whose families are affected by this disaster would of necessity have to dig deeper into our pockets to provide support to them for many months to come.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

In spite of the fact that the disaster has been substantial and the effects will linger for a long time, we have lots to be thankful for as the situation could have been much more disastrous. Thousands of lives could have been lost based the level of the flood waters. It is time for Thanksgiving now that the water has receded. Let us give God thanks for spared lives and for friends around the world who have supported in one way or another in the time of need. Most of all let us pray for unity and goodwill among the peoples of Guyana. May God continue to guide the leaders and peoples of the nation of the Republic of Guyana and make their burdens light.

Keep the Faith – God is in Charge!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#4 Saint Lucia and Guyana celebrate!!!**

It was time to celebrate in Saint Lucia and Guyana during the past week. Saint Lucia celebrated its 26th Anniversary of Independence on February 22, while the Republic of Guyana observed its 35th Anniversary as a Republic. Guyanese in Saint Lucia enjoy a unique position of being able to celebrate these occasions one day apart. For Saint Lucia, it was the usual Ecumenical Service, Independence Day Parade, School Rallies, etc.

The past year was great for Saint Lucia as it attained 25 years of independence and moved into its 26th year. There has been significant progress in the area of investments. Just as the year was coming to a close, a US 130-million-dollar project in the tourism sector was announced. A further boost came with the famous twin peak mountains – the Pitons being officially granted World Heritage Site status. Soufriere, the western town will come alive over the next few years and real estate prices would have been given an overnight boost. Saint Lucia Simply Beautiful, Saint Lucia Nice, Saint Lucia Blessed!!!

In the case of Guyana, it was the first time in the history of the celebrations that occasion has passed without an elaborate Mash Ramani programme. The President's Address to the nation highlighted the call to rebuild, now that the water receded fully. The world is behind Guyana and it is evident that things will be back to normalcy in a short time.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Guyanese in Saint Lucia celebrated their anniversary a day later instead of the 23rd due to the exhibition, the occasion was hosted on the 24th. While a minute of silence was observed for those who died as a result of the flooding in Guyana and thousands of dollars were raised at the function for the Flood Relief effort, they marked the occasion in the usual grand Guyanese tradition as they got together to award outstanding sons and daughters living in Saint Lucia for their sterling contribution to the local community. Honourees this year included such persons as Ron Savory, a Guyanese Artist, Noorani Azeez, a dynamic young administrator who for the past five years has led the charge of training young persons in several skills for the field of work, and Edward Harris, an Entrepreneur, Private Sector Advocate, Freelance Journalist and Community Worker. A student, Miss Paul was presented with a plaque for her recent success at the CXC examination. It has become a feature of the Anniversary Awards ceremony to bring to the attention of the nation brilliant Guyanese students who are successful at the CXC and "A" Level examinations.

Guyanese living in Saint Lucia usually come together in the hundreds to celebrate their Republic Anniversary. Mr. Maniram Prashad, Trade Advisor to the President who was in Saint Lucia to represent the President at the official opening of the exhibition attended the ceremony and was loud in his praise for the level of commitment exhibited by the gathering and the manner in which the programme was presented. He was particularly impressed with the cultural presentations as he participated in the singing of folk songs, listened to poetry, watched Indian dancing and a skit entitled the Banana Man. It was an evening that will long be remembered. He also noted that we sang all the verses of the National Anthem.

Once again, the Guyana Saint Lucia Association with the full cooperation of the Honorary Consul for Guyana to Saint Lucia, Mr. Lokesh Singh has shown that Guyanese wherever they are can come together, stand up and be counted for their contribution to their communities.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

This year, the celebration spilled over to the Guyana Exhibition which was mounted over the weekend, February 25 – 27. The determination of Guyanese businesspersons to move forward was demonstrated in the level of participation and the quality of the exhibition. Over 50 companies were represented. Hon. Philip J. Pierre, Minister for Commerce, Tourism, Investment and Consumer Affairs, and Hon. Ignatius Jean, Minister for Agriculture, Forestry and Fisheries participated in the official opening ceremony of the exhibition which was well attended.

Residents flocked to the venue to secure bargains and in my conversations with the exhibitors, they have been able to test the market and now see Saint Lucia as an important destination for their products and services. Art and Craft items, Pharmaceuticals, Noni Juice, Sandals, Household Furniture, and as usual Guyana Rums were on hand. The exhibitors included large, medium and small companies. As I walked through the exhibition and observed the displays, I felt a sense of pride.

As the launch of the long-awaited CARICOM Single Market and Economy – CSME approaches, I can see Guyanese being among the principal movers and shakers as they take their skills to the other islands of the region. The various trade promotion agencies should get busy in promoting the culture of joint ventures in the region and guiding entrepreneurs in the art of duplicating themselves in collaboration with others.

Lots of good things are beginning to happen in the region and especially in Saint Lucia, a place where many Guyanese are making a contribution and influencing developments within the wider region. Guyanese and Saint Lucians have a great history of working together and as the years go by, we have seen a greater appreciation for the contribution of each other.

Keep the Faith, God is in Charge!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#5 Don't Give Up on Guyana!!**

EDWARD HARRIS AT LARGE!

DON" T GIVE UP ON GUYANA,  
GO FOR YOUR PIECE OF THE INVESTMENT ACTION!!!

Although Guyana is in a state of preparations for elections, it is not just business as usual with respect to attracting investors to the country. I had the pleasure of spending Emancipation Day in Georgetown and thereafter took some time off to look around the country and speak with decision makers in the government and private sector.

I have been hearing so much about the developments in Region 3, especially in the Parika district that I insisted on seeing the developments in the district for myself. I was very impressed with the level of business activity which has transformed the area. It was an eye opener. Imagine on a Sunday that major firms like Courts, Gafoor's were opened for business. The business houses were opened, every type of grocery, ground provisions, green vegetables and fruits were on sale, vendors lining the street on both sides for over a mile, leading to the Parika Stelling. The area was bustling with enterprise and is well serviced by banks. This district has evolved primarily because it is strategically located to serve the islands and communities along the Essequibo River.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I had the pleasure of speaking with Mr. Geoffrey Da Silva, Chief Executive Officer of Guyana Office for Investment (Go Invest) in his office on Camp and Church Streets and he outlined the several developments taking place in the country and pointed to the many successes of Go - Invest. He was very proud of Guyana's Open Trade Policy and he informed me that already there is a steady flow of investors and visitors seeking to establish a presence in Guyana. This influx will substantially increase with the establishment of the CSME. In the immediate term, with the level of infrastructural development and the obvious demand for domestic, commercial, industrial and institutional buildings, there is a serious need for construction workers in Guyana and it is very likely that workers will have to be sourced from outside the region. This situation is very much the same in the other states as they prepare for CWC 2007.

It should be of interest to note that the Government of Guyana has opened up to investors an opportunity to receive waiver of Customs levies on building materials and furnishings to erect a minimum of ten houses in time for Cricket World Cup in 2007 for the accommodation of visitors, with the option of selling the buildings after CWC 2007.

This is a great investment for groups of Guyanese, friends and business associates coming together to make an investment for profit or simply to develop communities for their own retirement. Anyway, you just can't lose.

There is also investment opportunity in the transportation sector, any passenger bus with 30 seats and over could be imported Duty Free. The demand for transportation will be strong in the future as the country steps up its preparations for CWC 2007 and the spin off tourist arrivals subsequently.

Go-Invest is promoting investments and manufacturing, and the Guyana Marketing Corporation is collaborating with this agency in its export drive. In recent years several Trade Missions were mounted in several islands of the Caribbean, Toronto and during the month of August, 2005 a Mission will head for New York.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

A final investment opportunity I would like to draw to your attention in this article is in the retail sector where the Gafoor Group of Companies is in the completion stage of a Shopping Mall with three floors and approximately one hundred units. This will be an excellent opportunity for the Diaspora to invest in several areas of business as in discussion with the CEO of the Group, he showed me the floor plans which include allocation for Super Market, Food Court, Bank, and several other services which will attract customers for most goods and services.

GUY EXPO 2005 is scheduled to be held on September 23-27, 2005. I will like to encourage you to visit Guyana at this time and attend this exhibition so that you could have a firsthand look at the many goods and services that our brothers and sisters are producing and the level of success they are achieving. Last year acting in my capacity of President of the Guyana St. Lucia Association in collaboration with Mr. Lokesh Singh, Honorary Consul for Guyana to St. Lucia, I had the pleasure of leading a delegation comprising of 12 St. Lucians and Guyanese. This year it is hoped that with the favourable results reported from the last experience, the delegation would be increased by a minimum of one hundred percent.

If you are keen on investing, do not ignore Guyana, it is a real investment destination. There are lots of opportunities and many areas of activity begging for new and innovative ideas. Guyana still has opportunities that will create substantial wealth for those who have the ability to see the big picture where Guyana will evolve as a major player among the English-Speaking Caribbean States. A new day is dawning for Guyana as we witness the developments in the Bauxite, Gold and Diamond Mining, Bridging of the Corentyne River to Surinam and hopefully oil will be on the cards as well in the not too distant future. It might be a good thing to visualize what is yet to be actualized and begin to truly feel the potential so that the pride which is ours can come alive in us. Visit: [www.goinvest.gov.gy/guyana.html](http://www.goinvest.gov.gy/guyana.html) for information on investing in Guyana.

The season of politics is very evident as the Election personnel are currently being trained and procedures are being put in place. The political parties are positioning themselves and the debate continues on the rules that will govern the elections.

God is in charge, keep the Faith!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#6 St. Lucia's budget 2005- 2006, just under one billion dollars**

#### **Elections fever in the mother country & Dominica**

The world's Catholic community has a new Pope – Pope Benedict XVI. Prince Charles is happily married to the love of his life. Citizens of England and the Commonwealth of Dominica go to the polls on May 5th. What a coincidence?

Here in St. Lucia, on April 19, 2005 in the usual ceremonial atmosphere, Dame Pearlette Louisy, Governor General gave the Throne Speech to both houses of Parliament with the theme “Continue to Progress and Prosper” outlining her Government's policies for the ensuing Budget year. Prime Minister and Minister of Finance, Dr. the Honourable Kenny D. Anthony presented a budget just short of a Billion EC Dollars, the amount is EC\$954.1 million with no new taxes. Information on the Throne Speech and the entire Budget can be found at [www.stlucia.gov.lc](http://www.stlucia.gov.lc)

The Budget was presented under the theme “Consolidating Gains, Developing a World Class Destination and Enhancing Human Resource Capacity” The presentation was upbeat with a wide range of fiscal packages. Multiple projects are in the making in the tourism sector, road network development, and other services to meet the demands that will be placed upon the nation as a result of the Cricket World Cup 2007.

Back to politics, both Labour Parties in England and Dominica are heading to the polls but not in comfortable positions. Prime Minister Blair has to deal with the Iraq war while PM Skerrit has to deal with the Economy. It is the latter situation that I would like to comment.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I made a trip to Dominica a few days ago and during my stay which was about eight hours but very intense, I met with a leading politician in the country with whom I discussed the possibility of taking a project to Dominica but as is expected politics was discussed. The Opposition United Workers Party (UWP) is calling the voters to remember how things were good under them and return of the UWP will bring prosperity to the nation. It is true that for some reason they were able to emit office without the state of economic despair affecting their government. But the question is, could they have prevented the situation which developed under the current government? The Labour Government in spite of losing two Prime Minister by death was able to come to terms with the economic crisis and the uneasiness within the country was quelled.

PM Skerritt, though a young politician who cannot boast of being politically experienced, is loved by the people and has been able to hold the party together. Will it be prudent to return the present government to office and have them continue their programme of recovery or to replace the current government with the UWP which has been more flamboyant? A billion-dollar question is what has been the PM's relationship with the youth of Dominica and as a result what about the youth factor in the upcoming elections? Will the youth be the deciding factor, the ones to give Prime Minister Skerritt an opportunity to rule the country on his terms for at least one full term? This should be a youth campaign where the young people take the lead and take a stand on which party should win. A national youth conference is in order in the final days leading up the elections.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Should the Labour Party pull off the upcoming elections, there is one area that must be improved, that is their engaging of the citizens in the affairs of the nation. There is urgent need to improve communication. If they were to lose this election it would be due to their lack of engagement of the people to allow greater understanding and participation in their own affairs. It wouldn't be long before the results of the elections will be known. The Billboards are very impressive and make the candidates come alive; the campaign managers are doing a great job in marketing their candidates. I pray that in the end the electorates will make the right decision and vote for a resounding victory for the party that will provide the nation with the best leadership at this time. Dominica the rest of the region is watching you. A friend of mine went so far as to suggest that a Labour win in Dominica, could send a signal to the rest of the region, especially the OECS, noting that St. Vincent and St. Lucia are up for elections within a year's time.

This is an important election in the history of Dominica and will prove the level of political maturity attained by the citizens. If the information provided by the taxi driver who took me across the country from the airport and back is anything to go by, it is going to be one hell of a toss-up at the polls.

We are a people who believe in the wonder working power of the Creator but the underlying this fact is that he gives us the desires of our hearts and gives us the leaders we deserve. We are warned that if we select leaders with no vision, we shall perish. It is therefore necessary for us as voters to have a spirit of discernment.

Keep the Faith – God is in Charge!!!



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#7 It is momentum time for CSME and herbal medicine in the Caribbean!!!**

I find myself engaged in recent weeks in some important initiatives as the institutions within CARICOM fast forward the process to the formal implementation of the CARICOM Single Market and Economy, (CSME). It is unfortunate however, that at this late stage, there are still voices being heard that we are not ready for the 1st phase of CSME.

This is one time that politicians will have to take a position in the best interest of the people. The masses seem not to be convinced that CSME is good for them as they seek to protect their turf. It is just a matter of holding on to what you have no matter what. The intellectuals in our midst have not done enough to unravel what seems to be complex in the minds of the simple. It is the same old story. What we don't understand we do not seek clarification; we ignore it totally and speak negatively about it. There is where we find ourselves at this late stage of the process. This is yet another demonstration of our intellectuals giving back to society.

The successful implementation of the CSME should be a top priority of all those who can be considered leaders in their community. We have been leaving the poor and uneducated among us to fend for themselves. This is not a very encouraging state of affairs and already we are seeing the results in several areas, especially that of crime. The time has come for us to be a more caring society. Information and education to the entire community is vital. Information is to sensitive citizens about developments and education is to equip them with knowledge to use it. CSME is in dire need for such an approach. No one can deny the fact that our citizens throughout the region need to be engaged in a dialogue on the benefits of CSME and its impact on the social economic and cultural future of our people. Freedom to move freely within the region and to do what we need to do to better the lives of our people is an important platform for progress.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The implementation of the CSME is timely as the opportunity for travel and employment in the developed world is fast closing in on us. Visas are becoming more difficult to obtain and immigration conditions within the states are very difficult with sanctions on those who employed undocumented workers. However, the realization that all is not well with the state of readiness as regards the CSME at this junction could give the process the push it needs in the final stage could be the impetus for the CSME movement to gain momentum as we are currently experiencing.

I had the opportunity to participate in a Regional Policy Forum on Trade Liberalization in Trinidad on June 15-16, 2005 sponsored by the Barbados based Caribbean Policy Development Centre (CPDC). A wide cross section of issues was discussed and participants were better informed about the state of play in the international negotiations as all roads lead to Hong Kong for the next round of trade negotiations. Dr. Clive Thomas presented a paper on the topic "Understanding the Dynamics of Coherence and Compatibility in the International Trade Agenda" He made a fundamental point which I feel obliged to share and that is that the posture of our negotiators is wrong. The sugar agreement has never been a preference arrangement. It was negotiated in the mid 1970 when the price of sugar was three times the price paid to us. We did not want an indefinite treaty but it was in the Europeans best interest to lock in a price. Today our negotiators should be seeking a buy out to bring closure to the agreement. My understanding from the position put on the table by Dr. Thomas is that the Europeans have an obligation to settle instead of just seeking concessions and aid support. The posture we take has serious implications if the Europeans are allowed to dictate the flow of funding in areas that they are disposed to as opposed to our specific needs. Since they are terminating an agreement pay us off and let us make our own decisions on how the money will be best deployed to meet our developmental and other needs.

The Forum looked at the OECS in the CSME, Gender Indicators, Genetically Modified Organisms, etc... Veteran Trade Unionist, Mr. George De Pena also made a presentation at the Forum. He lamented the lack of professional staff to deal with the several issues of the negotiations.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Forum ended on the note that the challenges ahead must be met with all the vigor of our people and that the NGOs have a pivotal role to play. Our Heads of States within the CARICOM region meets in St. Lucia from the 3rd to the 6th of July, 2005 and it should be interesting to see how the movement to CSME will be treated. I am looking for a firm commitment to the process. The citizens should be given a clear signal that CSME is irreversible.

My next stop was at the 7th International Workshop on Herbal Medicine in St. Lucia, June 23-26, 2005. The joint conference was organized by the Caribbean Association of Researchers and Herbal Practitioners (CARAPA) and Caribbean Herbal Business Association (CHBA) with support from Inter-American Institute for Cooperation on Agriculture (IICA), the Technical Centre for Agriculture and Rural Cooperation (CTA) and Centre for Development Enterprise (CDE). The theme for the Conference was "Advancing Caribbean Herbs in the 21st Century". It was the first collaborative effort between CARAPA and CHBA and it is the desire of all parties that the two organizations cooperate for the advancement of the herbal industry in the region. The conference was held at the Bay Gardens Conference Centre. Over 130 participants from the USA, Latin America, and the entire CARICOM Region attended the conference and several research papers were presented.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The industry is in its infancy and it is very clear that a lot has to be done to give it the acceptance that will be required for herbal products to gain the recognition that is necessary to establish itself as a viable industry. There are some interesting gains made to date at the level of the farm and the factory. A field tour was undertaken on day 3 of the conference which took participants to the National Herbarium and the Mamiku Gardens. It was an experience, especially when we visited Mamiku Gardens where one of the Directors was our tour guide. I am convinced that the problem which exists between Allopathic Doctors and Herbalists is due to the fact that in listening to the guide, it came across that if we follow the herbal way, there will be almost no need for medical doctors. Given the cure all status of the many herbs as explained to us by the well informed guide who supports his stories by internet research offering remedies for pain, cuts, cancer, flu, headache, etc., etc., it is very clear that we need to educate our population in the use of available herbs and to aggressively proceed to do what is necessary to provide scientific evidence on the herbs and their effective use. One area of concern is the required dosage of herbal remedies. A recent research indicated a movement towards acceptability of certain herbs by medical doctors. In some Latin American countries, there are herb patches alongside Health Centers. Noni is generally accepted in the region and some producers of the juice are making head way in their local market and are looking at possible exports.

The Conference concluded with a Dinner and Awards Ceremony. Dr. Compton Seaforth, Past President of CARAPA was awarded for his outstanding contribution to the success of CARAPA. Dr. S. A. Cuffy, ND, a Naturopathic Doctor of Natural Health Ministries, Brooklyn, USA was the Guest Speaker. He gave a recipe on “How to put Women in their Place” (that is a statement to think about) and shared with the audience what he considers the 7 Crown Jewels of Vibrant Health! 1) Detoxification, 2) Immune Fortification, 3) Make the Body Alkaline, 4) Proper Nutrition, 5) Exercise 6) Good Quality Water, 6) Peace of Mind.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

CARAPA and CHBA held their Annual General Meeting during the conference. The outgoing Presidents Dr. Compton Seaforth and Dr. Henry Lowe of the two Associations did not seek re-election. The Executive of CARAPA comprises of the following members: Mr. Kofi Boateng – St. Croix, USVI, President, Dr. Gilbertha St. Rose – Benjamin – St. Lucia, Vice President, Dr. Yuri Clement – T/T, Secretary, Ms. Rose Rajbansee – T/T, Treasurer and Edward Harris – St. Lucia, PRO. The 8th Conference will be held in St. Croix in 2006. The elections of the CHBA produced the following results: Ms. Sandra Erequé Weekes – Barbados, President, Ms. Cheryl Bowles – B/dos, Vice President, Mr. Jorge Murillo Yepes – G/da, Secretary and Anselm Benjamin – St. Lucia, Treasurer,

The last two weeks have been hectic and it seems set to be very exciting times as we move to the count down to the launch of the CSME. The main indicator as to how we progress on the road to making CSME a reality is in the removal of barriers to trade and investments in the region. Some Governments are taking to process right down to December 31, 2005. Interesting, isn't it?

Keep the Faith, God is in Charge! We will all live and die; it is for us to make this world a better place – play your way now!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#8 St. Lucia – South Hive of Activity!!!**

EDWARD HARRIS AT LARGE!!!

ST. LUCIA – SOUTH, A HIVE OF POLITICAL AND ECONOMIC ACTIVITY!

On Sunday August 28, 2005, there were two major events in the South of the island. In the Vieux Fort – North Constituency, the St. Lucia Labour Party held a run off for its Representative for the upcoming elections scheduled for the 1st half of 2006. This constituency was served continuously by Honourable Cecil Lay for almost a quarter of a century. He indicated his intention some time ago not seek another term and as a result a very aggressive campaign was launched to fill the vacancy. The three-cornered race, Mr. Moses Jn Baptiste secured victory with excess of over five hundred votes more than his nearest rival, Mr. Vernon Valmont. The other contestant was Mr. S. Jeffrey who made a poor showing with 25 votes out of a total of over 1,400 hundred votes.

Just a few minutes away from the political conference which saw Mr. Jn Baptiste securing the election to represent his party at the upcoming national elections, The St. Lucia Industrial and Small Business Association (SLISBA) was holding its 16th Annual General Meeting at the Coconut Bay Resort, originally Halcyon Days which was subsequently owned by Club Med and recently acquired by a Jamaican Group and was completely refurbished and reopened a few months ago. Special guests at the AGM included Acting Prime Minister Hon. Philip J. Pierre, Minister of Commerce, Tourism, Investment and Consumer Affairs, Senator and Honourable Sandra Husbands of Barbados who attended the AGM in her capacity as President of the Caribbean Association of Small and Medium Enterprises (CASME), an umbrella organization representing Small Business Associations throughout the CARICOM Region. Senator, Hon Sandra Husbands is also the current President of the Barbados Small Business Association.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

President Patrick Joseph in his report to the meeting was very critical about the way the Caribbean Single Market and Economy is proceeding without adequate consideration for the implications that will arise in dealing with the problems of small States such as St. Lucia. However, Hon. Philip J. Pierre assured the meeting that the critical component of the Regional Development Fund is to be made available for small states to be assisted in their thrust to be competitive which is a prerequisite to any formal agreement on the CSME. Hon. Owen Arthur, Prime Minister of Barbados is responsible for putting together the machinery to establish of the Fund.

Senator Husbands informed the meeting that CASME will assist member associations to serve their members in keeping with the demands of today's business environment. In a few years Senator Husbands increased the membership of the Barbados Small Business Association from 100 members to 500 with associate organizations boosting the membership by another 800. She spoke of the initiative being undertaken by Ms. Lynette Holder, Executive Director of CASME to negotiate a special Loan Programme for the membership of the various associations within CASME.

The meeting was attended by in excess of 100 businesspersons from across the island. The By Law relating to the term of the Directors was amended by resolution from one year to two years. The motion was approved with one abstention. Mr. Patrick H. Joseph was re-elected unopposed for a third extended term, 2005 - 2007. The Management Committee comprises of eight members including the Immediate Past President.

With assistance from the Government of a grant of One Hundred Thousand EC Dollars (100,000.00), SLISBA has a new Secretariat and with the support of CASME the association seems set to fulfill the mandate of the membership. The Secretariat is located in the American Drywall Building on the Vide Boutielle Highway, Castries.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

While the debate continues on the CSME, Barbados Coalition of Service Industries (BCSI) is leading a delegation of businesspersons to St. Vincent and St. Lucia during the period August 29 to September 2, 2005. The businesspersons are seeking to form alliance with their counterparts in the two islands and intend to continue this thrust throughout the region. Joint Venture, Franchise and Distribution opportunities are being offered in areas of Training, Business Services, Events Management, Computer Sales and Service, Real Estate, Janitorial Services, Natural Skin Care Products, Professional Photography, etc.

Lots of interesting developments are in the making for St. Lucia. The negative impact of increased oil price which is now EC\$9.50/US\$3.50 per gallon at the pump does give cause for concern but the positive trends in the economy give hope. These are very exciting times in the Caribbean. There is never a dull moment in St. Lucia. The sun shines every day, even when it rains.

Keep the Faith, God is in Charge!!!



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#9 The greatest love of all!!**

By the time you read this article, the most important season of the Christian Calendar would have passed away in the time. It is my sincere wish that you had a blessed and enjoyable Easter Holiday.

What lessons have you taken away from the experiences as you marked this religious milestone? Whether, you attended station of the cross, Good Friday, Easter services or stayed at home and watched the various TV Evangelists on the subject of Jesus' death upon the cross, it is necessary to repeat this truth that it is not how you observed Passion Week and the other aspects of the season, but rather the life lessons learned.

I will attempt to share with you what I take away from the observance of Easter each and every year as I relive the experience. For me, I see a caring loving Heavenly Father sending his only begotten son into the world to live, suffer and die for the redemption of his elect people. This sacrifice was rehearsed in part by Abraham with Isaac and became reality in Jesus.

In God's demonstration of his love for his people, he established once and for all that is possible for his people who are called by his name to serve him in spirit and in truth and live an exemplary life. In short, be examples to the world. With his outstretched arms, he showed us a way, that in obedience to his will, his people, would through the examples of his son, live life abundantly. That you give love even when it hurts. Love is the answer. The lesson of Easter is all about LOVE.

I cannot understand how every year, Christians mourn the loss of their beloved Saviour and even deny themselves the luxuries of life in their observance. How many people fast, abstain from alcohol and sex, only in the end to take away nothing as they fall back to business as usual, grossly inconsistent with their professed faith. In all their actions, they demonstrate a lack of LOVE. A LOVE which God demonstrated through his Son as an example for us to follow. How can they be so stiff-necked with hardened hearts? Where is the LOVE?

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It is important as we demonstrate our love for God that we reach out to our fellowmen. As a matter of fact Jesus challenges us as we seek to demonstrate a lack of our love for others – if we fail to love our brothers who we see and touch, how can we love God who we cannot see? That is very much the state of affairs in many of our own lives. How much time have we devoted to the service of others? How well have we shared our blessings with the less fortunate? Do we care enough about what is happening in our midst, before our very eyes? What we see is all about self. Leaders in industry and in civil society will make open statements that it is all about themselves, their wives and children, the rest of persons around mean nothing to them and in almost all the cases, those persons have to rely on others to ensure their success. Look around you and see how you can begin to help those persons who are near to you. Get them to share their fears and their aspirations with you. Many of them wish to be better persons, better employees but they are left alone to find creative ways of how to improve their performances. Leadership dictates differently, especially leadership which is based on LOVE.

God is watching us and like each of us, he expects results. He expects our responses to be in keeping with his expressed wishes and guidance for achieving abundant living for all. He did not specify abundant living for some of us, he made it an option for all his people.

Here is where you and I can single out those leaders that are of God and those who are of another master. By their fruits, you shall know them. There is an old saying that when the Day of Judgment shall arrive, there shall be many surprises, as man's score sheet and God's are wide apart. Firstly, we must single out Morality from Religion. God's standard is written in his word and that's the way it will be to eternity. God's word needs no other interpretation. If you are interested in keeping in tune with the wishes of God get acquainted with his word as contained in the pages of the Holy Scriptures. Whether you are a Christian or even an agnostic, you could find a pathway to abundant living in the pages of the Holy Scriptures. Spend some quality time with God as your first step of recognizing that he caused his Son to suffer and die upon the tree of Calvary for your sins and mine and from this moment on you will honour with your time to serve him through an understanding of his word, thereby effectively reaching out to your fellowmen, regardless of race, colour or creed.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The simple but fundamental lesson that we can take away from the observance of Easter is that of LOVE. Love is the message. No greater LOVE hath any man, that GOD sent his son to die for us, while we were yet sinners. We should evermore rejoice in this act of LOVE and strive to be better followers of his divine principles.

Go ye therefore into the world and live a life of LOVE and Service to your fellowmen. Live large, live ABUNDANTLY! Remember always God is watching you.

Keep the Faith – God is in Charge!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#10 Today For Me, Tomorrow For You!!!**

September 9, 2005

Edward Harris At Large!!!

TODAY FOR ME TOMORROW FOR YOU!!

Who could have imagined the response of Washington to the recent hurricane disaster in the State of Louisiana? Oh, how I love Jazz, and it was my hope that one day I would have walked the Avenues of New Orleans and listened to Jazz in all its forms. However, I am still hopeful that disaster will give way to serious revival in all areas of existence within the State and my dream would be realized.

It just shows that a super power could be humbled by a natural disaster of great magnitude. The shock of the circumstance put into effect a delayed response but such to many is unacceptable coming from the USA. The system of Homeland Security failed the people. It is not time for reporting on the past but immediate action should be taken to correct the bureaucracy that caused the delay. The late response in my mind has nothing to do with race. It was a case of shock and awe for the administration both local and national levels. It was a wakeup call.

What about the pumps that were not working in spite that flooding is always a possibility in parts of the State? It is great to note that relief has begun to flow in and the nations of the world are making donations to ease the burden on the residents of the State even though at least one offer came with strings attached.

President Castro as usual in his humanitarian spirit and no one should be surprised, he made the USA an offer to provide medical personnel which they should not have refused but they did, and again no one should be surprised.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I am disappointed at those who will play the race card but again there are many ways to get into the spot light and some people will never lose an opportunity. There are great black leaders of organizations in the USA and I am eagerly waiting for their response to this black disaster as some will prefer the world to see it. It is not only black people that have lost but of course black people shared the worst fate. What about the business community? It will be a while for things to return to some degree of normalcy and it will be the efforts of people of all races and colour that will have to work together to bring relief.

In the Caribbean our individual islands and regional organizations' response to disasters have always been swift. The various Disaster Preparedness Agencies should be cheering their achievements over the years and when it all settles down, a few of our Consultants in the area of Disaster Preparedness could offer their services to the USA Government.

Given our experiences in recent times with Hurricane Ivan in Grenada and other countries where it passed in 2004 and Hurricane Katrina in the State of Louisiana, no longer should persons in the path of a hurricane take warnings lightly. It is also the responsibility of the leaders in the communities in collaboration with Central Government to ensure that steps are taken to evacuate the residents, including adequate provision of transportation. People cannot just leave because they are told to leave, many will have no place to go and, in many cases, not even enough money to pay a bus fare. The poor is always with us and this point must not be missed. It seems prudent to me that as in the case of a fire drills in office complexes and other places where the possibility of fire exists, hurricane shelter drills should be organized to give residents a clear indication of where to head for and what to expect in an event of a disaster. Hurricane Ivan was a wakeup call for us in the Caribbean and Hurricane Katrina is for residents of the United States of America. Always remember if it can happen, it will.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The world now has enough lessons to learn from when it comes to disasters. The people of the world must be reminded on a regular basis so that the lessons learned will not be forgotten. We have short memories and too many of us believe that it wouldn't happen to us. Some higher power will take care of his children. It is promised in the Bible that knowledge will increase and it has increased to the point where equipment has been invented to track weather systems and C130s fly into the eye of the hurricane to test its intensity. So, we have the knowledge, why not use it. If we don't, then knowledge becomes simply entertainment. Those who have ears to hear and eyes to see are expected to take action.

My heart goes out to the families that have lost loved one in the aftermath of hurricane Katrina. I am praying for them and I hope that their sufferings will be relieved in the shortest possible time. We in the Caribbean share your sorrow. Many of our relatives and friends are going through the disruption. A friend of mine was just getting ready to take his son to a University in the State of Louisiana when Hurricane Katrina struck. We are interconnected and the Caribbean people are very much a part of life in the USA.

Out of the current struggles, the music of New Orleans will be sweeter. Today for me, tomorrow for you, we must be our brother's keeper.

Keep the Faith, Be Strong, God is in Charge!!!

**#11 IT IS GUYANA'S MOMENT TO SHINE!!!**

**EDWARD HARRIS AT LARGE!!!**

**IT IS GUYANA'S MOMENT TO SHINE!!!**

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Now, it is Guyana's moment to shine! President Bharrat Jagdeo launched the 5-day Guy-Expo 2005 with the theme "Pride in our Industry" on Thursday, 22/09/05 and in his address to invitees to the official opening, set out the way forward for the economy and elections in 2006. He was very clear that investors are being encouraged to do business in Guyana and in his message stated - "My Government will remain unambiguously pro-business, pro-employment and pro-growth. We continue to put in place the ingredients needed to support the creation of wealth. This is a key part of our vision to provide our country with a platform that allows all our citizens to live fulfilling lives. Our macro-economic climate is stable, we have one of the most open economies in the world, and the investment regime offered to support new investment can compete with any in the region". Everything is being done to expedite responses to their requests. It followed in the said week that President Jagdeo was named Chairman of the Boards of Governors of the World Bank and International Monetary Fund, a first for a Head of State within CARICOM.

A strong delegation of businesspersons from St. Lucia was present in Guyana for Guy Expo 2005 and an opportunity was presented to them to interact with their Guyanese counterparts when a Business Forum was held on Saturday, 24/09/05 at the Cheddi Jagan Research Institute which is housed in the historic Red House on High Street, Kingston, Georgetown. This Business Forum was organized by the Guyana Office for Investments and the New Guyana Marketing Corporation to explore possibilities of establishing a Permanent Show Room and a Marketing Agency in St. Lucia to boost exports of Guyanese agricultural and non-agricultural products to St. Lucia. Guyanese and St. Lucian businesspersons are supportive of this initiative and a number of opportunities on both sides have opened up as a result of their interaction.

While in Guyana, St. Lucian Entrepreneurs took time off to visit places of interest and experience Guyanese hospitality at first hand. It is always a state of shock and awe when persons who have been exposed to the negative press that Guyanese and Guyana receive from time to time. It was just an awakening to those of the delegation who visited Guyana for the first time. This is what the Executive of the Guyana - St. Lucia Association seeks to achieve as they expose St. Lucians to Guyana.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The exhibition was scheduled for 22-27/9/05 but was extended for another day to facilitate the crowds.

Looking towards the future, with increased awareness of Guyana products and things Guyanese, the stage will be set for increased activity at all levels in the period ahead. The next trip organized by the Guyana – St. Lucia Association should include a visit to Madia in the interior of Guyana where many St. Lucians have called home for many years and many have no desire to go anywhere else. A visit to this community should also include a trip to the Kaieteur Falls. It is amazing how by knowing more about each other through exchange visits to each other's country can impact upon the respect for each other.

There is never a dull moment in our world. The problem is that in most cases these moments are characterized by uncertainty and anxiety. When we last met through this column, we lamented the trials of our brothers and sisters in the State of Louisiana. On this occasion, our thoughts are again with the residents of the State of Louisiana as a follow up to Katrina, Rita not only engaged parts of the State of Texas but found it necessary to visit the State of Louisiana and caused further pains to the residents. Once again, our prayers are with those who have lost loved ones and property wherever Katrina and Rita passed.

The USA after the passage of the two recent hurricanes should now more clearly understand the sufferings that such disruptions caused. Every year, we in the Caribbean hold our breath as the hurricane season passes. The alphabet is running out of letters with two months to go before the season ends. I presume that should it be necessary to start over to name the next set of hurricanes in alphabetical order will be double AA and most likely it is going to be AARON.

While those States ravished by Hurricanes in recent seasons grapple with rebuilding, it is necessary for the work of Disaster Preparedness Committees and Agencies to be given all the necessary financial and other support to ensure, that should disaster strike it will find those who will be affected in a state of readiness. The recent disasters should teach us one simple lesson to heed the warnings of the disaster agencies and do whatever is necessary to save lives.

Keep the faith!!!



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#12 Better Days Are Coming – Don't Look Back – Keep Your Eyes On The Prize Ahead Of You!!!**

October 11, 2005

Edward Harris At Large

**BETTER DAYS ARE COMING – DON'T LOOK BACK –  
KEEP YOUR EYES ON THE PRIZE AHEAD OF YOU!!!**

Based on the assumptions presented in this report, we are in for the ride our lives as the predicted trends begin to unfold. In spite of what we are currently experiencing in terms of uncertainties and anxieties which are further aggravated by disasters in many parts of the world, it is projected that this century “will be an era of extraordinary technological development as computer science converges with the life sciences. It will also be an era of spiritual renewal and humanitarianism” (excerpt from the report)

I have suggested to my readers on many occasions that in today's world no home should be without the inspired holy word – the Bible or similar book depending on one's religion/culture and a computer with access to the internet. As we move along the 21st century, it is so important that we understand where we are headed. Times have changed so much while many of us are still asleep. Many are holding on to the last century and fail to recognize the realities of the present. Too many of us are tied to the past when the world is moving forward at a rate that is beyond comprehension. Technology is driving the process, we read about the many scientific developments in the medical field and the possibilities of being cured by the foods we eat. What's going on? We are now reaping the results of many decades of research and the excitement is going become greater in the years ahead. The majority of us would not be able to comprehend the changes around us. Many discoveries are already being applied in the experimental stage with great success. The prospects of body parts replacement and increased longevity are most exciting to me, especially the fact that I can be in control of all my faculties and perform efficiently and effectively for many years to come. I say bring it on.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In our little corner of the world, we in the Caribbean find ourselves not being challenged by what is happening in the developed world and ignore those positive developments which can be duplicated here in the region. After all the studies and recommendations presented to us on the path we should take as a group of nations to ensure prosperity for our people, even our wise men pointed us to the star, we failed to see it and many of us have decided to go in the other direction. Could you imagine after all these years and millions of US dollars spent in Agricultural Diversification, we are still seeking to hold on to our traditional crops. We were told many years ago that there should be a shift from manufacturing to services, in spite of the obvious reality, our manufacturers are still asking for time to adjust after several years have gone by since they have retooled and put into place standards and ISO management capability. Do trends mean anything to our Entrepreneurs? Don't flog a dead horse, move on. The industries that are not indigenous to our environment will have a difficult time surviving in the global village. We have to concentrate on the products and services that we can control in the market place and especially those for which there is a demand. Manufacturers who see the writing on the wall and need to stay in any business that is threatened should be frequenting Trade Shows and forming strategic alliances to continue to supply their markets.

With the launch of the Caribbean Single Market and Economy (CSME) just weeks away, I am very concerned that after 15 years in the making, we will still not be ready in many aspects even if we do something to save face. Many, when the failure becomes eminent will refer to the Free Trade Area of the Americas (FTAA) to justify our lack of performance and would seek to have us believe it is such a formidable task that the great United States of America failed to complete negotiations on time to launch the FTAA and we are now wondering if there will ever be a FTAA. However, we took more than 15 years and it is the type of indecision that continues to keep poverty at our doorsteps.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Barbados is way ahead of the rest of the region in positioning itself to take advantage of the positive developments that are taking place in our world. The business infrastructure is in place and their great minds are at work. The Government of Barbados firstly consolidated the Small Business Sector and then moved to the Services Sector and in both cases the results have been outstanding. The Barbados Coalition of Service Industries is the most dynamic in the region. Many of the other islands cannot even get a committee together to form coalitions that will become part of a global initiative.

There needs to be a comprehensive study of civil society and private sector institutions with the objective to duplicate wherever possible those institutions that are serving the people well. This study must be updated and monitored to ensure that successes and failures be recorded and disseminated to all institutions and agencies across the region.

What excites me most about this century is the prospect that it would be an era of spiritual renewal and humanitarianism and that will guarantee the progress that we have hitherto sought without success.

Keep the Faith! God is working his purposes out in our best interest and what we are experiencing at the moment is just the storm before the calm. Fasten your seat belts keep looking forward to the prize. One Love!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#13 ELECTIONS! ELECTIONS! ELECTIONS!**

November 12, 2005

EDWARD HARRIS AT LARGE!!!

ELECTIONS! ELECTIONS! ELECTIONS!!!

The indications are that Elections will be called in St. Vincent and the Grenadines before the end of 2005 and in St. Lucia and Guyana sometime in 2006. Interesting times are ahead politically and on all fronts the incumbents look good. Opposition parties are not as organized as they should be to offer any formidable challenge. In the case of Guyana with 32 parties, it is a comical affair though others may feel it is democracy at work. I feel the time has come to set some standards in the nomination process that will only bring serious political parties in contention.

It is very disturbing to hear the doom and gloom positions being taken by Guyanese while neighbouring Entrepreneurs are seeking out Guyana for investments. The past week recorded a visit from the Barbados Coalition of Service Industries. It is very clear that after the Christmas holidays it will not be business as usual as most businesspersons will go on hold until the elections have passed. This is in sharp contrast to the smaller islands where it is business as usual elections or no elections. But in the MDCs, everything is linked to politics and businesspersons are always positioning themselves to benefit from the outcome of an election. Many of them will bet against the odds that a non-starter in the political race will win all because of their relationship with the leadership of the party they are backing.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In the context of Guyana, the constitution as it relates to appointment of parliamentarians is stacked in favour of the PPP/Civic. I was in Guyana for a few days this month and I continue to hear the call for a national front government, a coalition government, call it what you will but it all means sharing the administration of the country. In this context the PPP/Civic can claim it is doing that with the leader of the UF as a cabinet minister and taking on responsibilities for the Ministries of Commerce and Tourism. But everyone is seeking a wider involvement. Will this happen the next time around. I remember in 1997 when as Campaign Manager for the then Guyana Democratic Party – GDP headed by Mr. Asgar Ali former Finance Minister in the PPP/Civic first administration that I organized a conference of all the political parties at that time to discuss the prospects of a Coalition Government as at that time the hopes were high based on the implementation of the voter photo ID which was a wasted effort.

It is very clear that if there is going to be any movement in the parliamentary arrangement it will have to be initiated by the PPP/Civic. It will have to be at their pleasure. I feel that good governance is only practiced when a government acts in the best interest of the people. It is time that a referendum be called to test the type of parliamentary elections the people want. Is it first past the post or is it proportional representation? It is time to let the people decide. Maybe with all the talk, the people may decide that they like things as they are because don't forget this new parliamentary act which governs parliamentary appointments was given birth by a genius. But until then, there will be grumblings.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Alliance for Change is the talk of the town. It will take a lot of money for them to get organized in time for the upcoming elections but the team of leaders seem set to make a major statement in the next elections. Talk is cheap but we have seen again and again when it gets down to the crunch it the same old story – PPP or PNC. So now what is new? Two brilliant young lawyers just past the age that we can refer to them as youths but young enough to be considered young men are presenting themselves. Shared leadership, two presidents in one term. I believe this needs some rethinking. It would be good enough for me that the two leaders serve alternate terms. It has been shown in the USA where Presidents do badly in their second term and generally after four years in political office, it takes its toll so change in four years seems good to me but this new innovative idea of sharing the presidency mid-term, if that is what the people want, let them have it. Run a few polls and get to the pulse of the people. We live in an electronic age. This would be the first step in the walk on Democracy Street for the AFC.

What new ideas are the AFC offering? One thing I would like to see and this is from my personal shopping list, that unlike the PPP/Civic which promised to revisit the constitution after their first victory and they did but ignored the parliament act that upholds proportional representation and gives the winner a take all approach allowing the party with the highest votes to form the government thus blocking out completely the prospects of a coalition majority government. The AFC must place in its manifesto and constantly proclaim from its platform over the campaign period that they will revisit the constitution as a priority within the first 100 days to deal with the system of parliamentary appointment that will return the country to real democracy where FIRST PAST THE POST would be once again the system that puts the people's representative into parliament. (This is of course after a poll has been taken to confirm that the people need to go down that road). With the present system, parliamentarians are removed from the people and take collective responsibility for the whole country. That is not what allows for effective political interaction. A change to the electoral/parliamentary system is necessary. Use technology to assist in bringing the wishes of the people to the fore. For God's sake give the people a chance to say how they want to live their lives in a DEMOCRACY. What is so different with Guyana that it needs PR when the free world is happy with FPTP?

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

God is in charge and all men will be accountable for their deeds. Every election presents an opportunity for change for the better. Make the next election in Guyana special.

God bless you all!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#14 EDWARD HARRIS AT LARGE – FOUND A MLM BUSINESS OPPERTUNITY ON A CARNIVAL CRUISE!!!**

November 30, 2005

Edward Harris At Large!!!

EDWARD HARRIS AT LARGE –  
FOUND A MLM BUSINESS OPPORTUNITY ON A CARNIVAL CRUISE!!!

Unlike the popular trend of persons joining a cruise for fun and relaxation, I was on a working cruise, seeking to find an opportunity within the MLM industry. I am a subscriber to [www.mlmwatchdog.com](http://www.mlmwatchdog.com) and I saw the MLM Cruise advertised on the website several months ago and decided to participate. Although at that time my motive was different, I was going to network on behalf of the company I was associated with but no more, just weeks before the commencement of the cruise, it folded. I was already committed to the cruise and paid for it so I changed my objective to seeking to find a MLM business opportunity.

I am not one to give up on my dreams easily. I spend time seeking out information on the internet and through the writings of experts in the field of my interests. It is important to understand that a few simple words can reinforced your thought on a subject or even change your circumstance in life. Although I have lost a lot of money in network marketing I am not about to give up. Because of the knowledge I have gained from reading on the subject of network marketing and my involvement in the industry, I feel confident that there must be a company out there that will deliver on its promises and afford me the opportunity to realize my dream in network marketing.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I fully subscribe to Rod Cook's statement that "Multi-Level Marketing is the Last Hope for the Little Man" Rod Cook is a MLM Consultant and a Founding Executive of Distributors Rights Association (DRA). I attended two meetings of the Association and was impressed with the work they are doing. It is a cruel world out there. Between the FDA and FTC citizens are being deprived of knowledge that can relieve their pain and suffering. Natural products need to be given a fair opportunity to compete alongside drugs. DRA is on course to get the recognition that natural products deserve.

For many years I watched the TV series - Love Boat and watched the tourist boats that berth alongside port Castries some days as many as five ships with over eight thousand passengers. Many times, sharing the pavement with these tourists and admiring them and thinking when my day will come.

My day finally came on November 12 when I departed from Hewanorra International Airport, St. Lucia for Miami enroute to Tampa, Florida where I joined the Carnival Miracle for a one-week cruise on Sunday, November 13, 2005 to sail the Western Caribbean. The ship was scheduled to sail to Grand Cayman, Cozumel, Belize and Costa Maya. Unfortunately, just weeks before the cruise Cozumel was ravished by hurricane Wilma which took away its tourist appeal. Cozumel is all about the destruction left in the path of Wilma. As if the destruction done to Cozumel was not enough when we got to Cost Maya the boat had to bypass that stop as the waves were too high and did not allow landing alongside the berth. At the earlier stops, tenders took the passengers ashore due to the size of the vessel.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In spite of the problems, most passengers were happy to stay on board and enjoy the many social offerings and of course the cuisine. When at sea or necessary to bypass a destination, the Casino was opened all day. There were two Formal Evenings on the ship and those persons who did not have appropriate attire could have rented on board. The entertainment programme was great with some exceptional shows. The orchestra was great and the social director was fun to listen to. In spite of my busy networking schedule, I did find time to dine with great people and attend the shows. It afforded many an opportunity to live large. A cruise ship is simply a floating hotel and I was fortunate to be on a Five Star vessel – the Carnival Miracle.

I was a member of a group of MLM Executives and Distributors which is an annual affair and has been going on for the past seventeen years. This get together of persons in the MLM industry provides opportunities for Distributors to interact with Presidents, CEOs, top Executives, Trainers, Service Providers, etc., which are not normally available outside of such an environment.

On the second day at sea, the group got together for formal introduction and welcome speeches by the organizers ([www.mlmcruise.com](http://www.mlmcruise.com)) which set the stage for the rest of the week. When my turn came to introduce myself, I said – “My name is Edward Harris and I am from the beautiful island of St. Lucia in the Caribbean and I am here seeking a MLM opportunity to take back to the Caribbean” That opened the flood gates of opportunity and I was bombarded on every side by individuals seeking to attract me to their businesses. As soon as the introductory meeting was finished, I was invited by a renowned doctor in the area of Wellness who showed me a system whereby I COULD MAKE TONS OF MONEY by just organizing wellness seminars for him. A commission of 50% of his fees sounds very attractive, doesn't it? That entire afternoon was filled with appointments and it continued very much the same for the entire week.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The offers were for every type of opportunity available in network marketing. Fortunately, coming out of an experience of a failed company just weeks before the cruise and having an understanding of what type of company will provide the strongest appeal to my clients, I was focused on finding a company that has several categories of products that will give me an opening to approach health and other professionals whose practice would have clients who rely on their recommendations. This is a top down approach and while some of the experts will argue in favour of finding a company with only one category of products that appeal to a wide cross section of consumers would be the better approach, I feel that given the environment where I operate in the Caribbean that my approach is the right way to go. My objective for participating in the cruise has been achieved and now it is up to me to make the best of the opportunity by putting together a global organization, beginning with the Caribbean soliciting the support of my family, friends, business associates and well-wishers. Join me! Drop me a line at [eaharrisdestiny@gmail.com](mailto:eaharrisdestiny@gmail.com)

Whether your interest in a cruise is for business or pleasure or both, it is a must have experience that will linger on your mind for a life time. You will meet wonderful people who are always willing to meet new friends and share ideas in a relaxed atmosphere and over a meal or snack and in some cases proudly say, have lunch on me and do eat as much as you can. Apart from the great opportunity for meeting top executives in the MLM industry, I was given the opportunity to have an appointment with a life coach whose advice I will be forever thankful. I made many friends and received encouragement to be a winner in the industry. I look forward to being a part of the MLM cruise next year which can be booked at [www.mlmcruise.com](http://www.mlmcruise.com) The organizers delivered on their promises and from my vantage point, the cruise was a great success. I had the pleasure of several meetings with Tom Schreiter, affectionately known as Big Al, a leading trainer in the MLM industry and President of a leading MLM company who was simply an inspiration. I take the privilege of suggesting to my readers that they seek out industry related cruises to expand their knowledge and be motivated by the success of others in their industry.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Life may lead you to some interesting place to fulfill your dreams such as I have by finding an opportunity that will afford me financial and time freedom, and allow me to do whatever I want, whenever I want, without thinking about time or money. It will of course take some hard work as network marketing is not easy but it is simple. I just have to become a story teller willing to share my story with everyone who will give me an opportunity to do so.

This article was written in New York. While there I took the opportunity to meet with Executives of Caribbean Impact.

Keep the faith - God is in charge!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#15 IT IS ONCE AGAIN THAT TIME OF YEAR**

December 15, 2005

EDWARD A. HARRIS AT LARGE!!

IT IS ONCE AGAIN THAT TIME OF YEAR  
BUT THIS TIME IT IS BOUNTIFUL!!!

Silver bells, hear them ring, it is Christmas time in the city! Do you hear what I hear? Do you see what I see? Around the world, people of goodwill, get together at this time of year firstly to thank their Heavenly Father for spared lives and secondly to celebrate the joy of the festive seasons. Love fills the air. It is a time to reflect on the year that is fast heading to a close and for us begin to look toward the new year, armed with resolutions to make the coming year, better than the one that will be no more at midnight December 31, 2005. The year 2005 will be a memorable year, a year when the Caribbean reversed the negative trend and many positive things are beckoning us.

For the people in the CARICOM area of the Caribbean and Guianas, the first day of the year 2006 holds special significance for us as we venture into a new relationship which has been in the making for several years, much too long. The CARICOM Single Market and Economy – CSME will become reality, although not in its entirety. What was intended to be an economic and monetary agreement will in the first phase be an economic one with the monetary aspect set for 2008. Many held the view that the initiative might have been postponed but all seem set for the January 1, 2006 implementation date to be kept even with the absence of Grenada which has not been able to remove all its restrictions that will prevent its participation at this time. It is likely that others may find cause to postpone their involvement at this time but a major fall out was averted with Trinidad coming to the rescue of the important Development Fund which is intended to assist vulnerable States and regions in equipping themselves to face the hostile competitive environment that would be unleashed upon the small States within the region when CSME is implemented.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

As the CSME implementation date draws nigh, it is that time of year when the Caribbean comes alive with the celebrations for the festive season. CARICOM citizens do have something special to celebrate. The CSME officially puts in place what the people of the region looked forward to for years, freedom to move capital and skills around the region for the benefit for all its peoples. A new day will dawn on January 1, 2006 when all businesspersons will have the right of establishment within any State in CARICOM. Some people are scared at the thought that a man or woman arriving from Trinidad with a roti pan can establish a business in any island he or she chooses. What a development! While it seems so simple, it is very challenging to note that the cultural aspect in relation to foods in several countries is yet to be tasted around the region. It is hard to imagine that corn soup and doubles from Trinidad, and a good pot roast, and peas and rice from Jamaica are yet to be seen on the streets of St. Lucia.

While the novelty of the CSME experience sinks in small hotels and guest houses will benefit from the movement of small business people and university graduates seeking opportunities in greener pastures. We must be prepared for the initial rush of persons to countries like Barbados, Trinidad and St. Lucia. It going to be a gold rush in the initial stage for opportunities which after a few months will simmer down when reality hits home, then the search will be over with many returning to their country of birth.

The greatest benefit in all this is the transfer of skills, sharing new ways to do things. It will also open up opportunities for cross border direct investments and joint ventures. This will result in some cases as a direct result of businesspersons who were happy to remain at home without going into new markets in response to pressure of reduced market share. It is interesting to note that the real Entrepreneurs in our midst are already sizing up territories for expansion as early as the first quarter of 2006. Today, we hear Distributors talking about regional distribution requesting expanded territories sometimes to cover the whole region. No longer can businesspersons be satisfied with only playing at home, they must now play in the international arena.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I feel the excitement of CSME. I am thinking about setting up satellite companies around the region. My business model will be Multi-Level Marketing commonly referred to as Network Marketing. In preparation for the launch of CSME I am launching my E-book entitled "Show me the Money in MLM/Network Marketing" This is my Christmas Free Gift to my readers. Request your copy at Email: NoFreeMoney@gmail.com My other business will be promoting new businesses on behalf of clients who wish to expand across borders and while working in these two areas I would add a Commission Agency where I will broker anything for a commission. My Real Estate business should come into its own as people move around from country to country. The property rental business is going to be booming. People can get really busy by just establishing relationships, exchanging services.

It is timely that Coalition of Service Industries is being established around the region. There are many opportunities for franchising. It is time for Caribbean Entrepreneurs to spearhead an MLM/Network Marketing Company to promote indigenous Caribbean products to the world. A lot could be said against MLM companies and direct selling but there is no other business system that has made so many millionaires as MLM. The statistic of failed companies in the MLM business is staggering but so is divorce. People continue to marry and many succeed at it with outstanding success stories so it will be when genuine Entrepreneurs from the Caribbean put their heads in the right place to take on the world.

The future for our small Caribbean States has never been brighter but that depends on who you speak with or who you listen to. This is the age of innovation. This is the age of knowledge. This is the age of catching a trend and riding the waves. This is not a time for complacency, it is a time for action. It is a time to be passionate about gaining your financial freedom. For many it could be a time of sweeping changes in our economic and social fortunes. The opportunities are for all of us but unfortunately everyone will not be an active participant.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The incumbent Labour Party Government in Saint Vincent and the Grenadines was returned to office. It is now one down and two to go – Guyana and Saint Lucia, and the results will very much be the same. I believe that Cricket World Cup 2007 has brought life and light to the Caribbean and Guyana. A new energy has engulfed us and it just couldn't be a better time as we launch CSME which will further stimulate the economies of nations in the region by promoting the free movement of capital, and skilled and professional labour guaranteed by the right of establishment. A new day has dawned for the people of the region. Though many may not see it as a blessing at this moment, in time the benefits will be reality in the lives of those who will live to experience it, and my friends the wait will not be long. Everything is in place for a very dynamic period of engagement across the region.

Let us celebrate this Christmas in all its splendor with thankful hearts. There is a lot to be thankful for. Be Happy! A Merry Christmas and a Prosperous New Year to all my Readers and may God bless you all Abundantly. Let's sing because we HAPPY!!!!

Keep the Faith – God is in Charge!!!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#16 Merry Christmas!!!**

Happy Christmas to our Readers Everywhere!

This time of year is very special to us in the Caribbean, and most places around the world. Everyone is busy getting in touch with relatives and friends and most importantly sharing the goodies that God has blessed them with. We know well that this is a time for caring and sharing. With our brothers and sisters of the Caribbean Diaspora, it is great that many of you return to visit relatives and friends at this time. Those of you who were lucky to make it home this Christmas you know the feeling that can only be experienced in the Caribbean and those who missed the opportunity this year, we hope it will be possible next year.

Now to our friends everywhere, on behalf of all of us at [www.stluciasimplybeautiful.com](http://www.stluciasimplybeautiful.com), we wish you the most wonderful Christmas ever and we will be back to wish you a Happy and Prosperous New Year!!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #16 Happy New Year!!

Dear Readers,

As we say farewell to 2005 and welcome 2006, let us draw strength from the positive things that have happened in our world during the year 2005.

While we must be concerned about the situation with respect to the decline in law and order, it is the overwhelming positive actions we take in a sustainable manner that will bring about a reversal of the negative deeds around us which threatens our normally peaceful existence.

Let us all strive to make the prevention of crime our business by getting involved in social programs and generally giving back to our communities.

We have come thus far, let us thank God for His many Blessings and I take this opportunity on behalf of all of us at [www.stluciasimplybeautiful.com](http://www.stluciasimplybeautiful.com), a Healthy, Happy and Prosperous New Year!!!

Ed Harris

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#17 HERE WISHING YOU THE HAPPIEST OF NEW YEARS**

January 3, 2006

This article was carried in the Caribbean Impact Newspaper in Brooklyn, NY, USA.

EDWARD HARRIS AT LARGE

HERE'S WISHING YOU THE HAPPIEST OF NEW YEARS EVER!!!

The year 2006 promises to be an exciting year as the people of the Caribbean in principle have embarked on a journey of realizing their full potential in all areas of endeavor. On January 1, 2006 we woke up to the reality that finally we are on a ship in the middle of the Atlantic Ocean sailing to the land of unity and cooperation known as CARICOM Single Market and Economy (CSME). Unfortunately, as was expected all hands were not on deck. Some are still on the shore hoping to follow shortly. The Jamaica Observer Editorial, 01/03/06 reported that only 6 of the 15 CARICOM Member States are on board and the heads of those States are supposed to meet on January 23, 2006 in Jamaica to formally sign the instruments of inauguration. Interestingly, none of the OECS countries were named in the six. However, many of the countries are expected to be on board by end of January, 2006.

Today, we are building a platform that will energize our economies like never before as our people are now free to move to any territory within CARICOM that has signed on to the Agreement and establish businesses moving around key staff to ensure success of their enterprises. Right alongside the movement of capital is the movement of certain professionals who will not require work permits. Work permits will be necessary for persons outside of the six categories but based on their experiences and special skills work permits should be readily available.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The countries of CARICOM that are on board at this time are: 1) Barbados, 2) Belize, 3) Guyana, 4) Jamaica, 5) Suriname, and 6) Trinidad & Tobago.

The five categories of persons who can move freely and work in any of the contributing states are, 1) University Graduates from all recognized universities, 2) Musicians, 3) Artistes, 4) Media Workers, 5) Sportspersons. Visit [www.caricom.org](http://www.caricom.org) and [www.jamaicaobserver.com](http://www.jamaicaobserver.com) and keep abreast of what's happening in CSME.

It is important for us to follow the developments as this new arrangement emerges. CSME is very much a work in progress and the road will not be smooth, it will be as we experience with many of our roads, it will be filled with pot holes but it is encouraging to note that the path to the best homes in our communities is not paved but lined with pot holes. So, we can be assured that CSME will not fail, it would not be another Federation.

We have a new breed of politicians and many of them especially in the OECS would like very much to leave a legacy. The Eastern Caribbean Central Bank is a successful model in the world, we refer to its success with great pride. CARICOM has served us well in our trading relationships, now it is time to build on that and free up the system.

Commerce will take us faster into integration than any other arrangement. Culture has not done it, Carifesta did not bring about that bond but Money is Magic and with the level of economic activity now being experienced in the region, there are definitely exciting times ahead. CSME could not be launched at a better time in our history. Of course, there will always be skeptics, but I am a perpetual optimist, the problems of the past are never before me, they are always behind me, so I am pressing onward and with doors as CSME being opened I see prosperity. I would venture to say it has come too late when we have lost some our brightest minds to the developed world but I remain optimistic that given the right environment that Trinidad and Tobago can afford at this time, maybe it is a place to start where that government would be disposed to offer some special incentives to attract our best minds back to the region so that a core of professionals with innovative ideas back by experience could become the drivers of the new economy in our region.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The future for Caribbean people has never been brighter. Cricket World Cup will drive the tourism industry on which many of our countries depend to a sustainable level. The exposure that our nations will get especially the smaller territories will bring about a new thrust in economic activity as well. Our Off Shore Financial Services should attract investors and I would like to suggest that promotional money be put into marketing these services. Alongside all that will be happening, the visitors will be given an opportunity to experience our lifestyle and I am predicting that many of them will fall in love with the natural beauty of our region and come back to do business. The English-Speaking Caribbean offers a unique destination for business and pleasure which is ideal for certain businesses. If you follow the programmes of the social, cultural and economic programmes of the region the phrase – “there is never a dull moment” comes to life. You can have the most relaxed lifestyle or you can have a hectic lifestyle, it is up to you. Island hopping will become a new past time for many people.

During the period leading up to Cricket World Cup 2007 there is going to be a window for the launch of a successful Eastern Caribbean airline, it is my hope that Liat will rise to the occasion or just maybe Caribbean Star will shine even brighter. Airlift will remain an area of concern for tourism officials and investing in the airline charter business to serve the Caribbean from international destinations should be an attractive venture. This is a time for overseas based Caribbean Entrepreneurs to enter the Airline Charter business.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It is my sincere hope that given the new opportunity which is presented to us in the region through the CSME, the wider scope which is now possible that Caribbean Entrepreneurs based overseas will look to their homeland for investment opportunities. I would like to suggest the formation of investment clubs where individuals will get together and promote joint ventures/partnerships so that rather than an individual risking all, the risk could be shared. A word of caution however, do not let your business decisions be driven by sentiments, let economic considerations be foremost in your mind so begin in the country that will give you the greatest opportunity to succeed in your business. Having tasted success, you can be sentimental and establish in the country of your birth. It is important that there be success stories in the initial stages for those who seek to go off shore. Treat this opportunity as a gold rush. Look at the trends. Trinidadian money is currently driving the economies of many of the smaller states. Colonial Life and its subsidiaries are in the vanguard of this movement.

I am bullish on business. I would like to see the coming together of minds (the Diaspora and the people at home) to advance business opportunities within the region. We must begin to share breaking opportunities. Get the business ideas to the markets of the Caribbean first and vice-versa. I would sincerely hope that a person with a genuine interest in the Caribbean will take the initiative to form a business organization that will give impetus to big business and SMEs within CSME.

I am embarking on a crusade to ensure the presence of the Diaspora in the business activities of the region. There is need for an active network. There are still great deals and opportunities around but it wouldn't be the same for much longer. There is a window of opportunity that should last for the first six months of 2006 and real estate will begin its upward climb. Beyond 2007 there will be no more deals but inflated market prices as demand will out strip supply. In the case of St. Lucia, it is only 238 square miles. Accessible Land must become scarce at some point. So, the time for action is now. Own a piece of the rock in any of your dream Caribbean destination NOW!!!

Have yourself a Prosperous 2006 with an abundance of Health and Happiness! Keep the Faith. God is in charge.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#18 2006 Will Be An Exciting Year Politically & Economically!!!**

This article appeared in the Weekend Voice Newspaper in St. Lucia, 7/1/06

EDWARD HARRIS AT LARGE ON BUSINESS:

2006 WILL BE AN EXCITING YEAR POLITICALLY & ECONOMICALLY!!!

The year 2006 will be an exciting one and here I am to wish my many readers who have missed my articles in the local newspapers for over a year, a Healthy, Happy and Prosperous 2006. I have heeded your call to return and I welcome you to have the ride of your life as my optimism spills over into 2006. May 2006 be your best year ever.

I have been accused of many things, including being a perpetual optimist but no one can say I have failed to try. I have almost seen it all and I have been used and abused by many heartless people who masquerade as ethical Entrepreneurs but let us put it all to experience and it is my hope that you will learn from my mistakes.

What is all the excitement about? Let me begin by saying that although the CARICOM Single Market and Economy (CSME) is a work in progress, it is very much a reality today. I am very excited about this reality and it is for the Entrepreneurs of the region to make it succeed within the established frame work and deliver as per the expectations of all of the people of the community. The most important expectation is that this initiative will energize our Entrepreneurs to realize their full potential by operating on a scale that would propel their businesses locally, regionally and internationally.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I awoke on January 1, 2006 in a mindset that I have embraced for a long time. My writings on the subject of the CSME ([www.stluciasimplybeautiful.com](http://www.stluciasimplybeautiful.com)) is very clear on the direction that it will take us and the challenges that will force us to be proficient in all areas of our businesses. Competitiveness, Partnerships, Strategic Alliances, Globalization, Transition, and the many other popular buzz words which have emerged over the years will have to be translated into action. We talk a lot about level playing field. No matter how level is the playing field, there will always be the need for the necessary support in bringing the proposition to the market. There must be a deliberate attempt to put creativity and innovation on a sound footing as it is very strange phenomenon that people with the ideas are seldom the people with the money. In America and other developed countries there are Investment Angels, Venture Capitalists, Merchant Banks, Small Business Loan Agencies, etc. We are still to have these sources.

I had the privilege of attending a seminar hosted by the Cultural Development Foundation and the National Development Corporation a few weeks ago which was addressed by some overseas based successful black Caribbean Entrepreneurs in the music industry. I was impressed with the several presentations but at the end of the session, I asked myself a simple question – why is it our local musicians are not making the breakthrough given the talent that is available? I should not have had to search for the answer but sometimes you have to dig deep for simple answers. The answer is simple they just do not get the support that is needed to convert a hobby into a business. Some years ago, I made the point that agriculture will continue to decline because Entrepreneurs are just not interested, not even in hobby farms. My conclusion is if anything is going to be commercially viable, it must be given the entrepreneurial stimulus. Music is no different. It is interesting also to note that the support of the media in the development of our people is paramount. This past Christmas holiday season I did not listen much to the radio but the few times I tuned into the stations I am still to hear the Christmas songs of our local artistes. The same could be said about local calypsos, after carnival what? We are left to listen to the Trinidadian and Barbadian calypsos and soca. CSME is here with us and I do hope that the radio stations will give the consuming public more of what we produce locally. Let us begin by supporting our own. Play a substantial amount of St. Lucian music every day. How can we ask other people to do for us what we the ability to do for ourselves?



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It is time for local businesspersons to invest in the music business. It is time to venture out and it will take us to make it happen. Let us stop attempting to do things all by ourselves, let us limit our risks by forming investment syndicates. The Chamber of Commerce needs to introduce an Investment Club this year giving guidance as to areas of investment and even go a step forward to manage the portfolios for a fee. The get together of Entrepreneurs & individual Investors should be held quarterly and the projects should be submitted by members of the Chamber and non-members. This is the time for innovation and creativity. We must find creative ways to make us get out of the box where everybody is doing what the other is doing. If we believe taxi is making money, everybody buys a taxi and then no one makes money anymore.

Sometime in the year 1999 I was able to get the company I was associated with to invite Mr. Christopher Ram of Guyana to do a public session on the topic – Jump Starting the economy with Public Companies. It was well attended by accountants, lawyers and businesspersons but 6 years later has anything changed? The answer is NO! While many may argue that it not part of our culture to invest in public companies, many persons invested in a scheme that cost them millions. Our people are even investing in the African Free Money Scam. This proves the opposite of the popular belief. I feel that the time has come for our Government to drive investing in public companies by giving tax incentives to investors. The OECS Stock Market is only listing companies with proven viability. We were promised Small Caps whatever that is but what is needed is Penny Stocks allowing investing in startup companies at the regional level. The time has come for our leader in industry to take risks especially in the financial sector. It is going to be a paradigm shift from being risk averse to risk takers. Until now our Governments in the region have taken a hands-off position with financial institutions but I am convinced that there is need for guidance to ensure that the productive sectors of the economy are financially energized. There are many things that need to be done. We are quite aware of what is necessary. There is no shortage of solutions that will bring buoyancy to our economy and prosperity to our business class. I would like very much to get your views on the position that I will take from time to time and I take this opportunity to invite you to do so at Email: [eaharrisdestiny@gmail.com](mailto:eaharrisdestiny@gmail.com)

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

This is a year when apart from our countries economic marriage, it is election year for us in St. Lucia making it a year of heightened economic and political activities. The private sectors associations should ensure that they bring to the notice of the political parties the drivers that are necessary to position our entrepreneurs to take their rightful places in the new arrangements locally, regionally and internationally, generally to equip us to be players in the global economy.

We must find a mechanism to promote those within our communities who have the ability to make a difference. That brings me to the CSME Development Fund. It is my sincere hope that this fund when established will have an Innovation / Business Start Up component. People with innovative and creative ideas coming together, pooling their resources should be encouraged. The individual approach must be discouraged especially in technology. We have to put our best minds to work collectively.

It is going to be a busy and exciting year and our preparations for Cricket World Cup 2007 will even add more energy and colour to the year 2006. Let us all plan to be our BEST always. Entrepreneurship is the key to economic, social and cultural advancement of our people.

I have a special gift for you in my next article don't miss it.

Keep the Faith, God is in Charge!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#19 Private Sector Associations Should Play A Greater Role In Promoting Entrepreneurship!!!**

Voice Newspaper

Saturday, January 14, 2006

EDWARD HARRIS AT LARGE!!!!

Private Sector Associations Should Play  
A Greater Role In Promoting Entrepreneurship!

It is said that Knowledge is Power. But real power is in the utilization of the knowledge you acquire. That gives real Power. In today's world, the Internet is our gateway to information and ultimately knowledge. We live in the information age and it is available to everyone who will find a means of accessing it.

I repeat this statement every year to my readers that " no household should be without a Bible and Computer which is connected to the Internet" Since I write for a diverse readership I am obliged to include the Holy Books of all religions. There are virtues to be gained from all religious supreme – Holy Books.

There are many principles and exhortations in the Holy Books that relate to businesspersons and leaders in Industry. In the Holy Books it is very clear that we own nothing, we are merely temporary custodians of God's material Gifts. Those who are successful have chosen to use their talents wisely. When this simple fact is recognized it becomes mandatory by those who are successful to be caring and share with the less fortunate. It is amazing that sharing your knowledge, simply mentoring people in your community could be a blessing. In this New Year, I challenge our leaders to give back to their communities. Volunteerism must be the resolution for 2006.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

A businessperson should be a seeker of information first, and then seek to gain knowledge in the area of interest that attracts their attention. Surf the Internet for emerging trends, read business magazines and self-improvement books. The challenge for businesspersons in these small island states is to take the business proposition to the market first in the region. Barbadians are doing that successfully. When you initiate a Distributorship or Representation you have an even greater advantage today with the implementation of the CARICOM Single Market to negotiate for the entire region.

I wrote this article on an aircraft heading for Guyana from Trinidad where I stayed overnight and made contact with my US Principal's was making his third trip to the region. I would be heading back to Trinidad at the end of the week in which time I would have introduced an Energy Saving Solution to Guyanese and Trinidadian businesspersons and establish Sub Distributorship in those countries. This distributorship was secured on the Internet for the entire region. I am certain that many more such opportunities are currently being pursued at the moment by other businesspersons. It can be done. Just do it. Timing is everything. This is a perfect time to venture out and establish relationships that will be impacted by international successes.

This year I encourage my readers to visit Trade Fairs. Get ideas, take a firsthand look at new products and services, arrange to represent companies that produce / market products that will appeal to consumers and get the distributorship for the entire region. Don't be timid about requesting the entire region as your territory. The chances are the persons you would be dealing with don't know what part of the world is the Caribbean and if they know about the Caribbean they know about the Western Caribbean. Very few times they will know about St. Lucia. So, I decided a long time ago when I introduce Saint Lucia to my clients or write about my country, I say that it is in the Caribbean and give its location and nearby islands.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

If they hesitate, I draw their attention to the size of the country, its population and I seek to justify my request. The CARICOM States now CSM have a population of six million. Go for all the countries if you still get a roadblock, at the least you should get the OECS. Negotiating the territory is vital and exciting. If you are not aware of the different States of CARICOM check it out at [www.caricom.org](http://www.caricom.org).

Looking at Trade Fairs, I sincerely hope that some of our businesspersons involved with technology visited the 2006 International Consumer Electronics Show which was opened in Las Vegas on January 4, 2006. Microsoft Chairman, Bill Gates gave the keynote address in which he presented his company's plans for the next 12 months. This show should have been a must visit for business executives involved with technology. The latest Gadgets were on display.

It is all about taking your rightful place in the world of business. Associations must be more involved, for many years there has been talk about bulk buying of raw materials, consolidated shipments and most important the support services of incubators where fledging businesses would be provided with furnished office space, receptionist, accounting services and counseling. Attending trade shows could be undertaken by the Associations and provide the contacts to their membership in the related category on a bid basis or promote a programme with an entrance fee so that the Association could cover its expenses and earn some income.

Unless the relationship between Associations and their membership improves there would definitely be a need for a shift in representation. If Associations fail to step up to the table with innovative approaches the need for Advocates/Lobbyists would be the alternative. More contracts need to be given to Consultants by Associations to provide services in areas such as business opportunity surveys and trade show reports, just to name a few. The need for a change in approach if we are to secure a place in the Global Market is necessary. It is imperative that we do all that is necessary to ensure that members can see what is in it for them.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

A unique development emerged a few months ago where the Immediate Past President of the St. Lucia Manufacturers Association and its current President emerged as President and 1st Vice President of the St. Lucia Chamber of Commerce. Thus, for the first time in the history of the Private Sector in St. Lucia that Manufacturers and Distributors have a real opportunity to forge collaboration among the membership of the two Associations. The opportunity should not be missed. Joint initiatives should be undertaken by the two Associations and I dare say that the St. Lucia Industrial and Small Business Association (SLISBA) should not be left behind. SLISBA should be an active participant by invitation to collaborate in programmes. Then there is the Chamber of Agriculture and the St. Lucia Hotel and Tourism Association, and to support all the private sector associations in their memberships' relations with employees is the St. Lucia Employers' Federation. This Association's role will be vital when the promised Labour Code is implemented.

The future is challenging; the solution is simple. Associations must expand their areas of co-operation among each other and their membership. We have a window for the long felt need for a St. Lucia Private Sector Council/ Organization.

It is time for us to put our support behind the Private Sector Associations in our country make them strong and viable. Our dream should be to see all the Associations housed in one building. We have the structure for good things to happen. St. Lucia is the most organized Private Sector in the OECS sub region. Let us move it forward by being strong at home and linking it to regional and international private sector associations.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It is timely to request that the SLHTA begins a campaign with Town Hall Meetings to sensitize property owners and potential owners about involvement in the Industry showing the way to owners of large buildings to enter the bed and breakfast (B&B) segment of the industry and begin a series of training/sensitization programmes to bring small hotels and B&B properties up to speed if this is not already happening. There must be a way to give guidance to those who believe that there is money in the Industry so that their entry into the industry would not be based on a false premise. The offering of specialized services and information that will impact upon the decision-making process of potential investors within the private sector cannot be over emphasized. I invite you to visit my archive at [www.stluciasimplybeautiful.com](http://www.stluciasimplybeautiful.com) and catch up on my writings especially my business articles.

Now I would like to deliver on my promise by sending you my Free E-Book. Just send an email to [NoFreeMoney@gmail.com](mailto:NoFreeMoney@gmail.com). You will be fascinated with the many ideas and as a Bonus, I did the last chapter giving a step-by-step explanation to realizing your dreams through AFFIRMATION.

Keep the Faith, God is in Charge!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

**#20 EVERYONE IS LOOKING FOR AN INVESTMENT OPPORTUNITY BUT MOST OF US HAVE A WINNER LOOKING IN OUR DIRECTION!!!**

WEEKEND SATURDAY JANUARY 21, 2006

EDWARD HARRIS AT LARGE

EVERYONE IS LOOKING FOR AN INVESTMENT OPPORTUNITY BUT MOST OF US HAVE A WINNER LOOKING IN OUR DIRECTION!!!

As we come to the home stretch in the first month of this New Year, I will dedicate my two remaining articles which include this one to identifying two business opportunities that will give everyone a shot at turning dreams and wishes into reality. It is said that if wishes were horses, beggars would ride. But it should be instructive to note that beggars can change their course from rags to riches and this is not only by winning the lotto. It is just the will to change. Request my E-Book at Email: [NoFreeMoney@gmail.com](mailto:NoFreeMoney@gmail.com) and learn about the power of affirmation which is a technique for transforming lives.

Everyone wants to have financial independence but few individuals will take time off to look around them to identify the business opportunities just staring them in their faces only that they cannot spot them, simply because they are not looking in the right direction. The opportunity I wish to direct you to is Real Estate which I consider to be the most secured investment today and if we would be fair to ourselves, in our small island states, over time it has consistently yielded high returns on investment. Persons with cash reserves should seriously consider investing in real estate at this time. Prices are going to rise sharply over the next two years. This is the time to buy and hold. The Real Estate landscape will never be the same after Cricket World Cup in March/April 2007.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Already foreign real estate companies are positioning themselves in St. Lucia. St. Lucian Realtors should be forming Alliances with European Realtors to capture business that will result from the ARC Atlantic Rally in December, 2006 and follow up with CWC in 2007. It could well be a Gold Rush.

While investing in real estate could be very attractive, businesspersons should resist the temptation of investing working capital or making mortgage commitment that could adversely affect their cash flow. Only invest personal savings or surplus cash from the business.

The time has come for individuals and entrepreneurs to take a professional approach to investing in Real Estate. Planning is very important. Persons seeking to acquire residential properties should schedule an interview with their Banker to find out what level of Mortgage Finance they would advance them to acquire a property. Do not just approach the bank where you have your account, shop around for the best mortgage rates. Get from the Bankers you propose to do business with, their approved list of Valuers. In some cases, persons may wish to acquire the land as a first step and build subsequently, in others they may wish to acquire a property that is fully built up. Whatever route you take be sure to get your financial position sorted out first with your Bankers. Know how much money you can commit to spend.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

You must be clear on a few things before calling on a reputable Real Estate Agent. Where would you like to own your property? What type of property are you looking for? Bungalow or house on pillars? Concrete or wooden building or a combination of both? Easy access to commercial area and social amenities, etc. You need to make appointments with at least two reputable Real Estate Agents who would be pleased to show you properties that fit your needs and give you the necessary advice. Everyone should see acquiring property as an investment. Property in built up community will sell faster or developing well-appointed communities. New developments could be very good investment if you go in early build and offer for sale. It is very likely that some persons may be interested in living in the area would rather like to do without the hassle of building. You can start your real estate investment cautiously and gain confidence as you go along. Do not invest in isolated communities. If you plan to move, look down the road and try to ascertain where you would like to live in the next 5 to 10 years. Don't just build because you have the land, build where you can add value to your investment. Leave the sentimental aspect for later in life when you may wish to return to the community where you grew up.

Do not hesitate to make a business decision on your property if you discover that you are having problems with your mortgage payments. Many people hang on to their property much too long before making a decision to sell only to have the bank foreclose on them and they lose everything. Timing is everything. Don't be sentimental, be business like, after all it is an investment. If you take timely action, you are very likely to walk away with some profit given the cost of construction today. Always get a valuation done on your property before approaching your Realtor for his opinion. There are many considerations that could add value beyond the actual value of land and building. Location and the availability of lands in the area could be a factor for added value including if your area was upgraded from a residential zone to residential and commercial? Talk with people with real estate experience including Realtors. Ask the question – how much can I get for my property and now that you know what can add value beyond its actual valuation demand answers from your Real Estate Agent. Place your property with as many Realtors as possible. Resist the temptation of Exclusive Agreement. If you decide to give an exclusive demand that the property be placed with other Agents.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The challenge would be very shortly to find good building contractors that are available. As a result, there is a real opportunity for construction companies to get involved in housing developments and even offer other real estate services. I feel there is need for Real Estate Companies that will offer a suite of services to Develop, Build, Buy, Sell, Rent, Manage and as a bonus to offer Mortgage Advice. With such a Company operated by a group of reputable persons, investors in real estate could do so with greater confidence. A company with the right level of investment will do very well to develop lands in joint venture relationships with land owners who are unable to develop infrastructure to be able market lots. There are many opportunities in this area of activity.

Real Estate investing is for everyone. It is your God given right to own property.

Next week I will introduce to you a global business that anyone with internet access could take control of their life by achieving financial and time freedom.

Keep the faith, God is in charge!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#21 IT IS TIME FOR A BUSINESS “THINK TANK” IN ST. LUCIA!!!**

February 2, 2006

EDWARD HARRIS AT LARGE

IT IS TIME FOR A BUSINESS “THINK TANK” IN ST. LUCIA!!!

It is time for an end to verbal expression about the need for professionals and businesspersons to get together and exchange ideas that will propel business both new and old. While it can be argued that this should be the task of the various professional and private sector associations, I feel that with the lack of participation of the membership of most associations being currently experienced, it calls for an initiative outside of any association. The success of the recent Volunteer initiative speaks to the fact that people are willing and ready to get involved.

There are many things we should be doing, and in many instances even if thought is given to them, nothing is happening. We need drivers for progress, a special kind of leadership. There is a handful of people in every society that people know and trust and will follow their leadership. The people are looking for leadership from them. But too many such persons would rather not get involved beyond their businesses or professions. Most important is the fear of ridicule by that minority that will always criticize persons who try to take up leadership roles in our communities. It is for this reason why many persons who can offer public service usually shy away from doing so. They say it openly that they don't need that and it is for this reason why we find ourselves in the position we are, financially, socially and politically. Are we being served effectively by our brightest and our best?

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Where are the examples for our youth? What are we giving back to our communities? I continue to lament this fact. We talk about crime and boldly claim that crime is our business in spite of our efforts, Crime is on the increase throughout our region. Where did we go wrong? We cannot ignore the existence of the youth and expect them to be worthy citizens. There is a great need for mentoring. Community programmes should be intensified. There must be social interaction among the old and young and in between. The key to all advancement is Money and money would have to be put into areas that will guarantee change. The youth is our future. Our workforce depends on our youth especially those who are challenged to succeed.

The process of conceptualizing, visualizing and actualizing must be put into action. We are losing out on the opportunities that are available today. Let us begin to dialogue for progress. We talk a lot about technology. What are we doing to make an impact in this area? Let us start a simple Blog which is an online log, where we can generate ideas for the world to read and at the same time promote our beautiful island – St. Lucia. I am a contributor to [www.writingup.com](http://www.writingup.com) and I have seen this site grow to become a staggering success in less than four months. The site started off very simple, now it has bells and whistles. There are so many ideas to be shared. A great way to get your ideas into the public domain is by publishing an eBook. Will someone make this happen for the many poets in our midst and the many persons with ideas to share? How do eBooks come to mind? This is a serious project that can bring substantial financial reward.

Look at what is happening in our midst most of the innovative projects are coming to us from Barbados and elsewhere, check it out. There are a few simple projects that we can start small and grow big. Dr. Basil Springer of Caribbean Business Enterprise Trust (CBET) is a believer in the principle of starting small and growing big. Two years ago, he promoted the High Impact Growth Strategy Workshops (HIGS) where a group would get together, brain storm and come up with projects that have the ability to start small and experience phenomenal growth in a short period. He referred to those projects as having the DNA of an elephant.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Napoleon Hill in his master piece “Think and Grow Rich” alluded to the Master Mind Group where it is recommended that people get together and discuss ideas that can turn dreams into reality and make fortunes for those who will persist and refuse to limit themselves to what their immediate circumstances dictate. Instead they reach for the stars and are not be bounded by what is seen but believing in the power of possibilities. “Whatever the mind can conceive and believe, it can achieve”. That is the spirit.

The idea about keeping your plans to yourself and don't share it with anyone is keeping us back. We have to trust each other, before we can begin to do business with other. You may be surprised at what good fortune can come your way by directing questions to persons who can offer an opinion.

I will like to see a group getting together and working at producing ideas that would convert the idle minds that are in abundance into productive thinkers and in the end those thoughts could be transformed into worthwhile endeavors. Those whom God has blessed with vision, wisdom, knowledge and understanding are given those blessings for a purpose. That purpose is to give direction to those who are in need of leadership. Leadership is serious business. It is not easy but it is possible. A leader must be first a servant of the people, he or she seeks to lead. In many cases the leader is left with all the work to do until one day there will be an awakening. Lead with love.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In today's world no one is looking out for the other, it is all about self and yet most persons are expecting the other person to make it happen for them. The private sector is the engine of growth, small businesses provide jobs. Who is supporting small businesses? The approach I referred to earlier in bringing creative minds together, who is best able to facilitate such a programme. I would like to suggest that the Banks are best suited to promote such an activity. They are always looking for business. If business is a strong contributor to their success, then stop giving lip service and support the sector. Get programmes going to inform and educate businesspersons and support them to come up with ideas that can be translated into dollars. Then there are the beverage companies, it takes a vibrant economy for their sales to grow and what do they support, almost exclusively? It is entertainment, when with a little thought they would recognize that unless there are business opportunities and growth in employment their businesses will suffer. All businesses with promotional budgets should set aside a portion of their allocation to promote human development and small businesses within the communities.

Find out what the communities need to bring about change from a state of decline to one of hope and growth. I am reminded of the National Community Foundation special fund to assist the poor in our midst where private sector companies and other contributors put money into a fund and it is disbursed to persons in need. Maybe a similar strategy may be the answer to promoting a programme of entrepreneurship across the island. While there may be several Funds to help persons get into business, there is the need for new ideas. Everyone wants to be a taxi driver, a barber, a cosmetologist and all the things that everyone else is doing. It will take leadership to get us out of our routine where we are just copy cats.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

There must be a group of people out there who would like to see real change. Many of us will die with our knowledge just because we are not motivated to share. I don't believe that we do not care. It is the responsibility of each of us to ensure that we leave this world a better place. It is important to note that whatever we fail to do, the knowledge we fail to pass on would only work against our loved ones. Those who have the talents that others who are less fortunate are looking for, must share. What will your legacy be like? How would you like to be remembered? I would like to be remembered as a loving and caring person who helped many persons to find their path to progress and prosperity. Have you requested my eBook as yet?

Request it at [NoFreeMoney@gmail.com](mailto:NoFreeMoney@gmail.com)

Keep the Faith, God is in Charge!!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#22 NET WORK MARKETING – THE LAST HOPE FOR THE LITTLE GUY!!!**

January 25, 2006

EDWARD HARRIS AT LARGE!

NET WORK MARKETING – THE LAST HOPE FOR THE LITTLE GUY!!!

In my last article I promised you two business opportunities that would put anyone looking for financial independence on the road to fulfilling their dream. Last week I introduced you to the Real Estate industry which takes a reasonable amount of money, even getting a mortgage loan to be involved.

This week it is my pleasure to introduce you to Multi-Level Marketing – MLM/Network Marketing. This a business that regardless of your age, education, gender, sexual preference, past successes or failures, with a small investment, many times it could be much less than the cost of dinner for two in a decent restaurant, an individual can get into their own business and achieve financial and time freedom in as little as 3 to 4 years. If you start part time, most people go full time in the second year.

It is time we get it right in the Caribbean as it relates to the MLM/Networking Industry. It is BIG BUSINESS. It is currently a multi-billion-dollar industry, poised to be a trillion-dollar business in the next five years. Would you like to be a part of such an industry? This is your opportunity to ride the wave of the next big thing – the Wellness Industry in which MLM/Network Marketing is the driver.

I also feel that it is time that our Caribbean Entrepreneurs look at MLM as a business model and get in on the act and, get our products distributed across the world via the MLM system. It costs about US\$50,000.00 to set up such a company.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Rod Cook, owner of [www.mlmwatchdog.com](http://www.mlmwatchdog.com) and founder of Distributors Rights Association in the USA, [www.mlm-dra.com](http://www.mlm-dra.com) is a strong advocate for the Multilevel / Network Marketing business model and he passionately stated that “MLM is Good – the last hope for the “little” guy”.

Unlike many persons who have been a part of this industry and have given up along the way or never got started after buying their Kit, I refuse to be distracted in spite of the several failed attempts and outright let down from my support up-line. In climbing a mountain, there are three types of climbers. 1. Quitters who get to the bottom of the mountain and fail to go any further. 2. Then they are Campers, who get to a certain point in the climb and decide to stop, camp and turn around. 3. Climbers, who in spite of the challenges make it to the top and celebrate. After being exposed to a counseling session with Dr. Paul Stoltz, I am fully convinced that to succeed in Network Marketing you have to be able to deal with adversity, you must be a Climber. Welcome to exploring your Adversity Quotient.

While Amway now Quixtar ([www.quixtar.com](http://www.quixtar.com)) may not be the oldest network marketing company, it has done a lot to ensure the survival of the industry in the days when traditional marketing companies did everything in their power to prevent MLM from going forward. The smear campaigns and scrutiny that MLM companies were exposed to, were terrible. The accusation of being PYRAMIDS was unbearable but knowing the foundation, the power of MLM, the leaders of the day persevered and today MLM is a multi-billion-dollar industry with products that include Cosmetics, Telecommunication, Legal Services, Cook Ware, Herbal and Nutritional Products, Candles, Travel, etc, etc. There are thousands of MLM companies in the world. One in ten companies go busted in the first year but there are hundreds of successful companies and Amway/Quixtar remains the most successful company, outperforming its nearest rival four to one in the billions. However, this company carries the widest range with thousands of products and millions of distributors around the world. It is a company that the world loves to hate but it continues to ride the wave of success.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

There was and continues to be many disappointed entrants into the industry even in the best of companies. The key is in the selection of a company that is right for you. Don't be pressured by anyone. Be aware of those who make promises and say you have to do nothing but buy products. If you only buy products you will never make any money. You must be able to recommend, invite and enroll. No business can survive with sales. MLM is simple but not easy. You must be able to deal with ridicule and rejections.

I am firmly convinced that MLM has a place in the Caribbean and a wider world. It is for this reason I have written an E-Book entitled "Show Me the Money in MLM / Network Marketing" which I will make available to you for FREE if you just send an email to: NoFreeMoney@gmail.com with E-Book in the subject line. I believe that MLM could ease our unemployment situation and put a few hundred persons in business for themselves. With the use of the Internet, from a quiet corner of your home, you can operate a global business. The MLM industry is now both hands off and hands on. It all boils down to finding a company that you are comfortable with. Make an informed decision, research the company. If it has no history, revert to the point I made 9 out of every 10 MLM companies fail in the first year. If you join a startup company you must be prepared for the bad news. Risks reward beyond expectations but what if it doesn't succeed? If it can happen it will, is a true statement. If you take a chance and you fall do not hesitate to get back on your feet and go after your prize again. This business is for climbers not quitters nor campers. And remember if it is too good to be true, it may well be.

If you wish to be in business for yourself, you must take risks but it is necessary not to do things for the sake of doing them, following the crowd. If you can't see and or feel it, don't do it, don't walk in the dark. Business is not by faith, it is by sight, especially when you have to sign on the dotted line. Be sure that you read your contract, what does it say? Can you sell your stake in the MLM company or bequeath it to your family? Do you understand the compensation plan? Why buying a fast start kit is better than just joining with an enrolment fee and working your way up?

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I have had the privilege and pleasure in meeting some of the finest people in the MLM industry, including Presidents, top Executives, Trainers and Distributors. Visit [www.mlmcruise.com](http://www.mlmcruise.com) and check the Reviews Link. Check out what I had to say. I hope that you be a part of the MLM family and I see you on Board this year's cruise. You can request my FREE Report "Doing Business on a Cruise Ship " at [NoFreeMoney@gmail.com](mailto:NoFreeMoney@gmail.com) with Free Report in the subject line.

Here are two websites you may wish to visit [www.oxyfresh.com](http://www.oxyfresh.com) and [www.vitamark.com](http://www.vitamark.com) If you would like to know more about the MLM business, feel free to contact Ed Harris at [eaharrisdestiny@gmail.com](mailto:eaharrisdestiny@gmail.com)

Next week I will share with you a few internet ideas that can be very rewarding. Your computer is watching you and you ignore the signals and invitation to make money on the Internet.

Stay tuned. In the meantime, I need your feedback. Let us share ideas and help inform and educate our fellow citizens. Keep the Faith, God is in Charge!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #23 LET US ENERGISE THE NATION

February 10, 2006

Edward Harris at Large!!!

LET US ENERGISE THE NATION  
TO WAGE BATTLE FOR SOCIAL & ECONOMIC PROGRESS!!!

People are our most precious resource whether we think of people in the context of existence – culturally, socially or economically, individually or a combination of all three. It definitely takes people to drive businesses.

If we are to build a solid foundation based on ethical standards fueled by love for each other, our leaders should set examples and show care and concern for the residents of their communities. Efforts to secure change of attitude must be at their best in the context of today's world. Apart from the efforts of the leaders, the Government has a major role to play. Governments are not unmindful of giving incentives but sometimes the call needs to come from without. Most businesses are more concerned with their bottom line than the things upon which their bottom line ultimately depends. Even when budgetary allocations are made for donations, thought is seldom given to the development of people in the communities from which they derive sales and seek to draw the best disciplined people to become their employees. Who is supposed to be instilling values in these persons? This is very important if we are to prevent indiscipline and theft in companies. It is common knowledge that in many instances, businesses were brought to their knees as a result of employee theft.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

We cannot exist in a society without caring for its people. The crime rate is where it is today because for years, we have neglected our young persons who sit aimlessly at street corners and we ignore them. Neglect of the young persons has led us to the point where we are at today. While the rising unemployment level needs to be checked, many seem helpless to do anything about it. By the time we think about the present situation, another July is approaching and we are back to the place where more students would be thrown into the situation of looking for work which in these days is a daunting and frustrating experience.

It is my sincere wish that essential trades will be taught in institutions around the island which will give many students, school leavers and even the idle hands around an opportunity to learn a skill. This will take the commitment of those who are knowledgeable about the traditional trades to voluntarily devote some of their spare time to teaching others. There is need for the non-academic and the academic approach to trades as it is proven that a person with passion and aptitude for a certain trade will always excel and do much more than many persons who are academically qualified in the discipline. Some people are gifted with a natural skill only waiting for an opportunity to present itself.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It would be interesting to ascertain the status of persons who passed through the National Skills Development Centre in terms of them putting their skills to work for themselves. I am certain that a significant number of the graduates has become self-employed. It is this type of approach that needs to be expanded. There is need for trade schools around the island. Dress Making should be taught to every female student and to those male students who show an interest. Tailoring should be taught to male students. There was a time in our recent history that certain clubs played a vital role in preparing young people. There is need for serious assessments of the many things that worked for us in the past to see how we can apply them today. You can call it brain washed, you can call it what you will, it worked. We are constantly reminded that we are living in modern times when the old things are passed and everything has become new. There are certain fundamental things that never change and sowing the seeds of respect, decency, love and other virtues are fundamentals that we need to uphold. In many homes, parents have created situations that will come back to haunt them which by their insensitivity to understanding the plight of the needy in our midst and exalting their own children above others is creating a new breed of youngsters who will seek to create upheaval in the social order.

The molding of the young begins in the home. Too many parents leave it for persons outside of the home to do what is supposed to be done inside. In recent times when white Americans are interviewed by talk show hosts and they are asked about why the majority of black people are impoverished, they cite teenage pregnancies, single parents and broken homes. Even with all that the older folks of the Caribbean survived and many became successes themselves or they lived their dreams through their children who succeeded and were grateful.

It is time for those who can make a contribution to come forward. Begin with simple actions that will impact positively in the community. Invite persons with ideas and other leaders to visit your community and share experiences with the residents. Get locally based motivational speakers to energize attendees at special functions that would bring about life changing effects and put them on a path of turning dreams into reality.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Why am I referring to these issues? What relation do these things have to business? It has a lot to do with business. Crime restricts business. In Jamaica, the uptown folks would not go down town after six pm. As a result, the restaurants, clubs and bars downtown suffer. The level of sales is a lot lower than what could be achieved, all because of the violence in the downtown area. We need disciplined citizens who will uphold decency and live with dignity. The quality of citizens in a country dictates the quality of life. When there is discipline in a country, the people in the country, residents and visitors alike would feel free to move about, enjoy the social and cultural atmosphere and business will prosper. These are powerful arguments that necessitate action on the part of businesspersons and government to re-focus their priorities to ensure that a proper foundation is built and sustained to maintain a social and economic environment that is compatible with the lifestyles that today's businesspersons and tourists are seeking out around the world. Tourists want to do those things that are unthinkable where they live – they are in search of freedom. They are looking for countries that are investor friendly and welcome tourists.

In giving credence to the foregoing suggestions that are primarily based on giving back to the community to prepare our young people to be better citizens and employees, Government should consider in its budget proposal tax incentives for companies and individuals who contribute to human and community development. For example, the Government of Canada allows donations to charitable organizations through Charitable Trust Funds. Citizens contributing to such funds get a premium on the amount contributed. I learned that in the Toronto if someone puts a C\$1.00 into the fund, that person could claim C\$2.32 against their current year's tax assessment. It must be noted that such programmes are not continuous, they may run for a few years and be discontinued and then another programme comes along. Just maybe given our financial circumstance 50% above the EC\$1.00 could be a start. Do you wish to venture a calculation if such a programme is implemented and employers and employees could participate? Some persons keep on using the phrase that we must think out of the box but I would like to add that we must look for workable precedents as we travel around the world. Ask questions and look around. There are many things that we can find to adapt to our circumstances even if at a lesser degree.



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

I am a strong advocate for the Multi-Level Marketing (M.L.M.) industry. I feel that many good products that can benefit our citizens in improving their health and afford them the opportunity to maintain healthy lifestyles are being denied them because of our market size, but in many instances the freight and customs levies are the real hindrances. I feel that many of our unemployed could be beneficially utilized and given an opportunity to earn a decent living, and live a lifestyle that many can only dream of. Unfortunately, the high freight charges and customs levies previously alluded to, limit the participation of many persons in the industry. It is important to note that this is a global industry and with the effective use of the internet, many in our midst could enjoy the lifestyle that they can only dream of in their present situation. You can request my FREE MLM E-BOOK at Email: [NoFreeMoney@gmail.com](mailto:NoFreeMoney@gmail.com)

There are many opportunities to improve the lot of the small man and this is the time for those of us who believe that change is possible to rally around those who are in positions to influence those changes. This is my final plea for 2006 to give of your talents to your community. Next week we will deal with some important information that will expose you to opportunities to earn substantial income.

Keep the Faith, God is in Charge, be optimistic, never give up!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### #24 YOU ONLY GET BACK WHAT YOU GIVE AWAY

February 23, 2006

Harris at Large!

YOU ONLY GET BACK WHAT YOU GIVE AWAY  
IN BUSINESS AND IN LIFE!!!

I came across this quote earlier in the week and I thought that I would close my article with it but looking back over the past few days, I was forced to rethink my position. It all began last Saturday evening when I journeyed up to Vieux Fort to meet a very dear friend of mine who manages one of the top 5 businesses in Grenada, and for almost 20 years I have felt being a part of that corporation. It's all about taking ownership. Every time he visits St. Lucia, we get together mostly in Castries where we wine and dine but this time it was different, in a different part of the island where he cooked a meal for me and members of his team. I looked around in awe as this man humbled himself to cook and serve me and his subordinate staff.

This extremely successful business executive remembers the initial negotiations I undertook to establish the company he runs when on the eighth day after the intervention or invasion depending on who you speak with, I arrived in Grenada to talk business while the country was yet being brought back to normalcy. Keeping relationships and remembering others for their contribution is vital for continued success in life and in business. Who says that sentiments should not be attached to business? You should love your business, love the people who assist you in the day to day operations to help achieve success, and love the people who support you as customers and well-wishers. No one succeeds by their efforts alone. We are all interdependent upon one another.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I awoke on Sunday full of memory of the last evening and the lessons learned, especially that of humility. I looked forward to meeting a young man with whom I made an appointment since I would have been in the area. That meeting was based on deciding upon an initiative that would help other young persons in St. Lucia to follow a proven path of success for which training is freely available. It was interesting that the 30-year-old gentleman took time off on his birthday to meet with me. I have learnt that great organizations are built with a dedicated leader inducting one person at a time and teach that person to duplicate the experience.

On Tuesday I was invited to attend a meeting convened for stakeholders called by the Ministry of Communication and Works where arrangements were outlined for Phase 1 of the Castries – Gros Islet Highway Improvements Project from Vigie to Choc. Financing for the project is in place provided by the Government of Kuwait and the contractor is CCC, Kuwait. Minister, Hon. Felix Finisterre gave the assurance that everything is in place and his Ministry has taken into consideration matters that plagued other major projects in the past. Unfortunately many of the bypasses that could have been considered as alternative routes will be closed for drainage and water distribution works. To ease the traffic congestion and confusion when frustration sets in, an experienced Traffic Manager was appointed and the police presence would be visible. I represented SLISBA at this meeting and I had an interest in looking out for the small businesses. During the question and answer period, I made a plea for those who have invested substantially in heavy duty equipment, trucks, block making, quarrying and sand mining. The employment of a few persons is not enough. We must ensure that the investments of our business class are not ignored. Unfortunately, the response was not very encouraging as I was informed that there could be no pressure brought on the contractors to do anything that they don't want to do. In relation to the smaller trucks, they would not be feasible in such a large project. However, we see locally owned heavy-duty trucks on our roads that can be used on the project. I feel that the contractors should make a conscience call and attempt to be considerate in the circumstance. I requested that a meeting be convened for small businesspersons as one will be for pedestrians as a result of a strong plea from the P.S. of Education who was concerned about school children using the road, since the meeting only discussed traffic

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

We were assured that everything would be done to limit the congestion during the road works. This is a case of sacrifice. It is said no pain, no gain. In the event the 1st phase of the road is not completed before the CWC2007, the work would be stopped and cleared up and recommence after the matches. The contingencies seem to be in place for whatever outcome and the stake holders seemed prepared to make the sacrifice.

I passed the 27th Anniversary of St. Lucia's Independence quietly, reflecting on the opportunities I was afforded in this beautiful island and the contributions I was allowed to make, while feeling the pain of the situation which presents itself in the land of my birth – Guyana, where my brothers and sisters celebrated our 36th Anniversary as a Republic.

The real joy I experienced over the period of important Anniversaries was when I presented a gift of a refrigerator and a stove on behalf of the Guyana – Saint Lucia Association to the Principal of Donnatar School and Vocational Centre on the day of 36th Anniversary of Guyana as a Republican State 23/2/06.

The Bible says “cast your bread upon the water and it shall be returned to you many times over” You only get back what you give away. We should take some time off to assess the value of what we do. Sometimes in reaching out to one person, we touch the lives of several others. That is the hundred-fold effect of giving. Businesspersons need to plan to do good that will bring joy to the less fortunate. Let us begin to sow seeds that will be rewarding to all of us. Keep the Faith, God is in charge”

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#25 IT IS TIME FOR BUSINESSES TO FORMULATE STRATEGIES TO HELP CONSUMERS WITH THE HIGH COST OF LIVING?**

MARCH 18, 2006

EDWARD HARRIS AT LARGE

IT IS TIME FOR BUSINESSES TO FORMULATE STRATEGIES TO HELP CONSUMERS WITH THE HIGH COST OF LIVING?

I take this opportunity to extend condolences to the Rapier family on the passing of Mr. William Rapier. The business community has lost a leader and a friend.

As I write this article, the world observes World Consumer Day. Everyone is a consumer and at some point, comes face to face with the injustices that are meted out to consumers. The observance of this day could not be more relevant than at this juncture where consumers everywhere are reeling under the cost of fuel. While the oil magnates are heaping up billions of dollars in oil profits, the people are suffering. The inflationary prices due to the fuel cost has affected every economic sector, manufacturers, distributors, retailers, service providers and the end users of goods and services. Oil is at the root of all the ills in relation to high prices for consumer supplies.

Today's businesspersons need to apply empathy and ultimately restraint in maintaining mark ups that will further aggravate the high cost at source. The reality of the moment will create a void for reasonably priced goods and services and push manufacturers to go offshore seeking out low cost producers and distributors to explore the Far East/Asian markets for cheap supplies especially in the area of foodstuffs. This could be disastrous for local and regional manufacturers. This situation demands reasonableness on the part of all operators of businesses.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Manufacturers should embark on an aggressive campaign to sensitize distributors and retailer to employ strategies that will keep manufacturing entities in the region in business. If the manufacturers ever needed the distributors and retailers, it is now. We can be heading down a road that could see radical changes in markup structures that will almost force small retail outlets to close shop. It could be quite possible to see the introduction of discount stores with markups of ten to fifteen percent across the board. This would be the region's response to dollar stores in the U.S.A. The emphasis would have to move from markup to sales volume. This can also set off an era of inferior goods with distributors seeking to achieve cheaper goods.

However, it is the small businessperson who should be more flexible and no one is better equipped to deal with times of hardship than the small businessperson. This is the time for market niches where with the right connection, the businessperson with no distributorship contractual relationship could source staples and other demand products within a specific range, for example: - napkins, paper towels and bathroom tissues. With a good location, a small retailer could move a few 40ft containers per month. Here is a suggested theme for such a business, "Everything for the Bathroom and the Laundry". Proctor and Gamble, truck load offers could be an option. Do you know that you can buy truck loads cheaper than quoted on many companies Export list prices? Trinidad led the way in this type of small business, Barbados has followed with the small vendor road side sales from trucks or under a tent. It is time for more of us begin to use internet-based search engines to follow trends and get information on businesses and products.

I don't have to itemize the negative impact of fuel prices on our everyday lives. It is everybody's business to survive the onslaught of high prices in every area of our existence. The unfortunate thing is that when prices go up, they seldom go back down. It is for this reason why it is necessary to make an appeal for restraint. In the meantime, consumers should get together and purchase their essential consumer supplies in bulk making use of wholesale prices.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

While the prices are moving up, there is going to be a need for financing for businesses to cope, especially the manufacturers who's raw and packaging materials are increasing with every shipment, and other expenses that put pressure on their cash flow. In preparation for this article, I spoke with a manufacturer who has a local distribution network and exports to CARICOM Member Countries and beyond. He has singled out the cost of moving freight in and out of his operation as the most difficult item to cope with as on both sides of the situation freight increases cost. In our discussion he gave me some examples: Less than Container Loads (LCL) Inbound from Miami, before the oil increases was US\$2.75, now it is US\$4.75. Outbound US\$2.85, now US\$5.85. Containerized Cargo from Miami, US\$1,300.00 per 20ft, now US\$2,100.00. US\$2,300.00 for 40ft, now US\$3,500.00. Outbound freight to the Caribbean increased by 55% while to international destinations as much as 55-60%. Inputs into manufacturing have risen 35-40%. Oil related raw and packaging materials have increased 55-60%.

These are very difficult times generally for all operators in the private sector.

The Chamber of Commerce, Industry and Agriculture held its first Business Mixer last Tuesday for the year and the turnout was encouraging. Mr. Ernest Hilaire, Managing Director of Cricket World Cup addressed the group and though he could not share information deemed restricted, persons present were given an update on developments which were considered satisfactory. He was not impressed with the response of the business sector to date and encouraged them to be more creative in finding ways to generate business from the opportunities that Cricket World Cup 2007 will present. I am anxious to see the introduction of presentations by entrepreneurs seeking startup capital or expansion of existing businesses. We need to get passionate about succeeding in our business in spite of the prevailing difficult circumstances.

The Blog I introduced last week is now ready for your participation. You can now visit [www.blog.thestlucian.com](http://www.blog.thestlucian.com) and register to begin making your contribution.

Keep the faith, God is in charge!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#26 BUSINESSPERSONS AND PROFESSIONALS SHOULD BE MORE INVOLVED WITH COMMUNITY ORGANISATIONS AND PROGRAMMES**

March 25, 2006

EDWARD HARRIS AT LARGE

#### BUSINESSPERSONS AND PROFESSIONALS SHOULD BE MORE INVOLVED WITH COMMUNITY ORGANISATIONS AND PROGRAMMES

I am very grateful for the several phone calls and congratulatory handshakes I got on my last article "IT IS TIME FOR BUSINESSES TO FORMULATE STRATEGIES TO HELP CONSUMERS WITH THE HIGH COST OF LIVING?" which pointed to the difficult times being experienced by businesses and consumers. I am encouraged but I hasten to make the point that the information I shared with my readers related to the cost of the movement of freight was only possible because someone volunteered it and I packaged it. We can have a great column if you share your problems and solutions with me. I would like very much to hear from you. Here is my email address – [eaharrisdestiny@gmail.com](mailto:eaharrisdestiny@gmail.com)

Rotary, the oldest service organization which celebrated its 100th anniversary in 2005 has maintained a presence in St. Lucia for 40 years. There are three Rotary clubs in St. Lucia namely, Rotary Club of St. Lucia, Rotary Club of Gros Islet, both in the North and Rotary Club of St. Lucia South in the South of the island. Over the years, these clubs have sought to bring together businesspersons and professionals with the principal objective of serving their communities. The motto of Rotary is "Service Above Self" I am convinced that there is place for more of these clubs in St. Lucia and as a result more persons who qualify to be members should be given the opportunity to come forward. Even though a person cannot walk off the road and join a Rotary Club, there are creative ways to attract new members.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I attended the Rotary Club of St. Lucia South 31st Anniversary Charter Dinner last Saturday evening which was held at the Coconut Bay Resort in Vieux Fort. Dame Pearlette Louisy, Governor General of Saint Lucia graced the occasion with her presence. Other prominent attendees included Consul General for Saint Lucia to Martinique and the other French Dependencies, Mr. Cassius Elias and Mr. Rick Wayne, Managing Editor of the Star Newspapers. The anniversary programme was well supported by the Presidents and members of the Rotary Clubs of St. Lucia and Gros Islet including the Assistant District Governor, Mr. Tony Austin. I performed the functions of Master of Ceremonies.

In today's stressful business and professional environment, Rotary could be the answer as an avenue for a diversion from business activities to care and share for the less fortunate.

The members of the Rotary Club of St. Lucia South must be complemented for their invaluable contribution to the community over the 31 years of their existence. While the membership has stayed steady, just at a level to maintain their Charter, the members have brought joy to the hearts of many. The members are optimistic that as the New Frontier unfolds, the club will get into an expansion mode.

As a follow up to my last article in which I noted the plight of consumers who are all affected by the high oil prices, I felt obliged to attend their 2nd Biennial Meeting of the National Consumer Association which was held at the R.C. Boys' School on Sunday 19/3/06. It was a long day, the meeting commenced at 10.30am and ended after 4.00pm. The attendees were addressed by a several persons on a number of important topics including Dr. Alyson Plummer of the St. Lucia Bureau of Standards who spoke on the importance of standards and Dr. Stephen King on the soon to be introduced Universal Health Care programme. Mr. Junior Bacchus, President of the St. Vincent and the Grenadines Consumer Association was the Guest Speaker.

The new Executive is headed by Mr. Hubert James who was elected unopposed. The work of the Association is well defined and during the current term consumers should benefit substantially from initiatives that will be undertaken by the Executive and general membership.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In the developed world, there are personal coaches, motivational speakers, business trainers and many organizations that promote the system of Affirmation. Many of the Feel Good, Get anything you want systems are promoted by cassette tapes and CDs which keep their users in tune with the systems constantly and they are particularly effective when driving or in any situation where you are able to listen without much distraction. Recently, I subscribed to a newsletter that offers a daily motivational mailing. Hereunder is Friday, 24/3/06 mailing.

Your Life Will Be What You Make Of It!

The golden opportunity you are seeking lies within you.

It's not in your environment.

It's not in luck or chance,

or in the help of others.

It's all in you.

There are opportunities all around you.

If the door of opportunity appears closed,

you must knock on it and keep knocking on it until it opens.

You must become an opener of doors.

You can develop your opportunities

by applying persistence and tenacity to your possibilities.

Success doesn't come to you.

You must go to success.

I have found this free daily email service to be very uplifting. You can request your Daily Motivation from Max Steingart at [TheInfoMentor@aol.com](mailto:TheInfoMentor@aol.com)

I invite you to register with [www.blog.thestlucian.com](http://www.blog.thestlucian.com) and express yourself on our Blog, The St. Lucian Journal.

Keep the faith, be assured that God is in Charge.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### #27 MAKE WISE DECISIONS IN USING THE INTERNET

April 1, 2006

EDWARD HARRIS AT LARGE!

MAKE WISE DECISIONS IN USING THE INTERNET  
AND PUT IT TO WORK OR YOU!

Surfing the internet and doing business online could sometimes be costly and frustrating but most times challenging. When you investigate certain Free Offers, you end up most times with just an empty offer that grabbed your attention with no intention whatsoever of giving you anything free, by which time you are hooked. Many times, they suck you in with a free report only to end up adding your name and address to their data base and from that moment begin to bombard you with offer after offer in an endless succession. A new development is that a Subscriber's box is placed at the entry point to effect payment so if you change your mind in the process you are added to the data base anyway.

You must be able to exercise self-control and keep your credit card in your pocket. Never be too quick to take out your credit card to conclude any transaction on the web, sleep on it, most of the time sensitive offers will be there the next day and possibly a long time after. Then there are certain offers that we cannot access as a customer can only pay by Pay Pal or other clearing companies. In the case of Pay Pal they need you to establish an account with them which can only be achieved if you have a USA address and a bank account. Storm Pay is no more what it used to be; they are no longer processing credit card payments. Storm Pay is now Storm Pay Auctions, as can be found at [www.stormpay.com](http://www.stormpay.com) Be careful how you put money into your credit card processing company account only pay as you go. Settle each transaction promptly from your credit card not from your account with the company. Deposits are for banks.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Everyone wants to own a website and everyone should but it will take upkeep and daily attention. Too many people just commission a website and leave it to tend to itself. No, it will not give you any results that way. You must keep it fresh. A great way to keep people coming back to your website is to post new pictures on a regular basis, let your clients know who is the employee of the month, get your customers testimonials up on your site, include a picture gallery, find creative ways of doing things. Get excited about your website, put your email and website address on every piece of correspondence and boldly on your envelopes, maybe a special rubberstamp could draw greater attention. Give it some prominence on your business cards. After all, if you can get people to your website that could be the best medium to introduce your company.

Too many people treat a website like any other acquisition which they are all excited about when new and after a while their interest just wane. A website should never be treated that way. Your website is your shop front and show window to the world. Potential clients from all across the global village will take the opportunity presented to them by the worldwide web to enter your domain. Have you seen the possibilities? Many of us have ideas but it will take technical and marketing skills to translate ideas into marketable products and services. If people with these two skills fail to get together, we will never be players in the global internet E-Commerce arena.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

There is a problem that is plaguing many website owners – unscrupulous webmasters who want to retain control of the websites even though they are paid to develop it. They want to be responsible for renewing the domain registration and the hosting agreement, and in some cases they either fail to contact the owner of the site when the services are up for renewal or they forget completely to renew the services that are so vital to keeping websites connected to the worldwide web. You may recall a period when very popular local sites were being taken over by persons who sought to profit from defaulters and put pornography on the sites with the hope of blackmailing the original owners into buying back the sites at great cost to them. Securing web addresses of successful companies and creative names is a business. In recent times the brokers secure domain names and put them up for sale. The worldwide web is a fascinating place. It affords anyone the opportunity to establish a virtual presence be it an office, a service, a corporation, a retail outlet, whatever their heart desires, just purchase a domain name and off you go. That is your deed to your piece of the property on the world wide web.

I am inviting you to get involved in visiting local websites and send an email to the owners about your observations and I hope that at some stage someone will organize a campaign to identify the top 25 or 100 websites on the island. While it is very clear that businesses provide dollars in the economy of which a major portion is used to purchase goods and services, there is no real evidence that there is any willingness on the part of those who can do simple things to engage and energize the productive forces in the country, are willing to produce programmes that will create such an environment.

Telecommunication technology is also playing a major role and VOIP systems are making a difference. Try [www.skype.com](http://www.skype.com) and talk to your friends around the world for free and there are many other services where a small fee is charged as low as two cents US per minutes. Today your emails can reach you via the cell phone and you can stay in touch with your home base from any part of the world and many other features are added regularly. It is time to expand the use of cell phones by introducing a Mobile Telephone Directory especially since mobile telephone customers no longer pay for incoming calls and most businesspersons print their cell numbers on their business cards.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

While we claim to be living in modern times where technology has changed many things that hitherto would have been considered impossible to be achieved, we are now living with the evidence of its influence on society without truly embracing it. We must use technology in the same way persons in the developed world are using it to amass wealth. The most interesting aspect of the internet business is that there are several ideas that can be duplicated without copyright infringement.

Whatever the problems associated with the internet, it is still a place to establish a presence and utilize your right to accessing information you can use, but as with everything else apply caution, apply the old saying, more haste, less speed. Be cool when deciding to make an investment via the internet. Talk with friends and business associates if you are in doubt. The offers come to you well packaged that will get you in a mood that would make you part with your last dollar only to realize that the guy who is ranting and raving about how many millions he is raking in, it is really from the people who buy his manuals and not from the results of the manual he is offering. It is not that you should be upset with the guys who make money on the internet, it is the way some of them rob people outright as you will discover that most of the offers that promise to make you rich only take your money and leave you in a poorer state than before you parted with your hard earn money.

Let us meet in cyber space visit my archive at [www.stluciasimplybeautiful.com](http://www.stluciasimplybeautiful.com) In the meantime, be blessed, keep the faith, God is in charge.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#28 IT IS NO LONGER BUSINESS AS USUAL – INVOLVEMENT IS THE KEY**

April 7, 2006

Edward Harris At Large:

**IT IS NO LONGER BUSINESS AS USUAL – INVOLVEMENT IS THE KEY  
AND TIME MANAGEMENT IS VITAL!!!**

Sometimes I wonder why life has to be so hectic. Just when I am supposed to be slowing down and getting out of the fast lane, I find myself in the midst of things that test my physical and mental abilities. Is it the 80/20 rule or the 4% rule that is at work? It appears that a few of us who find ourselves in the 20% or the 4% will have to keep on the highway continuously driving at 100 kilometers per hour. Life in the fast lane is real, especially when it comes to doing business in the 21st century.

It can no longer be business as usual, today it is business unusual where you don't sit and wait for things to happen you make it happen. To be a player and score boundaries you have step out of your crease and venture out. How does one prepare for the game of business? Today, more than any other time, the role of associations in informing and educating their membership is vital. I just cannot stand idly by and do not get involved in associations even though involvement in such activities could be demanding and take strong commitment. More of us need to think this way and commit to assist the leadership of organizations to give quality leadership and representation, not only to their membership but the community at large.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Management committees need to be expanded by co-opting additional members so that there will always be persons available to help with the work load. Associations are under pressure to find committed members, everyone is busy. This situation exposes a serious problem that needs to be fixed. Most business people have expanded beyond their physical/financial capacity and are stretched out. Most businesspersons have multiple businesses so that they can balance off their financial commitment. In many instances in trying to do more, their returns are less and time management becomes a problem. They find themselves outing one fire after the other and become busier than the fire service which is very active these days.

The private sector associations need to help business persons to be able to be selective in their business ventures. Rather than keep adding non-viable businesses ventures to their companies, rationalize existing businesses and don't be afraid to quit and move on. There are many new areas of business to be found. I cannot emphasize enough, the need for businesspeople to attend trade fairs as a means of getting new ideas, internet searches for new ideas can be a starting point but going and seeing what's new on the market is a serious motivating factor.

I was in Trinidad for a day this week and a young man took me and my associate around for the entire day. He is in the Electronic Security Business which he boasts to be the best in the world. He has an impressive list of clients in Trinidad and Tobago and is now expanding throughout the region. He successfully negotiated the distributorship for the entire region. A few weeks ago, a big businessman in Trinidad offered the manufacturer of the products a substantial amount of money to take over the Distributorship but the young man has his deal all sealed up in writing.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

During our conversations, at one stage, over lunch I was moved to ask him the question, how did you put this deal together? His answer was, he walked into it. I said how? His explanation was that he is the Manager for his brother, who is involved in a popular sport which originated in Asia and while attending a tournament in Taiwan, he walked into a building where a demonstration of the product was taking place and it attracted his interest and the rest is history. He walked into a deal of a lifetime. At the tender age of 30, he is on his way to making a fortune and at least 15 other persons will share in his success as he appoints distributors throughout the region. Our young people are the future. In business this is very true. Technology is key. Those who are exposed to technology and are serious could be big winners. However, this success calls for a mind set and here is where private sector associations have a role to play if only to sensitize potential and existing Entrepreneurs about the opportunities that are available. Stop being copy cats. Go out there and create your own space.

I had the privilege of being involved with the Management Committee of the St. Lucia Industrial and Small Business Association last weekend as we prepared the Association's Strategic Plan for the next 5 years. It was two days of going back to school as the Consultant wanted to ensure that the Association takes ownership of the document. At the end of it all, I was very impressed with the young lady's approach to her assignment and feel that SLISBA when presented with the document will be firmly on a part to fulfilling the needs, I referred to earlier in this article and much more.

On Tuesday, 4/4/06 at the invitation of the Ministry of Commerce, Tourism, Investment and Consumer Affairs I attended a meeting at the Cara Suites Hotel in Castries that was convened to discuss the strengthening of linkages between the Tourism sector and those of Agriculture and Manufacturing. For several years now there has been an ongoing battle to get the tourism sector to engage the other productive sectors of the economy. Apart from Sandals which has demonstrated its seriousness in establishing a relationship with farmers to the point of employing a full time Agriculture Specialist to ensure that a group of farmers provide their hotels with agricultural produce on a consistent basis, much has not been achieved.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

However, things are about to change. It was heartening to note the remarks made by the President of the newly launched St. Lucia Chamber of Agriculture and the St. Lucia Agriculturists Association, and Executive Member of the St. Lucia Hotel and Tourism Association where the SLHTA now has a committee headed by him to look into the needs of hotels for locally produced products. A scientific approach is now being undertaken to match hotel needs with production. I believe that the real issue is prices paid for locally produced goods, especially agricultural crops. An industry can only be sustained if it is viable. So, price will be the deciding factor. I feel confident that with Mr. Cuthbert Phillips driving the process and the renewed commitment by the facilitators, better days are ahead.

Here is some special news for those who have an interest in their health and are concerned about the deadly HIV-AIDS. You no longer have to worry about confidentiality with regards to getting tested, you can now in three (3) minutes test yourself in the privacy of your own space. It is as simple as a blood sugar test. This product is now available in the Caribbean and soon in St. Lucia.

After a hectic week, it is time to relax and if you missed the Gala Opening of the one-man play "The Last of the Redmen" by Dr. Michael Gilkes on Friday 7/4/06, you can join me on Saturday or Sunday evening at 7.00pm at the Folk Research Centre at Mount Pleasant in Castries. The play is hosted jointly by the Guyana St. Lucia Association and the Jubilee Trust Fund. Tickets EC\$40.00.

Keep the Faith. God is in charge!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#29 NO PAIN, NO GAIN, SACRIFICE IS NECESSARY**

April 12, 2006

Edward Harris At Large

**NO PAIN, NO GAIN, SACRIFICE IS NECESSARY  
TO ACHIEVE GREATNESS!!!**

To my readers everywhere, HAPPY EASTER, He reigns!

At this time of year, Christians around the world celebrate the promise of eternal life. There are many lessons to be learnt from the period of Lent and Easter. From sacrifice to celebration. Jesus suffered and died and rose again, and now reigns for evermore. The Easter story is for everyone to benefit from whether in business or any other endeavor.

The greatest stories told in business are based on sacrifice and success. Sacrifice is a prerequisite to success; someone has to pay the price. Joy cometh in the morning. How sweet it is to be victorious!

From time to time, I will feature outstanding businesspersons in this column, after all we need role models in life, and business is no exception. This week I am pleased to introduce to you a young man who is the embodiment of all the basic ingredients for success that I write about. His name is John Honora. He is a young, dynamic Entrepreneur who is creative and not afraid to be a leader. In a short time in business, he was recognized for his special gift of taking simple ideas and making them stand out.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

His first major venture was Beach Comfort providing deck chairs to tourists on the beach.

His success in this business earned him the following awards:

1997: Most outstanding small business in the tourism sector – SLHTA

1999; Most outstanding / innovative small business – SLISBA

His pioneering spirit opened up a new business to many other operators and at one stage the competition was very fierce but John is still the leader. He is always thinking about new ways to attract and maintain customers.

His interest in animals also earned him recognition.

2004; World Food Day, Most outstanding Farmer. Instrumental in setting up Ruminant Association.

This award was in recognition of the assistance he gave to fellow goat farmers to upgrade their stock by working closely with the Livestock Division of the Ministry of Agriculture.

Over the past ten years Mr. Honora has maintained a continuous relationship with the St. Lucia Industrial and Small Business Association (SLISBA) and has served at the Executive level most of the time. He is currently the 2nd Vice President.

Mr. Honora's most recent investment is in Refilling Computer Printer Cartridges, a project tried by many persons but they all failed, many times frustrating their customers and in some cases damaging their equipment. John diligently searched for a solution and found the right technology that will cut the cost of cartridges by more than 50%. What is most important is that he is able to refill all types of cartridges. There are many times when printers are down for weeks because cartridges are not available locally. The name of his new venture is INKSPOT, located on the ground floor of American Drywall Building in Vide Boutielle, Castries. Tel: 453-6006.

This young gentleman is a devoted Christian, dedicated to family, a community worker, committed to excellence and an example to young people. St. Lucia needs more John Honora. He knows what sacrifice is all about, he has jumped several hurdles and stood up for what is right, fought many battles but finds the will to stay ahead of the game. He is one businessperson who believes in the principle "Do it right the first time".

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Keep the Faith, God is in Charge! He reigns!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### #30 KNOWLEDGE IS POWER – READERS ARE LEADERS

April 21, 2006

Edward Harris At Large

**KNOWLEDGE IS POWER – READERS ARE LEADERS  
IN BUSINESS AND IN ALL OTHER ENDEAVOURS!!!**

You are never too young or too old to learn. One of the best ways of gaining knowledge is by reading. I try to read a chapter of a book everyday “Knowledge is power – whether you are an entrepreneur, a corporate leader or someone leading a family, you can profoundly change your life and the lives of those around you with a single idea”. This quote is taken from a National Best Seller – Mega Living! 30 days to a perfect Life by Robin S. Sharma, [www.robinsharma.com](http://www.robinsharma.com) I challenge myself to share new ideas with my readers and I feel a sense of achievement when I share ideas that you can take action to bring about change in your circumstances.

In recent weeks, people meet me in the streets or as I visit various offices and they give me ideas to share with you. This week, I was given a website, [www.howstuffworks.com](http://www.howstuffworks.com) to include in my article to help you learn about the gadgets you use every day but really should know more to about, to effectively utilize the products and get beyond the basics.

It seems that the slogan “there is never a dull moment” is very apt to St. Lucia at present. As a matter of fact, it has been so for a long time but the next twelve months will be extremely hectic as the activities of Jazz, Carnival and World Cup Cricket take center stage. It will be a challenging time for many of us, especially the business leaders in our community who are saddled with the responsibilities of running their businesses and the leadership of their Associations. As the Elections fever temperature rises, there will be further excitement in the air and for many it will be overwhelming. I increased my regular course of multi vitamins and stress formula and am gearing myself to keep on top on the situation.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I was moved by the interest showed by the Hon. Philip J. Pierre, Minister of Commerce, Tourism, Investment and Consumer Affairs in the work of SLISBA when he met with the Management Committee of SLISBA for almost six hours in the board room in his office listening, sharing and planning with the delegation to make the Association move effective to take its rightful place within the local private sector. President Patrick H. Joseph is getting the support of his team and it is expected that with assistance from the Caribbean Association of Small and Medium Enterprises (CSME) in Barbados and the Barbados Small Business Association, SLISBA will be geared to meet the needs of its members within a few months. The Association has received assistance to undertake a major study of the needs of the Small Business Sector in St. Lucia. It is very necessary that operators within the small business sector come forward and become members of the Association and participate in the activities of the Association.

Young Entrepreneurs are making their mark and investing in all sectors of the economy. On Wednesday evening, I met with a group of Entrepreneurs and Sports/Entertainment Executives at Patrick's in Rodney Bay which used to be Capone's Restaurant and now under the management of Mr. and Mrs. Roderick Cherry. They have made a timely move in entering the restaurant business at this juncture when the Food and Beverage Services Industry will be in great demand. The atmosphere is great, the service is excellent. I had the pleasure of enjoying the complete service of the establishment from the bar to the kitchen. Your support of the venture can make the difference. Check out my new find. Congratulations to the owners.

While the tourism and manufacturing sectors are expanding the need to promote our services and products internationally will continue to be a challenge. The more the people of the world know about St. Lucia, the better it will be for businesses that depend on foreign customers. During the past week, a real opportunity for reaching Europe and the rest of the world was made possible by eCaribes Magazine ([www.ecaribes.com](http://www.ecaribes.com)) establishing a presence in St. Lucia to assist in the promotion of St. Lucia as a destination for business and pleasure. (see Press Release).

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Over the years, I have always wondered why the Black Stars in Sports and Entertainment have not invested in St. Lucia and I think that it is time that we engage them at the Government and Private sector levels. A handshake from the Prime Minister of a country can make a lot of difference. Maybe we can put together a weekend comprising of two activities an Evening with Stars, and an Investment Conference the following day. Given that they are very likely to arrive at Hewanorra, View Fort, on their journey into Castries, they can travel the scenic West Coast route and, on their way, back, they can go via the East Coast which will give them an opportunity to get a tour of the island.

It is time that we utilize the thousands of Blogs on the internet to give St. Lucia the additional publicity it needs to sustain our tourism industry. Let us undertake a project to seek out black business websites. In the meantime, I invite you to visit [www.blog.thestlucian.com](http://www.blog.thestlucian.com) register and post a blog, and invite your friends to visit the site, read your article and do the same.

I am looking forward to your contributions, bring new developments to my attention and tell me what you would like me to write about.

Keep the faith, God is in charge! In the meantime, Knowledge is Power and Readers are Leaders!



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#31 THE CHALLENGES OF THE REGION ARE GREAT – THE BASE FOR REAL DECISION MAKING SHOULD BE EXPANDED**

April 28, 2006

Edward Harris At Large:

#### THE CHALLENGES OF THE REGION ARE GREAT – THE BASE FOR REAL DECISION MAKING SHOULD BE EXPANDED

In the past seven days, the people of the region have witnessed some very distressing incidents that will have serious implications in the future at the political, social and economic levels. The gruesome death of one of the most beloved ministers in the PPP-Civic Government was gunned down along with his brother, sister and security guard. The continuing spate of violence targeting civilians has now turned to persons with political affiliation. This is a dangerous development and has put Guyana in a position that a release of a negative travel advisory could come at any time.

Then it was Trinidad's turn when former Prime Minister Hon. Basdeo Panday was given a prison term as a result of his failure to declare certain assets. It is the first time a former Prime Minister is sentenced to a prison term. It was a landmark ruling for the Judiciary within the region and it sends a strong message that no one is above the law. However, in such a situation, it is very clear that there was a lack of discipline.

The foregoing developments put a cloud over the countries that were affected by the two incidents and will affect their standing in the international community. Crime in all its forms and by all strata of society must be dealt with. No one should be above the law.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In St. Lucia, we are seeing more daring crimes being committed, especially armed robberies. Businesspersons can no longer ignore the reality that everyone is vulnerable and precautions have to be taken. Surveillance equipment has become necessary in all business places.

It is all about unachievable expectations of our youth. They see all the niceties of life around them and when they look at their positions, they feel hopeless. Many of us who were conscious about the fact that with each passing year hundreds of students leave school and enter the job market, are not surprised by what is happening as a result lack of employment opportunities. It must be noted that while there is lack of employment opportunities, there are some who are bent on lawlessness and refuse to seek gainful employment. Crime has to be fought at all levels and business leaders have to get directly involved in helping to find practical solutions. Creative ways have to be found to put idle hands to work. Growth in the small business sector is critical.

Technology made it possible for me to be reading the budget speech and listening to the debate on line, all at the same time on my computer. The webmaster at [www.stlucia.gov.lc](http://www.stlucia.gov.lc) should be congratulated for a job well done. It is heartening to note that the Private Sector Council members met during the week and are seeking a greater stake in the affairs of the country. This is very necessary as the Budget leaves the door open for a number of new legislations to be passed in the months ahead. Chief among them is the Labour Code.

It is no secret anymore that elections will be called before the end of 2006. I believe that this is good for the economy. While we are fortunate to have two major political parties that subscribe to democratic principles, investors need to be comfortable in their business environment and given the level of investment in the economy at this time, the earlier the elections, the better.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I can never over emphasize the fact, that exciting times are ahead, politically, socially and economically. Jazz is days away, Carnival weeks away, Elections a few months away and Cricket World Cup just under a year from now. There is a lot of business to be done over the next twelve months and it is my sincere hope that our businesspersons will take advantage of this window of opportunity. Support from the financial institutions will be necessary. Assistance with working capital for reputable businesses would be needed. A certain degree of risk will be necessary as the new businesses with no prior means of assessing their viability emerge due to the heightened demand for services in the various business-related areas.

Exciting times are ahead and the private sector seems ready to set up to the table. There is a lot of energy being displayed within the private sector council which is good for all concerned.

To the workers of St. Lucia, this is your moment to shine, enjoy Labour Day 2006 - Happy Holiday!!

Keep the Faith, God is in charge!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#32 ENTREPRENEURS AND PROFESSIONALS CHALLENGED TO SHARE EXPERIENCES WITH STUDENTS!!!**

May 10, 2006

Edward Harris at Large!!!

#### **ENTREPRENEURS AND PROFESSIONALS CHALLENGED TO SHARE EXPERIENCES WITH STUDENTS!!!**

Once in a while you are challenged to do the things you ask others to do. Talk is cheap, so is writing. A lot of persons say and write a lot of things but when called upon to take action on the things they speak/write about, even when it is within their sphere of knowledge, they shy away and sing another tune.

I continue to express the need to give back to the community in my articles, especially the sharing of ideas with the young and motivating them to be the best they can, so that they can contribute to the society which nurtured them. This week, I was asked by the Principal of the Vide Boutielle Secondary School, Ms. Ethelene Leonce to make a presentation to final year students who will be writing the CXC examination in a few weeks on the topic - "Choosing Business as a Vocation".

I was preceded by Dr. Rufina Frederick who shared with the students, techniques that will help them to be successful at the upcoming CXC examinations. She stressed the need for time management and the need to attempt an answer for all questions. I feel that with the recommendations of Dr. Frederick, the success rate of the school would be improved substantially.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Then it was my turn to share the excitement of being an Entrepreneur. I cited the situation where many persons don't stop to observe that all successful professionals invest in one form of business or another. Their choice investment is usually real estate. In Trinidad medical doctors have been known to put down their stethoscope and pick up their sharpened pencils and execute a pathway to fame and fortune. I drew the students' attention to a fundamental principle for achieving success, which is to strive to seek out every opportunity to gain knowledge. In the pursuit of knowledge, they were encouraged to become avid readers, as readers are leaders.

I stayed on to listen to Mr. Tony Nicholas, Editor of Yo, a feature section of the weekend Voice Newspaper, who spoke on the topic of "technology in the work place". He noted that in many offices, the computer is not being used in the way it was intended – to make its users more efficient. Instead too much time is being spent in chatting with friends and playing games on the computer, resulting in serious loss of productive time to employers. He made an interesting point about the use of cell phones and he noted that when some young persons are presenting themselves to potential employers in an interview setting, they want to maintain their normal contact and seek to respond to calls during the interview, not being courteous to the interviewer. He stressed that ideally the cell phone should be turned off so as to prevent the temptation of responding to a call in the midst of a job interview. He noted the limited vocabulary of young persons today and suggested this could be possible as a result of abbreviated words used in their chat room communication. There is a one-word description for everything – Great!!!

Generally, I will like to suggest that the Secondary schools expand the interaction between students and professionals/entrepreneurs by inviting professionals and businesspersons to share experiences with the students on a regular basis. Allowing enough time for the presenters to get their messages across and for the students to clarify points made or ask related questions of concern to them.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Congratulations to Ms. Leonce and members of her staff for a well-planned programme, and to the disciplined students who participated fully. They are truly a group of winners and although belated, I am pleased to congratulate the members of the debating team who walked away as winners of the Ministry of Youth Inter Secondary School Debate -2006.

The Budget is still very much on the minds of citizens and while concessions were made on Diesel fuel, the price of Gasoline is very likely to be increased in the days ahead. The oil prices are on the rise and continuing problems in Iraq and Iran are not helping. In the Spanish speaking region of the Americas, the current posture of Presidents in the region is not to be ignored and given the existing foreign policy of the USA, a war of words resulting in strained relationships could result that will further aggravate the oil situation. It is heartening to note that in spite our Prime Minister has not signed on to the Venezuelan oil facility, he has not turned it down. However, it is not free oil or oil at concessionary rate, it is a facility which is based on world market prices and will have to be paid for at some point in time. Caution should be taken in relation as to how we manage the agreement whenever we sign on.

I feel the time has come for voluntary carpooling in St. Lucia. It will ease up the traffic and save money on fuel. I rest my case at this point and look to see what innovative ways that could be found to deal with the traffic situation in the months ahead as our road improvement programme gains momentum.

Please go out and enjoy this weekend. The Colombians are closing off their sale with fantastic discounts, those of us who bought in the early stages can catch up and pick up those items which we wanted but didn't want to stretch the budget. Don't stop short after catching up on the bargains head straight for Pigeon Island and enjoy St. Lucia Jazz 2006.

Keep the faith, God is in charge!

**#33 CARIBBEAN BUSINESSPERSONS BEING LEFT OUT OF THE NETREPRENEURAL LOOP**

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

May 20, 2006

Edward Harris At Large

### CARIBBEAN BUSINESSPERSONS BEING LEFT OUT OF THE NETREPRENEURIAL LOOP

In the business world of today, you need to be involved at two levels. You need to be an Entrepreneur and a Netpreneur, making money in your physical and virtual offices, whether you are awake or asleep. When you have instituted such an approach, you are truly doing business globally.

In recent weeks, it has become apparent to me that persons like me who would rather operate as a Netpreneur are being left out of the loop because we cannot effectively transact business with PAY PAL. To do so a person must be based in a country that is listed by them and must also have an established US bank account. I guess that US based Netpreneurs are very comfortable with Pay Pal as they seek to ensure the security of their customers' transactions. This does not help us in the Caribbean as many of our States are not certified to do business with Pay Pal. I am led to believe that it has to do with Banking Legislation in the countries within the region. It is necessary for those of us who seek to be Netpreneurs to establish US bank accounts and addresses so that we can effectively do business in the USA and the rest of the developed world. As a result, for some time, I have been considering establishing a base in the State of Florida.

There are so many internet offerings available today that it is clear to me that no matter whatever conventional business that you are involved with, you must have an internet-based business. You cannot help but see the opportunities whether it is in the MLM field or any area that fits your interest. Internet driven businesses are in the vanguard of the new frontier that is already experiencing phenomenal growth, and there is no way that the demand for the various products and services will ever dry up.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

To ensure that we get into the action in a real way, we must combine our resources, and gather all the relevant information on the various money-making internet ventures. To acquire this knowledge, it will take investment in information that is being peddled by the many gurus who come up with successful programmes and make millions just by marketing them. To keep abreast of what is breaking news, it is necessary for you to join various blogs and subscribe to mailing lists from various sources of entrepreneurial material on the internet.

I have been pursuing business and professional groups in the USA for a few months, because as I indicated in my column a few weeks ago, I would like to see more American Entrepreneurs, and professional sports and music personalities invest in the Caribbean, especially in St. Lucia where there are lots of opportunities in the tourism sector. I happen to know that when an initial offering is made on time share and apartment resort hotels, between pre construction and completion, there is a substantial return on investment. At any stage of the development, there is profit to be made on the investment, not to mention if the investor has the staying power to hold on to the investment until the completion of the project which is usually completed within between 2 to 3 years. I am dedicated to doing everything possible via the internet to attract American investors to our shores. I hasten to state that I am fully convinced that we can do with their presence in all sectors of the economy, especially the services sector.

How can we take advantage of the golden opportunities that are out there in internet land? To all the persons who will read this article, I appeal to you to join me in doing something about reaching out to persons with knowledge of the internet and the related businesses with the aim of sharing information about opportunities on the World Wide Web. Please share this invitation with your internet savvy friends and associates. I can be reached at email: [eaharrisdestiny@gmail.com](mailto:eaharrisdestiny@gmail.com) The time is now for us to get together and establish an Association of Netpreneurs with the principal purpose of establishing St. Lucia as a destination for internet related businesses – globally. We cannot afford to be left out of the loop of the information technology wave that is still holding its own against the wellness and energy saving emerging trillion-dollar industries.



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Keep the Faith, God is in Charge!

**#34 OF ALL THE GAMES PEOPLE PLAY, BUSINESS BRINGS THE MOST JOY!!!**

MAY 25, 2006

EDWARD HARRIS AT LARGE!!

OF ALL THE GAMES PEOPLE PLAY, BUSINESS BRINGS THE MOST JOY!!!

Business is a game, many of us have had the joy of playing Monopoly when we were growing up and that simple game taught us a few lessons, the most outstanding being that of ownership of prime real estate. As adults, we sit at our desks planning winning strategies and many of us have turned out to be big winners in the game of business.

The average person will never get wealthy on a 9 to 5 job so the ambitious few go on to become business owners. Many more people could become business owners but they never will because they determined to themselves that they can't. I say yes you can! It begins with the determination to make a bold statement to yourself and to your friends. Look around you, take stock of your physical and mental assets, look around, and see which area of business you will like to be engaged in. Once you have identified your fit, stay focus and take the steps that are necessary. A journey of a thousand miles begins with the first step. Be passionate about your goal, fill your mind with it, talk freely about it, let everybody know that you are going to fire your boss and be in business for yourself. Put a time line to it. By January 1, 2007, you are going to be in business for yourself.

A substantial amount of the people that you share your dream with will check back with you to see how you are progressing, many mockingly but you know that is expected. Therein lies your challenge to have the last laugh. As your date line draws closer the enquiries will increase. All you need to do is to keep smiling and reassure them it will be alright as planned and on time.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I hope you are with me or are you saying this is so simple, I don't have any money, I don't have what it takes to be a businessperson, well if you are not with me it is not too late because I am going turn you on to the possibilities step by step and if you believe you can it is only God who can stop you. No power on earth can keep down. It is up to you.

So, you are fed up with your job, living from pay cheque to pay cheque, most times not enough to pay all the bills but life goes on. Many of us can do with a second job but we are not willing to make the extra sacrifice. These are times for a second job if having a job is all that you feel you are worthy of. But I am not addressing this article to chronic employees, I am looking for those persons who are seeking to step out of the darkness into the marvelous light of business, the game that offers a better live for you and your family.

The family is important, but good friends sometimes are more than family. Form a mastermind group and begin to brainstorm. Invite your close relatives and friends over for a drink one weekend and when they assemble, make an announcement that the purpose of the gathering is to inform them that you are going to business for yourself by a particular date and you are seeking their help. Then get down to the first order of business, Ask the question – if you were to go into business today what business would you venture into. You will be amazed to note how many of your friends have been sizing up businesses and have ideas but do nothing. Before you called the gathering together, you should have been giving thought to the type of business you could get passionate about. So, ideas are flowing and by the end of the evening you will be left with a lot to chew on. Go to bed and deal with the matter when you awake the following day. At that point you narrow down the discussion to you and that special someone in your life. By the end of that day you will know if you have a partner or you have to go it alone, go to bed again and the following morning whether you have a partner or have to go it alone, it is your decision and once again take pride in announcing your position with a dateline.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Once you make the decision to be in business for yourself, let no one stand in your way, just keep talking about it at every opportunity and a few things can happen, persons with experiences in various areas of knowledge in related areas to the business you decided upon will come forward and offer guidance and assistance. However, be careful with those who will want to dot every i and cross every t. Big winners seldom run with other persons advice because what the eyes of winners see the average person doesn't. When people say you are mad, that is the statement that applies to big winners. Check it out. Big winners throw caution to the wind and when their advisors say they can't, that is the time they win. And it goes back to the challenge. It is all about developing the right mind set. If you think you can, then you can. Whatever the mind can conceive and believes, it achieves. Do you believe Napoleon Hill? I do and I hope you do. Do yourself a favour and buy a copy of the book – Think and Grow Rich – By Napoleon Hill. You are sure to get it on [www.Amazon.com](http://www.Amazon.com)

Start small and grow the business. Using this principle, you can get into business with less than \$200.00 or no money at all. It is still possible in these days to go into business without money. I am amazed that with all the training I am hearing about I am yet to hear about Salesmanship. Everyone was born with this gift even if they were born dumb and yet nothing but nothing is done to develop the art of salesmanship in our young people. The saying – don't give a person a fish, rather teach the person to fish comes alive in salesmanship. A true salesperson could never be hungry.

There is no better game than business, it is a game that beckons everyone, but only a few respond. Survival of any business is dependent on sales so with the knowledge of salesmanship, you should never be unemployed. Salesmanship levels the playing field.

Want to learn the art of salesmanship and find out how you can get into business without Money? Send me an email at [NoFreeMoney@gmail.com](mailto:NoFreeMoney@gmail.com) Micro and Small Businesses give their owners a special something – Independence!!!

Keep the faith, God is in Charge!

**#35 TIME MANAGEMENT – THE GREATEST CHALLENGE TO TODAY'S EXECUTIVES**

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

June 3, 2006

EDWARD HARRIS AT LARGE

### TIME MANAGEMENT – THE GREATEST CHALLENGE TO TODAY'S EXECUTIVES

The days seem to be shorter for most persons who have to deal with multiple issues in an eight-hour day. There never seem to be enough time to do the things that need to be taken care of. Even with an extended twelve-hour day many seem unable to cope so for many of us, we are forced to work a sixteen-hour day to stay on top of things.

Planning is an essential aspect of time management. An executive or team leader can no longer arrive at work and just find things to do. Use your diary to help plan your day. The new diaries allow persons to plan for a whole year, then months and weeks, right down to the day/date. Today, the computer is gradually taking over that function. There are not enough courses around in time management. Private sector associations need to offer short courses in this vital area of activity.

As we get involved in many areas of business and social activities, planning is essential. Success at what we do will largely depend on how effectively we plan. It is time to take a reality check. Are you getting enough out of my working day? Do you need to make adjustments in the times that you undertake certain tasks? Will starting the work day earlier help? Just ask yourself questions and demand answers, you can improve your present handling of your time and achieve more.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

If you are going to be involved in shaping the future, meetings will feature prominently on your daily agenda as you seek to communicate your ideas to others. However, meetings need to be managed. I am convinced in many instances a lot could be done to shorten meetings. Most people distribute minutes of the previous meeting at the succeeding meeting. To get the best out of the current meeting, minutes of the previous meeting should be circulated well in advance. The minutes ideally should be circulated no later than seventy-two hours after the meeting was held so there will be adequate time to deal with matters that were discussed and need follow up action.

The minutes of the previous meeting is really a reminder of what transpired at the meeting and becomes the reference point for action between meetings. If this simple task is done in a timely manner, matters arising out of the last meeting could be substantive. A first commitment is that people must arrive at meetings on time. It is now the norm that no meeting starts less than half hour late. Some persons have several meetings in a day. If the first one begins late then that person is likely to be delayed at each of the other meetings which results in a considerable loss of time. Every effort should be made to start meetings on time and should not last for more than two hours.

Some people believe that since they are taking their time to be at a meeting, they must be allowed to take cell calls during the meeting. Many will deal with the call without excusing themselves from the meeting. As a result, there is a temporary halt to the meeting. Then everyone believes that he or she has a right to speak on the subject even if repetitions are obvious. Statements like, I agree with John when he said ..... and go on to repeat what John said. I don't believe this is fair.

It is time that cell phone companies educate users through television spots on the functions of cell phones, especially how to put them in the Silent Mode. The cell phone is great for its users to keep in touch but it can become an irritant if misused. It is all about etiquette, respect for others.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Too many Executives are not effectively allocating their time to ensure balance between work and social interactions. It is a sore point that affects family relations. I sincerely hope that this article will be a wakeup call for those who feel that they can get some more out of life by effectively managing their time. What about that family holiday? Try something new. Rather than the usual visit to family and friends overseas, try a cruise and spend quality time with the family. Renew your vows on the ship. After all life is not only about making money, it is about the quality of your life and as a result the memories that you will leave behind.

To leaders within the public and private sectors, are you aware that you can greatly improve the quality of life of the people who contribute to your success and that of your organization? Do you take time off to ask yourself the question – how can I improve the lives of those who contribute to the success of the organization? Just don't just ask the question, demand answers and take action. You can light up your world and that of others, manage your time in the interest of all.

Keep the Faith and remember always that God is in Charge.

**#36 SPONSORSHIP – A GREAT WAY TO SHOW CUSTOMERS' APPRECIATION!!!**

June 16, 2006

EDWARD HARRIS AT LARGE!!!

SPONSORSHIP – A GREAT WAY TO SHOW CUSTOMERS' APPRECIATION!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Giving back to the community:

Ms. Andria Hall and her team brought new light and life to St. Lucia and opened up a new avenue for Sponsorship to St. Lucian businesses. Air Jamaica, Lucelec and Coco Resorts were the main sponsors of the initiative which saw a departure from dance hall and other secular artistes who visit St. Lucia from time to time as they would say to mash up the place to a highly spiritually charged conference and gospel concert. The theme of the two-day conference which was held at the Coco Palm Conference Centre was “The Walk: Sanctuary for the Soul which targeted women in leadership roles. The concert was held at the Sandals Grande last Saturday night. It was an electrifying spiritual experience with our own local group of ten spirit filled ladies – “Special Blend” and Carl Jenkins and his group of musicians and gospel singers – X’ Altation. Carl Jenkins sang, danced, preached and prayed for his audience. His musical renditions ranged from rap/dance hall to ballad/soul. There is a lot of fun in the worship of God. The appreciative audience danced and applauded throughout the programme with tears of joy flowing down the cheeks of many. Oh, what a night! We were all blessed.

I was very pleased about this experience as I have through the years in my writing stressed the need for sponsorship of life changing events and the need to invite motivational speakers to our island to share with our citizens, experiences that will motivate them to be the best they can in whatever field of endeavor they pursue. There are a few quotes that struck a note with me and I take this opportunity to share my blessings of the night with you. Mr. Allen Chastanet in his remarks pointed to the need for business people to get involved – to share and made the point “there is no point in being successful and standing alone on a pedestal”. He noted the promoters should not be discouraged by the turn out to the concert and made reference to the humble beginnings of the Jazz Festival and what it is today. Carl Jenkins noted that “God places people in our lives, for a reason, for a season, for a lifetime!” and Ms. Hall in alluding to the success of the conference, emphasized the power of positive thinking “speak thoughts that are not as if they are”

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

International Cricket at Beausejour:

I am not a cricket fan but in recent times with the encouragement of my friends, I was in the pavilion doing my thing at the various matches. Every time I ask the question where is the support from the local cricket fans? We cannot continue to expect people to come to our shores for sports events and we do not support them. The time has come for firms to assist by sponsoring tickets for staff and customers to attend sports, especially cricket at Beausejour. Test matches are televised internationally and with world cup cricket around the corner, we should have done better with our attendance to the India – West Indies match. The West Indies seem to have good fortune at Beausejour and you should have been there. The vendors did not do well, their customers did not turn up. It all boils down to business. By our involvement, we create a better environment for business.

This week's Internet find:

It is amazing how many businesses are adopting the MLM model to increase their market share. Word of mouth is still the best means of advertising and personal contact, the best means of dealing with customers' needs. Now, it is not only vitamins, its insurance, telecommunication, legal services, travel and most recent – real estate. Isn't there a product group in the region that can be adopted the MLM approach? My internet find this week is a unique company that is spearheading the "Clean Power Revolution" Already Governors in the USA are meeting and seriously discussing environmental issues and are supporting initiatives with big bucks. Wind energy is a hot topic around the world and is being used successfully in Europe and very soon in the USA. St. Lucia has also joined the debate.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

You may have heard about trillion-dollar industries which many people around the world caught the wave and became millionaires. Today's trends lead to trillion-dollar businesses, we have seen the big successes of the telecommunication and wellness industries, the next trillion-dollar industry is Energy/Environmental Industry. I saw the wave and I jumped in to catch it. It is a global trend. It is on the ground floor. We need to acquire all the knowledge we can on the subject. At least everyone needs to save on energy cost even if not interested in the environment. But it is hoped that through education, an awareness of the issues will bring about an enlightened consumer who will be ready to play his/her role in protecting the environment. My internet find this week is [www.krystal-planet.com/edwardharris](http://www.krystal-planet.com/edwardharris) this is the most comprehensive range of environmental and energy products available from one source with lots of educational information at their Yahoo Group. It is time for an Environmental/Energy Association in St. Lucia.

Keep the Faith, God is in Charge, it is still a wonderful world. Go out and make your contribution.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#37 IT IS EASIER FOR ST. LUCIANS TO ACQUIRE PROPERTY IN FLORIDA THAN USA CITIZENS!!!**

JULY 4, 2006

EDWARD HARRIS AT LARGE

IT IS EASIER FOR ST. LUCIANS TO ACQUIRE PROPERTY IN FLORIDA THAN USA CITIZENS!!!

Sharing information on business opportunities:

The St. Lucia Chamber of Commerce, Industry and Agriculture has been collaborating with individuals and companies to expose local Entrepreneurs to innovative programmes and services. One of those opportunities was on Monday, June 26, 2006 when the Chamber collaborated with GlaceGrafix of Miami, Florida, [www.glacegrafix.com](http://www.glacegrafix.com) a company headed by Ms. Keitha Glace providing web consulting services and state of the art business and technology solutions to allow their clients to compete effectively in the global online market place. This company is partnering Mr. Leslie Collymore of [www.advancedintellectualmethods.com](http://www.advancedintellectualmethods.com) in St. Lucia.

Mr. Neville G. A. Stewart of Starbank Financial, Inc. also from Miami, Florida, [www.starbankfinancial.com](http://www.starbankfinancial.com) made a very revealing presentation that highlighted a fact that St. Lucians can acquire property in Florida much easier than USA citizens, and enjoy the same benefits. This is information that our savvy Entrepreneurs who know the value of investing in real estate can use. I was very impressed with the opportunities outlined and couldn't wait to share this information with you. Here are a few highlights of his presentation:

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

1. During the period 2004-2005, a lot of crazy things happened in the real estate market in Florida. People were signing on to contracts for multiple properties as investment, now the properties are coming on the market, many of them cannot close the sale and have to walk away. This situation has created an opportunity which makes it a Buyers' Market.

2. St. Lucians can access mortgages in the State of Florida, amortized to 45 years and in special cases up to 50 years. Interest rates vary from 7.25 - 7.5% and could be higher depending on the term selected.

3. With 20% deposit all that you need to acquire property and finance a mortgage are:

- a) Letter from current employer.
- b) Statement of earnings for the past 12 months.
- c) Copy of valid USA Visa.

4. With a deposit of 30% all you need to acquire property and finance mortgage are: a) Credit Check. b) Proof of ability to service debt.

5. You don't have to travel but it is a good thing to visit the property prior to closing. Contract could be concluded by Fax.

6. Location is important in relation to price. A single family, 3 bedrooms, 2 bathrooms property can start as low as US\$250,000.00.

7. As an incentive some developers are paying all closing costs and monthly service fees for as much as 2 years for properties purchased in gated communities.

8. If you are seeking to generate US dollars income, acquiring rental property in Florida could be a way to go.

Investing in Real Estate continues to be one of the most guaranteed forms of investment if properly planned. Do not take unnecessary chances; make sure you can effectively service your mortgage commitment before going forward.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Real Friendships last a lifetime:

Relationships that begin during childhood, through school days and nurtured into adulthood never lose their bonds. That was the case last week when I met Dr. Fitzroy Henry, Director, Caribbean Food & Nutrition Institute based in Jamaica, a countryman, a fellow villager and friend. A friendship which was further cemented outside of our homeland during six years of our living in St. Lucia and being members of the Castries Toastmasters Club. It was such a reunion, catching up on the various developments in our lives over the past twenty, plus years. It was a very refreshing experience.

As we go through life, relationships are important and should be cherished. It must never be too much of anything, there must be balance in the way we live our lives. Too many businesspersons are just involved in making money, neglecting relationships only in the end regretting the joys they have missed along the way. What a pity? I wrote a headline that “you only get back what you give away”. I cannot but reflect on this wonderful thought as with every passing day I receive what I have given and more. Over the period of my short life on earth, I have done so much in sharing the gifts that God has given me without caring about those who used or abused me along the way – demanding all and giving nothing back, not even support for my personal efforts. I have learnt not to look back but rather look forward always. I am pleased to share this quote with you which was shared with me recently “The past is history, the future is a mystery, today is a gift and that is why we call it the present”.

Businesspersons are always so busy, many times only meeting at cocktail receptions which are being sparsely attended these days. Getting together with family and friends is not as it used to be, because we have become too materialistic wanting to do everything in grand style and most times end up doing nothing if we cannot live up to what is hip. It is amazing how many people I know who are not even excited about their own birth date. This should be a day of giving thanks and celebration. It is time to take stock of the life we live and the way we care and share for and with others along the way.

Invest wisely. Keep the faith, God is in charge! Do what you have to do, remembering always that God is watching you.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #38 Edward Harris on the Campaign Trail in Guyana!!!

UPDATE 18/7/06

Edward Harris on the Campaign Trail in Guyana!!!

I arrived in Guyana on July 7, 2006 and got into the AFC Campaign action immediately. Every day brings new challenges but I am supported by a formidable group of Activists and we are all very proud of the leadership of our Movement – Alliance for Change with the slogan “Don’t Vote Race – Vote Change” and a sub theme “Unlocking the Future” It is interesting to note that our leaders were formerly attached to the major political parties in Guyana. Our Leadership comprises of: Mr. Raphael Trotman, Chairman and Presidential Candidate, Mr. Khemraj Ramjattan, Leader and Prime Ministerial Candidate and Mrs. Sheila Holder, Vice Chairman.

Guyana in spite of being located on the mainland of South America, due to its colonial past is the largest country in the Caribbean Grouping of English-Speaking Countries known as CARICOM. The country for several decades has been locked in racial strife which has been used as factor for attracting votes to the two major political parties.

The electoral system until now has been manipulated by both major parties when in government and massive rigging occurred in the past. Today with the help of the international donor countries changes in several areas of the process have finally been implemented and my Party is prepared to accept the final voters list which is scheduled to be released by the Guyana Electoral Commission (GECOM) [www.gecom.org.gy](http://www.gecom.org.gy) within days.

As we approach Nomination Day, political parties are hard pressed to deliver on their list of Candidates for the National Elections and the Regional Democratic Council. We vote on Election Day for a President, National Assembly Parliamentarians and Regional Democratic Councilors. On Election Day, the party will need 2,000 Scrutineers to oversee the election. This calls for massive mobilization.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The Alliance for Change (AFC) although launched only 9 months ago is about the change the political landscape in our country. I am extremely excited about the possibilities and I am very pleased to be a part of the Campaign Team as the Campaign Operations Manager (COM).

During the 1997 campaign I headed the Guyana Democratic Party (GDP) Campaign under the Leadership of Mr. Asgar Ali. Today, things are different. The vote count at the place of poll will be handled differently and at the end, the Scrutineers will be provided with a tally of the votes which will be signed off by all present at the sealing of the ballot boxes which will not be subject to tampering as in previous times when boxes were taken to special counting places and disappeared in the process, only to be returned subsequently. The International Diplomatic Community has done a great job in ensuring that elections in Guyana are finally acceptable to the majority of citizens.

The ground swell of support is extraordinary and with the mood of the citizens today where everyone is calling for change, the exit poll and final declaration could well yield a WIN for the Alliance for Change (AFC) and the People of Guyana.

Stayed tuned and visits our website at [www.afcguyana.com](http://www.afcguyana.com) This site is regularly updated.

Long Live Guyana!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#39 THE ALLIANCE FOR CHANGE WAS A REAL CHALLENGE TO THE TWO MAJOR POLITICAL PARTIES IN THE GUYANA ELECTIONS 2006**

September 13, 2006

Edward Harris at Large!!!

THE ALLIANCE FOR CHANGE WAS A REAL CHALLENGE TO THE TWO MAJOR  
POLITICAL PARTIES IN THE GUYANA ELECTIONS 2006

It is wonderful to be back in St. Lucia after an absence of two months. I am very pleased to update my readers on my mission to Guyana where I was a part of the Alliance For Change – 2006 Elections Campaign Team.

On the previous occasion when I was involved in a political campaign on behalf of the Guyana Democratic Party (GDP) I walked away without a seat but this time, it was different as in the Alliance For Change changed the course of history that for the first time a political party was able to secure five seats in the Parliament and twenty one seats across the Democratic Councils of the ten Regions of Guyana, and in the instance of Region 4 with the largest amount of voters, the AFC with 3 seats holds the balance of power, a situation which it had hoped to achieve in the National Assembly.

The AFC in just nine months of its existence decided to participate in the 2006 General Elections of Guyana with less than one month to campaign. The AFC took Guyana by storm and created such an impact on the electorate that the two major parties, the People's Progressive Party / Civic (PPP/C) and the People's National Congress / Reform – One Guyana (PNC/R) were so seriously challenged that they were forced to resort to the old race politics.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The theme of the AFC was “Don’t Vote Race, Vote Change!” which resonated with the voters until in the final stages of the campaign, when the PPP/C and the PNC/R – One Guyana unleashed their artillery to demolish the gains of the AFC. Apart from subtle threats to their former supporters and intensifying their house to house campaign, preaching to the people that the AFC will split the vote and more importantly the PPP/C was telling their supporters that a vote for the AFC is a vote for the PNC/R while the latter was maintaining a line that their supporters must not split the vote. It all boiled down to a return to racial voting.

The principal objective of the AFC was to hold the balance of power in parliament in the first instance. This was almost realized when due to the intense pressure by the PPP/C and PNC/R – One Guyana in the run up to the elections, the actual results produced a reversal of the trend in our polls where the majority of East Indians voted for the PPP/C and the Blacks for the PNC/R – One Guyana. The racial overtones got so bad that the PPP/C was requested by the Media Monitoring Committee to withdraw their “great pretender advertisement” which highlighted the burning down of certain parts of Georgetown and aligning Mr. Raphael Trotman with that state of affairs as it was alleged that it was the PNC/R supporters that were involved in the hooliganism that resulted while he was still an Executive of that Party. That was very unfair and if there was one chilling effect, it was that advertisement and the Indian population reverted to their safety net in the protective arms of the PPP/C. Did we beg the situation that pertains today when for the past several days, the news headlines are dominated by a spate of fires?

Unlike previous elections, this time however, things were very different and the checks and balances were in place theoretically but varied somewhat in application. In spite of the problems that arose on Election Day, the observers were loud in their praises for GECOM and the Guyanese people who were finally able to participate in an election free of violent incidents. It must be noted that no observer team could have covered all the polling stations across the country. Sir John Compton, former Prime Minister of Saint Lucia led the Commonwealth Observer Team to Guyana for the 2006 General Elections.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In spite of the reports of the international observers, the rumors about Election Day activities paint a different picture. Was it free and fair? Yes, it could be deemed as free since there was no violent incident but when it comes to being fair, that's another matter. Let the officials of the Guyana Elections Commission (GECOM) explain why the Presiding Officers locked out Polling Agents from polling places, demanding letters certifying their appointment in spite they had identification cards which were provided by GECOM? After the morning fiasco the said situation developed at the close of poll with the Counting Agents, they were again asked for letters and this was not an isolated matter, it happened across the country.

The latest position is that GECOM infrastructure is no more, having been gutted by fire and all the records and computers destroyed. While the officials of GECOM claimed to have the computer records in a safe place, the votes unaccounted for in Region 10 will never be able to be verified. The AFC humiliated the PPP/C in Region 10, especially in the Kwakwani area where AFC did better than all other parties. I have a feeling that had all the boxes been accounted for the results in Region 10 would have been different, putting AFC in second place.

The final count of parliamentary seats is PPP/C 36, PNC/R-One Guyana 22, AFC 5, GAP/ROAR 1 and TUF 1. You are invited to visit [www.gecom.org.gy](http://www.gecom.org.gy) and find out about elections in Guyana while staying on top of developments by visiting the daily newspapers websites, [www.guyanachronicle.com](http://www.guyanachronicle.com) [www.kaieteurnews.com](http://www.kaieteurnews.com) [www.stabroeknews.com](http://www.stabroeknews.com)

I continue to take care of my broken leg and hope to be out of the cast within a few days so that I can move around to catch up on the St. Lucia election campaign. Only if the political conditions could be in Guyana as there are here in St. Lucia – what a country it would be? I pray that St. Lucians will cherish their democratic freedoms and exercise their vote on Elections' Day.

With the spate of fires at key institutions, the future of Guyana is not exciting, especially at this juncture. We will have to wait and see how things shape up. Remember always that God is in charge, keep the faith.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#40 WHERE IS THE TOURISM SECTOR HEADED BEYOND 2007???**

September 20, 2006

EDWARD HARRIS AT LARGE

WHERE IS THE TOURISM SECTOR HEADED BEYOND 2007???

Having been out of St. Lucia for two months, upon returning home, I discovered that so much have happened, and I can't help but notice the many new construction projects, especially in the tourism sector. St. Lucia is moving on and definitely experiencing a construction boom. Everyone is busy trying to get in on the special incentives offered to persons seeking to provide accommodation for the CWC 2007 and beyond.

It is obvious that quite a few properties will not be completed for Cricket World Cup 2007, some for St. Lucia Jazz 2007 and others well beyond that time. The organizers for CWC 2007 are well advanced with preparations and the expected infrastructure throughout the region seems to be on schedule, St. Lucia as usual is way ahead. However, we need to pay some special attention this year to St. Lucia Jazz. Every effort should be made to ensure that the best line up of artistes ever to grace the stage at the Pigeon Island Landmark be contracted for the grand affair.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I envisage that at the end of CWC 2007, St. Lucia will never be the same. We must plan to reduce any negative fallout from this period of great expectations. While the current spate of criminal activities must be arrested, there is still a high level of goodwill for St. Lucia. A campaign to give visitors confidence that they are safe in St. Lucia must be mounted immediately. In the meantime, it should be everybody's business to maintain the positive image that we have developed and will continue to strive to maintain by promoting the use of the internet as a promotional tool by Blogging and other means such as Web links to spread the word around the world that St. Lucia is a unique destination for business and pleasure, and this must be the responsibility of every St. Lucian with access to a computer.

It is time the National Development Corporation, St. Lucia Tourist Board and the St. Lucia Hotel and Tourism Association develop an incentive scheme to reward persons who promote St. Lucia as a destination for business. Some years ago, I made a suggestion that Business & Tourism Representatives should be appointed around the world to introduce St. Lucia to their business and professional colleagues, families, relatives and friends. All Multi-Level Marketing Opportunity Meetings end with a challenge to opportunity seekers to write down the names and contact information of at least 25 persons who they would wish to share the opportunity with. It is a numbers game. The more people that we bring to their attention the joys of a St. Lucian holiday, the more visitors we will get to our shores.

So, I am now proposing an extension to my original suggestion that all persons residing in St. Lucia with access to a computer to get involved with the promotion of St. Lucia. Are you convinced that St. Lucia is Nice, Simply Beautiful, the Helen of the West Indies and much more? Then tell the world that St. Lucia has something special to share with them. We need to do more of this. Owners of websites must be encouraged to establish links with the following sites, [www.stlucia.org](http://www.stlucia.org) [www.stlucia.gov.lc](http://www.stlucia.gov.lc) [www.stluciandc.com](http://www.stluciandc.com) The challenge will be to fill all these rooms that will come on stream, beyond May 2007. There will be need for additional airlifts. There are operators of non-scheduled charters who are willing to look at St. Lucia but I guess some attention will have to be paid to our existing aviation laws and agreements. Maybe, it is time to revisit them. It is important to note that we are in competition with the U.S.A. to attract holiday makers and it is not only foreigners visiting the USA, it is the citizens of the U.S.A. who are being wooed to travel within the USA.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I am surprised that a Bed and Breakfast (B&B) Association has not yet got off the ground. It would be helpful if the SLHTA would give a group of interested small hotel owners a push in that direction. This does not mean that such a body will not work alongside the SLHTA. There was a time when most small business owners/manufacturers were members of the St. Lucia Chamber of Commerce, Industry and Agriculture while actively participating in the St. Lucia Industrial and Small Business Association. Then came a time when SLISBA thought that members who were involved in manufacturing should organize themselves and form a Manufacturers Association. That proposal got the interest of the members of the manufacturing sector within the Chamber as well, and in the end a St. Lucia Manufacturers Association was formed. Although some businesspersons did not see the need for the formation of such a grouping, the Association made great gains for its membership who today, play an active role in the Chamber while maintaining their focus to get the best for the manufacturing sector. This is the SLHTA's moment to shine and really hold the hands of the B&B sub-sector and lead them to the promised land. I have always contended that some things are better done by the persons who are directly involved in certain activities for themselves.

There are some fundamental lessons that we overlook in life and in business and in many instances, we need to get back to basics. Each guest that visits must be turned into an Ambassador for St. Lucia and the property where they stayed whether large or small. The principal aim of the operator should be to make the experience a memorable one. There are so many simple things that can be done. Capturing data is vital. Ask your guests to record their stay in the guest book, keep in contact with the guests.

If we understand the true meaning of the word – Hospitality, our attitude to the industry at all levels will change, and this must happen soon as with every passing day we become more dependent upon tourism.

Keep the faith, God is in Charge. In everything give thanks.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#41 THE INSENSITIVITY TO CUSTOMERS' NEEDS MUST END!!!**

September 25, 2006

Edward Harris At Large

**THE INSENSITIVITY TO CUSTOMERS' NEEDS MUST END!!!**

While we are bombarded with the talk of improved customer service, it is difficult to experience even the minimum level of service in some of the large organizations where hundreds of thousands of dollars have been spent and continue to be spent on such training.

Service necessitates a level of passion for the job you are doing and empathy for the customers who seek your assistance. Maybe having a sales background raises my level of expectation when I deal with companies' representatives who take my money in exchange for goods and services and treat me with scant courtesy. In some instances, especially where there is not much choices, you are given the take it or leave it attitude and wait until I feel like attending to you. These types of attitude are a vexation to the spirit, especially when the persons involved know better and are expected to do better.

Does timeliness matters anymore? Don't leave for tomorrow what can be done today. Exercise a level of urgency and be responsive to the customers' needs.

Who is to guard the guard? How often does management take a check to see how their employees interact with the public in discharging their responsibilities. There must be some means of auditing the performance of your staff, especially in the area of customer service – the pillar for continuous growth in any business. Satisfied customers are repeat customers and beyond their own patronage, they are your best means of advertising through word of mouth, sharing their experiences in dealing with the company.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

With all the noise about customer relations / service, how many times have you received a phone call enquiring if you are satisfied with the service that you received from the staff. In these days many firms do not even know their customers. I would like to suggest that a system be employed to record customer information that could provide information that will make management aware of who are their customers and what are their expectations. Large firms in the developed world have sophisticated means of keeping track of their customers and regular surveys keep them informed about changing buying patterns and general expectations of their customers.

Small businesses have suffered immensely from a lack of understanding the customers' needs. If you do not take time to find out what the customers' needs are, and seek to impose your own understanding of their needs are, you are destined to fail. You must be abundantly clear on their needs. Don't assume anything. But if on the other hand you set out to identify an established need from the customer point of view and fill it, you are on your way to success. In our region, not enough time is spent in finding out about the business/product, before an investment is made. Many times, multiple duplication of a business types make viable businesses no longer attractive and the investment is lost. Many of us have learnt this the hard way. In recent times, the Office of Private Sector Relations (OPSR) has been providing assistance to firms in the areas of Diagnostic Studies, Business Plans and Implementation Programmes. I feel that Customer Service should be an essential item in these studies.

Why I am laboring these obvious points? Many times, we fail to do the simple things that are so important and, in many cases, they make the difference in the experience. I feel that given the hive of activity as we approach Cricket World Cup 2007 and St. Lucia Jazz 2007 if we are to truly benefit from the positive spin offs from these major events, Customer Service must be the watch words, not the buzz words as our future will depend on the level of service we offer at every stage of our interaction with the visitors. We need to show that we care about our guests from the ports of entry. I feel we should be very clear about what we expect from our Immigration and Customs Officers and every other aspect of business services during their stay on the island. The year 2007 is our year to shine and every citizen must be made aware of their role in and benefits from being the best hosts we can be.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Have you heard about the Caribbean Business Club which was launched here about two weeks ago? It is a grand initiative by JAMPRO of Jamaica and NDC of St. Lucia that will expand across the region and which hopes to capture the business energies of CWC 2007 and catapult it beyond as the benefits derived from the exposure accrue. I am reviewing the information on their website and as I write this article, I am awaiting a response to my application. Visit their website at [www.caribbeanbusinessclub.com](http://www.caribbeanbusinessclub.com)

The NDC is expanding its reach and in its latest initiative seeks to impact on the micro and small business sector. I sincerely hope that more corporations will follow suit so that the humble beginning could be expanded to really make an impact on this much needed area of financial assistance. The collaboration with the established support agencies, namely SEDU and the Belgrave Memorial Fund should make a difference in meeting the special needs of the sector.

Keep the Faith, God is in Charge!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#42 IT IS TIME YOU EXPLORE INTERNET OPPORTUNITIES THAT CAN PUT YOU AHEAD OF YOUR COLLEAGUES – JUST DARE TO BE DIFFERENT!!!**

October 4, 2006

Edward Harris At Large

**IT IS TIME YOU EXPLORE INTERNET OPPORTUNITIES THAT CAN PUT YOU AHEAD OF  
YOUR COLLEAGUES – JUST DARE TO BE DIFFERENT!!!**

Technology is where it is at. If you are not on line, you are heading for the bread line. A business without a computer with access to the Internet is no business. It is said that a business without a sign a sign of no business. Of course, there are always exceptions to the rule and many business persons are doing excellent without ever having to refer to the Internet. I remember some time ago talking with a successful businessman in the wholesale business and telling him about the need for an inventory control system in his business and he said to me, I don't need to know if my staff is stealing because if I worry about who will steal, I wouldn't be in this business. He is in business up to this day but anyone knowing the value of controls in business will without hesitation agree that whatever his level of success, he could have achieved much more. Inventory control is not only about monitoring stocks to identify possible leakages but it can also be a source of information for sales trends.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

From time to time I will introduce to you some offers that come my way and in recent weeks I have been bombarded with offers from my favourite group. Some are worth investigating while others are discarded. This is my site for sharing ideas and networking [www.connectingblack.com](http://www.connectingblack.com) where when I joined the group, it was in the hundreds, today it boasts ten thousand plus members. They do share ideas. It is free to join. I am still getting calls from the friends I made on the MLM Cruise last year and I received this offer from that source. Your friends can make calls to anywhere in the world, computer to land lines for free and they don't have to invest a dime. If they want to get involved in the business opportunity that is another matter. The company is satisfied to have everyone give away the free phones just to have their adverts widely distributed around the world. Unfortunately, this does not work in the Caribbean, except for your family and friends in the developed world reaching you. I believe your family and friends will love you for this one [www.patbenjamin.biz](http://www.patbenjamin.biz).

Here is another winner, if you travel a lot to the USA and other developed countries, you will love this as you can save a bundle. You can book your own airline ticket, hotel, car and even flowers on this site and again you do not have to invest a penny unless you wish to get involved where apart from the cheap fares, you will get a commission on persons you introduce that purchase tickets from you and receive a residual income from those you introduce to the business. My friend from [www.connectingblack.com](http://www.connectingblack.com) introduced me to this one [www.gketravel.com](http://www.gketravel.com) I have made some comparisons on his site that is tempting me to get involved so that when I wish to really be a tourist, I can join a FAM tour and really live the live at up to 70% discount on airfare and accommodation. Check it out and learn all the reasons why the company is able to offer such fantastic discounts.

Again, from another friend at [www.connectingblack.com](http://www.connectingblack.com) here is an offer for being different in your emails and conference calls communication. You can send out your email with your photograph, sound clip and also do conferencing, all for a monthly fee. It is really a powerful communicating tool. Details at [www.helloworld.com/shak\\_inspireent](http://www.helloworld.com/shak_inspireent) shak(underscore)inspireent.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It is unfortunate that we in this part of the world cannot participate in many of these offers, as the Caribbean is not opened up as yet or may never be as it is necessary for persons participating in the offers to have a USA address and Social Security and Tax ID numbers.

Sometimes I am really depressed at the fact that many opportunities for us to engage the world and in the process make a fortune pass us by. Can we find a response to being a part of the global networks which in most cases are launched in the USA and capture the rest of the developed world? In case of YTB, the owners were in China a week ago. They are already in South Africa and expanding rapidly into all the major nations of the world. Our response therefore if we are to be involved in the businesses of the future and travel has emerged as a leading business opportunity, we have to form alliances with our relatives and business associates in the USA and other developed countries offering cutting edge Internet related businesses. You really need to check this one out [www.gketravel.com](http://www.gketravel.com)

I promised you my take on [www.caribbeanbusinessclub.com](http://www.caribbeanbusinessclub.com) but I will deliver in the next issue.

Keep the Faith, God is in Charge!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#43 There is Never a Dull Moment in St. Lucia!!**

October 25, 2006

Edward Harris At Large!

There is Never a Dull Moment in St. Lucia!!

Just about when I was beginning to feel that there will be a calm before the storm as it relates to non-political activities, and I had to sit back and wait until the Christmas Holidays for some real entertainment, up comes the Food and Rum Festival which will be followed by the Kalalu Creole Festival and already I am hearing Christmas Carols. People really happy in St. Lucia – St. Lucia Nice! It is reasonable therefore to suggest that even if you argue that the events are controlled and all businesses will not share in the pie, you cannot argue that money is not in the economy. If not, then, how are the people patronizing the various events?

Creativity, new ideas are what will make the difference. Look at the events and projects that are making money. Money is being made by Entrepreneurs who are willing to think out of the box, build relationships and take risks. Look what is happening in the Rodney Bay area. The Village concept is taking roots, thanks to the tireless efforts of Mr. Allen Chastanet, Managing Director of Coco Resorts and current President of the St. Lucia Hotel and Tourism Association. It is in giving that you receive and those who are joining in the efforts of this young visionary in the tourism sector can only share in the benefits to be derived from their combined efforts. I can't help but congratulate the hoteliers who came together to make the recently concluded CEMEx Conference, the success it was.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Politics is not taking away this time from the business of the country as apart from elections, the business sector is being driven by the demands of Cricket World Cup 2007 for accommodation and other services. It is a great time to be alive and those of us who refuse to roll over and die but rather seek to enjoy life to the full are going to be having the time of our lives between now and May 31, 2007. Long life is truly a blessing and if the Lord is gracious to you with good health, there are many things which you thought to be impossible will be revealed before your eyes. St. Lucia is in full bloom.

The only sector that is falling behind is agriculture and it is because it lacks entrepreneurship. Many years ago, I suggested that a package of incentives be given to the Agricultural Sector that will attract Entrepreneurs to get involved in Agriculture. There are so many exotic fruits that could be grown in St. Lucia. Carambola (the Star Fruit/Five Finger) is one such fruit. Another problem is that our people must begin to eat more of what we produce – fresh fruits and vegetables. Eating healthy should be a theme that will create demand for locally grown agricultural crops. Eating right with necessary exercise can reduce stress; prevent/control high blood pressure and diabetes. I provided my readers with an article on the health benefits of Bananas some time ago and in another article, I discussed the promotion of the fruit so that citizens and visitors will eat more bananas. An important point I made is that bananas should be served in all hotels and on every outbound flight from St. Lucia.

The issue of the WTO and our not being able to ban or restrict products from external sources is always suggested as a hindrance to the viability of locally produced products but what is not being discussed is role of the consumer to switch to locally produced products. Buy Local Campaign must be an everyday affair, not only done at certain time as a promotion. BUY LOCAL promotion must be sustained, as everyday producers are providing products for sale to consumers. “Support Local, Buy Local” should be the theme. NTN should be pushing Buy Local programmes continuously on their television station and the local media should be encouraged to participate.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

As usual I like to keep my readers up to date on information that crosses my desk from the Internet. I do hope you are getting cheaper airfares for your business and vacation travel since my last article, and this week I am sharing with you 50 Manuals of various projects both in the areas of production and services. Check them out at <http://homebusinesses.blackprosperity.net/blcpro.exe> On a final note, if you are serious about staying ahead of breaking news in business and professions, join [www.connectingblack.com](http://www.connectingblack.com)

Keep the faith, God is in Charge!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#44 FAILURES EQUIP INDIVIDUALS/ENTREPRENEURS FOR GREAT SUCCESSES!!!**

November 1, 2006

Edward Harris at Large!

#### **FAILURES EQUIP INDIVIDUALS/ENTREPRENEURS FOR GREAT SUCCESSES!!!**

After a storm, there is a calm. The boom is on in St. Lucia and in small economies like ours, three years is a reasonable time for it to level off. With good fortune this buoyancy could continue beyond 2009 but this can depend on a number of variables. This article seeks to suggest a change in attitude in relation to how we deal with business failures. As we experience a level of economic success, many businesses will emerge and depending on the level of investment, with a slowing down of revenue beyond the bubble, serious fall outs could be experienced.

Too many businesspersons hang on to businesses for all the wrong reasons and go on losing money for years before taking decisive action to terminate the business. They continue to hope that the level of business to which they were accustomed will return when in reality the model/environment has changed. A case in point was when manufacturers were cutting out the middlemen and going direct to the retailers, a lot of businesses never survived that period.

When someone is in business, there is no room for sentiments. It is either the business is viable or it is not. Ask the question why? If you don't have the answer, enquire from your accountant or business consultant. Timing is everything and quitting at the right time can give you a new start with a positive cash flow. In many instances, it is not the businessperson who failed, it is the specific business that is no longer viable in its established form and taking it to the next level is not an option, or it is no longer a business worth pursuing.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Failure in someone's endeavor in the context of the Caribbean can be a curse and it is the fear factor that restricts serious expansion of the private sector. What if? Will it succeed? Don't take a chance if someone else is not already succeeding at it and everyone follows the other and then there is saturation and no one's business is viable. Failure has to be seen as a means of moving on to higher things. It is in dying that we rise again and live eternally. Take this as a biblical lesson and apply to your business experience. Anyone who has not experienced set backs on their upward climb has no basis to look back and see challenges and obstacles which were conquered. It is only then that celebration is in order and the victory and mountain top experience can be truly savored.

How can individual and business failures be minimized? Too many persons even with all the benefits of the information age being made available to everyone through computer technology and the internet still go through the horrors of trial and error. This approach is no longer an option and it is important that the services of Life/Business Coaches be sought by Entrepreneurs at the micro, small and medium sized business levels. The Office of Private Sector Relations (OPSR) within the Office of the Prime Minister, Greaham Louisy Administrative Building, Water Front, Castries maintains a list of Consultants from which suitable persons with experiences in all areas of commerce could be selected.

In the past few weeks, I have been approached by a number of businesspersons seeking answers to problems being experienced in their businesses and in many cases, it was discovered that the persons had within their grasp the solutions to their problems. I was given a definition of a Consultant as follows: "A Consultant is someone who borrows his client's watch to tell him the time". There are a few simple things that can be done to make life and business experience much more rewarding than being experienced by many, and here is one suggestion. Every serious businessperson needs a Personal Coach to share information on the state of their business, their future business plans and the Coach should be given the freedom to make recommendations and audit their progress. A conversation with a trusted Coach once per week for two hours could make a huge difference. This also goes to those thinking about getting into business. Learn from the FAILURES of others. We have been thought to learn from the SUCCESSES of others but is that what you should be really after? Give me the opposite, as my goal is to avoid those costly pitfalls.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

As usual I take this opportunity to share with you my Internet Opportunity of the week. Don't miss this one. This programme has tons of information you and your family and colleagues can use. Get access to 50 of the world's greatest Motivational Speakers, Life Coaches, and Business Executives, even get as a Bonus a copy of the ever popular "Think and Grow Rich" Get a 14 Day Free Trial at [www.EHarris1.successuniversity.com/Slim](http://www.EHarris1.successuniversity.com/Slim)

Remember always Keep the Faith - God is in Charge.



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#45 INNOVATIVE MARKETING & SALES APPROACHES GAINING MOMENTUM IN SAINT LUCIA!!!**

November 10, 2006

EDWARD HARRIS AT LARGE!!!

INNOVATIVE MARKETING & SALES APPROACHES GAINING MOMENTUM IN SAINT LUCIA!!!

Are the St. Lucian consumers ready for what is going on in the market place? Consumers have to be ready to take advantage of offerings as they become available and there is only one way to ensure that every opportunity will be taken of advantage of is to PLAN. Planning is the instrument to ensure that you take advantage of the opportunities wisely. The opposite of planning is to take impulsive action which will result in chaos and financial embarrassment. I am preoccupied with what happens after the storm?

Last Saturday, November 6, 2006 is a day to be remembered when Bank of St. Lucia Ltd. and EC Global Insurance Co. Ltd. in collaboration with the New Vehicle Dealers staged AutoMax 2006, a vehicle loan sale for one day where the Dealers were offering currently available and 2007 models, the latter in some cases to be available in 2007. What an offer, all in one package, 100% financed – Tout Bagay – vehicle, accessories, insurance and all. It was an unbeatable offer for those who can truly afford.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Some young Executives are making their presence felt in the market place and their innovative approach to doing business is what will make or break businesses in the future. We just have to do things differently. Those who refuse to be a part of the change will have the door to the future slammed in their faces and be cut off from moving forward. The initiative was taken by institutions within the financial services sector and a Win - Win - Win situation for the institutions, the new vehicle dealers and the consumers resulted. All parties to this innovative and successful project must be complimented. It would be interesting to see much more of this type of collaboration in the future. It was a powerful promotional medium for the participating companies with immediate and specific outcome - SALES!!!

Some time ago, I called for Industry Exhibitions whereby rather than bringing all industries together, just promote Industry Exhibitions for the various sub sectors such as Garments, Furniture, Chemicals, Beverages, Frozen Foods, etc., etc.... This type of targeted promotion will boost sales and further foster the Buy Local Spirit. A further challenge would be to encourage imported products to be included in the exhibition which will afford consumers and manufacturers to truly assess the competition and how well local products measure up to it. The Food and Rum Festival provided a very good example when St. Lucia Distillers Ltd. products had to stand up to the competition from around the region. They stood tall!!!

I feel the time has come for a permanent exhibition hall, with exhibitions all year round. We have to stop doing things half way and go the distance. If we had doubts about our ability to fully engage the attention of our local consumers and tourists, recent events have proven that our people are supportive of new ideas. We now have to keep them engaged. There is urgent need for the dissemination of information that will equip citizens with the type of knowledge to get ahead with the emerging lifestyles that impact on all aspect of existence. This can be done in a more general manner through lectures and meetings which will sensitize our people about what is happening in their midst. A combination of events, all targeting the citizens with the full support of the media is necessary. Exciting times are ahead and I am so happy to be alive when so much is happening.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

What are we doing about the great technology frontier – the Internet??? We need to get the people with the knowledge of what makes money on the Internet and those who are technology savvy to come together and shake the money trees of the world where it is not so much about selling products but information which is putting millions into the pockets of ordinary people who come together with an idea to take the world by storm providing the type of information the world needs. Why can't we do the same? Check this out [www.EHarris1.successuniversity.com/Slim](http://www.EHarris1.successuniversity.com/Slim) We need to use technology to produce information that will generate financial returns.

Keep the Faith, God is in Charge.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#46 WHAT IS THE NEXT STOP FOR ST. LUCIAN ENTREPRENEURS!!!**

November 22, 2006

EDWARD HARRIS AT LARGE

WHAT IS THE NEXT STOP FOR ST. LUCIAN ENTREPRENEURS!!!

We have exhausted almost all established forms of businesses, especially in the retail sector. Today the call goes out to Non-Traditional Services, services we never thought were exportable or even when we did export some of the services currently being identified, we were simply not aware of its impact on employment and contribution to the national economy. Now, all that is about to change with the National Coalition of Service Industries being established across the region.

During the 1980s, a number of countries developed a Coalition of Service Industries to ensure that the concerns of service firms were well represented in the Uruguay Round discussions. The earliest such organization was the U.S. Coalition of Service Industries, comprised of major international firms such as American Express and Citibank. Visit the US Coalition of Service Industries website at [www.uscsi.org](http://www.uscsi.org)

The Barbados Coalition of Service Industries, [www.bsci.org.bb](http://www.bsci.org.bb) with substantial support from the Government is the trail blazer among Coalitions within the region while the St. Lucia Coalition of Service Industries after being in the making for almost two years is still in the making, yet to be fully launched. What type of organization is the Coalition of Service Industries and what is its role? The Coalition is expected to bring together organizations, not individuals and promote the interest of the various member organizations. Coalitions can also help to organize groups of service providers as is currently being done by the St. Lucia Coalition of Service Industries as they assist the National Association of Realtors St. Lucia Ltd to get back on track.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Each country is supposed to have a national Coalition which will represent the services sector, promote global relationships and to provide services in all professional and skilled areas such as Architecture, Engineering, Legal, Medical and Healthcare, Accounting, Banking, Nursing, Teaching, Real Estate, Computer Technology, Construction, Sports, etc., etc., etc... Ensuring that the terms of engagement is fair and in keeping with international standards. Thus, removing the possibility of overt exploitation. The Coalition will also undertake Trade Fairs to showcase the services available from the country.

As we discuss the issue of services, apart from the established/traditional areas, what is the next stop for our Entrepreneurs? Stepping back, the time has come for private training institutions, especially in the areas of teaching and nursing. Looking forward our future is the Internet. I am simply amazed at the number of business opportunities that come to my notice on a daily basis. It is said that 96% of Start Ups in Internet Marketing fail and it is recommended that individuals should join companies that are around for in excess of two years. But it is very clear to me that you need to be positioned at the pre-launch stage if you are to be a real winner. After all, Entrepreneurship is about risks and the big winners are the ones who are able to dare the odds to succeed. This week I came across an opportunity at the pre-launch stage and I parked in the parking lot just waiting for the fireworks to begin as the business is launched. In the meantime, I am having a great time learning more about the leaders and making friends across the world. Join me in the parking lot and await the doors to be opened. Visit [www.allnetworker.com?edharas](http://www.allnetworker.com?edharas)

How could we be successful at this game that is going through constant changes especially at the technology level? Last week I shared the idea of you being able to have a web site up and running for as low as US\$39.95 and for US\$69.95 you can get Flash Introduction. Visit [www.uswebsitebuilder.com](http://www.uswebsitebuilder.com) Visit the US Coalition of Service Industries website at [www.uscsi.org](http://www.uscsi.org)

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

If you are not already acquainted with the internet, I recommended you do not waste a further minute, join my mailing list by sending me an email with Mailing List in the subject line and your name and contact numbers in the body to [nofreemoney@gmail.com](mailto:nofreemoney@gmail.com) I will like to assure you that you will receive an email from me only once per week – every Monday morning and your information will never be shared. The progress of the developed world is achieved by the sharing of information and the coming together of groups of persons of like minds. What are we waiting???

As usual, Keep the Faith, God is in Charge – the Future belongs to Him!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#47 St. LUCIA RANKED AS A WORLD CLASS BUSINESS DESTINATION!!!**

November 30, 2006

EDWARD HARRIS AT LARGE!

St. LUCIA RANKED AS A WORLD CLASS BUSINESS DESTINATION!!!

Ecclesiastes Chapter 3, verses 1 – 8 are very instructive at this time. Verse 3 states that “to everything there is a season, and a time to every purpose under the heaven”. At this time in our country’s history, St. Lucians are called upon to make a choice of Government that will demand that we assess carefully where we have come from, where we are today and where we are headed.

There is no doubt that St. Lucia has attained a favourable position among small island states not only in the region but in the world. At the core of all the favourable reports is our standing as a destination for ease of doing business. This week, I witnessed the presentation of a World Bank Report on Doing Business 2007 which surveyed six member States of the OECS, namely, Antigua and Barbuda, Dominica, Grenada, St. Kitts-Nevis, St. Lucia and St. Vincent and the Grenadines. The Doing Business 2007 Report was undertaken in 175 economies with 10 topic areas: 1. Starting a business 2. Dealing with licenses 3. Employing workers 4. Registering property 5. Enforcing contracts 6. Getting credit 7. Trading across borders 8. Protecting Investors 9. Paying taxes 10. Closing a business

The results of the ranking are as follows: 1. St. Lucia 27, 2. Antigua and Barbuda 33, 3. St. Vincent and the Grenadines 44, 4. Dominica 72, 5. Grenada 73, St. Kitts-Nevis 85. When all 6 States are grouped together, they are ranked at 14. This definitely makes the case for OECS Unity, at least for an Economic Union. While St. Lucia has scored highest among the 6 States at #27, within the 10 categories, St. Vincent and the Grenadines scored #1 among the 175 countries surveyed in the category of Licensing of construction projects.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

It was very clear from the findings of the survey that there is a lot to be done to get the States of our region to the position of being really attractive to international investors in relation to the ease of doing business in the OECS. The meeting was well attended by representatives of the contributing institutions and Officials of the private and public sectors. A passionate plea was made to donor countries to expand the study to include tourism and for funding to help to implement changes that will bring the countries up to the point where their ranking will be improved. This is the first time such a project has been undertaken in the OECS. You can check out the full details of the report at [www.doingbusiness.org](http://www.doingbusiness.org)

This report is a document that governments should take serious note of and move swiftly to implement procedures that will remove existing hassles and make the region one that is welcoming to investors. In the meantime, we can celebrate the fact that St. Lucia is a World Class destination for doing business in the Caribbean. When tourism is added, my theme “St. Lucia, a unique destination for business and pleasure in the Caribbean” would have been realized. Visit: [www.stluciasimplybeautiful.com](http://www.stluciasimplybeautiful.com)

In recent times, St. Lucia has received very favourable rankings from international institutions and the country has benefited as a result. Today, St. Lucia enjoys favoured nation status, not in the supply of goods to the USA but rather in areas of its economic performance.

This week Discovery at Marigot Bay, a world class property was officially opened and the Marigot Bay area has been energized. The Verity family, owners of the property have brought a new management style to St. Lucia and have firmly established the fact that investors can transform communities by being excellent corporate citizens.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The National Association of Realtors (St. Lucia) Ltd will host its Annual General Meeting on Thursday, 7th December, 2006 at the Bay Gardens Hotel – Conference Room, Rodney Bay, Gros Islet at 5.30pm. Presentations will be made by Officials of the Ministry of Commerce, Tourism, Investment & Consumer Affairs and the Ministry of Physical Development, Environment and Housing. All Real Estate Agents and persons involved in related areas of activities are invited. A Board of Directors will be elected at the AGM.

The season for electing a Government is at hand and so is the season of heightened business activities. However, while everyone is talking about politics, business is as usual. It is interesting to note that nothing has slowed down as in many other countries in the region at election time, businesspersons adopt a wait and see attitude but here in St. Lucia, it is full speed ahead.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#48 IT IS TIME FOR SUNDAY SHOPPING IN CASTRIES!!!**

December 6, 2006

Edward Harris At Large

#### **IT IS TIME FOR SUNDAY SHOPPING IN CASTRIES!!!**

It is very clear that Sundays are used for pleasure and relaxation which in most cases center on business activities, especially in the entertainment sub-sector. We talk a lot about a modern economy but simple actions which are necessary to ensure that we maximize the potential returns from the opportunities that present themselves are lacking. Since many of our citizens are of working age and are employed, the majority of them are unable to do any purchases in our retail stores due to the fact that they are caught up with earning a livelihood between the starting and closing of business hours during Monday to Friday. The time has come to revisit the issue of opening hours and weekend activity in the commercial/retail sector.

As we expand our tourism product, the need for commercial activity to be possible at weekends has become necessary. It will increase employment and generate greater revenue. It will also present an opportunity for training young entrants into the retail sub-sector. The Christmas season is upon us. How about some late shopping up to 8.00pm and let Castries be lit up for our citizens and visitors alike to enjoy the joy of Christmas. I will like to suggest that Christmas music be channeled through the popular shopping areas in Castries. I saw this was done in the Flatbush area in New York and I feel that it would further liven up the city during the festive season.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

We have witnessed a gradual advance in extended shopping hours and weekend opening in the Malls. The time has come to expand this facility to the City of Castries. If the Retailers operating within the City are reluctant to open on weekends, it should be interesting to set up a large Flea Market in the William Peter Boulevard. The more business activity we can generate, the more jobs and a stronger economy will result.

There are many things we should be doing at this stage of our development that we are not doing and as a result opportunity are being lost. St. Lucia is poised to be the shopping capital of the OECS, the French islands and Barbados. If we fail to take up the position which is ours for the taking, it will soon pass us by. Sunday shopping is critical to the success of such a status.

Going through my emails, I came across an email from Dave Dee which I share with you hereunder:

“Dave Dee, President

Let me ask you this: Do you attend seminars and conferences that are outside of your profession? Do you have a plan for your own personal development? Unfortunately, many business owners never do this and their results show it!

Jim Rohn says “You need to work harder on yourself than on your job.” And, if you work harder on yourself than you do on your job, the results will naturally show up in your work.

Many of the greatest breakthroughs in your business will come from ideas that you get from outside of your business. We all have a tendency to do what everyone in our own profession is doing. In many cases, this is like the blind leading the blind!

It might be cliché but in order to make great advancements we need to “step outside the box.”  
[www.DaveDee.com](http://www.DaveDee.com)”

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

This is my last article before General Elections 2006 and I have been at large, seeking every opportunity to get a feel of what the political buzz is in the country. I have developed some formulae and looked at others shared with me and it is very interesting to note how scientific the pundits can get.

This is my formula taking into consideration the low poll and the political fall out in the opposition ranks on the last occasion. Go through the results of 2001 which can be found at <http://www.stats.gov.lc> select a value of votes that you feel reflect the current situation, be it 500 or 1,000 or whatever amount you are comfortable with and give that seat to the party that won it in 2001. Any seat that was won below your selected number of qualifying votes put it in contention. At the end of the exercise you can clearly project a winner. (There are some seats that were won by narrow margins in 2001 but based on historical voting pattern, you may wish to make a judgment call).

Given the mood of the country, regardless of whichever political party wins, the celebratory mood of the people will continue over the holidays and well into to New Year. The year 2006 will be recorded as the best year ever for business, especially in the construction and entertainment sub sectors in St. Lucia, only to be out done in 2007 in the 2nd quarter, primarily due to CWC 2007.

When we meet again through this medium, St. Lucians would have voted and in the process, elected a Government of their choice. It is my sincere wish that voters will turn out to cast their ballot like never before to ensure a majority Government is elected and democracy is well served. It is up to the party activists to get out the vote. I hope you join me in cherishing the memory of our forefathers as we go to the polls on Monday, December 11, 2006

On a final note, I invite you to visit my new website which was developed to share breaking news on Internet marketing opportunities and businesses with you – <http://edwardharris.ws>  
I would appreciate receiving your feedback.

Keep the Faith, God is in Charge!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#49 IT IS TIME TO THINK OUTSIDE OF THE BOX – A SECRETARIAT OF INNOVATION & TECHNOLOGY IS ABSOLUTELY NECESSARY!!!!**

December 20, 2006

EDWARD HARRIS AT LARGE!

IT IS TIME TO THINK OUTSIDE OF THE BOX – A SECRETARIAT OF INNOVATION & TECHNOLOGY IS ABSOLUTELY NECESSARY!!!!

HAPPY HOLIDAYS!!!

Once again, Congratulations are in order for the new Government. The long-awaited announcement of the Cabinet is behind us, it is now time to settle down to meet the challenges of the campaign promises with good governance as a vital instrument in steering the affairs of State. I am captivated by the promise made by the Hon. Prime Minister, Sir John Compton that the Government will be a Government of the people and their contributions will be welcomed.

There are many experienced Ministers who have been directly involved in relation to the areas of interest to which they have been assigned, and their previous exposure should go a long way in charting the course forward. One thing is certain, they should know the individuals that they could call upon for assistance and support. It is important that the Ministers build alliances with the movers and shakers in the various sectors and leaders in the wider civil society.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Our foreign affairs, tourism, trade, industry and commerce initiatives must utilize technology fully in their promotion. We have to build friends around the world. We must make full use of the Internet to get our messages to the world. Innovation must be encouraged; new ideas are vital to the future progress of our nation. In earlier years of our Independence, we spoke about utilizing the expertise of the brightest and the best, today that call should be no different. Those with experience must be engaged until they can no longer contribute. Bring those persons with experience who are not contributing to our development back into the fold and build upon our knowledge base.

Experienced adults and youths must work together and share their experiences. Young people are at their best when challenged by elders. Age brings along passion to achieve the successes we desire. Because there is always an unfinished agenda in our lives or a situation that necessitates a new agenda, there is never enough time on this earth for those who strive in a dynamic environment and aspire for excellence.

We must find a way of getting our people to share their ideas and aspirations freely. It should not be the Government's job always to decide what is best for our people without their involvement. There must be a way to get from the people what their needs are. Greater interaction between Parliamentarians/Members of the Cabinet and the people whom they represent is desirable. Town Hall Meetings must be encouraged to go beyond the constituency office visits and meet the people of the constituencies. It is important that programmes be instituted in communities to promote personal development of the residents where politicians and leaders of industry give of their time to identify projects and organize motivational sessions to bring out the best in our people. The most important task of any new government is to mobilize the people for action and if the action is to generate progress, the people must be highly motivated and be invited to accept the ultimate ownership.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In relation to thinking outside of the box, it is an accepted fact that the private sector is the engine of growth, and as a consequence there is urgent need to find new approaches to deal with the demands that will be made of the government as the facilitator of the process to bring about the much-needed development. The re-introduction of the Development Bank if given a mandate in keeping with the realities of this era, could be the platform from which innovation and technology thrive. Many of the new initiatives will need the active involvement of the people who will benefit from them to ensure that whatever is produced as the final programme is consistent with needs of the people whom the institutions seek to serve. Too often we have seen programmes designed for the people but are not in keeping with the real needs of the people. Another point that must be made is that projects must be adequately financed, especially in these times when most projects need additional funding before their completion due to increased costs of inputs. Provision must be made for beneficiaries to fall back on if necessary.

There are so many thoughts that come to mind after writing on subjects to expand the economy even to the point of being called a perpetual optimist, it would not be practical to put all my ideas together in one article, it will take several. However, I take this opportunity to share a simple suggestion. There is one low cost, effective way to attract tourists and investors to our country and that is the use of the Internet. Use Groups, Newsletters, Blogs, and let the world know about our beautiful island and its offerings. There could be a central source that will produce the text for the mailings on various subjects and circulated to members of a dedicated group to be forwarded to members of their individual mailing lists in the same manner as jokes and other mailings are circulated. What is critical to the process of development of St. Lucia as a preferred destination for business and pleasure is Information about who we are, what we are doing and what makes us different. Don't forget we are rated 27th out of 175 countries as a destination where it is easy to do business. Have we taken full advantage of the opportunities that are available to blast that achievement to the world via the internet? It is not too late. What about our being the number one Honeymoon Destination in the world? Are we ashamed of our successes? It is everybody's business to promote St. Lucia, not just the task of a few.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

At this time of year, it is all about exchanging of gifts and shopping for the home and family. The gifts that I have been recommending in recent years are, a Bible for each member of the household and at least one computer. A computer is vital to today's existence in our global village.

A Merry Christmas to all my readers and their loved ones!

As usual, Keep the Faith, God is in Charge!!!



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### #50 IT IS ST. LUCIA'S TIME TO SHINE – CAN WE RISE BEYOND EXPECTATIONS???

January 25, 2007

EDWARD HARRIS AT LARGE!

IT IS ST. LUCIA'S TIME TO SHINE – CAN WE RISE BEYOND EXPECTATIONS???

It has been very hectic in the past few days shuttling between meetings during official working hours and evenings. However, it goes with the territory. The more meetings I attend, the more information I will be able to share with my readers and in my own way attempt to make recommendations that will help to accelerate initiatives.

It was very refreshing to learn from Sir K. Dwight Venner, Governor of the ECCB based in St. Kitts as he reported via a video conference held on January 18, 2007 on the ECCU Economic Review 2006 highlighting the economic performance of the OECS States. There were groups assembled across the sub-region and participants fielded questions which were answered by the Governor. The indicators prove that the economies continue to do well and the ECCB's position remains favourable.

Caribbean Development Bank/Inter-American Development Bank brought together Civil Society Organizations' Representatives from across the region for a three-day conference, February 22-24, 2007 which was held at the Bay Gardens Conference Centre. The theme was – Building Local Partnerships for Community Development. The feature address at the opening ceremony was delivered by The Right Honourable Sir John Compton, Prime Minister of St. Lucia and he noted that “development must be people oriented”. It is very clear that the CDB and the IDB are seeking ways to empower communities and are working with Civil Society Organizations to ensure that programmes are put in place to achieve that objective.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Senator, Hon. Guy Mayers, Minister of Trade, Industry and Commerce was instrumental in convening a meeting for members of the private sector to meet officials of Cricket World Cup St. Lucia Ltd. on February 23, 2007 at the NIC Conference Room when Dr. Ernest Hilaire, Chief Executive Officer outlined his organization's role in the affairs of Cricket World Cup 2007 in St. Lucia. It was the Minister's first interaction with the Private Sector. The outcome of the meeting led me to the conclusion that the private sector armed with the information regarding the state of play with 47 days to go as of the date of the meeting had their work cut out for them.

The biggest challenge for St. Lucia is, to take care of 20,000 additional persons on island for 3-4 days for the Semi Final on 25/4/07. It is estimated that it will require inventory levels of 4-6 weeks to meet the demand for that period. Just for a while, try to picture what it will be like for those 3-4 days as the whole effort comes together. Arrivals, island transportation – land and sea, late shopping, entertainment programmes, garbage disposal, what an experience it will be. It is a great time to be alive as momentum builds up to the event. It should be everyone's prayer across the nine countries where the matches will be played that we the people will rise to the challenges and perform beyond expectations.

I feel that the Ministry of Trade, Industry and Commerce should convene a meeting of the key food and beverage distributors in the country to provide whatever assistance necessary so as to ensure that there is a commitment to meet the heightened demands during Cricket World Cup 2007. Hon. Edmund Estephane in the Ministry of Trade, Industry and Commerce has been given the responsibility to deal with the private sector in relation to matters of the CWC 2007. I recommend that distribution be decentralized wherever practicable and Retailers should be encouraged to increase their level of inventory substantially. The commercial banks should be extending some special facilities at this time.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Congratulations to President Colin Hunte and members of the Executive Committee which emerged from the elections at their AGM on February 24, 2007 at the Royal St. Lucian Hotel as they undertake the challenge to chart the course of the St. Lucia Hotel and Tourism Association (SLHTA) for the ensuing year. Senator, Hon. Allen Chastanet, newly appointed Minister of Tourism and Civil Aviation outlined his plans for the industry. There are a few challenges but given the energy that was visible at the meeting, it sends a clear signal that some exciting times are ahead. Airlift though a challenge, the Minister's willingness to take chances and operate outside of the box could well be the shot in the arm the industry is looking for. The rationalization of responsibilities of the various related organizations such as the Tourist Board and the Tourism Council is a first step. The Industry agencies are expected to be given the necessary financial support to ensure they deliver on their mandates. Soufriere with its World Heritage site seems to be in for some serious attention. The level of excitement at the meeting was so high that it was remarked by the Chairman of the proceedings that – the Wow Feeling is here!!!

The Minister of Trade, Industry and Commerce, Senator, Hon. Guy Mayers met with members of the Management Committee of the St. Lucia Industrial and Small Business Association (SLISBA) led by President – Patrick H. Joseph on February 24, 2007 in his office for almost two hours, and expressed his support for the Association. He remarked “that the Ministry will take a business approach to doing things and will seek to facilitate and not frustrate”.

SLISBA is in the process of upgrading its Secretariat and has established relations with VIP Consultants, a French Consulting Company to assist in its institutional strengthening. The current management committee is committed to providing its membership with a level of service consistent with the demands of this new era.

Here is my Internet pick of the week: <http://www.takebacktheinternet.com> This site exposes internet crimes, identity theft and other frauds such as the Nigerian scams.

It is a great time to be alive, Keep the Faith, God is in Charge! Expect Miracles in 2007!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

THE COUNT DOWN TO CRICKET WORLD CUP 2007 HAS BEGUN!

## **#51 ST. LUCIA IS MAKING SERIOUS STRIDES WITH ITS FIRST WORLD CREDIT TERMS!**

January 31, 2007

EDWARD HARRIS AT LARGE!

ST. LUCIA IS MAKING SERIOUS STRIDES WITH ITS FIRST WORLD CREDIT TERMS!

The Banks are becoming more creative by adopting first world packages such as Debit Cards, Deferred Credit, Competitive Rates, etc., all in the interest of consumers, especially those who are investment savvy. St. Lucia seems to have moved away from being a Lesser Developed Country, definitely developing and in some instances making some first world steps. Towards the end of 2006, the Bank of St. Lucia and its Associate Companies within the Group sponsored AutoMax 2006, Vehicle Loan Sale which was well received by the public. I thought it was a good opportunity and I told a friend who had discussed with me his interest in purchasing a van for his business. He visited the Show and successfully concluded a deal with one of the participating companies. Last weekend First Caribbean International Bank held a Home Finance Expo, financing mortgages and all related products and services as was done at AutoMax 2006. Both Shows were held at the Samaans Park on the Castries-Gros Islet Highway.

Local consumers are now treated as first world citizens with 100% financing packages for essential assets that will ensure a better quality of life. Unlike a lot of people, I do not speak about the down side of these developments but rather on an optimistic note, I seek solutions. About two years ago writing in one of my columns I alluded to the fact that the time had come for St. Lucians to take on a second job. As we get more and more in debt, essential debt avenues for additional income must be sought. Working spouses will have to cooperate fully with each other so as to make ends meet.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

We need to look into home-based businesses/part time employment to complement existing wages/salaries. I know of cases where this is already happening but not at the level at which it should be. In the last quarter of 2007 and I dedicated a lot of my articles to writing on Innovation and Technology. I have drawn attention to Internet Marketing Opportunities, and a few days ago, I launched the \$\$\$MONEY MAGIC\$\$\$ Newsletter which will be published every Monday, providing the latest information on IT Network Marketing businesses that are applicable to St. Lucia. You can request a copy of this Newsletter by sending an email to eaharrisdestiny@gmail.com with the word – Newsletter in the subject line. That's all and it is FREE!

Today, Stress is definitely a part of everyday living as it has long been in the developed countries. Fortunately, we are conscious of the Stress Factor and have knowledge about how to deal with it so as to prevent premature hypertension and diabetes. We must do everything possible to avoid negative Stress as the implications are devastating and can take away from the joy of living.

A few weeks ago, I called for extended opening hours and the introduction of weekend shopping to capture the window of opportunity that exists for us to capitalize on the reputation that St. Lucia has for reasonably priced products offered by the several businesses in Castries. I have learnt that the Goods Free Zone in Vieux Fort has opened up almost 50,000 sqft of space offering a variety of consumer products including food, beverages and household items. Opportunities for generating additional employment from existing businesses must not be ignored.

This year I promise to do a number of interviews with the Entrepreneurs in our midst who are making a difference. We cannot continue doing the same things which are not working for us and expect different results. I am hoping to identify a Sponsor for a Business Show on television so that successful Entrepreneurs could share their experiences with existing and potential businesspersons. It will take more than perspiration; success will need role models and motivation as well. We have to do more to encourage Entrepreneurship in our country. Education and information are key ingredients in ensuring success in these regards.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I continue to stay in tune with the developments of CWC 2007 as the debate continues about our readiness, generally there should be agreement that it is not only the cricket facilities at Beausejour, Gros Islet, it is much more. Dialogue is important as through this process, the decision makers will be challenged. It is my view that the CWC 2007 exposure will be worth it all as the major legacy benefit will be improving St. Lucia's fortunes as a tourist destination. We have a lot going for us as St. Lucia is the number one Honeymoon Destination in the world. The World Bank Report 2006 on Ease of Doing Business rated St. Lucia #27 in the world. These outstanding accolades add value to St. Lucia being recommended as an ideal destination for business, pleasure and retirement. The future holds a lot of excitement as St. Lucia takes advantage of the opportunities that are available to it at this juncture. CWC 2007 St. Lucia leg will be reality, let us put our hearts, mind and energies to make it the success we all will like it to be, even beyond our expectation.

The Realtors Association will hold its 1st General Membership Meeting since the Steering Committee was formed on December 7, 2006. It will be hosted at the Spinners Entertainment and Conference Centre at Union, Castries at 4.00pm on Saturday, February 3, 2007 and the St. Lucia Industrial and Small Business Association will host a Retreat for members of its Board of Directors in Vieux Fort on Sunday, 4th February, 2007.

Here is my Internet Marketing pick of the week: <http://www.trumpuniversity.com> Learn from the Master himself.

Keep the Faith, God is in charge, Expect Miracles in 2007!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#52 IT IS NO LONGER BUSINESS AS USUAL; IT IS NOW BUSINESS UNUSUAL!!!**

February 8, 2007

EDWARD HARRIS AT LARGE!! APPEARED IN THE VOICE WEEKEND 10/02/07

IT IS NO LONGER BUSINESS AS USUAL; IT IS NOW BUSINESS UNUSUAL!!!

The world is truly getting smaller and the internet is fueling that reality. I was interrupted last Wednesday with a call on my mobile phone which originated from the USA. The caller on the other side said that he was looking for commercial carpet but having checked the St. Lucia yellow pages and called a few companies listed without success, he continued his search which took him to my website – <http://www.stluciarealtors.com> and as a result called me. I told him to call back in 15 minutes and so he did. I was pleased to provide him with two sources. Two things were at work here, the power of the internet and providing service as promised. The slogan on my real estate website is “Tell us your needs, we bring the Experts together!”

As we approach Cricket World Cup 2007 there is going to be a lot of desperate last-minute calls and we must be geared to respond whether directly or indirectly and it is for this reason that the private sector associations need to bring their members together and get them to network and share information about their businesses. No one business will have the power to provide all the goods and services needed so the more we know about who has what, the better for all concerned. I am very uneasy with the level of supplies of goods and services that will be needed. Suddenly everyone will want to fix problems yesterday but where are the trained plumbers, carpenters, and other qualified tradesmen? Definitely, there is hardly enough to go around. The media and organizations like BOOST should be circulating information on service providers and sources of supplies so as to provide ready access.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In making my rounds this week, I visited Vieux Fort and had an opportunity to call on the Director of Worldwide Trade Partners Inc. which is based in the Goods Free Zone. This company occupies 70,000 square feet of space in 5 warehouses and offers a wide range of consumer products, including laundry and other household cleaning chemicals, canned foodstuffs, fruit juices, sanitary towels and disposable tableware, electrical appliances and electronic items. The company is sizing up distribution throughout the OECS sub region and Barbados for its range of products imported from the USA, Latin America and the Far East. Given the level of stocks in the company's warehouses, this is one source that local importers/distributors should seek to establish business relationship to secure their supplies at very competitive prices.

Just before commencing this article, I received in my mail box, the most recent Newsletter from Trade Watch, a publication of Caribbean Export Development Agency and this story caught my eyes: "BRAZIL TO GRANT FREE MARKET ACCESS TO LDC EXPORTS In early 2007, the Brazilian government will start granting duty - and quota - free market access to exports from 32 of the world's poorest countries, according to officials from Brasilia. This would make Brazil the first developing country to accord unimpeded access to goods from the 32 least developed countries (LDC) Members of the WTO.

Some Brazilian business groups are anxious about the effects of fully liberalizing all imports from LDCs. According to the analysis in the newspaper Valor Economico, companies from textiles, electronics, chemical, and machine equipment sectors are the most worried. Industry representatives have asked for some 1300 products to be designated as sensitive, while the government wants to accept no more than 900".

I am very impressed with the content of the Newsletter and take this opportunity recommend that you subscribe to it, at [www.carib-export.com](http://www.carib-export.com) It's FREE!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

I feel that manufacturers in the region rather than thinking about direct exports, wherever practicable should be thinking about collaborating with Brazilian manufacturers to produce their brand of products for the local distribution. This has nothing to do with whether St. Lucia is in the 32 LDCs or not but simply taking advantage of a window of opportunity whereby imported goods will enjoy the spotlight. However, if Brazil is a developing country, I see no reason why St. Lucia shouldn't be a LDC. More on this in a future article.

In keeping with my thrust in the areas of Innovation and Technology, I started the MONEYMAGIC Weekly Newsletter three weeks ago which is on Yahoo Groups, at <http://groups.yahoo.com/group/edalharris> This opportunity is taken to invite you to join the Group and feel free to contribute.

Keep the Faith, God is in Charge, Expect Miracles in 2007!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#53 THERE IS HELP ON THE WAY FOR SMALL BUSINESSES**

February 15, 2007

EDWARD HARRIS AT LARGE!

THERE IS HELP ON THE WAY FOR SMALL BUSINESSES  
BUT MONEY MUST BE INCLUDED IN THE PACKAGE!

On Monday 12/2/07 I met with Officials of the Office of Private Sector Relations (OPSR) and left the meeting in very high spirit upon being sensitized about the programmes that they are about to roll out to the private sector of St. Lucia. In the words of one of the Officials and I quote "You cannot get away from poverty unless you have an Enterprise Culture", I don't care if this was his original statement or one being borrowed, this statement encourages me greatly, coming from someone who can make a difference in the fortunes of SMEs through the organization he represents.

I was further heartened by the fact that the original programmes of OPSR are continuing. I encourage businesspersons to take advantage of the three types of interventions, Business Diagnostic, Business/Strategic Plan and Implementation. It is important for businesspersons to confirm to the business rules of engagement in today's world. A Business Plan is a vital document for guiding a business and when approaching financial institutions. This plan must be fresh in the Entrepreneur's mind and be updated on an annual basis.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The need for businesspersons to come together and participate in their Industry Associations cannot be over emphasized. With every passing day, the opportunities are moving away from the SMEs sector and heading straight to big businesses. The reason is simple. It is the Magic of Money. If businesspersons are to take advantage of quantity discounts and distribution rights, they will have to invest substantially. We must see a coming together of the players in the SME sector and a movement to Group Purchasing, Group Marketing, Joint Ventures and Publicly Traded Companies. Co-operatives can well be a first step.

In the area of IT businesses and other businesses that require the taking of risks, there is need for a Penny Stocks market. We were promised by Eastern Caribbean Securities Exchange (ECSE) the introduction of Small Caps to facilitate start up IPOs. The things that are necessary to take us to the level of being business savvy must be done now, not tomorrow, because we are already living at first world level. Our lifestyles have been upgraded and if we are to enjoy our successes in a state of wellness, our cash flow situation must improve.

There is too much stress in our environment and we are already paying the price with such illnesses as diabetes and hypertension, and broken marriages and relationships. There are too many bills to be paid. Money is the root cause of all of these problems. Initiatives to free up the financial market/services must be implemented. We must empower citizens to get involved in businesses. Multi-Level Marketing can be a success in St. Lucia and the rest of the region if the customs levies are removed. Hundreds of persons could be employed full time and part time. The cruise ship passengers can be targeted with some products. Something must be done to provide more opportunities to earn an extra income. The need for a second job is real.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

All the emphasis is being placed on consumer credit and not enough on business development. I welcome the suggestion of re-introducing a Development Bank in St. Lucia and look forward to its implementation. I am hoping that the architects do not attempt to remove the risk element for which the success of such an institution will depend. It is all about managing risks and not playing it safe. I am not saying to cast caution out to the wind but be flexible and do not dwell on those who swindled such institutions in the past but rather the business at hand. One Bank Official is on record as saying that the bank has long memory. That is not the way business is done. Ask Donald Trump? We must begin to look at failure in a different light. Some people are prepared for great success by previous failures.

Why is technology given a back seat? I am repeating my call for an Innovation and Technology Secretariat to initiate a serious entry into the world of technology where the internet is the engine of great fortunes. To prepare for this area of activity creative ways of funding these projects will have to be introduced so it is only the right level of financing that will see us through and ensure a place in the world of business for the small man.

You can catch up on my internet picks at <http://www.groups.yahoo.com/group/edalharris>  
Join the group and participate in the projects.

By the time this issue gets to the newsstands, Valentine will be a memory. Whether you are in love or not, if you are old enough to have experienced love at one time or another, even if it is a memory, I wish you had a Happy Valentine!

Keep the Faith, God is in Charge, Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#54 LET US MAKE A COMMITMENT TO GIVING SOMETHING BACK TO OUR COMMUNITIES!!!**

February 21, 2007

EDWARD HARRIS AT LARGE!!!

LET US MAKE A COMMITMENT TO GIVING SOMETHING BACK TO OUR  
COMMUNITIES!!!

I am writing this article just a day before our Nation celebrates its 28th Anniversary of Independence on Thursday, 22nd February, 2007. It is amazing how time moves swiftly along. On occasions like these, it is necessary for us to take stock of our achievements and ponder upon whether we have done what could be considered pleasing in the eyes of God and man. There is no doubt our beautiful country has experienced substantial developments since it became an independent State and we must be first to acknowledge that and give praise and thanks to the Almighty!

Governments have come and gone and come again. It is important for our political leaders to look back at their own contributions in the past and assess where we are as a nation and where we are going, taking into consideration the realities of today and how they are likely to impact upon the future. It is all about legacy. How will our leaders wish to be remembered? In making one's mark on society a few things must be clear in your mind, principal among them should be: 1. Will it be beneficial to all concerned, and 2. Will it build goodwill and better friendship. I have only borrowed two points from Rotary's 4 Way Test. The other two are somewhat difficult in these times as many would claim that it is not always possible to speak the truth and to be fair. These are lofty goals but are achievable. It is for us to develop a culture of honesty and integrity. There is no better time than this period as we celebrate 28 years of nationhood for us to subscribe to values that will put our society back on track where there will be goodwill among the citizens of our dear land and all those who seek to dwell therein.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I continue to emphasize the point that it is a wonderful time to be alive and to witness the many developments which have taken on substance before our eyes. Many have found themselves doubting the reality but it is clear to see that our island state has been blessed. Our contribution to the CARICOM Community as a whole and to the smaller States within the OECS in particular is being recognized internationally.

As we look to the future, we must be resolute in our conviction to contribute in whatever way we can to make St. Lucia a place that will attract the attention of Entrepreneurs, Vacationers and Retirees. Our Nation can only be sustained by its attractiveness to persons with the ability to contribute to our national economy. Today, we rely heavily on Tourism and we must be committed to making St. Lucia a safe place for our visitors. Our people must be highly motivated to achieve the best for St. Lucia. It will take a conscious effort to look around and ask the question, what can I do to make a difference so that my living will not be in vain?

I am calling on those who are savouring their twilight years and are proud to be retirees to step back into battle to ensure that the youth in our midst are molded in the spirit of prosperity so that they can celebrate life and not be bored by it. We need to capture the hopes and aspirations of our young people by being a source of inspiration and guidance, taking their ideas and assisting them to achieve their goals. It is time for us to develop a Caribbean Volunteer Organization that will work in all areas of society to ensure that productivity is improved and creativity comes to the fore. Our young people need an avenue to ventilate their ideas. Let us put youth and experience to work for us. I always look back at my early life and I wondered what was the difference between then and now, as it relates to young people. That difference is that real opportunities existed for spiritual, social and personal upliftment through various clubs, religious groups and public lectures, and most important, people gave back to their communities.

As we celebrate our progress through the years and mark this period of celebration of our 28th Anniversary of Independence, let us pray for God's continued guidance and let every step we take be in His will.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Your membership of the MONEY MAGIC Group awaits you at:  
<http://www.groups.yahoo.com/group/edalharris>

Keep the Faith, God is in Charge, Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#55 A TIMELY REMINDER – MANNERS MAKETH MAN!!!**

February 28, 2007

EDWARD HARRIS AT LARGE!

A TIMELY REMINDER – MANNERS MAKETH MAN!!!

The Right Honourable Sir John Compton, Prime Minister of Saint Lucia in his 28th Anniversary of Independence Message to the Nation, exhorted St. Lucians to remember to say PLEASE and THANK YOU! He said “The words ‘please’ and ‘thank you’ seems to have disappeared from our vocabulary”. Manners maketh Man is a statement with much depth. When a nation can boast of mannerly citizens, it will achieve excellence in service that will be the envy of others. This is very important, especially when visitors to its shores expect the type of service that will produce memories that last a lifetime.

I am particularly impressed with the theme that was chosen for the Independence Anniversary celebrations, “Rising to the Global challenges”. If we are to meet the challenges head on, Innovation and Technology will have to be placed high on the economic agenda. I sense that our Prime Minister has set in motion the stage for moving the process forward. His message conveys many lessons that need to be learnt in a hurry. You can visit the home page of <http://www.stlucia.gov.lc> and click on the link that takes you to the Prime Minister’s Message to the Nation on the occasion of the 28th Anniversary of Independence.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The private sector is upbeat at this time as they look forward to the heightened activities of CWC 2007 and St. Lucia Jazz. The St. Lucia Chamber of Commerce, Industry and Agriculture should be very pleased at the attendance at its Business Mixer which was hosted at the Auberge Seraphine, Point Seraphine on Tuesday, 27th February, 2007. Member companies which took the opportunity to introduce their products and services included ACCELA Marketing, St. Lucia Distillers Ltd., Bank of St. Lucia and Renwick & Co. Ltd. The programme was graced with the presence of Ministers of Government, Professionals, Bankers, Business Executives and Entrepreneurs. It was a great networking experience.

St. Lucia continues to hold its own as the Conference Destination of the Eastern Caribbean and I should include the Party Destination as well. I cannot over emphasize the point that St. Lucia has truly taken its place as an ideal destination for Business, Pleasure and Retirement in the Caribbean. The Real Estate Agents are gearing up to transform the Paradise that is ours into a real business haven over the next three months. How do you feel about being resident in St. Lucia at this time? I can't believe what is unfolding before my eyes. It is just a period of great expectations. As I mentioned in an earlier article, it is our moment to shine, and shine we will!

I am always seeking to assure myself about our readiness to host CWC2007 and with every passing day as I get to understand what is at play in this massive project. Most important is that if we get the St. Lucia Jazz numbers in the preliminary matches, we can manage that. That's the easy part but when we double those numbers, we are treading in dangerous waters but don't worry, we are going to be OK because we have expanded the space with the cruise ships that will be here for the Semi Finals. The cruise ships will assist with the accommodation and the food. The ships will also ease overcrowding on land. So, I am feeling much better now, we are only over booked on land for one or two nights but the cruise ships will take care of that. Can you imagine Rodney Bay on the evening of April 27 & 28, 2007? My heart is beating very fast. I feel the excitement even now. Just picture the situation, what a moment in time? Do plan to enjoy every moment, get out and mingle in the crowd. There will never be a second chance for many of us to savor such an experience in St. Lucia!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Get in on the popular internet marketing programmes by joining the Money Magic Group at <http://www.groups.yahoo.com/group/edalharris> I am providing lots of information that everyone seeking to expand their knowledge of internet marketing should find interesting.

Keep the Faith, God is in Charge, Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #56 THE CHALLENGES & JOYS OF BEING AN ENTREPRENEUR!!!

March 29, 2007

EDWARD HARRIS AT LARGE!

THE CHALLENGES & JOYS OF BEING AN ENTREPRENEUR!!!

It is another Wednesday and the Editor reminds me of my deadline, and I am so overwhelmed with ideas, only if I could have put all together in one story but here, I am restricted by the word count policy.

I feel compelled to share with you a quotation that came across my desk during the past week and here it is.

“I do not choose to be a common man, it is my right to be uncommon ... if I can, I seek opportunity ... not security. I do not wish to be a kept citizen, humbled and dulled by having the State look after me. I want to take the calculated risk; to dream and to build, to fail and to succeed. I refuse to barter incentive for a dole; I prefer the challenges of life to the guaranteed existence; the thrill of fulfillment to the stale calm of Utopia. I will not trade freedom for beneficence nor my dignity for a handout. I will never cower before any master nor bend to any threat. It is my heritage to stand erect; proud and unafraid; to think and act for myself, to enjoy the benefit of my creations and to face the world boldly and say: This, with God’s help, I have done. All this is what it means to be an Entrepreneur”. (Common Sense, written in 1776 by Thomas Paine)

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Last week I promised to give you a feedback on the benefits from our hosting of CWC 2007 to small businesspersons and real estate agents in St. Lucia. Well, as you are aware, I prefer to be a bearer of good news but on this occasion I cannot. However, I am still optimistic that the small business people will get their share of the pie during the 2 – 3 days leading up to the Semi Final scheduled for April 25, 2007 and a few days after, a total of about one week. They will have to wait almost a month but this period does give them an opportunity to garner faith to make a serious effort and not sit on the fence and hope for the worst, based on the sales performance of the group matches. Regarding the trading/retail sector, especially small business operators, the results have to be gained during the period suggested.

On the other hand, the Realtors have not experienced any increase in demand for properties but are prepared to wait and see what new trends will emerge after the matches are over, and the visitors are given an opportunity to reflect on their visit to our beautiful island. I continue to be optimistic about the real estate sector and like other members of the Association, I am prepared to wait it out.

There is no end to the challenges to Entrepreneurs in the new world business order but it takes me back to a statement which was applied in the manufacturing sector a few years ago, “If you can’t succeed in your home market, you can forget it”. Today the buzz is that our manufacturers and service providers must be competitive to match global demand. Everyone is trying to export and when they fail, they become disappointed and suffer from a lack of achievement. But I still believe to be successful abroad you must succeed at home first. I read a story which alluded to the success of an Entrepreneur who said “if you are born in Chicago, don’t go to New York to succeed, you must first succeed in Chicago” Caribbean people seem to feel the opposite as many of them have made their fortunes overseas. However, when you put together the sacrifices they made in many instances – have they really succeeded? It would be so much easier if our people inculcate the habits of good work ethic, be punctual and be prepared to work harder, sleep less, instead of one job, get two and begin to be successful at home in the preparation process to launch out in the developed countries. As a result, you win at home and win abroad. It becomes a Win, Win situation.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Caribbean Entrepreneur has the best environment to succeed in and to enjoy the good life. Every day in the Caribbean is a holiday whether official or unofficial.

Entrepreneurs have choices. However, too many Entrepreneurs are too busy making what could be a simple life, a hassle. Some Entrepreneurs become slaves to our businesses, sometimes being chained to their desks without recognizing it. Always, too busy even for family matters. Some Entrepreneurs enjoy working up their stress levels. Don't only see the challenges and the disappointments of your businesses, you always have the solutions. Know when to quit. There are some things and circumstances you cannot change, don't go with the flow but rather turn around and make a decision on your next move. A real Entrepreneur is always seeking out new ideas, expanding relationships. Yes - Networking! Networking is a fun way of doing business. There can be a lot of Fun in the life of an Entrepreneur. Entrepreneurs enjoy financial and time freedom. They take risks, (many of them think out of the box) and it is for that reason, they are sometimes rewarded beyond measure.

There is always something to celebrate! If you are in the crying (thing bad) group, you need new friends. Just check out the luxury cars on our roads. I am heading down to one of the dealers very soon and I hope you are thinking the same way. Check out my Money Magic Yahoo Group at: <http://www.groups.yahoo.com/group/edalharris> and request my weekly newsletter.

As always, Keep the Faith, God is in Charge and Expect Miracles in 2007!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#57 IT IS TIME TO GET SERIOUS ABOUT GOD'S BUSINESS & GIVE LOVE A TRY!!!**

APRIL 5, 2007

EDWARD HARRIS AT LARGE

IT IS TIME TO GET SERIOUS ABOUT GOD'S BUSINESS & GIVE LOVE A TRY!!!

To all my readers, HAPPY EASTER! I plan to spend a very quiet Easter, spending time reading my Bible and at my computer. Easter is a time for reflection on how the life of one man changed the world and gave all men hope. He came, He lived, He died, was buried and He rose from the grave. He conquered death and is alive for evermore! He came that we may have life and have it more abundantly so that our joys may be fulfilled. He was rich but yet poor. He gave love but was crucified. He healed the sick and fed the hungry. He lit up the world and continues to do so even now because He lives and best of all he lives within our hearts, and the Comforter, the Holy Spirit bears witness to that fact. In His final moments prior to His crucifixion there were a few statements which should always guide those of us who claim to be His disciples, "Feed my sheep" and taking care of the family "son behold thy mother, mother behold thy son". Be ye one another's keeper.

The responsibilities of Leaders are great but with the secret weapon of LOVE our leaders and Entrepreneurs in particular can change the world. There is no greater gift than LOVE. For God so loved the world that He gave His only Begotten Son to suffer upon the cross and die for the sins of the world, greater Love hath no man. God so love us that he gave us choices. This Easter, let it be special as we continue to enjoy the gifts of life and reap the promise of increased knowledge. Those who are blessed and are custodians of God's wealth are called upon to feed His sheep. Be concerned about crime and poverty, begin to share and care for the less fortunate. It is time for more to be done for the less fortunate.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

A good way to make a dent into the crisis that is no longer looming but is already with us, is for Governments in the developing world to follow in the path of the developed world and give special incentives to Companies that invest in poverty reduction and humanitarian programmes. Many may argue that businesses get tax write off for donations but up until now it is left to the individual company. The process needs to be driven and maybe the time has come for the establishment of Special Donation Companies which will make it a business of collecting donations that will accrue a premium for tax deduction. Invest one dollar in donation and get a premium of another dollar. A better way has to be found to harness contributions from the private sector so that we can guarantee peace in our communities and help save the lives of our young people. Let us all give Love a try. Look around you this Easter and help someone because it is in helping others that our lives will not be in vain.

I feel compelled to share with you a message of Hope as we celebrate yet another season of Easter. The Easter story is the greatest story in the Bible, it sets all the scenes of live – adoration, faithfulness, deception, lack of faith, forgiveness, rejoicing and most of all Love. After all, what greater business can we be involved with than God’s business? He commanded us to seek first, the kingdom of God and His righteousness, and all things shall be added unto us. It is time to take stock on how well if at all, you have delivered on this mandate. It is never too late.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

This was my intended headline “MAKE MONEY, SAVE MONEY, AND TRAVEL LIKE A PRO” but the spirit moved me into the direction of the subject of God’s Business. Maybe someone who has been looking for a direction in their relationship with the less fortunate will find a reason for being in business to make a difference in the lives of others. Names like Bill Gates, Warren Buffet must mean something to you as an Entrepreneur, they are the most successful at what they do and they are special to the poor and needy of the world. Have you ever wanted to be like them? Or have you only been concerned about your immediate family? Your family cannot live on their own, we live in an interdependent world. We depend on each other and our quality of life will be richer if we take care of the people around us. When last have you fed the poor in your neighborhood or visit an indigent home and distribute some food or essential personal care items? If you don’t know how to get around helping the poor, talk to the Captain of the Salvation Army. Have you ever given thought to the possibility of helping a poor child in your community even if you own a small shop? A richer life is only achieved by the good seeds you sow. Let us all dedicate this Easter to finding new meaning to our discipleship as we strive to be in Business with God in making our world a better place. Let us give LOVE a try!

God bless you all and as usual remember to Keep the Faith, knowing always that God is in Charge and do Expect Miracles in 2007!!!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#58 MAKE MONEY, SAVE MONEY, AND TRAVEL LIKE A PRO!**

April 11, 2006

EDWARD HARRIS AT LARGE!

MAKE MONEY, SAVE MONEY, AND TRAVEL LIKE A PRO!

The headline is exactly how Ms. Merle Donawa introduced PRO TRAVEL NETWORK to a group of St. Lucian Realtors at the Bay Gardens Hotel, Rodney Bay on 2/4/07. Ms. Donawa was very much at home when she addressed the Realtors having owned a REMAX Franchise in Canada for eighteen years, which she sold last year but remains active in the industry.

Some months ago, in one of my articles, I referred to the need for Caribbean Entrepreneurs to maintain a USA Street and mailing address, and a bank account. A Pay Pal account should also be included as many Internet offers can only be settled by a Pay Pal account. Entrepreneurs must be ready to take advantage of opportunities that will assist them to earn extra income or save money. The Travel Industry is one such opportunity. Unfortunately, you must have US supporting qualifications. In today's world MULTIPLE STREAMS OF INCOME is very necessary, especially when you operate in small States like St. Lucia. The Internet affords every businessperson to go global. When you operate an Internet business, the world is your market.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Travel Industry is no longer only driven by Internet bookings but has gone MLM and that is where average persons with the right connections can get into the business with a lap top or desk top computer for under US\$500.00. But the reason why you are reading this article is that I was shocked to learn that within a short period without any further investment, just meeting a few simple requirements, you can qualify for an IATA ID card. Persons who travel can now be selective about where they stay because by actively participating in the network you will make money on bookings for Airline Travel, Cruises, Vacation Packages, Attractions, Casino Tours, Car Rental, and Discounts on your personal travel and accommodation like any IATA Agent who owns a travel agency. Visit <http://www.bargaintimettravel.com> and get the information that will set you on a course to personal savings in travel and related services. You can have your own home-based travel business.

It is time that we accept that the only constant is change. We are waking up every day to changes to the way we know many things to be. Some things take longer to change than others but the Entrepreneur must constantly be on the lookout for breaking news as it relates to new business developments and possible new products and services that will keep him/her in the forefront. More of our Entrepreneurs need to be trend setters and not merely followers. Even if you must follow, you should be a leader in your territory. It is still very easy to secure opportunities to represent extra regionally based corporations throughout the region.

I missed my deadline last week but I made the effort and you can catch up on my last article at <http://www.stluciasimplybeautiful.com> I hope you had an enjoyable Easter and you are now spiritually refreshed, knowing that Jesus lives and because He lives you can face tomorrow.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Cricket World Cup 2007 is not turning out the way many West Indians would have liked. Our last glimmer of hope faded with the West Indies team saying goodbye to the tournament. Is sorry enough? Our true legacy of winning the series is lost. West Indies would have been the team of the series with constant replay for 4 years. That is behind us and in true Caribbean style, it is back to business as usual and failures of the W.I. team will soon be forgotten. This too shall pass.

After a wonderful holiday respite, we returned to the hustling of bustling of making two ends meet only to be shocked by the news that St. Lucia has the highest incidents per capita of DIABETES in the world. That is frightening, there will be so much disruption to the lives of our people. What can we do about it? There are two choices that are obvious, view the information as simply statistics and ignore the fact that actual screening of persons revealed that Diabetes is on the rise among people of all ages in St. Lucia or do something about it. Put the media to work in a very sustained manner in directing people to the steps that can be taken to improve their situation as it related to the illness. From all the information I have received, Diabetes is manageable and can be prevented. We need to start a massive Diabetes Prevention Campaign. It is necessary to drive home the need for healthy foods. Many of the foods we eat are not good for us. The truth must be told.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The one-man army of Dr Almus Mc Dowell must be supported and new recruits added. It is very simple to attack the problem if we consider it serious enough. My solution is to put the media to work. Tell the people in simple language what to eat and what to stay away from. It is said that “you are what you eat”. At a certain stage in life, you have to ignore many of the things you once craved for. It is unfortunate that many persons will do nothing about correcting their situations and adopt the position of my grandfather “you eat, you dead, you don't eat, you dead, so eat and dead”. He lived up to the ripe old age of 91 but there were other things going for those old folks that are absent today. They ate organic fruits and vegetables, slept early, exercise a lot by the very nature of their work, stress was not a problem and life was easy. Times have changed and so must we. The private health care system must be expanded and companies seeking to provide health care services should be assisted by the Government in the form of grants and special loan assistance. Liberty Nursing & Support Services International (LNSI Centre) located in Marisule is one such local organization making a serious effort to provide health care and should be encouraged.

In the meantime, Keep the Faith, God is in Charge and do Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#59 ST. LUCIA RATED NO1 FOR INCIDENTS OF DIABETES PER CAPITA IN THE WORLD!!!**

April 12, 2007

EDWARD HARRIS AT LARGE

ST. LUCIA RATED NO1 FOR INCIDENTS OF DIABETES PER CAPITA IN THE WORLD!!!

After a wonderful Easter holidays, St. Lucians were greeted with the news that St. Lucia is number one in the world for incidents of Diabetes per capita. This is not good news as it could have severe negative social and economic impact on the nation. The challenge is for the leadership of the nation to mount a massive campaign at preventative measures while at the same time effectively controlling those citizens that are already affected.

It is a popular saying that “you are what you eat”. There is going to be the need for life style changes which can only come about by education. The media should come to the rescue of the nation and the medical practitioners and related personnel should be fearless in their approach to stating the facts on foods that are not healthy while promoting the foods that are good.

The citizens need guidance, especially when the situation has reached epidemic proportions. Solutions must be found in the shortest possible time. More opportunities must be given to persons seeking to provide health care services. Grants and loan guarantees should be provided by the Government to companies seeking to enter the health care industry.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Diabetes is a very serious disease but with proper attention it can be controlled and possible be eradicated. Private initiative in respect of health education has been limited but public efforts could be accelerated. It is time special attention is paid to the two silent killers – Hypertension and Diabetes. Dr. Almus Mc Dowell, a Naturopath and Chinese Doctor has been almost the lone voice appealing to the citizens on his weekly radio and television programmes to maintain healthy lifestyles.

April is fast advancing as the citizens await the call to accountability and the new Government to lay out its Budget plans for 2007/2008, I am willing to predict that Budget will be presented immediately after Cricket World Cup 2007 Semi Final which is scheduled for April 25, 2007.

In spite of the disappointments all round in the CWC 2007 event so far and the performances of businesses have been disappointing, nothing hurts more than the West Indies being out of the game when our greatest LEGACY should have been the trophy staying in the region and the bells of congratulations ringing on a sustained basis for the next four years. No Apology in the world could suffice. The Caribbean people deserve better. After the tournament is over, what happens next?

Looking ahead, the tourism sector will be further expanded as new large-scale hotels will begin construction. However, those persons who rushed to invest, responding to the call of the Government to build rooms/apartments to house tourists for the World Cup Cricket 2007 tournament can only be seriously concerned about their investment. A solution will have to be found. All is not lost but the Government will have to come up with creative legislation to accommodate the need of the investors to find a way to save their properties.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

In recent weeks, the crime situation seems to have been very much under control as the Government announced its get tough on crime policy. If this situation of calm continues, the real estate market will be greatly assisted. It is good for business in general as people can now go about their business with confidence. St. Lucia is a wonderful place to visit for a vacation, live, work, and retire. There is always something happening, there is simply never a dull moment. If you are a Senior Executive in a company which has the ability to do business in the Caribbean, use your influence to get your Directors to open up their regional headquarters in St. Lucia and come and join me in Paradise. It is Simply Beautiful!

If you are thinking about visiting St. Lucia for the CWC 2007 Semi Final on April 25, 2007, there are lots of rooms still available and tickets for the match as well. Don't rob yourself of the opportunity. I wish that you make the trip for the Semi Final but if you can't make it at that time, maybe you will like to consider visiting St. Lucia for St. Lucia Jazz, May 4 - 13, 2007.

In the meantime, Keep the Faith, God is in Charge, Expect Miracles in 2007.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#60 UNDERSTANDING THE CULTURE OF THE PEOPLE WHERE YOU OPERATE IS VITAL TO BUSINESS SUCCESS!!!**

April 17, 2007

EDWARD HARRIS AT LARGE!

UNDERSTANDING THE CULTURE OF THE PEOPLE WHERE YOU OPERATE IS VITAL TO BUSINESS SUCCESS!!!

Do not assume anything, get the proof before implementing your ideas. The Bible says prove all things, hold fast to that which is true. In today's world business is generally done by assumptions but successful businesses undertake surveys and research before making assumptions. Don't assume that the values of the recent past are the same today. Positive assumptions are based on facts.

Very often our political and business leaders arrive at assumptions without the relevant facts, ignoring the real facts on the ground. A good leader listens to the most insignificant person in their audience when attempting to arrive at a decision. Long ago it used to be stressed that the janitor in an organization can make suggestions that are important and cause the company to make significant gains financially or otherwise. It is said that a chain is as strong as its weakest link, therefore it is the weak link to say what can be done to make life easy for it and how it may be possible to utilize less pressure and get even significantly greater results. Leadership does not mean that the leader has to make all the decisions by himself.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

There is a tendency in today's world whereby many say yes when they should be saying no and offering a different opinion. Some will refrain from making a contribution so as not to rock the boat only to say later that they know the project was destined to fail. The Caribbean is begging for stand-up leaders and followers. Sometimes, it seems as though there is so much wrong being perpetuated that should someone stand up and sound a dissenting voice there will be no organizations left. However, a way must be found because organizations are necessary to ensure order. Over the years, it is obvious that education does not provide leaders with better reasoning power and the tussle continues between those with book sense and those with commonsense.

Tolerance is important. People must begin to listen to each other even when one believes he/she already has the answer. No one person has exclusivity on knowledge. There is always room for improvement. Innovation is extended to taking an original idea or product and making it better.

Knowing the culture of the people you propose to lead and make decisions on their behalf is vital. In many instances leaders simply ignore the fundamental cultural implications and proceed to form their opinions and implement decisions without due consideration to the way the people conduct their businesses and their needs that will help to relieve the problem or afford them a springboard to achieve their goal in life.

As a leader your thoughts must take into consideration the height, the depth, the length and the width of the project or problem before arriving at a conclusion. In mediating you should not listen to only two sides of the story, there is also a third and some may argue there are even more sides to a coin, imaginary or real.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I have in a brief way spelled out the responsibilities of real leadership and I conclude by noting above all is EMPATHY. Do you feel the pain or the joy as the other person on whose behalf you are supposed to make a decision? You are a great leader only when your thoughts and actions are in harmony with those on whose behalf you make decisions. How will it impact their lives? Apply the Rotary's 4 Way Test. The one I like most is "Will it be beneficial to all concerned?" When you operate in the public or private sector or represent civil society as a whole you must never fail to recognize that the needs of the people will always be consistent with the fundamentals of their culture, past and current. Culture is not stagnant it is constantly evolving. It is all about lifestyles.

As I embark on my final journey in life, my vision for the remainder of my life is clear. While I hold dearly to the principles of the past, I embrace a future that seems to be at cross purposes with everything that was sacred in the past because I am fully aware of the consequences of change and time is always moving forward. I feel blessed to be alive at this juncture in history and encouraged by Margaret Mead's proverb: "Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has".

You are invited to visit my Yahoo Group at <http://www.groups.yahoo.com/group/edalharris> and be a part of the family.

Remember always that God is in Charge, Keep the Faith and Expect Miracles in 2007!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#61 MINE EYES HAVE SEEN THE GLORY!!!**

April 26, 2007

EDWARD HARRIS AT LARGE!

MINE EYES HAVE SEEN THE GLORY!!!

April 25, 2007 was the date on which the long-awaited 2nd Semi Final Match in the World Cup Cricket 2007 series was played. Yours truly was there to test the system and witness the match between Australia and South Africa which was won by the former. I guess that many who saw confusion and hitches of all types were surprised to witness the smooth execution of the day's activities. The traffic flowed, the people were well behaved and St. Lucians can proudly say that our people have the ability to deliver on their promise and exceed expectations.

Since my accident, I always check to see what arrangements are in place for physically challenged persons. On arrival at the Beausejour Cricket Ground, I noted that it was a little distance to the Stands and I promptly requested assistance to get there. After a few minutes, I was given a Golf Cart ride to the Gros Islet Stand where I spent most of the time in the Fans Tent networking and catching up on the politics of the moment, and the Budget.

I listened to most of the presentations of the Parliamentarians who had one hour to do so and, in some cases, extensions were sought. Has this new approach enhanced the debate? The debate was generally of a high standard, with few exceptions. If this system is going to be continued in the future, Members of Parliament will do well to receive some training from Toastmasters on the art of better listening, thinking and speaking and the ability to use eye contact, voice modulation and body language, and finally to stand up, speak up and shut up. In three months, one meeting per week of two hours duration will go a long way to enhance the quality of presentation by Parliamentarians. Toastmasters' Training produces Miracles in transforming fearful speakers to confident, dynamic speakers.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Diplomatic maneuverings by China and Taiwan was put to rest in Hon. Rufus Bousquet, Minister of External Affairs, Internal Financial Services, Information and Broadcasting speech during the Budget debate. Taiwan will establish diplomatic relationship with St. Lucia.

The present Government led by Sir John Compton has its work cut out. The projects proposed seem to set an Agenda for the entire five-year term. St. Lucia can achieve substantial developments in the future as long as there is VISION and political will by the leadership. The Bible says young men dream dreams and old men see visions. The House of Parliament has a fair share of youth and experience to ensure the hopes and aspirations of the nation will be realized.

I was heartened to note that it was recognized by the Prime Minister in his presentation that the Private Sector is the Engine of Growth. It is time for the sector to be given the support it needs at the institutional level. The Associations serving the private sector must be strengthened to execute programmes on guidance and training to businesspersons. The promise of a Development Bank is welcomed but consultation with the stakeholders' associations should be undertaken before the final draft of the banks mode of operations decided upon. It is vital that the bank be established with a full understanding of the needs of the micro, small and medium enterprises. This is a special bank that should be established to meet the needs of its potential borrowers and their special circumstances. It should not operate as just another bank, it must be prepared to deal with risks. The rules of engagement have to be different.

The Budget has provided a blueprint which I hope is not set in stone and amendments could be made. It would be great if the people could be given an opportunity to discuss the Budget in town hall meetings. This would be a truly democratic approach and the people through this medium will be better informed and feel a part of the decision-making process.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

On a closing note, while watching the 2nd CWC 2007 Semi Final Match I saw something which struck me. All the players were slim. I feel it is time to stage one day matches for Obese people. It will give them an opportunity for another form of exercise. The wrestlers have a special category for the big boys. Think about it. Blind persons now play cricket. It is time for us to extend the possibilities for persons to get involved in the game.

It was an interesting week while the nation dealt with serious business, the party continues.

Keep the faith, God is in Charge, Expect Miracles in 2007.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#62 MINE EYES HAVE SEEN THE GLORY – ST.LUCIA DELIVERED ON ITS CWC 2007 PROMISE!!!**

April 28, 2007

EDWARD HARRIS AT LARGE!

MINE EYES HAVE SEEN THE GLORY – ST. LUCIA DELIVERED ON ITS CWC 2007 PROMISE!!!

The St. Lucia CWC 2007 Local Organizing Committee delivered on its promise to produce a memorable world cup experience. Those skeptics who doubted the ability of the local organizers and the team of volunteers to deliver on their promises were shocked by the results and it is even more important to note that they delivered beyond expectations. I was blessed to watch the 2nd Semi Final at the Beausejour Cricket Ground on 25/4/07 and took a keen interest in looking at the organization on the ground. There is no doubt in my mind that the little island of St. Lucia has great minds and it was no accident that two sons of the soil made the Caribbean proud as they were awarded Nobel Laureates status. The island State itself gave the nation a World Heritage Site – the Pitons!

The Legacy of the West Indies winning the tournament was lost and it was a terrible thing to happen because for the next 4 years every time World Cup Cricket is mentioned, the West Indies team would have been mentioned as the 2007 winners. However, there is expected to be some residual benefits from the tournament, the impact from which is eagerly awaited. Most persons have concluded that the immediate impact on the economy was not equitably shared. I believe that the level of expectations that were shared with the people in the initial stage were unrealistic and as a result the debate on benefits derived will continue for a long time to come.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I am fully convinced that our leaders will have to enter into some future agreements collectively and the CWC 2007 experience must not be lost. How much better would it have been if the whole tournament was staged in Jamaica rather than hosted by nine nations? Every country could have been given an economic stake with the hosting of Caribbean Villages at all major venues where matches would have been played in the sole country – Jamaica. This could be a lesson for the next time such an opportunity presents itself.

Too many times when Caribbean leaders are given a real opportunity to unite, they put country's interest first. We have seen it in almost every instance. It is the same with the naming of a West Indies cricket team, each country must have representation or else there is threat of boycott of attendance at matches. We have to move on from Nationalism to Regionalism or continue to be losers. Lara has moved on. He should have done so many moons ago but it is all politics. We continue to be plagued with the demon that because a person is the best at what he or she does and even earn the highest remuneration in the group, that person must be given the leadership, regardless. Let us revisit Peter Drucker's definition of Management which states that "Management is a social process which entails the mobilization of human resources for a common objective". It is the person who has the ability to lead who should be given the leadership of the sports team or the business and those you are given leadership because of their inter personal skills should not necessarily be paid the highest remuneration.

West Indies cricket is at cross roads. The question is which way to go? A hard look at the situation tells me that the level of indiscipline in the team at this juncture needs a brand-new team. Forget the experiences of those who are supposed to be experienced and only bring their fans shame, primarily because of their indiscipline and lack of respect for their fans. On the other hand, the person in whose hands the responsibility for captaincy of the team will be placed should be appointed in keeping with the Drucker's definition of management.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The time has come for the West Indies Board to talk the talk and walk the walk of Caribbean Unity and replace Nationalism with Regionalism. It is easier said than done but someone has to bite the bullet and do what is right. If it takes a touch of righteousness in the team to get all the players to be counseled by the best in their religion and employ the best Motivational coach in the world, so be it. There must be a spiritual and emotional awakening of the region's cricketers. The fans in the region have given their hearts, it is time that the cricketers give back something and all that is needed is greater commitment to the game.

St. Lucia has moved on and is now ready to be host for St. Lucia Jazz 2007 which is scheduled for the period May 4 - 13, 2007. Ten days of fun in the sun and music under the stars. Check out the happenings at: <http://www.stluciajazz.org>

There is never a dull moment in St. Lucia. It is heaven on earth! Some call it Paradise!

Long life is truly a blessing. Keep the Faith, God is in Charge, Expect Miracles in 2007!!!



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#63 IN LIFE & BUSINESS YOU NEVER GET WHAT YOU DESERVE – YOU ONLY GET WHAT YOU NEGOTIATE!!!**

May 3, 2007

EDWARD HARRIS AT LARGE!

IN LIFE & BUSINESS YOU NEVER GET WHAT YOU DESERVE –  
YOU ONLY GET WHAT YOU NEGOTIATE!!!

Life is all about negotiation, it is necessary for you to negotiate your way through life. Many people have failed to recognize this truth and apply it, and as a result have suffered the consequences. You only get what you negotiate for. To do otherwise is to leave your destiny in the hands of someone else. Too many people fall into this category. The world could be a better place if more people do the things which they are supposed to do, rather than leaving them to someone else. If you believe you deserve it, go for it. There are many times people are going to attempt to block your progress but there is always a way if you're determined to achieve your goal.

I remember the days when I played Monopoly, then it was just a game but now I see a bigger picture. It was a means of training the mind to assess values and set the ground work for the players to be knowledgeable about real estate. How many of us fifty and over remember an adult speaking to us about the need to translate that experience into a business setting so that the lessons learned could be applied later in their lives. For most of us, it was just a game. As I write this article it dawned on me that maybe, just maybe, it is time for someone to come up with a series of game boards based on negotiating.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

There is a lot of talk about preparing our young people for the challenges of life. Education is seen as the vehicle for ensuring success in life but I strongly contend that there is need for supplementing education with life skills. I once read a book -What Harvard Doesn't Teach. It was all about street smarts. The world of hard knocks. Our young people need to build their lives on a system that promotes the right mental attitude supported by a holistic approach which brings into focus the workings of the mind.

To begin the process, there is need for a series of motivational lectures targeted to the young people across the country. If I can, you can! Teach them goal setting. Get them involved in setting small goals, achieving them and setting greater ones and achieving them. Give them an opportunity to experience a series of successes. The first task is to get the people of the country motivated. Give them hope. The city, town and village community centres must open their doors to such programmes. Libraries must begin to make available motivational books to their members. Let us all get passionate about the success of St. Lucia. This process begins with each of us, because it is only when the people are successful that the country is successful.

A survey needs to be undertaken of successful businesspersons in St. Lucia. It will be a great exercise for such a survey to be extended around the region. If business is the source of providing the revenue for the Government to meet its financial obligations, then it is necessary for us to develop a serious business culture. In meeting the needs of the entire nation for that special breed of young people, appreciation for business will be vital. This will guarantee that in whatever position they find themselves in the world of work they will appreciate the value of Entrepreneurship to the society.

It is time someone produces a Who's Who Publication in St. Lucia as a mark of honouring the people who have contributed to success of the country. I recall that on the occasion of the Awards Dinner held by the Ministry of Commerce to honour three successful Entrepreneurs, Sir J. Q. Charles (posthumously) Mr. Elwin Marcellin and Mr. Arnott Valmont, I called for the success of those being honoured to be recorded in print for distribution to the nation and the wider world. We need to share the experiences of our successful sons and daughters of St. Lucia.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

There is also the need for mentoring programmes. After the successful staging of the recently concluded CWC 2007 matches in St. Lucia, it is time that we capture the spirit of volunteerism and reach out to our young people. We need to give back to the society which molded us. Let us share our lives with others and leave a legacy that will be honoured for many years after we have moved on to higher service. Step out to help our youth and in the end the benefits will redound to the nation.

You never get what you deserve, you only get what you negotiate. Who is going to negotiate on behalf of the youth in our midst?

Keep the Faith, God is in Charge, Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#64 ST. LUCIAN SMALL BUSINESSPERSONS CHALLENGED TO DO BUSINESS WITH TRINIDAD & TOBAGO!!!**

May 17, 2007

Edward Harris At Large!

ST. LUCIAN SMALL BUSINESSPERSONS CHALLENGED TO DO BUSINESS WITH TRINIDAD & TOBAGO!!!

Mr. Jonathan Adams, President/CEO of the Small Enterprising Business Association (SEBA) of Trinidad & Tobago challenged St. Lucian Businesspersons involved in the production of goods and services, and retail distribution to do business with Trinidad & Tobago and stop being intimidated by big businesses. He stressed the point that big businesses are not to be feared, there is room for all to coexist.

Mr. Jonathan Adams was a guest of the St. Lucia Industrial & Small Business Association (SLISBA) from May 12 – 15, 2007. It was his first visit to St. Lucia and he was very impressed with the beauty and potentials (business and otherwise) of the country. He took in some of the activities of St. Lucia Jazz, visited businesses, talked with businesspersons and held a meeting with the general membership of SLISBA. He was very pleased with the offerings in the Dry Goods and Craft Vendors Arcade and noted the courtesy of the vendors and the manner in which they presented their products. Mr. Adams feels that the time has come to get back to basics and reverse the order of things. He feels strongly that the small business sector cannot be ignored by any forward-thinking big business planner. He recalled the days when a substantial amount of trading was done in suitcases and feels that even if that is the way it has to be done again, SEBA is ready to collaborate with businesspersons to make it happen.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

President of SLISBA, Mr. Patrick Joseph was very pleased with the gesture of goodwill from his counterpart from Trinidad & Tobago and promised to ensure that the collaboration which is being pursued will not be allowed to fail. Everything will be done to ensure that we can trade fairly with Trinidad and Tobago, the wider Caribbean and the world. Messrs. Jonathan Adams and Patrick Joseph represent their organizations at the level of the Caribbean Association of Small & Medium Enterprises (CASME) based in Barbados in the capacities of 1st and 2nd Vice Presidents.

Invitations were exchanged by both Presidents for the general membership of their Associations to participate in Trade Exhibitions in St. Lucia and Trinidad in August and November 2007 respectively. These trade Exhibitions will further provide opportunities for expanding the trade relations which began with Mr. Adam's visit to St. Lucia. The Small Enterprising Business Association boasts a membership of over 5,000 and is growing rapidly. It is with this membership base that Mr. Adams believes he can make a difference. The trading will be done between the two organizations on behalf of their members. This will guarantee that the business succeeds.

Mr. Adams is very excited about the prospects for Joint Ventures especially in the areas of services. He is inviting St. Lucian Entrepreneurs to contact SLISBA's office with their proposals and SEBA will do the match making with reputable members of their Association in Trinidad and Tobago. ICT companies can benefit substantially from this exercise and Mr. Adams is ready to host an ICT Match Making programme as early as June, 2007.

Through CASME, Small Business Associations throughout the region are now working together and sharing ideas and experiences which can only redound to the benefit of the sector as a whole. Mr. Adams is taking his programme of doing two-way business with Trinidad & Tobago the other CSM countries in the region using the Associations as clearing houses. In the short term an effective list of goods being traded would be available to small businesspersons throughout the region.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

This collaborative effort is being promoted at a time when the St. Lucia Industrial and Small Business Association (SLISBA) is celebrating 25 years of continuous service to the small business sector. The current Board of Directors in February, 2007 sought to strengthen the Secretariat which is located in the American Drywall Building, Vide Boutielle, Castries with the appointment of Management Consultant to implement the Strategic Plan which was provided with the support of CASME and funded by Caribbean Export in the latter part of 2006. August 2007 will witness a number of activities as SLISBA celebrates SMALL BUSINESS MONTH.

The business opportunity being promoted by Mr. Adams on behalf of SEBA is not limited to SLISBA's members but to all businesspersons in St. Lucia. There is no better time to join SLISBA than NOW! You can find out more by contacting the Secretariat: Tel: 758-452-7616, Fax: 1-758-453-1023, Email: [slisbaslu@gmail.com](mailto:slisbaslu@gmail.com)

Keep the Faith, God is in Charge, Expect Miracles in 2007!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#65 DAVID SINGH, CHAIRMAN & CEO OF DESTINY GROUP OF COMPANIES GIVES MILLIONS OF DOLLARS TO ST. LUCIA MEDICAL SERVICES.**

May 24, 2007

Edward Harris At Large!

DAVID SINGH, CHAIRMAN & CEO OF DESTINY GROUP OF COMPANIES GIVES MILLIONS OF DOLLARS TO ST. LUCIA MEDICAL SERVICES.

I had the pleasure of witnessing at firsthand what Entrepreneurs can do to enhance the lives of citizens of any country that is investor friendly. St. Lucia has become home to Mr. Singh and he is destined to make a significant impact upon the economic and social well-being of the nation.

Destiny Group of Companies selected St. Lucia this year as the destination to host their Incentive Programme which brought to the island in excess of 80 persons comprising of Executives of the Group, Independent Financial & Tax Planners, their spouses and children. They are guests at the Almond Morgan Bay Resort, Choc, Gros Islet for the period May 20 – 27, 2007 and apart from enjoying the beautiful beaches, playing golf and sight-seeing tours, there was also a serious dimension to the programme when on Monday and Tuesday there was a two half day “Strategies for Success Conference” which exposed participants to information about the achievements of the Group of Companies and the outlining of new investment programmes for 2007/2008. The second day of the conference was addressed by Hon. Stephenson King, Acting Prime Minister and Minister of Health and Labour Relations and Mr. Nicholas John, Attorney at Law and Executive Chairman of the National Development Corporation. Their presentations afforded the visitors a level of comfort that will redound to substantial investments in Offshore International Business Corporations (IBCs) and real estate on the island.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Mr. Singh is well known in the Financial Services Business in Canada and heads a number of Companies that offer various financial programmes, and in recent years turned his attention to responding to disasters and healthcare needs, especially HIV and AIDS around the world. One of his companies, Universal Healthcare Trust under the leadership of young and dynamic Rahul Singh is making significant contributions around the world. Responses include our neighbouring Grenada during their recent disasters. The Destiny Group of Companies donated a 40ft Container Load of 40 beds to the Victoria Hospital and at the handing over ceremony on Wednesday, 23/5/07 which was witnessed by the Hon. Minister of Health and Labour Relations, members of the hospital management team and members of the visiting group of Executives and their families, Mr. David Singh responded to some of the acute needs of the institution and committed his Group of Companies to providing a further 100 electrical hospital beds, millions of dollars' worth of medical equipment and supplies and a new building for a Cafeteria, equipped to provide Food & Beverage, a Gym and Lockers for the entire staff of the institution.

There are a number of important persons on the tour with Mr. Singh. However due to space I can only mention briefly about two persons. Mr. Joe Fontana, a former Minister of Labour in Canada and who is the trustee of a new initiative in collaboration with Mr. Singh called "One World Humanitarian Bank" where professionals will deposit their expertise and volunteer their services as the needs arise from time to time. Also accompanying Mr. Singh is Mr. Adrion Smith, an ex-footballer who played with the Toronto Argonauts Football Team until his retirement. He is the Founder of R.A.R.E acronym for Responsibility, Attitude, Respect and Education. Special programmes are targeted to students 9 – 13 years in groups of 300. In collaboration with Mr. Singh, they did 100 such sessions in 2006. While in St. Lucia they are scheduled to do a few programmes in schools. If there is ever a time that there is a need for young people to dare to be RARE, it is now!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Apart from the humanitarian outreach programmes being promoted by Mr. Singh, he has his eyes on two important areas in the Financial Services sector, namely: - Offshore Banking and the Money Transfer businesses. The next few months could see the Group well established in these vital areas of financial services. His investment in real estate on the island sets the stage for a major tourism project in the Pigeon Island area and given the network of Investors, Tax and Financial Consultants on his team, putting together the financial requirement of the project should not be a problem. The Destiny Village project is already receiving attention from locals and visitors and in the months ahead the project will be unveiled.

I heard a statement from one of the Caribbean most successful Entrepreneur that “Every tourist that visits a country brings wealth to that country” with every passing day I am convinced of the value of that statement. Are we making use of their presence of the visitors in our country? You never get what you deserve, you only get what you negotiate for”. As we continue in this period of heightened investment in St. Lucia, maybe it is time for us to do three things:

1. Find a way of promoting Investment in St. Lucia in all Hotels across the country. Recruit Realtors and Consultants (no fee basis) to promote “Invest in St. Lucia” 1-hour Meetings.
2. Organize Business Tours that will highlight business opportunities in St. Lucia.
3. Establish an organization – DONATION ST. LUCIA to receive donations from Tourists who are looking for opportunities to share with the less fortunate. There are many people who want to donate but will only do so if they are requested to.

It has been a great week for St. Lucia and it is my wish that we will continue to be a preferred destination where there is something for all whether it is business, pleasure or retirement or a combination of interests.

Keep the Faith, God is in Charge, Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

**#66 PERSONS WITH QUALIFICATIONS BY EXPERIENCE NEED TO BE INVOLVED AT ALL LEVELS OF ENDEAVOUR IN THE ST. LUCIAN SOCIETY!**

May 30, 2007

EDWARD HARRIS AT LARGE!

PERSONS WITH QUALIFICATIONS BY EXPERIENCE NEED TO BE INVOLVED AT ALL LEVELS OF ENDEAVOUR IN THE ST. LUCIAN SOCIETY!

A few months ago, I was imbibing with some of my friends in a popular local bar and for the first time I heard about QBEs, and I hastened to find out the meaning of the abbreviation. I was told that it stands for Qualification By Experience. I am a believer in such persons because on occasions when I wear the hat of an employer, I see persons without formal education outperform many who were otherwise qualified.

An employer's best asset is to find someone who is qualified by experience as the employee will continuously be on a crusade to justify his/her appointment. People without formal qualifications work harder and are more conscientious seeking to express gratitude at all times for the opportunity that was afforded them by the employer. However, the employer must be smart enough not to exploit such employees by giving in return poor wages and conditions of work.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It has been noted over and over again that QBEs are pushed aside in favour of PhDs at substantial loss to the employer be it in the Private or Public Sector. Mistakes can be costly and it is always better to avoid trial and error. In the Caribbean there are very few situations where fully qualified persons serve a period of apprenticeship. Once a person passes through university and is qualified/specialized in a particular field, there is seldom a period of apprenticeship in the region, a situation which is sometimes caused by shortage of manpower. Once the opening matches the person's university qualifications, it is OK. Many instances, the person recruited has no passion for what he or she is asked to do. Many times, interaction with officials in their various offices leave much to be desired. It is all because of a lack of passion. The person must fit the role, not the role fitting the qualifications. It is very obvious these days that Vacancy Advertisements are very specific and seldom carry the line after noting the university qualifications – “or persons with related job experiences may apply”. In the past that line was intended for QBEs.

Another situation which is common is employers recruiting persons who are over qualified for jobs which in many instances, the persons are just holding on until the right job comes along. This situation sets up employees to frustrate the persons whom they are recruited to serve. Customer satisfaction can only be guaranteed when employees are committed to service and are passionate about their jobs. It is a win-win situation when an employer is able to spot an employee who has the experience and seeks to grasp an opportunity that affords upward mobility. Give me a QBE who is passionate about the assignment being offered any day.

We have associations for all types of professions, isn't time we have an Association for QBEs??? This could be one way of providing the street smarts and practical know how to the newly qualified professionals. It is time for those with the knowledge of doing things right the first time to document their findings and place them in the public domain even it has to be at a fee, just do it and leave it as a legacy to the nation.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I was having a conversation with myself recently and my thoughts took me on a Caribbean journey to reacquaint myself with the herbs and barks and other medicinal trees and plants in the region. I asked the question aloud – why can't we develop a commercial line of herbal medicines for our peoples and the rest of the world? In spite of the stringent standards set for drugs by the FDA in the USA, herbal products in the USA are allowed a free pass for local and export consumption while all types of red tapes are placed on similar imported products. It is time that we free up the system and allow the QBEs to do what they have proven over the years to work and rid our people from diabetes, hypertension, various colds, prostate, etc, etc. I am reliably informed that there are herbal cures for all types of common diseases in the region but our QBEs are not given a real opportunity to produce and market their products commercially.

I am seeing a need for Research and Development Agencies to be established to bring products to the fore to be commercialized. Do we expand the role of the existing Bureau of Standards? The time has come for our Government to look in the direction of wealth creation through facilitation of innovation and technology including R & D to advance the economic base of our country. The National Development Corporation should play a greater role in channeling investments in certain areas consistent with the needs of the country. Everyone is concerned about the way forward for St. Lucia. The big question is – how can we put idle hands to work? It is argued that crime is directly related to poverty and poverty is a consequence of lack of employment opportunities. In planning the attack on poverty, the QBEs should be called in to discuss how they can put 5,000 jobs on the market each year for the next five years.

In my last article, I referred to a gentleman who is seeking to establish a World Humanitarian Bank with the opportunity for individuals to deposit their skills and they will be called upon to respond to various projects from time to time. I asked him if Caribbean QBEs and experts could participate and he answered in the affirmative. I will be sharing the good news with you as soon as it is available. I am hopeful that Chapters would be established in various regions of the world including the Caribbean as we seem to work best with international organizations.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Congrats to the QBEs of St. Lucia and I look forward to your contributions to the well-being of the nation. What you do in the interest of your community will form a substantial part of your legacy. It is by your works that you can contend with Peter at the gate, even though it is by GRACE you will enter into eternity.

Keep the Faith, God is in Charge, Expect Miracles in 2007!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #67 IS IT A TIME OF GREAT UNCERTAINTY OR GREAT OPPORTUNITY???

JUNE 21, 2007

EDWARD HARRIS AT LARGE!!!

IS IT A TIME OF GREAT UNCERTAINTY OR GREAT OPPORTUNITY???

This past week the Caribbean got a window of opportunity to state its case to the most powerful man in the world. Did our leaders make good use of it? Or was it just another wasted opportunity? What are my expectations? A return to normalcy in relations as it used to be and the U.S.A.I.D offices strengthened throughout the region to deliver the much-needed assistance to implement the projects that will be mutually beneficial to our nations and the USA.

The Conference on the Caribbean opened up an opportunity for a special kind of dialogue and the agenda promised much. A special agenda item struck me. It is the involvement of the Diaspora in our future development. The Caribbean has professionals in every conceivable area of professional and business endeavor but do they ever embrace their homeland or their region. Many of them are quick to write off the region stating that their discipline is too advanced to be practiced in the Caribbean. Those who hold that view are wrong, given the level of donor agency funding and the ability of our leaders to raise financing as was demonstrated in the recent Cricket World Cup 2007.

I am convinced that most things are possible, given the political will. The region needs a proper forensic laboratory. We have the professionals abroad who can operate such an institution. We are all concerned about crime and its impact upon our economic survival. What prevents us from moving forward with the urgency such a programme deserves?

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

However, businesspersons and professionals like everyone else needs to be wooed into doing things, even making a contribution to the country of their birth or their region. Express your needs to your own first, then to the world. Put your own to work for you. It is for this very reason that I promoted the idea of Trade and Tourism Representatives around the world. It is the simple things that are being ignored. What is freely available, we are prepared to pay for and receive a lesser value of service without any passion. When love of country is in play, in any positive intervention, it yields far beyond reasonable expectation.

The regional development agencies are doing their best to ensure that the available grant funding to the region is effectively utilized and number of workshops on Strategic Planning and Proposal Writing are being hosted in the OECS sub region. For the first time in all my years of attending training programmes, I received a programme outline that offers apart from the two days of intensive training, follow up assistance from the Consultant and an internet support site to refer to from time to time. Things are definitely improving and Consultants have come to the realization that workshop presentations need follow up. We are likely to see with the new cooperation beyond the training room, open up opportunities for actual consulting relationships with persons who were trained.

There is also a missing link in most conferences where when the conference is over everyone goes back to their base and nothing happens until the next time. In between meetings, courses, etc. there should be some degree of communication to follow up on progress based on the new method learned. We lack this very important ingredient that will add value to exposures gained. It is time for persons who are given opportunities to gain valuable exposure in industry or profession to find means of sharing the experiences. We see very little exchange between foreign and local Consultants. I feel that collaboration should be encouraged and a local counterpart should be appointed whenever possible. There should be more training for the trainers' opportunities where in principle those who learn in the first instance will teach others. The time has come for us to change our approach to several of the ways we do things so as to ensure that we get more from every possible intervention where the story can be told to others for the advancement of our country. After all, it is only when we share that we show we care.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

In a period of uncertainty, those who chose to see opportunities will be big winners when stability returns. Apply the principle of an aircraft pilot when he hits turbulence at 35,000 feet, he buckles up his seat belt and just keep on flying. Before you can recognize that you were in a serious spot of turbulence, you hear the captain with assuring words, we are now cleared and the ride is expected to fine for the duration of the flight.

Keep the Faith, God is in Charge, Expect Miracles in 2007!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#68 BILL GATES IS NO LONGER THE WORLD'S WEALTHIEST MAN!!!!**

July 5, 2007

EDWARD HARRIS AT LARGE!

**BILL GATES IS NO LONGER THE WORLD'S WEALTHIEST MAN!!!!**

Mexican telecommunications tycoon Carlos Slim had surpassed Microsoft founder Bill Gates as the richest man on the planet. Gates has led Forbes' rich list for the last 13 years.

Who is St. Lucia's wealthiest person? It is this type of information that drives the competitive spirit among people. In recent times a certain business magazine has been giving information on newly registered businesses in St. Lucia and as a result trends were able to be spotted. Property development companies emerged as one of the leading areas of business activity. It is time for someone in the publishing business to produce information on the 100 wealthiest persons in St. Lucia.

When the status of wealth is established as to who owns what, the next logical step will be to investigate how they were able to gain such wealth. Was it inheritance, business, stock market, invention or what? Of course, illegal operators will not be included. We must conclude that the United States of America is the world power it is because it drives competition at all levels by information and statistics. Freedom to challenge even the highest authority in the land is also a main ingredient. The ability to influence the decision-making process at the highest level is a key driver that will keep the USA in its leadership role for a long time into the future. However, as it is with Bill Gates, it can be with USA. The USA is being challenged on several fronts even efforts to destabilize the nation through terrorist threats are being used against it.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In today's world we hear a lot of buzz words which in relation to the Caribbean will always be buzz words unless a paradigm shift is made from the way we did it 50 years ago to what the world demands of us today. The Conference on the Caribbean in Washington is now behind us. I guess we will have to wait a while to assess our gains if any. However, in reality we in the Caribbean expect the developed world to do things for us that we need to do for ourselves. What are we doing at home to drive advancement of commerce and ultimately our economies? How long are we going to rely on balance of payment support and development funding from external sources? In this part of the world we should be after innovation and technology. Various competitions should be mounted to attract thinkers to come forward with ideas. This type of activity will create the type of mind set necessary to drive innovation. Focus groups must get together to discuss innovation and technology and make them part of their thinking process.

Why do we make it so hard for our people to strive and do well, even to excel? I am calling for a Secretariat of Innovation and technology. There must be a designated place where information, encouragement and funding will be given to key areas of development. Ireland did not get where they are by just going merrily along but rather a deliberate effort was made to transform their economy using ICT as the vehicle. For years now our professionals have been studying the Singapore and other successful small states models without being able to adopt the methods used in those countries in their homeland. The call at the Conference on the Caribbean for members of the Diaspora to return to their homeland and assist in their development is long overdue but where is the money going to come from? Until now most of the times our people return home, they get frustrated because the tools are not in place to assist them to achieve the stated objective. This has been happening much too long.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It is time for our Governments to form a strategic alliance with the Private Sector and appoint a task force to promote business cooperation around the world. Put the embassies to work to coordinate business conferences and investigate opportunities for participation at all leading trade exhibitions. We are in dire need of new ideas to drive our businesses. Since we are playing catch up, we have to take the fight to the competition and learn from the leaders. Time lost does impact upon the future. It is time to take action. There has been enough talk. Let us channel our resources to get the best results, the type of results that will transform lives and give our people greater confidence. Help alleviate property and hopelessness. Don't just create an environment to make our people merely survive but rather to create abundance. That should be our goal. It cannot be achieved the way we are currently dealing with the challenges.

Occasionally I receive some words of encouragement from persons who read my articles from time to time. Recently I am being stopped on the streets and encouraged but I must confess I am ecstatic when I receive an email from a distant land. Through the medium of the internet communication has been truly liberalized and accessible. Such an occasion occurred this week when I received a letter from a Toastmaster in Malaysia.

The gentleman said he came across my article about St. Lucia and he noted I was a Toastmaster. He went on to say that he was a Toastmaster for almost 20 years and started a project in January of 2006 to collect a post-card from every country in the world. So far, he received postcards from 186 countries but doesn't know how yet to get one from St. Lucia. Hope you can help me. He promised to send me one as well - a postcard of Penang Island, Malaysia.

Join me in promoting St. Lucia through the various writing opportunities available on the internet in Blogs and Social Communities.

Keep the Faith, God is in Charge, Expect Miracles in 2007.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #69 OWN A PIECE OF THE ROCK – ST. LUCIA

July 19, 2007

EDWARD HARRIS AT LARGE

OWN A PIECE OF THE ROCK – ST. LUCIA  
100% MORTGAGES ON LAND NOW AVAILABLE!!!

The party is over. Carnival from all reports was a success. The intermittent rain did not stop the fun. It is always a good thing to take a break from the rigors of work. Now, it is time to get back to serious business. What is next in the party line up?

While everyone was partying and jumping in the streets, I discovered during a visit to one of the banks that purchasers of land can acquire land with 100% mortgages. It can't be any easier for potential property owners. There is always the uneasiness that foreigners are buying up all the land. Some have even suggested that there be some form of control by Government. However, in today's world Government's protection or legislation in favour of nationals is just not on the cards. National Status is for everyone, alien or national.

He who owns the land owns the country. Large property acquisitions will continue to flow from direct foreign investments but there is a place for citizens to acquire their piece of the rock. There should be an aggressive promotion of land co-operatives. The need for the opening up of new lands by providing the seed money to do the infrastructure is great. Is there any institution ready to advance funds to develop new lands around the country? It is necessary for our banking institution to look in the areas of creative lending that will impact on development.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

As the WTO rules take root, it will not only be land, it will be investments, jobs and freedom of travel. Already Real Estate Agents are complaining about foreigners being allowed to operate freely in St. Lucia but it is argued by some that the market has changed and the foreign Realtors have access to the markets where the buyers of condos and villas are located. While there has been an expansion in up market properties, the form of investment has not attracted locals, even when special incentives are offered to locals. Buying at preconstruction could yield a return several times more than the investment return in financial institutions.

The great Dow Jones and other Wall Street Trading Houses are what they are because of investors coming together to acquire shares and providing massive amounts of capital for companies to grow and prosper. It is time that incentives be given to companies to go public so that our citizens can begin to develop an investment culture. Recent stock offers have proven that our people are not unwilling to invest but there needs to be more opportunities.

The companies that offer special investment instruments must find more effective ways of informing and educating the masses. It must be borne in mind that it is not only the locals that will be targeted but also the Diaspora as relatives in St. Lucia share their knowledge with those overseas. The efforts made at reaching out to the communities, all be it at a certain level do not provide a wide enough representation. Radio and television should be included in any effective programme that seeks to inform and educate. There needs to be a partnership between the media and individuals/agencies that have ideas and information to share.

While the profit motive is the driving force to sustain and expand businesses, I am convinced that the element of risk makes the real difference between ordinary and phenomenal success. We must come together and develop some 21st century mechanisms to meet those needs which have been neglected in the past. Lending to small businesses needs special consideration. The time has come to find real solutions to dealing with this issue that can make a dent into the unemployment situation in the country.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

There is definitely a willingness to break away from the methods that are no longer applicable but it is too slow. Change must come swiftly as the solutions in many instances have been for a long time, just ideas.

Keep the Faith, God is in charge, expect Miracles in 2007.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#70 IT IS NOT ONLY SWEET CALYPSO AND STEEL PAN IN ST.LUCIA, THERE IS MUCH MORE HAPPENING!**

July 12, 2007

EDWARD HARRIS AT LARGE!!!

IT IS NOT ONLY SWEET CALYPSO AND STEEL PAN IN ST. LUCIA, THERE IS MUCH MORE HAPPENING!

In spite of the uncertainties and anxieties many may claim to be experiencing, sweet calypso music and steel pan take over. Soca Monarch and Carnival Queen were crowned in the past week. Vieux Fort celebrated Carnival in fine style with their Queen Show and they took to the streets last Monday. I am bracing for this weekend when the Calypso Monarch and the big fetes will take over the city. Panorama has been moved to the Beausejour Grounds. Next Monday is Carnival Monday and will be a public holiday and the following day, the city will once again be closed in the afternoon as we enter the last lap for Carnival 2007. It is not all fun in the sun, some serious business is being transacted as well. In St. Lucia, we know how to mix business and pleasure.

Last Sunday Hon. Philip J. Pierre held his constituency conference for supporters in Castries East and the SLP Executives, Parliamentarians and general membership turned out in their numbers to rally to the call for action by the Government as they claim that the country is at a standstill. However, it appears that some degree of political activism is being planned as the SLP seeks the truly represent their constituents.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In the meantime, Prime Minister Hon. Sir John Compton was at the Prime Minister's Residence at Vigie for a few hours last Wednesday and met with some of his key people. The TV interviews revealed that there are positive activities about to be implemented and the South is being identified for some major developments according to the Chairman and CEO of the National Development Corporation, Mr. Nicholas John, Attorney at Law. It was the UWP government that put in the infrastructure in the South and dubbed the area the New Frontier. However, nothing happened to drive the development to match the infrastructure. That frustrated the residents of the area and caused them to move to the North of the island in search of a better life.

The SLP government with the assistance of the People's Republic of China was able to undertake a few projects but they stopped short of delivering on real economic projects that will facilitate businesses and reduce unemployment in the area. There were lots of rumors about projects in the pipe line in the last year of the SLP administration but while it is clear that some are on hold or may never happen, many of the residents are still hopeful that the Ritz Carlton proposed project in the Black Bay area will be a reality. Only time will tell but it appears that the hard times that hit the South in the past several years will be arrested and some semblance of the good old days can be in the making. Maybe it is just Sir John Compton's task to bring about real prosperity to Vieux Fort and in his lifetime to officially transform it from a town to a city.

St. Lucia continues to be the preferred Conference destination of the small island States of the Eastern Caribbean. While some may argue that the OECS Secretariat being located in St. Lucia is responsible, I feel that there is something more. St. Lucia is not only Simply Beautiful, it is an ideal destination for Business & Pleasure!

In recent months many overseas based training institutions are setting up off shore campuses and using their St. Lucia base to service the rest of the Eastern Caribbean. The business mix is expanding and with the establishment of the St. Lucia Coalition of Services Inc. the non-tourism services sector will be given the push it needs.



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

With every passing day, people are falling in love with St. Lucia and want to help with the development of the country. Lots of new ideas are discussed as international Consultants present various projects to the region. The Europeans have a lot of money to be spent on development but it is necessary for our professionals to be able to access the funding. Here is where I fully endorse the idea to encourage members of the Caribbean Diaspora to return home and share their knowledge and experiences with their countrymen. This arrangement does not have to be permanent. This is one sure way of giving back.

In the meantime, it is reassuring to know that God is in Charge, it is for us to Keep the Faith and continue to expect Miracles in 2007.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#71 THE INVESTMENT MOMENTUM HEIGHTENS AS BILLIONS OF DOLLARS BEING PROPOSED TO BE INVESTED IN SAINT LUCIA!!!**

THE INVESTMENT MOMENTUM HEIGHTENS AS BILLIONS OF DOLLARS BEING PROPOSED TO BE INVESTED IN SAINT LUCIA!!!

Saint Lucia is the modern day Eldorado. Sir Walter Raleigh was in search of a destination that produced gold. Today's explorers are looking for Investment Destinations that offer incentives and lifestyles in a hassle-free environment. The recent investment conference which brought together the major multilateral investment agencies and the principal lending institution in the region must give impetus to the investment and development programmes proposed by the government in the recent Budget presentation.

St. Lucia needs substantial development capital if it is to transform the economy and improve the standard of living for the masses. The vision for the future therefore must be supported by international lending institutions fueling the development thrust with direct foreign investment flows running parallel. The information coming out of the conference seems to suggest that both investment streams will be put into high gear to facilitate the

It is all coming together now. The years of hard work by the Investment Promotion Professionals in the overseas divisions of the National Development Corporation is about to pay off. Our governments over the years have stayed the course and opportunities will continue to open up. The road to prosperity has just been charted and the builders must emerge without any wavering. This is no time for doubting, it is time to make good of the opportunity. It is harvest time and those of us who shared the optimism and truly believed in the virtues of our island state can celebrate.

Whatever was possible in the 20th century is worth many times more in value in the 21st century. Nothing happens before its time. Our time has come. What are you doing about it? Timing is everything and it is necessary for us to ride the wave.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

While we look to a prosperous future, we have to ensure that provisions are made to take care of the vulnerable groups in our midst and find a way of empowering them. The micro, small and medium size businesses that generate a substantial amount of jobs must be encouraged and expanded. What will be the needs of these Billion Dollar Projects that are in the pipeline? Our work force should be ready to assume their role. Likewise, our businesspersons should gear their businesses to accommodate the demands for certain goods and services not currently offered. All agencies offering services to the micro and small business sector should come together and begin to look at potential demand for the new businesses that will result from the 3-day Investment Conference.

Hess Oil has put on the table a multi-billion-dollar state of the art refinery. What new skills and service businesses will be needed? These are the questions we must begin to answer now, not in the future.

Cricket World Cup was introduced as the Saviour of the nation but it didn't take long for many to abandon their dreams. Unfortunately, there were too many variables beyond our control. The investments that are currently being discussed are very fundamental for the overall development of the nation and fortunately outside of the financing there will be many controllable tangible variables.

The future looks good even if the deliverables of the conference are not what we expect. What is certain is that investors are opening up to St. Lucia as a destination worthy of note and it is with this positioning that nothing can stop us now. Don't allow procrastination to rob us of our opportunities. The basket of opportunities before us is one of economics, not politics and must be treated as such. It is about the economic survival of St. Lucia, to put food on the tables of the poor and vulnerable in our society. Let us give it our best shot.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The training institutions and trade unions need to instill in minds of our young people and the general work force the need to be productive and honest in their dealings with their employers. There is a cry by employers that they are not getting enough from workers. Employees need to be told the truth of the matter that if the current level of wages and salaries are to be improved, the employees will have to give a fair day's work for a fair day's pay. This must be preached from the pulpits and spoken of at political rallies.

The flood gate is opened to investment flow in St. Lucia, it is St. Lucia's turn to shine. Let's be the best.

Keep the Faith, God is in Charge, Expect Miracles in 2007!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#72 SAINT LUCIA – THE INVESTMENT HAVEN OF THE 21ST CENTURY BILLIONS IN NEW INVESTMENTS ARE BEING PROPOSED!**

July 27, 2007

EDWARD HARRIS AT LARGE

**SAINT LUCIA – THE INVESTMENT HAVEN OF THE 21ST CENTURY BILLIONS IN NEW INVESTMENTS ARE BEING PROPOSED!**

The investment momentum heightens in St. Lucia as Investors propose BILLIONS of Dollars to be invested in its economy. Saint Lucia is the modern day Eldorado. Sir Walter Raleigh was in search of a destination that produced gold. Today's explorers are looking for Investment Destinations that offer incentives and lifestyles in a hassle-free environment.

The recent held 3-day investment conference, July 23-25, 2007 which brought together Investors from the major multilateral investment agencies and the principal lending institutions, included a wide range of traditional donor agencies representatives from the World Bank, the European Union [EU] and the Caribbean Development Bank [CDB] as well as major private regional and international investors such as Royal and Carnival Cruise Lines and international hotel chains. This event must give impetus to the investment and development programmes proposed by the government in the recent Budget presentation.

The ailing Prime Minister, The Right Honourable, Sir John Compton could not resist being present at the signing ceremony when the Government agreed to extending its agreement with Hess Corporation. A promise was made at the signing to construct a seven Billion Dollar state of the art oil refinery. This was a long outstanding issue as the first agreement had a commitment to construction a refinery that was never materialized. However, this time it was indicated that Hess Corporation will be seeking a partner to implement to project.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Today in St. Lucia, we no longer speak in terms of Millions, instead we now speak of Billions. There is definitely going to be the need for Billions of dollars to be invested in infrastructural development if the country is to position itself to respond to the investment flows that are anticipated. The development of the Cul de Sac Port, the modernization of the City of Castries and the tunneling of Barre D' Lisle. These are significant developments and the price tag could be considerable.

It is said that the conference emerged out of Sir John's concerns about the growing phenomenon of increasing poverty in Saint Lucia over the past decade and the disparities in development between the northern part of Saint Lucia and other areas in the country. No one can ignore this fact that in spite of the infrastructural development in South of the island which has been dubbed the New Frontier, no serious investment has been made in the area. Things are about to change with the construction of the Le Paradis property in the Praslin area on the East Coast which is currently taking place and the much anticipated Ritz Carlton Hotel supposed to be built in the Black Bay area in the South, a few minutes from the Hewanorra International Airport in Vieux Fort.

The recently held Conference on the Caribbean in Washington was timely. The plea made to members of the Diaspora to return and help in the development of their homeland has to be taken seriously and initiatives must begin to seriously promote such a programme. St. Lucia must begin to train its people to develop a pool of skills consistent with the economic explosion that is possible with the next two to three years. There is also the need for the Micro, Small and Medium Enterprise operators to be sensitized to the need for new goods and services that will be needed to adequately meet the demands of the proposed new industries. This process must begin now.

It is my view if a serious approach is to be taken to putting idle hands to work, training must be a significant ingredient. This step in itself is a massive undertaking and needs planning. This is going to be an opportunity for all sectors of the economy to work together and will necessitate a greater role for the National Skills Development Centre.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

It is all coming together now. The years of hard work by the Investment Promotion Professionals in the overseas divisions of the National Development Corporation is about to pay off. Our governments over the years have stayed the course and opportunities will continue to open up. The road to prosperity has just been strengthened and the builders must emerge without any wavering. This is no time for doubting, it is time to make good of the opportunity. It is harvest time and those of us who shared the optimism and truly believed in the virtues of our island state can celebrate.

I am very pleased with the news that Liat Airlines will finally get some tangible assistance from the Caribbean Development Bank to the tune of US\$60 million. It is my hope that airfares will now be set at realistic prices to allow business and leisure travel to be affordable once again.

I encourage St. Lucians living in the USA to visit their homeland during the Summer and see what they can do to be a part of the developments that are about to take place in their homeland. It is going to be a gold rush, I challenge you to take action now, even if it is to own a piece of the rock.

Keep the Faith, God is in Charge, Expect Miracles in 2007!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#73 SMALL BUSINESS PERSONS CHALLENGED TO GET INTO BIG BUSINESS WITH GOD!!!**

August 9, 2007

EDWARD HARRIS AT LARGE!

SMALL BUSINESSPERSONS CHALLENGED  
TO GET INTO BIG BUSINESS WITH GOD!!!

Don't give up on your dreams, pursue your goals with passion and thank God for your progress every step of the way. Never say never and don't limit yourselves to what you can achieve. If you can think it, you can achieve. It is up to you.

Time is the challenge of the day. There seems to be a need for more hours in the day. Everyone is busy, time is always in short supply. I was moved last Sunday as I sat among the congregation of The Lady of Fatima Church in La Clery which included SLISBA's members and listened to Msgr. Justin Barthelmy deliver a timely sermon. The Small Business men and women were reminded that except the Lord builds the house, they labour in vain who build it and unless the Lord keepeth the city, the watchmen keepeth it but in vain. He stressed the need to give back to God. Give God a share, not necessarily money but a little time in your life.

The businesspersons were challenged to stop being small and get into big business with God. Give back to God. Not only money but their time. It was a sermon that will be remembered for a long time by those who attended the service. Like I mentioned in an earlier article, businesspersons should spend more time in the presence of God and encourage their staff to join them.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The neglect of the environment in which businesspersons operate is going to be a major challenge in the future as special interest communities try to regain security and peace in their communities. It all has to do with giving back, to be more caring about the community and share with the less fortunate. Corporate sponsorship must take on a different approach and put some money into human development. I remember about two years ago when Coco Palm and Lucelec were major sponsors in supporting a Conference on Women and a Spiritual Concert at the Sandals Grande organized by Ms. Hall, a former CNN staffer. I was in the audience and that night I received a blessing. Invest in touching souls.

In all your ways, remember your Creator. In today's turbulent world which is filled with anxieties and uncertainties, there must be a place for religion in people's lives. Some businesspeople believe that they make it happen for themselves, even ignoring the human contribution of their staff. The me, my wife and my children approach must be changed to me, my family and the community. What about that "A" student whose father works for a company that is doing well and the father cannot afford to keep that child in school? There are few times any substantial help is given. Businesspersons who are blessed must be a blessing.

This week I attended a number of meetings where discussions were held on international trade and, European Union assistance through Economic Partnership Agreements, etc. The EPAs are due to come on stream in January 2008 but seems doubtful. I also attended the Chamber of Commerce General Meeting which was held on 9/8/07. The Acting Commissioner of Police – Mr. John Broughton delivered the Feature Address. His address was well received. It is hoped that with the cooperation of the RSLPF members and the communities, progress will be achieved.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

However, we must hasten to put in place the supporting systems and structures that will help the police to perform more efficiently. The judicial system must be improved to expedite matters before it. Massade facility must be expanded and upgraded. The efforts of the Police must be rewarded and the media must improve its coverage of the activities of the Force. Look out for greater visibility of police officers in the city and communities. Drivers who fail to respect the law will be dealt with. Respect for law and order will be enforced. A strategic plan for the RSLPF is being produced and the public will be given an opportunity to contribute to the process.

It is all coming together now. The private sector has long been promoted as the engine of growth; it now has to be the engine of change. It is very clear that the private sector will be called upon to do more in the future. A good place to start will be to bring hope to the hopeless by encouraging members of staff to be involved in community work and bring to St. Lucia top rated motivational speakers that will turn the negative influences that destroy our young people into positive energies. A seed must be sown that will bear fruit and not be barren. Get them to accept that with God all things are possible.

The key lies in the exhortation from Msgr. Barthelmy that businesspersons must get into BIG BUSINESS with God and give back not only of their money but most importantly their time. When time is spent with God, his people get a greater vision for doing good which evidently redound to helping the less fortunate in their communities.

Remember always that God is in Charge, Keep the Faith and Expect Miracles in 2007!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#74 IS THE PRICE OF MODERNISATION TOO MUCH TO BEAR?????**

August 30, 2007

EDWARD HARRIS AT LARGE!

IS THE PRICE OF MODERNISATION TOO MUCH TO BEAR?????

Amidst the general anxieties and uncertainties of everyday life in today's St. Lucia there are too many obstacles in the way of progress. Or is this the price we must pay for progress? The road development that is currently being undertaken is a nightmare. Could anyone calculate the loss of man hours as a result of the traffic congestion that has been the daily routine for almost a year?

Who would have imagined such chaos? Have we bitten off more than we can chew? I am finding it difficult to see the real value of the road improvement. Those of us who attended the various briefing sessions prior to the commencement of construction must be totally dissatisfied with the state of affairs as they are today. Up to now I cannot understand if we are going to end up with a one, two, three or four lane highway. We just have to wait and see. The MEDIAN thing, the thing in the middle is a vexation to my spirit when it takes me twice the time to get to my destination. Gas consumption will increase. When will the construction works really end? It is said no pain, no gain but the pain is becoming unbearable.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

There are too many hassles affecting our already complicated lives. I wonder if all this is not affecting businesses, especially the frustrations of getting to and from work. Some drivers are already suffering from road rage as is evidenced many times on the roads when drivers simply burst through the traffic hoping that nothing will be in their way. Then there is the quality of roads being built. The East Coast Highway with its heavy traffic as a result of major construction works is going to wear very fast. Roads works will continue to be a major expense in the years ahead.

As if the road blues are not enough. Have you tried transacting business in a bank recently? In an attempt to woo customers a few years ago, banks offered payroll services and most employers embraced it. So now employees get time off to go down to the banks to collect their salaries and wages. This was very convenient as it reduced the risk of large amounts of cash being on companies' premises. That went well for a time but with the construction boom it all went up in smoke. Transacting business at a Bank has become nothing but a hassle. Corporate clients must be accommodated outside of the normal lines and old people must get a dedicated line as the current situation will cause many to die from frustration that will cause further stress and increase the level of their hypertension. Where there is provision for old people, the facility is being extended to others like uniformed personnel, pregnant mothers, etc. Grey hair retirees bending on a stick must be given priority. To improve the service to aging citizens the dedicated line must be supervised and when grey headed old people approach the line, they must be upgraded, not simply join the line. Every bank must have a dedicated line for old people and handicapped. I will qualify for both. I do have a self-interest in all this but I believe someone has to make the case. I am forced to make this point after visiting the bank three times in two days to effect change of signatures for an organization. I had to be first at the bank door upon opening on the second day. That did take getting out of bed much earlier than my normal time.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

While we have to cope with making ends meet and the hassles of using the highways and sorting out our few pennies in the banks, stress is eating away at us. We are quite aware of the health issues affecting us in St. Lucia and it all has to do with our eating habits but no businessperson is making an attempt to tap into that market. Could some unemployed persons prepare salads and distribute to offices? That could be a big small business for many operating from their homes. There should be a law that every restaurant carries a salad bar. The health of our people must be given some priority.

I know my readers expect me to write on the SLISBA issue which is being publicized in the media. I am sorry to disappoint you. All I wish to note is that SLISBA had a great month of activities which was well supported. The organization has achieved a level of success that its leadership is worth fighting for. Make sure you get your RAFFLE TICKETS from members as the 25 prizes are very attractive. The curtain comes down on SLISBA's month of activities this weekend with the hosting of SMALL BUSINESS EXPO - 2007 at the City Hall, Castries. Opening hours are from 10.00am to 6.00pm. Admission is free!

I will be hosting effective 3/9/07 "THE SMALL BUSINESS HOUR" every Monday evening at 8.00pm on Channel 36 with a replay on Saturday evening. Be sure to view this show as I interview small businesspersons so that you can learn from their successes and mistakes.

Keep the faith, God is in charge and do expect Miracles in 2007!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#75 SAINT LUCIANS EAGERLY AWAIT THE OUTCOME OF THE UWP CONVENTION IN OCTOBER 2007!**

August 29, 2007

Edward Harris at Large!

SAINT LUCIANS EAGERLY AWAIT THE OUTCOME OF THE UWP CONVENTION IN OCTOBER 2007!

Since last we met through this medium, Hurricane Dean passed through St. Lucia and left behind a lot of destruction to the agricultural sector. We were fortunate that there was only one person who lost his life trying to rescue a cow.

It is very evident that St. Lucia has saints whose prayers are heard. God is always good to the people of St. Lucia. After a disaster the country returns to normalcy in the shortest possible time. The Disaster Preparedness status in St. Lucia is second to none in the region. The hotel sector is open to business and Senator, Hon Allen Chastanet, Minister of Tourism and Civil Aviation has assured persons planning to visit of this.

In spite of the numerous scandals pointing to members of the government and references made to lack of leadership in government stressing the need for the appointment of a Prime Minister in place of Sir John Compton, business appears to be proceeding as usual. However, there are many who will like to differ and eagerly await the demise of the government.

While it is not clear as to what will be the outcome of the October Convention of the UWP, the Acting Prime Minister, Hon. Stephenson King is pressing ahead in streamlining the administration locally and abroad as was evidenced in his recent visit to overseas missions.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Investors are continuing to show interest in St. Lucia and Ministers of the Government seem to be upbeat. This activity of wooing investors to a country could be a long drawn out process but patience has paid off in many instances in the past. Officials in the Agency responsible for attracting investors to St. Lucia know full well that you can't assume anything as the negotiator that sometimes is least thought able to conclude the negotiations and implement the project comes through.

It is amazing that in spite of the uncertainties that occupy the minds of most people, life goes on. There is so much partying on island that makes St. Lucia the fun capital of the region and rated among the top destinations of the world as in the case of St. Lucia Jazz.

In the aftermath of a hurricane, the vegetation is lush and there is a special beauty in the surroundings. Driving from Castries to Vieux Fort last Sunday in the company of one of my close friends, I couldn't help saying to him – St. Lucia is really beautiful! I felt it from my heart. I wish that those persons who are privileged to be reading this article will make a decision to visit St. Lucia before the Summer Specials where hotels are discounting as much as 40% and other service companies including Restaurants are offering as much as 25% discounts. This is a very good time to visit St. Lucia and enjoy the island gift to the world that is St. Lucia.

Politics aside, St. Lucia is the type of place that gave rise to the Louis Armstrong song – What a wonderful world. The isles are mentioned in the Holy Book as special places. To all St. Lucians living aboard and do not have a stake in the land holdings on this beautiful island, I encourage you to take advantage of owning a piece of the rock that is St. Lucia. It is a great place to live and a vacation property can enrich your lifestyle.

The politics of St. Lucia will always be pursued in a democratic manner regardless of the differences. The citizens of St. Lucia guard their democracy with a passion and no one wants to see St. Lucia lose its favored position among investors and vacationers.

Keep the faith, God is in charge, Expect Miracles in 2007.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #76 LOVE IS THE ANSWER!

September 6, 2007

Edward Harris At Large!

LOVE IS THE ANSWER!

LOVE is word with deep meaning. It is all encompassing. Real happiness can only be attained when Love is applied in everything you do. I am very happy to share with you, the Motivational Thought hereunder.

LOVE IS WORK MADE VISIBLE!

You'll never achieve real success  
unless you like what you're doing.  
Your chances for success will be directly proportional  
to the degree of pleasure you derive from what you do.  
If you have a job you hate,  
face the fact squarely and get out.  
Work is reward, not punishment.

If you enjoy what you do,  
you'll be successful.  
If you don't enjoy what you do,  
you won't be successful.  
Your success in any occupation  
depends on your enjoyment.  
Loving your work will make all the difference.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Success in its highest and noblest form  
calls for peace of mind, enjoyment, and happiness.  
This comes only when you find the work that you like best.

You don't pay the price for success.  
You enjoy the price of success.

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It is my hope that you will understand the real benefit from doing what you like. Put a little love in what you do. Do not just do something for the sake of doing it. Get to the stage of demanding your space in life. Whatever it is, pursue it with a passion. Just don't settle for anything, let the desires of your heart be known. Just talk about the things you wish to achieve. Don't be afraid to be called a Dreamer as it all begins with a dream. If you dream it, you can live it. Begin to create your dream today.

I love what I do and my involvement in the many things I do has earned me the status of a superman in the eyes of some of my associates. People ask me how I do so many things. Where does my energy come from at my youthful age? What drives Edward Harris, I get fun out of doing what I do. For some people it is all about the money. If you get money centered many opportunities to share your talent and be a blessing to others will be missed. It is about giving back. It is in giving that you receive.

I have witnessed that many people who prosper have a passion for sharing. It is those persons who plan to establish an Endowment to serve humanity that become big winners. Are you acquainted with such names as Bill Gates and Warren Buffet? How many of the wealthy among us plan to establish a Foundation to help the poor and needy in a structured manner? We all have dreams. I am convinced that the dream must have a component to share whatever you have achieved.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Some years ago, I wrote an article about writing your own Eulogy. If we are to undertake this simple exercise, it will do wonders for us. Can you imagine how fortunate it will be for those whose summary has fallen short of God's intention for their lives, that they are still alive and have an opportunity put it right? Take stock of your life and begin to fulfill your purpose of service. Do the things that you love, that are consistent with God's demand on your life – that you love one another. What is your legacy to your community? This message cannot be over emphasized. You cannot love your neighbor and ignore his/her sufferings.

In writing the last will and testament, how many of us remember take care of business outside of our immediate family? What about the church we attend? What about a special charity that was admired for its great work in reaching out to the needy in the community? What about Education of poor children in the community? Since we are on the topic of bequeathing assets, a question is in order. How many of you reading this article have a living will? Many people are so afraid of death that they don't even want to discuss it. There is also the misunderstanding that if someone prepares a will it cannot be changed. That is far from the truth, it can be changed at any time. A will is the only way to prevent confusion on your passing into eternity. Remember accidents do happen.

You are invited to view the Small Business Hour on Mondays at 8.00pm with repeat on Saturdays on Think Caribbean Television – Channel 36 with your Host – Ed Harris.

Remember always to Keep the Faith as only God is in Charge and Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #77 IT IS IN DYING THAT WE LIVE!

September 21, 2007

Edward Harris at Large!

IT IS IN DYING THAT WE LIVE!

My first order of business in this article is to extend condolences to Lady Janice Compton on the passing of her husband, The Right Honourable Sir John Compton, Prime Minister. These sentiments are also expressed to the members of his family. May his soul rest in peace.

It is in dying that we live. The monuments we cause to be erected, the legacy of our actions – was it worthwhile? That is the question that will be asked of each of us as we cross over the other side to eternity. I watched our deceased Prime Minister deliver his 2007/2008 Budget Address and it was nothing short of an anointed delivery that set the vision of a man sent by God whose name was John. Then I watched the funeral service where the life of this great Caribbean Man was shared with the world. St. Lucia stood tall in his life and in his death. To God be the glory!

Only a blind person will not be able to see the economic and social advancements of St. Lucia through the years. The vision of one man can change the world for good or for evil. Sir John Compton changed St. Lucia for the better. The challenge is ours to carry on the task of continuing on the high road of continued progress which he charted so clearly for us. It will take years of intense developmental work to complete the journey of the vision in the 2007/2008 Budget.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I wrote about Corporate Social Responsibility in my last article ( <http://www.globalcompact.org> ) and as I prepared my mind to write this article it dawned on me that effective CSR will to a large extent depend on how the leaders of industry see themselves applying their Personal Social Responsibility. A business develops an identity that is based on the mind of its management. The vision must be built on a platform of giving back – caring and sharing. Sir John Compton affectionately referred to as the Father of the Nation cared for the people of St. Lucia. He shared his life with the nation always seeking out ways to improve living conditions. He placed service above self. As we go forward, we will need to change the way we think and act to a large extent. It cannot be business as usual. The wind is beneath our wings, let us soar to new heights. Let the out pouring of love for our deceased Prime Minister be translated into action.

In relation to the private sector, I recall the days under the UWP administration led by Sir John Compton when local manufacturers were protected and given approved industry status that guaranteed that the local market demand would first be met by the locally produced products. Those years will never return unless we decide to isolate ourselves from the WTO regulations.

Sir John Compton was named Man of the Century in the St. Lucia context by one of our local publication and it was fitting that he got the Funeral of the Century.

Due to the period of mourning, SMALL BUSINESS HOUR was not aired on Channel 36 – Think Caribbean Television (TCT) as scheduled. The programme will be back on Monday, 24/9/07 at 8.00pm with a repeat broadcast on Saturday at 8.00pm.

The Realtors Association will hold its Monthly General Membership Networking Meeting on Wednesday, September 26 at 6.00pm in the Lantana Room of the Bay Gardens Hotel, Rodney Bay, Gros Islet.

Let us all look to the future with hope and do everything to ensure that the work of The Right Honourable Sir John George Melvin Compton was not in vain.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Remember always to Keep the Faith, God is in Charge and expect Miracles in 2007!

## **#78 A CALL TO SERVICE!**

October 10, 2007

EDWARD HARRIS AT LARGE!

A CALL TO SERVICE!

It is said that hard work never kills anyone. I could have never imagined in my old age I would have been so engaged in matters of service to others. Although I sometimes feel stretched to my limit, I still press on. I am approaching the final year to retirement but I still have a problem joining the special line in the banks for pensioners, and purchasing the senior citizen cinema tickets which are intended for persons over 60. Being engaged in the affairs of life, serving others is one sure way of keeping in shape and having a young appearance. I had a pleasant surprise this past week when I joined the pensioners' line at a popular bank and presented the deposit book which did not belong to me. The young female teller promptly directed me to the line for the public but I stood my ground and asked her what was the reason? She said I was too young to join that line. I then asked her to guess my age which she obliged and said 46. She was very serious and folded her hands until I presented my ID card. I felt like dancing.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I went into that long introduction to ask a serious question. Why is it that most persons first response to an invitation to serve is to give the familiar answer – I am too busy to take on anything else? While at the same time it is said if there is something to be done, give the task to a busy person. It is all about time management. It is about how you set your priorities. I hosted a few businesspersons from Trinidad during the last days in the month of August this year and spent a lot of time with them exchanging views on life and business. The discussions ended at the airport and the youngest person in the group just moments before entering the departure area reached into his briefcase and gave me a book he brought on the trip. The title of the book is “The Power of Focus” How to hit your business, personal and financial targets with absolute certainty. The book is written by three Authors – Jack Canfield, Mark Victor Hansen and Les Hewitt of Chicken Soup for the Soul Series.

You are busy!!! So, what are you doing about it? There are key players in every sphere of life but you must learn to delegate. Either you delegate or you will stagnate. If you are tired of going to cocktail receptions, send your assistant. That is why I insist on naming the Invitee and place alongside – Representative. Edward Harris/Representative. Another situation is the attendance at meetings. If you cannot attend a meeting there should be an alternate. No serious organization should vote persons to their Boards or Committees without naming Alternates, even at the general membership level. Spouses and adult children should become active in each other’s business.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Associations are suffering because the person who is elected to participate has other important interests or has no interest in the affairs of the Association. Very few persons decline nomination to important organizations. Nothing is wrong with that. You were nominated in the first place because the persons present at the meeting believed you have something to offer. When you are elected, you have a responsibility to deliver on your mandate even if it is to ensure a quorum at meetings. Something must be done and soon, if Associations are going to be relevant. Active numbers in Associations are very important. I have looked around many Associations and find that there is need for a new approach to the structure of membership in general. Membership in Associations must not be seen as an individual privilege but rather as Company / business or community endeavor. In the final analysis the main reason for being a member of an Association is to improve the business or social environment, generally to bring about positive changes.

You are called to serve. In serving, you confirm to your spiritual responsibility and become an Ambassador for change. Giving back is the key to your blessings. The more I give back, the better I feel and the younger I look. Too many retired persons resign to withdrawing themselves from the mainstream of life. To be given the opportunity to retire should be seen as a blessing and an opportunity to do all the things you were too busy to be involved with during your active work life. The youth is reaching out for guidance. Get involved in a mentoring programme. Yes! You can have a second spring, even more enjoyable than the first!

Keep the Faith, God is in Charge, Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#79 DREAMERS ARE BIG WINNERS IN EVERY SPHERE OF LIFE!!!**

October 18, 2007

EDWARD HARRIS AT LARGE!!!

DREAMERS ARE BIG WINNERS IN EVERY SPHERE OF LIFE!!!

Many successful people have been able to look back at the single effort that propelled them to success and laugh at the time when their discussions with others were just a dream expressed in words. Some persons recall how they were laughed to scorn by their family and trusted friends. Sometimes, people even remark to others who are discussing their dreams, that they can't be for real.

People who are really successful dream lofty dreams which may materialize in the short term but others may take years for their dreams to be fulfilled. Big Dreamers have to be patient. You are at a different level when you dream a dream that seems impossible to others.

**SUCCESSFUL PEOPLE ARE DREAMERS**

Your dreams are your vision of where you'll be after the battle,  
your prize at the end of your journey to success.

Your goals are the steps you take to finally attain your prize.

Unless you're willing to work hard  
and establish some discipline in your life,  
all of your dreams will be pipe dreams,  
little mental fantasy trips that will never materialize.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Make concrete steps toward fulfilling your ultimate dream,  
and start with solid objectives and goals.  
Your dreams are where you want to go,  
your goals are how you get there.

The indispensable first step  
to getting the things you want out of life is this:  
decide what you want.  
Don't be afraid to think big and dare to be great.  
Dreamers are not content with mediocrity.  
They never dream of going halfway.

People with goals succeed because they know where they're going.  
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It is a very rewarding experience to talk with successful people and get them to share with you the dream that put them on the road to success. Let the skeptics call you a dreamer, let them call you crazy. When you are laughed at and called names that are reserved for aliens, you know you are on the right track. You need to be different. Too many people join the line and settle for a mediocre life.

Once you have dreamed a dream of success, you have to be focused on its fulfillment. See it through to the end. Do not be distracted by others. The dream is yours and no one can see your dream in the same light as you. It begins with a dream. I like the advertisement – if you can't sleep, you can't dream. However, the dream which I refer to in this article is a different dream, it is a dream you create and vision the final prize you wish to achieve. That is why I always refer to the fact that great achievement depends upon the dreamer's ability to conceptualize, visualize and actualize the path to success. Build on these pillars and believe in possibilities that are beyond the understanding of mortal beings, ask and you shall receive. This is the principle of success that will produce results beyond your limitations and propel you to a boundless future of abundance.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Great people have the persistence to achieve their dreams and live them before achieving them. How do you explain your acceptance into social circles without achieving the status in society that is required? How do you explain the job that you receive when there were others more qualified than you? There are many things that will happen to you in this life that you will never be able to explain. The good life is for dreamers and it happens that in many instances that once you hold fast to your dream, you will begin to live the dream long before it is fulfilled.

How do you see the cup – half full or half empty? Dreamers see it in neither state, they only see it FULL! Many persons have received miracles in 2007. Many dreams have been realized. Those things you thought would never be possible have become reality before your eyes. Many of you who were skeptical about miracles have received your miracle and expect more, even bigger than the ones you have received. The year 2007 has been swift, we are just a few weeks away from saying goodbye to the year that was. I am so happy to have introduced you to miracles.

Keep the Faith, God is in charge, have Big Dreams and expect Miracles in 2007!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#80 MODERN BUSINESSPERSONS MUST BE EXPLORERS AT HEART!!!**

October 26, 2007

Edward Harris at Large!

**MODERN BUSINESSPERSONS MUST BE EXPLORERS AT HEART!!!**

Christopher Columbus set out to explore the new world. He gained fame to the point that until this day he is immortalized. Sir Walter Raleigh was certain he found Eldorado. It seems as though he was right on target given the amount of gold that was mined by OMAI Gold Mines Limited a few hundred years later in Guyana.

Our modern day business people have to be like explorers, venturing out to seek other markets in the Far East, Africa and wherever competitively priced goods and services could be found. With the aid of the internet, market investigations could be undertaken and arrangements made on line to do business with companies identified anywhere in the Global Village.

It was revealing to note from a BBC interview a few days ago with an Entrepreneur who was attending the Canton Fair which is currently taking place in China about the savings that were possible on the products. He noted that he purchased good quality Marble Tiles at the previous Fair at 65% less than what he was paying elsewhere. On this occasion he was buying construction equipment at very competitive prices. Check out details on this very important Trade Fair at <http://www.cantonfair.org>

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Have you ventured out to do business with China, Taiwan, Hong Kong, India, Thailand and other global business hot spots? Don't be confused with the recent problems with products from China which were exported to the USA. Just remember our coconut oil. It will be OK again as soon as the purpose is served. But I can only assume, it is business as usual between the USA and China, a More Favored Nation.

In planning your moves to establish business relationships with other countries, you are advised to visit Trade Fairs in the country or countries in which you are interested in doing business. Not only will you be able to look at the range of products offered and make decisions on products on the spot, but most important, you will be able to share experiences with persons who are already doing business in the market.

Lots of interesting things are happening in the business world but it will be necessary for our businesspersons to change their mind set and learn to invest in their businesses. By investing, I do not mean only investing in goods for resale but also in attending Trade Fairs and subscribing to Trade Journals. These actions are necessary if businesspersons are to keep abreast of developments.

Our OECS Entrepreneurs need to venture offshore with their ideas and businesses. Their ideas can give them money in their pockets. The knowledge gained from their businesses can be leveraged in Joint Venture relationships. There are sometimes while it is impossible to export your products into another market and be competitive, it may be possible to produce the product/s in specifically targeted markets with the size of population that can guarantee the viability of your business. So, it is not always exporting that will expand your business, it can well be expansion by locating your business in selected territories.

Go offshore for investments, go offshore for new business ideas. You are a product of your environment, step out into the wider world and see the many things that you should be doing. Duplicate the experience and get rich.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

As you begin to venture out into international waters, there are certain rules you will have to learn in a hurry. One important rule is to grasp knowledge of the culture of the people with whom you seek to establish business relationships. Gather as much information as you can on the internet and read specialized books on the subject. Talk with Entrepreneurs who have traveled that route before.

How many of us place SPECIAL INSTRUCTIONS/DISCLAIMER at the bottom of our email? If we are going to be doing international business, we should have one. Here is one I came across in an email I received from a friend in Germany:

“As you are aware, messages sent by e-mail can be manipulated by third parties. For this reason, our e-mail messages are generally not legally binding. This electronic message (including any attachments) contains confidential information and may be privileged or otherwise protected from disclosure. The information is intended to be for the use of the intended addressee only. Please be aware that any disclosure, copy, distribution or use of the contents of this message is prohibited. If you have received this e-mail in error please notify me immediately by reply e-mail and delete this message and any attachments from your system. Thank you for your cooperation”.

Be an Explorer, move on to the next level or be prepared to be left behind in this fast-paced world. Everyone needs to get to new frontiers first.

Remember always to Keep the Faith, God is in Charge, Be a Big Dreamer and Expect Miracles in 2007!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#81 BIG BUSINESS MUST GIVE LEADERSHIP TO SMALL BUSINESS!**

November 22, 2007

Edward Harris At Large!

**BIG BUSINESS MUST GIVE LEADERSHIP TO SMALL BUSINESS!**

I am convinced that Big Business must give leadership and inspire Small Business. Successful Entrepreneurs must spend time with small businesspersons in a mentoring relationship. It is about getting into the right mind set and further to challenge yourself to be just as successful as your mentor.

While attending the 3rd Annual Caribbean Unity Trade Fair in San Fernando, the industrial Capital of Trinidad and Tobago, the organizers included in their programme of activities, a Dinner Business Meeting. This meeting was attended by owners of small, medium and large businesses. It was a learning opportunity. His Worship, the Mayor of San Fernando, Alderman Kenneth Ferguson was the Guest Speaker. Mr. Kenneth Ferguson is a very successful Entrepreneur who grew his company which specializes in Plant/Platform Operation & Maintenance from 10 to 450 employees in ten years. He gave many examples of divine intervention and exhorted his audience to put God first in their businesses.

One of the Entrepreneurs at the meeting was involved in many businesses including Construction, Real Estate Development, Super Market, Lawn Care, among others. Though they were all successful, he saw the need to consolidate and continue to be involved in only two of the several businesses he was involved with. The two businesses selected for future involvement are Lawn Care and Real Estate Development.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

While the issue of availability of labour did not come up at the meeting, every discussion I held with Entrepreneurs, the subject of labour came up. Very soon it appears as though Trinidad and Tobago will have to remove work permit restrictions and open up the country to workers from the region and beyond. The labour market is contracting while the economy is expanding and as a result there is the need for an expanded work force. The work ethic in T & T in most industries is outright nonproductive. Very soon it will be more attractive for CARICOM Nationals to go to T & T instead of the USA, Canada and England where until now are the destinations of choice. However, very soon a workers' paradise will be found in T & T.

The just concluded elections gave the Manning Government another term in office with an increase of one in Parliament. Immediately after elections, the newly elected members on the Government side went into retreat. This was necessary as many of the Ministers were new kids on the block and a period of orientation was needed. Many people were still celebrating the PNM victory and for a moment it seemed that all of Trinidad and Tobago was united behind their Government. The third party led by a former Finance Minister of the UNC failed to gain a seat, in spite of it gaining a substantial number of votes. It seemed that when crunch time came, the majority of voters stuck to their old ways and voted for Manning and Panday.

What I was hearing in Trinidad was not so much discussion about politics, it was about business expansion. Opportunities abound in T & T. Labour is at a premium. There should be good business for Employment Agencies. What does all this mean to the Entrepreneurs of the Region? There is no better time to invest cross border in the CSM than now. Whether you are in manufacturing or services, don't export, establish! Take some of your skilled personnel with you and invoke your right of establishment. There is money to be made in Trinidad and Tobago. Leverage your experiences and get into joint ventures. Your knowledge of the industry you are engaged in can get you established in T & T without substantial investment on your part through the joint venture route. If you feel confident enough, go ahead and get a piece of the pie.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The price of oil is expected to level off at US\$100.00 per barrel. As a result, cost of living will rise substantially throughout the region, it will take increased level of income at all levels of our existence. Demand for increased wages will be the story of 2008. With cost of living rising, sales of certain products are likely to decline as consumers apply restraint in how they spend their money. The obvious decision is to expand into markets where the economy is booming and consumers are spending freely. I now know for a fact that the Trinidadians are coming. What are we waiting for?

Skills Training should be a priority at this time as we seek to satisfy our regional labour market and reduce unemployment. Entrepreneurial skills can aid the process. Salesmanship should be thought in schools. I was introduced to a number of MLM opportunities during my brief stay in Trinidad. One of the busiest booths was the 4Life MLMers booth. They were smiling all the time and doing lots of business. Check out what was keeping the men and women in that booth smiling at <http://www.4life.com>

I am happy for the experience gained in T & T and it reinforces many of the positions I have taken in this column. Don't be afraid to venture outside of your comfort zone. If you have an idea, check it out and if you are confident that there is a demand for your idea, move to the next level and implement it.

Keep the Faith, God is in Charge, Dream Big, and Expect Miracles in 2007!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#82 MULTI LEVEL MARKETING & INTERNET MARKETING – THE BUSINESS OF THE FUTURE IN THE CARIBBEAN!**

November 8, 2007

EDWARD HARRIS AT LARGE!

MULTI LEVEL MARKETING & INTERNET MARKETING –  
THE BUSINESSES OF THE FUTURE IN THE CARIBBEAN!

You can call me a MLM Junkie, or outright crazy but I am placing my bet on the power of Network Marketing to change lives in the Caribbean. There is no other industry that regardless of your age, race, gender, religion, social connections, without education, money or special skills that affords anyone who dares to walk away from poverty, the opportunity to realize their dream of time and money freedom. All that is needed is your willingness to succeed.

There is no other industry that has given ordinary people the opportunity that Network Marketing has given them in the past seventy years. It can also be said that there is no other industry that has exploited poor people as network marketing. There have been many broken dreams. But the race is not for the swift but he that endures. The fundamental principles of the industry are solid. The uncontrollable variable is the leadership. Greed has caused many good programmes to get into disrepute. Some Fortune 500 Companies are distributing their products through the Network Marketing System. This is a positive sign.

Many persons in their current employment cannot earn an income if they are not on the job. This is not only true for the laboring class but also for many professionals. Network Marketing provides residual income, your earnings can even increase when you are ill or away on holidays. That is the power of duplication. With the use of the internet and VOIP telephone services, from the comfort of your home you can have a global business. Many people are making use of the social online groups to promote their businesses.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

While we boast a lot about our computer competence in the Caribbean, we are yet to look into the area of MLM/Networking Internet Marketing. That is where the market can be local, regional and international depending on the appeal of your product or products. In recent times many fortunes were made in marketing online training, simply promoting reports, e-books and success stories of the so-called experts. What is preventing our people from coming up with programmes that will be attractive to people all over the world? There is an urgent need for the marketers and IT professionals to get together and give some serious thought to making real money on the internet.

It is going to take a lot of research into what programmes are making money or not making money and why? I have some ideas and I know many people out there have ideas but how do we come together to implement them. It is not easy to get the technology people to sit down and look at areas of internet marketing. They are so busy. Have you tried getting an IT Professional to look at a problem on your computer lately?

My friend and webmaster who lives in Belgium always looks out for me. This week he sent me an article written by a real expert who has predicted that the Wellness Industry which is primarily promoted through the Networking Marketing System is the wave of the future. Here is a quote from the article: "The emerging industries of Wellness and Network Marketing are combining to create today's and tomorrow's NEW WEALTH" Paul Zane Pilzer. I will be pleased to share this article with you. Just request it.

The MLM industry has not been encouraged in this region. The impact of the wellness industry on the health of our people and its ability to generate employment has not been seriously considered. The imposition of duty and consumption tax on the products put the prices out of the reach of the laboring class. I have written on the issue of a waiver of customs levies on wellness products several times in the past. We have seen a number of products appear on the market and disappear after a short while. It is not that the products were not good, it is just that they were simply unaffordable. There can be no disagreement on the need for daily supplements. In today's world it is an absolute necessity if we are to live healthy lives. This simple waiver can create a number of full and part time jobs.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Here is my selected quote of the week:

LIFE IS WHAT YOU MAKE OF IT

No one can cheat you out of ultimate success but you.

You must choose the thoughts and actions  
that will lead you on to success.

You must set your own standards.

Nothing meaningful happens by itself.

It will all come your way, once you understand  
that you have to make it come your way,  
by your own efforts.

Only you can hold yourself back, or stand in your own way.

Only you can help yourself.

Not in time, place or circumstances,  
but in you lies success.

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It has been a while since I introduced to you an Internet Business/Network Marketing Business. If you are currently finding it difficult to make ends meet financially, this could be your opportunity. <http://www.lifewave.com/mcd>

Keep the Faith, God is in Charge, Dream Big, and Expect Miracles in 2007!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#83 SAINT LUCIA POISED FOR GREAT ACHIEVEMENTS IN 2008!!!**

DECEMBER 30 2007

EDWARD HARRIS AT LARGE

SAINT LUCIA POISED FOR GREAT ACHIEVEMENTS IN 2008!!!

We have lived through some very trying times in 2007. The challenges are going to be greater in the New Year as consumers will be faced with rising fuel prices and increased cost of living. However, as always St. Lucians have an enormous ability to ride the storm. My argument is that when price increases are driven by a neutral commodity, it becomes a global challenge and takes on a universal dimension where everyone is working on finding a solution. The year 2007 has been one of mixed fortunes. In spite of all the challenges, we have lots to be thankful for. There have been successes and failures on every side but through it all we are victorious to the point where as we count our blessings and from the lessons learned, we can look confidently to the future.

I wish to say so much in this article but it is not possible to deal with all the issues and other exciting developments that are on the table. However, there are some very interesting statements and recommendations recorded in the past few days. A World Bank Expert recommended that the region be an importer of food and as if that was not enough the axe came down on the Banana industry as it was reported that one of its chief advocates stated that he would not invest in the industry. I am very concerned about the latter statement as this comes from someone who must know what he is talking about. That statement hits at the very core of confidence in the industry and by extension the agricultural sector. It leaves me to wonder if the two pronouncements are linked in any way. However, I am happy to note that on the issue of the importation of food our professionals have totally debunked that idea. My take is that FOOD SECURITY must be at the heart of every Government's agenda.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Too often we are ready to turn our backs on industries that have been important in our early development and even ignore markets within our reach. We must begin to take cognizance of our environment and take decisions that will be in our best interests. It was very much the same in tourism until someone woke up to the reality that people of the region are also potential tourists. It is the same story with Bananas where we are now waking up to the reality there is a market in the region for Plantains and Bananas. People who discourage activities in the agricultural sector must not be allowed to change our mind set about the relevance of agriculture in our country/region. I am fully persuaded that every country in the region should keep its agricultural base alive. With the cost of living spiraling, we must return to basics, kitchen gardens and rearing of animals and poultry should occupy the free time of households.

As the deadline approached on the EU-Cariforum Economic Partnership Agreement (EPA) our Governments have signed on. In the final analysis there had to be compromise on both sides. Congratulations to Minister Guy Mayers and his team for a job well done in the circumstances. What are we to do now? I believe that while the negotiations were taking place, parallel discussions if not workshops should have been convened on a regular basis to look at implementing the EPA in an attempt to get the most out of the programmes. Implementation is set for April 19, 2008. In the meantime, the governments of the region are expected to put the necessary legislative framework in place. Check out the Press release at <http://www.stlucia.gov.lc> It is interesting to note that while everyone was ready to walk away from Bananas, the fruit unlike Sugar and Rice which were only given an extension of protection for two years, will be allowed into Europe - Duty Free, Quota Free without restrictions. I have been reporting to you on the level of investments taking place in St. Lucia which will continue for at least another two years. On the other hand, the Government is forging ahead with some strategic development plans. I posted on my website some details on the EPA and other trade matters. You can check out the information at <http://www.stluciasimplybeautiful.com>

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

This is the time of year when we look back at the things we have done right or wrong during the year, the successes and failures, and those things we could have done differently. Some of us even look back at our overall Balance Sheet of Life and then resolve to get things right in the New Year. Transformation is not always a slow process; it can be immediate. Life is a gift that presents an opportunity to live again. Every year on the 31st December, I take a few hours to sit back and reflect on my blessings and my short comings and make a list of the things I wish to achieve in the New Year. I then convert my wish list into my list of AFFIRMATIONS (positive statements). If you need to achieve it, write it down, then do self-talking. It may sound crazy but it works. Read your Bible and pray daily. Apart from the Jabez Prayer, (1st Chronicles, Chapter 4: Verse 10) I have a written prayer.

A special “Thank You” to my readers who faithfully look forward to my articles and I look forward to continue our relationship in the New Year. Here’s wishing you all the very best in the New Year and may all your desires be realized. Make 2008 your best year ever!

Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#84 REALTORS ASSOCIATION GIVES ST. LUCIANS AN OPPORTUNITY TO EARN A SECOND INCOME!**

January 17, 2008

EDWARD HARRIS AT LARGE!

REALTORS ASSOCIATION GIVES ST. LUCIANS AN OPPORTUNITY TO EARN A SECOND INCOME!

The Economy of St. Lucia has been severely disrupted by the introduction of new prices for all oil related products. There has to be serious adjustments in the way business is operated and pencils' points must now be sharpened to tackle wastage and all other forms of extravagance in Government and the Private Sector. One lesson that can be learned in dealing with internationally traded commodities to prevent future shocks to consumers is to adjust prices in a timely manner. There should have been two increases at the pumps since the last price adjustment. Prices must reflect changes in international commodities whether they go up or down. The unfortunate reality is that when prices go up, they seldom come down.

We now have to look out for a substantial increase in the price of Flour. This is a wakeup call for the people of the region. We must not only say we are independent, we must become self-sufficient. We must work harder in building our nation and providing for ourselves and families. The laid back, perpetual tourist position must change. Self-reliance is vital. The time has come for Change in our behavior. The leaders in society must now stand up and call a spade a spade and take all necessary steps to change the mind set of our people. Instill in them the necessary positive habits that everyone seems to adopt when living in the developed countries.

In these turbulent times, it is all about putting food on the table and there has to be a way in to create the necessary jobs.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

While there is every possibility that some employers as a first strike will seek to reduce their pay roll, I believe that we can increase the labour force significantly with the introduction of extended shopping hours during week days and opening at weekends and holidays. This will encourage visitors from neighbouring islands to visit St. Lucia to cash in on bargains. The restaurants and bars in the city must be upgraded as a matter of urgency. Castries must become more visitor friendly.

The recent rush by individuals to participate in the Realtors Course confirms that persons have finally got around to the reality that there is need for a second job. Many persons are quietly establishing Multiple Sources of Income. Creativity will be the order of the day. Job creation is going to be a joint undertaking by Government and the Private Sector. Attention will have to be paid to developing opportunities for the Micro, Small and Medium Enterprise Sector. The supporting institutions of this sector must be given the support to inform, educate and identify new business opportunities for existing and potential businesspersons. The Small Business Administration in the USA is everything to the small businesses. The Small Enterprise Development Unit (SEDU) and the St. Lucia Industrial & Small Business Association (SLISBA) will have to be supported financially and otherwise to offer programmes and services to MSMEs that will accelerate job creation in the sector. Eighty four percent of all businesses in the USA are small businesses – businesses that generate less than one million US dollars in sales per annum.

A QUOTE from Napoleon Hill “Successful people know where to buy knowledge” is timely as the Realtors’ Association scores big with their Beginner’s Course for Real Estate Agents. The Association in its second year of existence offered the Course to the public and the response was overwhelming.

Course participants were addressed by Industry Experts and Professionals in other related areas of interest. Forty-five persons received Certificate of Participation and will be attached to Real Estate Brokers for a period of one year as Referral Agents. Participants expressed satisfaction with the content and delivery of the presentations and are looking forward to other courses offered by the Association. A similar programme will be offered to persons on the West Coast in a few weeks’ time.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

St. Lucians are very resilient people and the storm will soon pass. Life goes on. However, we must resolve that as a result of the austerity measures, we will of necessity have to adopt, we will emerge as a determined and industrious people.

Here is my Motivational Pick of the week:

IT'S ALWAYS A GOOD TIME TO CHANGE

The first step toward getting somewhere is to decide that you're not going to stay where you are.

You're a product of your environment.

So choose an environment

that will best develop you toward your goals.

Analyze your life in terms of your environment.

Are the things around you helping you toward your success or are they holding you back?

Your world today is a living expression of how you are using and have used your mind.

It's something that you can change at any time.

You don't have to remain a captive of your environment.

Don't say "If I could change, I would change,"

say "I can change, and I will change."

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Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#85 WAIVER OF CUSTOMS LEVIES ON MLM WELLNESS PRODUCTS CAN REDUCE UNEMPLOYMENT SUBSTANTIALLY!**

January 31, 2008

EDWARD HARRIS

WAIVER OF CUSTOMS LEVIES ON MLM WELLNESS PRODUCTS CAN REDUCE UNEMPLOYMENT SUBSTANTIALLY!

GOVERNMENT CAN REDUCE UNEMPLOYMENT SUBSTANTIALLY WITH THE REMOVAL OF CUSTOMS LEVIES ON WELLNESS PRODUCTS OFFERED BY REPUTABLE MLM COMPANIES!

I have made this point on several occasions in my column that Governments around the region can make a serious dent in the unemployment situation in their countries if Multi-Level Marketing / Network Marketing is encouraged. In St. Lucia like all the other countries in the region our people need to be motivated. The expansion of the MLM Industry is one approach to motivating people to be the best they can. The MLM business thrives on Motivation for Action.

MLM is the only business that is available to anyone who has a burning desire to acquire financial and time freedom, regardless of age, experience, education, financial resources, social or business connections, religion or race. It is the only business that can turn dreams into reality and provide its participants with the ability to do whatever they want, whenever they wish, without worrying about the cost or availability of time. This is the dream of most of us. Today, around the world, many persons are living their dream.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

MLM is based on specialized training which is targeted towards teaching persons to open doors and secure business. The principles taught in the training programmes provide very important values to latch onto in life. Everyone needs to be a sales person as we compete for jobs, promotions or even social interactions. The art of effective communication is at the core of MLM training.

As the MLM business sweeps across the nation, training will be available to all persons who enroll in the various programmes. The Barbadians have been introducing MLM programmes to St. Lucians for as long as I can remember. The last Amway presentation I attended, it was the Barbadians who were the region's leaders. Amway is now Quixtar and those persons who have been involved over the years have become believers and many continue to do well and enjoy incentives such as cruises, subsidized conference attendance. I must hasten to add that MLM is not only about selling products, like Vitamins, Cosmetics, Dish Washing Liquids, Tooth Paste, etc. Some MLM Companies offer service/training programmes that are marketed electronically.

Action on the part of the Government is urgently needed to apply a Waiver of Customs Levy on selected MLM products, especially in the Wellness Category at least for one year initially. Thereafter, the programme can be assessed for its contribution to the nation in terms of employment generation and health care. There is no way that the MLM business can thrive in St. Lucia or anywhere else in the region with the level of Custom Levies currently applied. A Customs Broker informed me that the current Customs Levies on Nutritional Products are: Duty - 35% on cost of product plus freight, Consumption Tax - 15%, Customs Service Charge 5%. This level of Customs Charges negatively affects the selling prices of MLM products. The failure of many companies to survive in the market is due this single factor. As a result, our people are denied access to the products. In many instances they were experiencing relief from their illnesses but the products are no longer available on the market.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It is well known that some of the most effective products to be introduced to consumers in recent years have been done through the MLM Industry. The MLM Industry is such an effective means of distributing products that the telecommunication, insurance and other industries are using this method of reaching potential customers. It is primary a system that is promoted by word of mouth introduction and direct selling contact.

The current economic realities will bring on and, in some cases, aggravate the health problems of many as they grapple to sustain a reasonable level of business and family commitments. STRESS is going to be the number one health problem in St. Lucia and will trigger Diabetes and Hypertension which already have their toll on our citizens. What can be done to help stave off as much as possible the STRESS condition and likely associated health problems? To help deal with the potential health problems, action in addressing the negative impact of Customs Levies on Wellness Products is urgently needed.

The solution to the high cost of doing business and living is to increase income. There is the need for businesspersons to find ways of identifying and engaging in Multiple Sources of Income and those who are employed, a second and third source of income. MLM offers the opportunity for many to find their own source of employment and be self-employed.

In my capacity as Chairman of the Steering Committee of the Realtors' Association, I had the privilege of being involved with a 3 Day Beginner's Course for Real Estate Agents and persons with an interest in the real estate industry. It was a success and now we are planning a programme for persons in the South and West Corridor of the island. This Course was developed to educate and inform persons involved in the Real Estate Industry and to attract new entrants.

Many businesspersons whose businesses rely upon their presence in their businesses will suffer greatly if they fall ill for an extended period. Residual income should be a priority of today's Entrepreneur.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I am extending to you an invitation to attend a Business Opportunity Meeting on Saturday, February 2, 2008 at the Bay Gardens Conference Room, Rodney Bay at 6.00pm. The opportunity was introduced to me a few days ago. It is being supported by a group of Entrepreneurs who have been in search of an opportunity that will provide them with a source of additional income with residual impact. I am attracted to the programme because of the Founders' experiences and the strategy they have implemented to position the company as a global MLM leader. The compensation package is very attractive and the incentives are fantastic which include BMWs. The local promoters are very excited about the programme and have developed a strategy for utilizing their CSM privilege to access other CARICOM States beginning with Trinidad & Tobago. They are also discussing with their up-line their involvement in coop advertising to reach the Global Market. I further understand this is a ground floor opportunity as the company seeks to expand throughout the Caribbean region.

I will like to encourage you to attend the public session. It is Free and you are in no way obligated to participate. I am also informed that persons from neighbouring States will participate in the meeting.

Here is my selected motivational quote of the week:

**ALWAYS TRY TO THINK AHEAD**

When you think ahead of any approaching action, you'll always have the advantage. You'll be the winner.

Keeping a little ahead of conditions is one of the secrets of business.

The time to repair your roof is when the sun is shining.

Try to do things before they need to be done.

Let your advance worrying become advance thinking and planning.

Position yourself ahead of time in the best place for you.

When you do what is necessary, all the odds are in your favor.

Do the next thing.

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# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#86 CORPORATE SOCIAL RESPONSIBILITY (CSR) GOES FAST TRACK IN 2008**

February 7, 2008

EDWARD HARRIS AT LARGE!

### CORPORATE SOCIAL RESPONSIBILITY (CSR) GOES FAST TRACK IN 2008

Everyone is trying to invent a MAGIC WAND that will alleviate poverty and control crime but I have learnt that a journey of a thousand miles begins with the first step. I have also learnt that if you wish to achieve massive success set yourself small achievable goals that will lead to your main overachieving GOAL.

A lot of things have been said about CSR but I have come to the conclusion that CSR can reduce poverty and give hope the citizens that will afford them a better quality of life, one step at a time.

CSR strikes at the core values of an organization. It is the employer's responsibility to provide a work environment that employer and employees can be proud. I am proud to be an employee working at John Jones and company. My employer cares for and shares with not only the staff but also with the community. That leads to the next phase of CSR your responsibility to the community in which you operate. Are you one of those business persons who ignore the needs of their community even though the company is in a position to help? Finally, taking care of the environment is essential in these days, especially when most of our island States depend on tourism for their survival. Are you a hostile polluter????

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

After such an opening where employees and community are demanding that companies seek to be true corporate citizens, I hasten to provide a Caribbean definition of CSR. This definition emerged from a 3-day workshop held in Barbados, November 26-29, 2007: “CSR is a strategic process and commitment to achieve sustainable development (social, cultural, economical and environmental) through partnerships with all stakeholders”.

Corporate Social Responsibility (CSR) in Action:

CSR is a concept, which encourages organizations to consider the interests of society by taking responsibility for the impact of the organization’s activities on customers, employees, shareholders, communities and the environment in all aspects of its operations. This obligation is seen to extend beyond the statutory obligation to comply with legislation and sees organizations voluntarily taking further steps to improve the quality of life for employees and families as well as for the local community and society at large.

Major Objective of the Promoters of the CSR Program

The goal of the promoters of CSR is to work with all stakeholders to encourage business practices that would help ensure successful and profitable business that contribute fully to achieving our sustainable development goals.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### Some thoughts on CSR

There is no universally accepted definition of CSR. Selected definitions by CSR organizations and actors include:

- “Corporate Social Responsibility is the continuing commitment by business to behave ethically and contribute to economic development while improving the quality of life of the workforce and their families as well as of the local community and society at large” World Business Councils for Sustainable Development”
- CSR is about how companies manage the business processes to produce an overall positive impact on society.”
- “CSR is a company’s commitment to operating in an economically, socially and environmentally sustainable manner whilst balancing the interest of diverse stakeholders.”
- A concept whereby companies integrate social and environmental concerns in their business operations and in their interaction with their stakeholders on a voluntary basis.”
- “There is one and only one social responsibility of business – to use its resources and engage in activities designed to increase its profits so long as it stays within the rules of the game, which is to say, engages in open and free competition without deception or fraud. CSR goes beyond such thinking.

### Approaches to CSR

Internal Company Responsibilities for CSR:



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

- \*Proper waste disposable practices
- \*Select environmentally friendly materials for office/factory use
- \*Implement and enforce sound health and safety practices (ergonomic furniture and accessories etc.)
- \*Install energy-saving devices
- \*Encourage volunteerism and social equitable interaction among staff (reward, etc.)
- \*Provide continuous training, evaluation, and monitoring re: CSR activities, objectivities and issues
- \*Foster high employee morale by building relationships and partnerships to alleviate perceived employee hardship. (Day-care Provision, Flex-time, Gym membership etc.)
- \*Ensure that operational systems are user-friendly
- \*Integrate CSR policy as part of company business and HR planning.

### External Company Responsibility for CSR:

- \*Research/disseminate information on worthwhile social programs
- \*Voluntarily contribute in kind/cash to programs/events that impacting on company and country development goals
- \*Promote company's CSR philosophy and strategies via media, websites, newsletter etc.
- \*Comply with all relevant government labor, health and safety regulations
- \*Provide environmental customer-friendly packaging etc.
- \*Encourage special programs and events for customers in promotion of CSR (Customer appreciation day, giveaways, etc. \*Inhibit customer-friendly building/infrastructure
- \*Establish, monitor and evaluate customer service code of conduct \*Support principles and legislation that promote socially responsibility issues such as human rights, equal opportunity, disability and children's right. \*Reward stakeholders, companies and children's right.

Every company should aspire to achieving these fundamental goals of CSR for the benefit of their community and nation as a whole. The time for CHANGE is now! Not only in the USA, but everywhere! St. Lucia must play an integral participating role in CSR.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

A small committee comprising of persons who participated in the two CSR workshops held in Trinidad and Barbados in 2007 is at work and it will host a special meeting on Friday, 15th February, 2008 at the Auberge Seraphine Conference Room at 10.00am to sensitize stakeholders on developments that have taken place so far and lay out plans for the future. An Adhoc Committee will be formed to pilot the group in formalizing a National Committee on CSR. It is envisaged that Labour, Civil Society, Government and the Private Sector will be fully involved.

CSR is receiving major attention from the world major institutions such as OAS, World Bank, CIDA, etc. A web-based course on CSR is soon to be launched where all interested persons could sign up for the programme. A Train the Trainers and National Workshop will be held in St. Lucia during the first half of 2008. The OAS/SEDI/YABT collaboration is very keen on ensuring that CSR succeeds in the Caribbean. St. Lucia is one of five countries in the region that has been selected in the pilot project. For further information on how you can participate in the activities, please contact Ed Harris c/o SLISBA Tel: 452-7616

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Here is my selected Motivational Quote for the week:

## FEAR IS OVERCOME WITH ACTION

One of the greatest surprises you'll experience,  
is when you discover that you can do  
what you were afraid you couldn't do.  
Your obstacles will melt away,  
if instead of cowering before them,  
you make up your mind to walk boldly through them.  
Do the thing you fear and fear disappears.  
Confront your fears, list them, get to know them  
and only then will you be able to put them aside  
and move ahead.  
When you face the things that scare you,  
you open the door to freedom.  
The only thing you have to fear, is fear itself.

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Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#87 PUT A LITTLE LOVE IN YOUR HEART AND YOU CAN BELIEVE AGAIN!!!**

FEBRUARY 14, 2008

EDWARD HARRIS AT LARGE

PUT A LITTLE LOVE IN YOUR HEART AND YOU CAN BELIEVE AGAIN!!!

When things are tough, many persons wish to roll over and die. There is a saying in the Bible that in all things, God's people should give thanks. I heard a joke many years ago which drew attention to the level of deprivation many persons reach in life. A guy was experiencing serious financial problem and took the decision to commit suicide by drowning. While contemplating his plunge to death, he saw a man nearby picking up the skin of a banana and began eating it. Upon seeing that act, he decided that he was nowhere near that stage and changed his mind. So rather than thinking to end your life because things are not what they used to be or the life you once lived has eluded you – just give thanks and resolve to return to your former glory.

It is necessary to cultivate a belief system that will quietly remind you of your Provider. Too many people are giving up too soon. Change in your circumstances must come. Patience is a virtue. Many times, you are being prepared for something that is greater but it must come from suffering. Many persons are destined to feel the pain before the gain. How many businesspersons have failed over and over again to the point where failure is almost a habit, then suddenly the moment that they were being prepared for – arises! However, I am concerned that too many persons who have experienced being down in the valley, when they begin to live the mountain top experience, they totally forget they were once down in the valley. Some persons although success did not come easy, they struggled and sometimes failed, yet they fail to recognize that it will happen to other persons and it will be their turn to give a helping hand.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I heard that plans are being made to expose St. Lucians to a top-notch motivational speaker. I am very happy that finally someone has responded to a great need of our people. The time has come to do something different. Our people need to be taken from the low that many have placed themselves to believe again. It would be great if someone will move to the next level to host a train the trainers' workshop in Motivational Speaking so that the entire country could benefit. I will be in the audience whenever such a programme is scheduled.

There are very few people in this world who can truly empathize with others. Too many people forget their past and only see the current. I am writing this article on Valentine's Day. I am very sentimental about this day and will be until I die. As I was driving down to my place of work, I passed a little boy about 5 years old with one of those packaged red ROSES in his right hand stepping proudly on his way to school. I was moved to see this little boy and prayed that he will always be the person he is being molded to be. I walked around Castries and admired the persons who took time off to dress appropriately and to express sentiments to their loved ones and colleagues in keeping with the day. I remember when I sent chocolates and a bouquet of fresh flowers with a bunch of red roses to the love of my life. Those were the days. Do I still do what I did then? Yes, I do! Tonight, is a special night. Will it be fine dining or if that is not possible financially, why not settle for the movies? I know a lot of us will be headed to Caribbean Cinemas. Whatever you do – simply remember to say I LOVE YOU!!!

Here is my selected Motivational quote for the week:

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

LIFE IN ABUNDANCE COMES ONLY THROUGH GREAT LOVE.

There is no force more potent than love.  
Take away love and your world is a tomb.  
Your life echoes emptiness without love.  
With it, your life will vibrate with warmth and meaning.  
Even during hardship, love will shine through.  
As you look back upon the events in your life you will find  
that the moments that stand out, the moments when you have really lived,  
are the moments when you have done things in a spirit of love.  
If you have it, you don't need to have anything else,  
and if you don't have it, it doesn't matter what else you have.  
Therefore, search for love.  
Once you have learned to love, you will have learned to live.  
Love is the most important ingredient to your success.

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# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#88 INTEGRITY NEEDS TO BE APPLIED TO EVERYTHING WE DO!**

February 20, 2008

EDWARD HARRIS AT LARGE!

INTEGRITY NEEDS TO BE APPLIED TO EVERYTHING WE DO!

Happy 29th Independence Anniversary! May Prosperity attend our Nation! We are not in the best of times but surely, we are not in the worst of times. There are always comparisons to be made and we are ahead of many nations in the maintenance of peace and orderliness in our region and around the world. We have lots to be thankful for. In spite of recent developments regarding the price of oil, St. Lucians have already begun to adjust and life goes on. It was like the passing of a hurricane. Many of us were punched to the ground but are back on our feet. There will always be a way to cope with a bit of sacrifice.

I hasten to point out my disgust at the situation in Guyana and I feel that the time has come for our regional Leaders to speak up. You will note that I mention Leaders and by that, I mean politicians and all others in leadership positions. Civil Society Associations must begin to let their voices be heard. It is definitely not business as usual in Guyana and President Jagdeo must know that. When lawlessness is encouraged to spread to proportions where the country is unmanageable, something has to be done. It all began with the rigging of election after election with no check in sight. Fraudulent election is a State Crime against the people and this is being condoned by many under the guise of race on both sides. All those who perpetuated such behavior, were silently digging their own graves.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I call on the members of the Guyana St. Lucia Association to that is possible to draw attention to the atrocities taking place in Guyana. Change has got to be made to bring about an end to lawlessness in Guyana. Integrity on the part of those in political office must be more than a word. The military forces seem to be powerless. Businesses are hurting. Patrons of night clubs and other places of entertainment are staying away. In some parts of the country, residents are asked to stay indoors. Guyana will lose its Visitors to other countries as is already happening with conference venues being shifted to other States in the Region. When will this end?

As the neighbours in the Caribbean watch at the situation that is unfolding in Guyana, they should be concerned and do everything to ensure that parliamentary democracy thrives in the region and the rule of law is maintained without compromise. We have witnessed the change of Governments in many States in the region and there are others to follow but this will never be the case in Guyana as long as the system remains as it is. It is necessary to get to the cause of the dilemma Guyana faces. A constitutional solution must be found and a properly elected Government must be put in office. There must be moral authority to govern effectively. I feel it is time for Guyanese to stop being different and move away from Proportional Representation to First Past the Post.

Have you been watching the Democrats Race to the White House? Senator Obama surge is nothing short of a Miracle! This is one time the experience challenges of the old and the not so old have been rudely awakened by a serious Call for Change. The people are tired by the same old faces in Government. Washington is broken and the same old folks cannot be expected to fix it. Ten wins in a row. What do you call such a performance? The race card is out of the game. Americans can be proud of themselves and what makes me proud is that for the first time Blacks are solidly united behind their man. Whatever happens Obama will be in the in the race for the White House. If he continues his winning ways in the next round and take Texas, he will be unstoppable.

It is time for Change and I believe a Change is going to come even for Guyana.



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Here is my Motivational Choice of the week:

## SUCCESSFUL PEOPLE MAKE DECISIONS

To control the outcome of anything,  
you control the action at the point of decision making.  
If you let others make decisions for you, you give up control.  
When you control the decisions, you control the actions.  
It's your life. You decide what you're going to do with it.  
If you don't run your own life, someone else will.  
You're in control of your life to the degree that you make decisions.  
Take charge of your life, so there is no longer a need to ask  
permission of others.  
When you ask permission, you are giving someone veto power  
over your life.  
Take control and start making those decisions.  
Only you are responsible for your life.

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# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#89 SAINT LUCIA HOLDING ITS OWN AS A PREFERRED INVESTMENT DESTINATION**

February 28, 2008

EDWARD HARRIS AT LARGE!

SAINT LUCIA HOLDING ITS OWN AS A PREFERRED INVESTMENT DESTINATION!

No one could be happier than Ed Harris to witness the state of investments in St. Lucia today. Many saw me in a negative light that I was being over optimistic but I was always confident about St. Lucia and its time has come. The interesting thing about investors as long as good governance is encouraged in a country and there is reasonable stability, investors will pursue their dreams.

The magic at work for St. Lucia as it attracts foreign direct investment is that investors fall in love with St. Lucia and decide here is where they want to do business and fulfill their dreams in the sun. The celebration of St. Lucia's 29th Anniversary of Independence was not the usual school children rallies and military parade, etc., it was a celebration of expansion. Reaching for new heights in the economy will trigger off all the things that are expected to happen in an economy that is soaring to new heights. Today you hear of investments in the billions. We no longer hear of millions when investment in the tourism sector is discussed, we are in the billion-dollar era. Our 2008/2009 Budget will definitely be in excess of a billion EC dollars and if all goes as projected a US billion-dollar budget will be reality within 3 to 5 years.

Investments in commercial and touristic properties are showing up all over the island. Labour is being brought in to help out with the construction boom taking place. It is obvious that St. Lucia's time has come and there is no stopping us now.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

There are so many projects in the pipeline as Brother George would have said. Today, we hear about the redevelopment of the Castries Waterfront, Rodney Bay Mariner Project, Tunnel through the Barre de L' Isle, Hess Oil Refinery, Deep Water Port in Cul de Sac, Ritz Carlton, Westin, Le Paradis, Raffles, Beaches, Signature Golf Courses by the best known names, infrastructural development, new road route to Vieux Fort, additional flights from the USA and Europe, expanded relationship with Caribbean Airways, etc., etc.. I feel it wouldn't be long before a solution is found for LIAT.

Saint Lucia Nice! The economic prospects for the future looks great and what is interesting, it is just the beginning of a long road of economic progress. These are exciting times. It is a great time to be living in St. Lucia.

While the real estate industry in the USA is in crisis, St. Lucia is booming. I had the privilege of participating in a 3-day investment conference where overseas based Investment Brokers were introduced to St. Lucia. They were addressed by the movers and shakers in the St. Lucian society. I was amazed at the developments that are in the pipeline and wondered on many occasions if the presenters were referring to St. Lucia. But it was real, I was experiencing the coming together of the dreams of many who dared to dream. As I listened to the presenters, I was blown away and experienced the WOW effect. The question that came to my mind repeatedly was – what will St. Lucia be like in the next five years? It was very enlightening to discuss with the Brokers what they do. Many operate diversified investment consulting businesses, offering Insurance, Tax Planning, Estate Management, FOREX trading, Futures, Stocks, Bonds, Donation Programmes, Land Bank, etc. I was so impressed with this group of Brokers that I arranged for one of the Brokers to address the Monthly Networking Meeting of the Realtors Association which was held on Wednesday, 27/2/08.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The most outstanding moment was when I met with a young man, just 21 years old who left school about 3 years ago to gain some experience in services offered by his dad's brokerage. He moved on to the FOREX business on his own, making lots of money by going to work on his computer from 4.00am. He is not a part of the organized system as he seeks to maximize his returns. There are privately owned companies offering 10 - 14% return on investment per month when they are raking in 40 - 100% per month on the investors' money. This young man is enjoying a level of financial independence that gives him the opportunity to enjoy the finer things of life. I wonder how many of our young people are trying to learn about this interesting field of business. While we have an active Eastern Caribbean Securities Market in place enough is not being done to inform and educate the citizens of the region to actively participate. The process of informing and educating citizens on investing must be continuous, not only by publication in the media but by bringing people together and involve them in role play.

St. Lucia is poised to achieve economic success at a scale never experienced within the OECS sub region. We have seen the progress made by Barbados in recent years, let us be ready to achieve even greater successes.

Here is my selected Motivational Quote for the week:

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## SUCCESS IS CLOSER THAN YOU THINK

Every situation, properly perceived, becomes an opportunity.  
But you have to act on them if you're going to be successful.  
Distant pastures always look greener than those close at hand,  
but real opportunities are right where you are.  
You must simply take advantage of them when they appear.  
You can start where you are at any time.  
Success is all around you.  
It's not in your environment,  
it's not in luck or chance,  
or in the help of others.  
Success is in yourself alone.  
You don't need more strength  
or more ability or greater opportunity.  
What you need is to use what you have.  
Learn to seize good fortune,  
for it is always around you.  
You must go to success, it doesn't come to you.  
Open your own doors to opportunity.

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**#90 REAL ESTATE INVESTMENT POTENTIAL IN ST. LUCIA!**

March 12, 2008

Edward Harris At Large!

REAL ESTATE INVESTMENT POTENTIAL IN ST. LUCIA!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Welcome to St. Lucia! It is a small island State located between 60- and 61-degrees West Longitude and 13- and 14-degrees North Latitude, approximately 1,300 miles Southeast of Florida. St. Lucia is part of the archipelago in the Windward island chain. The 238 square mile island is 21 miles from Martinique its nearest neighbor which is a French Department, 24 miles North of St. Vincent and 100 miles Northwest of Barbados.

St. Lucia is such a prized jewel that the French and British fought 14 battles before the French ceded their claim to the British in 1814. St. Lucia became an independent State on February 22, 1979 and retained the Queen as its titular head of State while maintaining a Westminster type Constitution which allows for good governance and a stable economy. St. Lucia is more than simply beautiful. Her people are noted as some the warmest and friendliest in the world. Her mountains have been and, in some cases, still are worshipped as demi-gods, adding to her mystery, her lure. Her waters offer safe swimming, excellent diving, and other water adventures such as kite surfing and parasailing. Land activities include but are not limited to games of golf, treks through the rain forest by land or zip line, horseback riding, turtle watching, spa treatments and more.

For many this small and exotic island in the Caribbean has been inspirational. Oprah Winfrey mentioned it in her O magazine as one of the top 5 places to see in your lifetime. She is on to something as in recent years St. Lucia has attracted some of the best developers in the world with International award-winning plans that will cultivate and enhance St. Lucia's natural beauty. This is your invitation to Own A Piece of the Rock!

St. Lucia welcomes direct foreign investment so there is nothing to fear in deciding upon St. Lucia as a destination whether for Business, Pleasure or Retirement or a combination of interests. It is important to note that St. Lucia is a preferred destination as it is evidenced by the heightened investment environment. The country is presently experiencing a construction boom in addition to a billion US dollars being invested in new tourism plants.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

St. Lucia was rated #27 in a 2006 World Bank Report for “Ease of Doing Business” from among 175 countries surveyed. It is rated #1 Honeymoon Destination in the world. Visit <http://www.stlucia.org> Based on the foregoing information, it is evident that St. Lucia has all the attributes to fit the most discriminating life style. There is never a dull moment and the close proximity of neighbouring islands adds additional variety to the existing fun filled experience in St. Lucia.

Real Estate Investment has proven over time to yield substantial returns for investors engaged in the sector. In spite of rising prices in the North of the island fueled by strong demand, property prices have remained at the 2005 level in most parts of the island. While prices in the North range between US\$8.00 and \$10.00, prices in the other parts of the island could be as much as 50% less. The challenge is to open up lands in the hinterland which beckons the future for serious developers.

The South of the island for several years now has been dubbed the New Frontier but so far real development is yet to make a major impact in that part of the island. However, all indications are that this is about to change beginning with developments on the East Coast with the Le Paradis Development, <http://www.leparadisstlucia.com> taking up 554 acres along the main highway and the best beach front in the Praslin/Micoud area. There is also the possibility of a Ritz Carlton Hotel in Vieux Fort. Both developments are slated to have Signature 18-hole golf course.

Apart from investment possibilities for acquiring independent residential and commercial properties, there are numerous opportunities to invest in Villa and Condominium Developments, and Boutique Hotels on the island.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In an interview with Mrs. Patrice Esper, a prominent Realtor in the North of the island, she declared that “If St. Lucia were a young woman, I imagine her putting her best clothes on, taking a deep breath and stepping out into the world. The world has taken notice!” She further stated that “St. Lucia is a young island in its development but it is all coming together now”. The effect is being felt in the North and demand for properties has outstripped supply. She noted that Trinidadian and Barbadian investors are showing keen interest in the real estate sector and a new project – Villas on the Green in Cap estate, comprising of 75 apartments testifies to the confidence shown in St. Lucia. Mrs. Esper is the Lead Broker for the development which is owned by Fortress Caribbean Ltd., a Barbadian owned company.

Villas on the Green in the North of the island is a great example of a development that is balanced. Set on 17 acres of prime land in the exclusive residential area of Cap Estate, it adjoins the St. Lucia Golf and Country Club, currently the only 18-hole golf course on island and is only a short distance from the sandy beach of Cas En Bas, soon to be the home of the 5-star Raffles resort. Villas on the Green offers a choice of townhouses and custom-built villas all featuring quality finishes and tropical details. A beautifully designed clubhouse, members’ fitness centre, swimming pool and terrace, bar, café and tennis court enhance this development and add to the enjoyment of the owners and their guests.

St. Lucia’s thrust into the promotion of Boutique Hotels was initiated by John and Judith Verity of Doubloon International who are the developers of Discovery at Marigot Bay. This property is small, exclusive, intimate and personalized, individually designed, not a part of a chain. It reflects the place it’s in and is very much a part of the environment. Discovery is all about St. Lucia, designed around the history and environment. The Verity family brought life and light to St. Lucia.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Marigot Bay community has been transformed into a unique tourist area in St. Lucia. There is added value to the Bay which is a must see for visitors to St. Lucia and home to some great movies that were filmed in the Caribbean. They have collaborated with world renown photographers, radio personalities among others to promote St. Lucia in such production of an exhibition of photographs by Gered Mankowitz entitled "The land, the people, the light – a portrait of St. Lucia" also available in print with stories by Molly Mc Daniel. They are not only investors; they are very much a part of the St. Lucian society and are directly involved in charting the way forward for the tourism industry. Their contribution has been recognized by fellow developers and with the establishment of Doubloon Real Estate Limited, <http://www.marigotbay.com> headed by David Farrin, the company is advising developers and promoting other existing properties including those soon to be put on the market.

The Verity family has challenged St. Lucian Entrepreneurs to develop a new consciousness for their community and its environment. They targeted the children of the Marigot Bay Community and organized an Environmental Committee to teach the children to respect their environment. The Caribbean Students Environmental Alliance is in the making and will involve students in science-based activities related to the environment. Their latest project is to launch a Solar Powered Ferry Boat to transport visitors and workers who need to cross the Bay. It will be the first Sunshine Ferry in the entire Caribbean.

Discovery on the Bay is a development with a difference. Investors in the project after their purchase, they do not continue pay cheques, they receive cheques. Here are some innovative features being offered by the Discovery at Marigot Bay Development:

The property has 57 Apartments available in 3 types namely: Festival, History and Mangrove. Owners enjoy 6 – 7 weeks occupancy per year made up of 3 High and 3 Low or 2 High and 5 Low Season. High Season is the period December 15 of one year, concluding April 15 of the following year also if Easter falls outside of the official High Season and the week of Jazz. During the period when the apartment is not occupied by the owner/s it goes into the Hotel Stock.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The hotel is managed by GLA Hotels, <http://www.glahotels.com> Investors physically own the Block and Parcel Number for their property. Revenue that comes in from rent goes into one pot and all costs for operating the hotel is taken out. The accounting period for the rental pool is January 1 to December 31. There is also a sinking fund for maintenance of the property. After allocation of the general overheads, the net profit is divided as follows, 50% to the Developer and 50% to the Apartment owners. A minimum return on investment of 6% is guaranteed for the first 2 years. No additional cost once the property is paid for. No payment of income tax to the St. Lucia Government for 10 years. Up to 70% Mortgage is available from a local Bank. It is a mixture of life style and investment. Visit <http://www.discoverystlucia.com>

This article points to a few important facts: 1. That ownership of property by foreigners in St. Lucia is welcomed by the Government and citizens. 2. That an Investor could be actively involved in the development of St. Lucia. 3. That St. Lucia offers a life style suited to the most discriminating client. 4. That St. Lucia is an Investors Dream and it is all coming together now! Important Websites: <http://www.stlucia.gov.lc> <http://www.stluciandc.com> <http://www.stlucia.org>

If Island Living is your lifestyle choice, experience St. Lucia first hand, stay for a visit or for a while!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#91 EDWARD HARRIS HAS LOTS TO SHARE!**

March 28, 2008

Edward Harris at Large!

EDWARD HARRIS HAS LOTS TO SHARE!

I have a severe pain in my knee. I am unhappy at the fact that people do get ill. It was the persistent cough, now it is my knee. Life goes on and my mind is filled with things I will like to share with you.

Hope you enjoyed your Easter and took time off to reflect on the Ultimate Sacrifice that has given us the liberty we enjoy today with abundant living and the hope of eternal life. Jesus is risen! That is the hope of all believers, that one day we will be joint heirs with Him in the Kingdom that he has prepared for us.

With the passage of tornados and the disasters around the world that we hear about on the news and the earthquakes that are frequenting the region, many God Chasers will proclaim that the Kingdom is at hand. My experience at first hand in Barbados on November 29, 2007 and the subsequent tremors give me cause for concern. The recent forecast of possible waves 12 to 16 feet high is something that should be taken seriously. What precautionary measures have been put in place? I feel that a serious look at areas that are prone to flooding should be made and action taken to ensure the safety of the residents. It appears as though some villages will have to be relocated to higher ground. I hope that assistance is being sought from international agencies to make this possible.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

I missed going to Guyana for the Easter as some important colleagues were on island and I had to be with them. I didn't mind as I spent 3 days at the Coconut Bay Resort. My friends who went to Guyana reported that they had the time of their lives. They made me feel as though I really missed out on a great 5-day trip. I am not mad about that but what makes me real mad is that I lost the entire amount of the cost of my LIAT airline ticket which was at a reduced fare of EC\$1,077.00. In this hard guava season how can a company be so heartless, especially when the people of the region have to finance the revenue short fall of the airline from time to time. I don't mind the charge for a change of date and updating of the ticket to the current fare at the time of travel. I have learnt a lesson that it is better to use the services of a Travel Agent rather than fall for the glamour of the internet booking because then there is no one to look out for you.

The time has come for the Consumers Association to be fully equipped to serve the needs of consumers in informing and educating the people on their rights if any. These days the consumer is not respected and because we are not, it appears as though we do not have rights. Someone has to speak up for the consumers and bring to the attention of the nation the serious negative advantage that is being taken on them by unscrupulous businesses. Something has to be done and done urgently as consumers grapple with already high cost of living.

The days leading up to the Easter weekend saw a hive of activity as the streets of Castries were filled with visitors and locals, many getting into their purses and wallets to ensure the feel good, look good effect during the holidays. A few entertainment promoters did very well as their shows got good responses and the patrons expressed satisfaction. I got into trouble with my knee as I might have been out of step to one of the oldies on Easter Sunday night at the one-man band – Love Connection from Guyana at the Wharf Beach Bar and Restaurant, Choc, Castries. There is no fete like a Guyanese fete! I always make the point that Guyana is the party country of the Caribbean. I encourage my readers to visit Guyana and share the experience.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Have you visited the town of Gros Islet recently? I suspect many visitors to the area on Friday nights just stay in Main Street and don't get into the side streets. Lots of great things are happening in the Gros Islet area as it relates to bars, restaurants and general entertainment businesses. My recent find is OBAR Lounge, Bar and Club on the water's edge past the Boat Yard. This night club has taken St. Lucia to the next level. The young proprietor is excited about the prospects of this new business which is nearing completion. However, due to demand from persons who visited the premises, the Club now opens two nights a week – Friday and Saturday with a live band from midnight. I was so impressed about my discovery that I called a few of my friends and told them I found a place and the next thing I knew, we had a party going. Congratulations to the Proprietor, Mr. Valentine Vitalis who hails from Anse La Raye.

St. Lucia is creating a number of World Class Tourism offerings that St. Lucians cannot only be proud about but enjoy! Visitors for St. Lucia Jazz this year will have much more to do in the North in terms of entertainment than last year. A few upscale places include MOHITOS, OBAR, LANDINGS and others in the process of coming on stream. There will be something for everyone.

During the period Monday 30/3/08 to Saturday 5/4/08 there will be a number of meetings. The Director of Young Americas Business Trust (YABT) Mr. Roy Thomasson will be in St. Lucia and a 5-day Business Lab Programme sponsored by YABT will be launched on 31/3/08. The Corporate Social Responsibility (CSR) Trainers will also meet with him.

The CSR Committee will meet at the Bureau of Standards Board Room, Bisee on Tuesday, 1/4/08 at 2.00pm. The Allied Realtors Association Inc. will meet on Wednesday, 2/4/08 at Bay Gardens Inn, Rodney Bay at 6.00pm. The Visalus Group will meet on Friday, 4/4/08 at the Bay Gardens Inn, Rodney Bay at 6.00pm.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Here is my selected motivational quote for the week:

### KNOWLEDGE IS POWER

As a general rule, the most successful people in life are the ones with the best information.

People with power are people who know how to get things done.

Knowing how to do something is virtually the same as having done it.

Power is the byproduct of understanding.

Knowledge controls access to opportunity and advancement.

There is no knowledge that is not power.

Educate yourself and you build the power to accomplish your goals.

Power gravitates to the one that knows how to do something.

In the land of the blind, the one-eyed man is king.

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# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#92 NETWORKING IS THE KEY TO ESTABLISHING RELATIONSHIPS!**

April 18, 2008

EDWARD HARRIS AT LARGE!

NETWORKING IS THE KEY TO ESTABLISHING RELATIONSHIPS!

I got the opportunity at first hand to witness the power of Networking as I observed Professionals, Government and Regional Officials and members of the Private Sector exchanged ideas and forged relationships for that will impact on the activities of their businesses and Governments.

The occasion was the United Nations Environmental Programme UNEP – Sustainable Buildings & Construction Initiative Congress – Round Table on Sustainable Buildings and Construction in Latin America and the Caribbean which was held in Fort de France, Martinique, April 8 – 12, 2008. This international congress drew participants from the developed world and several Latin American countries, including South Africa, France, Taiwan, Italy, Mexico, United States of America, Brazil and Venezuela. St. Lucia and Dominica were the only CARICOM States represented at the Congress. Mr. Alfred Marie-Jeanne, President of Regional Council of Martinique welcomed the delegates at the Opening Session on Tuesday, 8/4/08 and maintained an interest in the Congress throughout the period. The initiative was supported by the French Embassy in St. Lucia, Regional Council in Martinique and the Monplaisir Group.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The SBCI Group comprises of Architects, Engineers, Professors, Consultants, Specialists in environmental issues including renewable energy, and Suppliers of essential Building Materials – CEMEX and ArcelorMittal. Papers were presented by representatives of the Think Tank on Climate Change and the Think Tank on Bench Marking and the Policy and Tools Working Group. Discussions relating to low cost energy efficient buildings and a round table on establishing a regional action plan for sustainable building and construction in Latin America and the Caribbean.

Mr. Peter Graham is the Coordinator of UNEP-SBCI. These two websites should be of interest to persons involved in property development and the environment. UNEP SBCI [www.unepsbci.org](http://www.unepsbci.org) and World Green Building Council [www.worldgbc.org](http://www.worldgbc.org)

Hon. Richard Fredericks, Minister for Physical Development, Housing, Urban Renewal and Local Government led a delegation comprising of the Mayor of Castries, His Worship, Irving John and other officials of the Ministry of Housing, City Council and Housing Corporation. The Honourable Minister addressed the gathering on Friday, 11/4/08. His speech was well received by the delegates. He drew attention to St. Lucia's efforts in the area of Sustainable Building and Construction and his desire to see all the citizens of St. Lucia properly housed. He mentioned the plight of some of the residents in his constituency and made reference to conditions in the Grave Yard, Conway and other areas and gave a commitment to ensure that the housing problems in those areas are arrested.

A number of activities were held to ensure that networking was possible and persons were forming lines to speak with the Minister. Entrepreneurs involved in low cost housing and fish processing expressed interest in St. Lucia.

A bus tour and site visit on Saturday, 12/4/08 exposed delegates to the social housing – high rise buildings which are commonly used in Martinique. A concept which is yet to be introduced in St. Lucia although the CDC and NHC buildings are the closest we get to such affordable housing schemes.



# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Ms. Maguy Marie-Jeanne, Head of Department, International Relations and Cooperation Affairs, Regional Council of Martinique and Mr. Lesley Blinker, Consultant – Monplaisir Group did everything possible to ensure that the delegates got a memorable experience.

I am hopeful that because of the composition of the delegates based on their direct involvement in all aspects of sustainable building and construction, the conference will deliver tangible benefits to the participants and their organizations. My search for sustainable low-cost housing has taken me to Cuba, Jamaica, Venezuela and Guyana and although at one time, the company I was associated with actually built two model houses based on Cuban technology, they did not appeal to local property seekers. Over the next few days, I will be in touch with the several delegates who are in a position to put me in touch with Designers and Suppliers of low-cost sustainable houses.

At one of the evening programmes, I met a gentleman who is in the construction business and he provided me with drawings for a system he is offering that provide all types of buildings including residential types. As negotiations progress with local developers my readers will be kept informed.

### MAKE CHANGE A POSITIVE PART OF YOUR LIFE

You must avoid breaking when things don't go your way.

You'll always be secure to the degree that you accept change.

True security comes from being able to bend your insecurities.

Recognize and accept that change will inevitably take place.

You'll become secure, not by standing still, but by growing, moving, and staying energized.

Be secure in the knowledge that you can deal with anything that happens to you.

Have the courage to bet on your ideas.

Take some calculated risks and act on your dreams.

There is no permanent security on this earth, there is only opportunity.

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# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!

## **#93 POLITICS VERSUS BUSINESS!**

MAY 22, 2008

EDWARD HARRIS AT LARGE!

POLITICS VERSUS BUSINESS!

The citizens of St. Lucia are experiencing a situation that is untenable at this juncture of our history. The crisis at the international level with escalating oil prices which affect every aspect of cost of doing business and living is the greatest challenge. Amidst the challenges of economic survival, the politics of the nation is at its lowest point where the Government is embattled with major issues of governance as Parliamentarians seek to sort out their differences. In the meantime, it cannot be business as usual with government or business.

The situation is at a critical point where civil society has turned its attention to assist in finding a solution to the impasse. This situation cannot be allowed to continue and resolution should be achieved in the shortest possible time. Some persons believe that the positions taken by Parliamentarians cannot be reconciled and are calling for fresh elections.

There is a call to involve the private sector associations especially the Chamber and SLISBA which so far has been silent. This situation can change in the next few days if the politicians fail to resolve the state of affairs in the country. In the meantime, members of the security forces are battling it out with the acting Commissioner of Police, calling for his resignation and citing discrimination over the transfers of their association's leadership. This is a serious development which can create an environment where the criminals can take the liberty to further aggravate the situation with crimes against citizens. Already house breaking is on the increase.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

It has become necessary for every possible avenue for resolving all matters of governance in our country to be explored without any further delay. The fragile tourism industry is under threat as shortages of essential supplies and reports of the present crisis in government spreads across the internet. St. Lucians can and must do better. The call to action for government to return to normalcy is urgent.

There will always be the two obvious sides of the coin that will be considered forgetting the third side of the coin. In the current state of affairs affecting the nation, the third part is the interest of the people. The question is – Is the current state of the country beneficial to all concerned? It is time for RESOLUTION.

The Civil Service Association and CAFRA are currently mobilizing civil society to help find a solution to the present situation. Politicians and their leadership have tried, it is time to involve civil society in the process. There is no doubt that in the end, the country will suffer a substantial set back as the energies which are currently needed to respond to the economic challenges are now diverted to the struggle among parliamentarians in the ruling party. The several projects alluded to in the recent Budget need to be put back on the front burner. The failure to resolve the situation in the country will add to the economic decline with every passing day.

The business sector under existing pressure, trying to grapple with rising cost and competition from outside sources needs a positive environment if they are to survive, A stable government will go a long way in assisting companies to survive and sustain much needed jobs.

Hereunder is my selected motivational quote for the week.

**STAY IN THE GAME IF YOU WANT TO WIN**

The more you try, the greater your chance of succeeding.

The law of averages is on your side.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Taking a risk is often your first necessary step toward success.  
If you don't take some risks, you won't get the chance to succeed.  
While you are trying, you are winning.

Never get discouraged.

Every wrong attempt is another step forward.  
People that make no mistakes usually don't make anything.

Make up your mind not merely to overcome a thousand obstacles,  
but to win in spite of a thousand defeats.  
Your mistakes are stepping stones  
to success and your installment payments to victory.

You can't be a winner and be afraid to lose.  
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# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## #94 INNOVATION & TECHNOLOGY

MAY 30, 2008

EDWARD HARRIS AT LARGE!

INNOVATION & TECHNOLOGY

WHAT WILL IT BE - A MINISTRY OR A SECRETARIAT???

It is very clear that if we are to be actors on the world stage, Innovation and Technology must be placed on the front burner. No time should be lost in finding a driver for these important pillars. Innovation and Technology are the two transforming forces that will change the way business is done and make the transition to making real money in the global village. There is urgent need for a Conference on Innovation and Technology. Not just a talk shop but a conference that will produce tangible results. It must be a conference of all the players including Bankers with ready finance to move the process forward into implementation stage in the shortest possible time.

Now that everyone had a say or representation made on his/her behalf as it relates to politics in St. Lucia, it is time to return to business. Civil Society Organizations exercised their mandate to speak on behalf of their constituents. The reality is that Prime Minister Hon. Stephenson King finally arrived at decisions that have lent some degree of hope to the nation. Everyone is awaiting the announcement of the reshuffled cabinet. It is expected that the new week, new month will bring about a new beginning in the life of the cabinet and the nation.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Every time I get the urge to throw in the towel and take a back seat to enjoy my twilight years, something comes along to challenge and energize me. During this past week, politics took centre stage but many conferences/workshops were hosted here as well. It was at one of these workshops which was sponsored by the Commonwealth Secretariat in collaboration with The Caribbean Association of Industry & Commerce that I heard from Dr. Annie Koh of Singapore Management University who presented the Singapore economic development story with passion. I was so energized that I repeated my call for a Ministry of Innovation and Technology or a Secretariat of Innovation and Technology. Nothing happened when the initial ministries were allocated and again when the 2007/2008 Budget was presented. I sighed at the lack of enthusiasm shown for Innovation and Technology by the Government at a time when ITC is the platform for taking countries to the next level. There has never been a better time than now to implement my suggestion as the country seeks a platform to launch the revival of the nation.

There is the feeling by many that all conferences and workshops produce little or no result. Some refer to them as talk shops and even refuse to participate. You can't win unless you stay in the game. I am very happy that even in my moments of doubt, I press forward. I attended the Caribbean SME Workshop which was held at the Bay Gardens Conference Centre on May 27 & 28, 2008. Participants were drawn from all CARICOM States - from Guyana to Belize. The main objective of the workshop was to provide policy makers, financial institutions and the business community, the opportunity to discuss solutions to challenges facing SMEs in the Caribbean. Topics presented included - Access to Finance & Business Services, Outcomes of the Pan Commonwealth Conference on Trade in Professional Services, Developing on a Competitive Export Based Service Economy. The virtues of Singapore and Malaysia developments were applauded and the ideas that were shared in relation to positioning the country to maximize its potentials were truly stimulating. The most important step in gaining their success seems to me to be the mobilization of the creative minds in the country.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Another key was the innovative approaches selected to attract investors and tourists. While a lot of concentration is being placed in St. Lucia on manufacturing, the focus has shifted to services. It is all about developing a competitive Export based service economy. I attended several conferences over the years where the virtues of Singapore were highlighted but never was the story told with such passion. Dr. Annie Koh has moved me to the point where I must visit Singapore and the rest of the Asian Tiger countries. It is not possible for me to share with you in one article all the wonderful ideas that were presented but I will share a few websites with you that will allow you to review the strategies that were implemented in a few of the leading countries that operate of the global stage. Other Presenters included Paul Watson from Jamaica, David Ashiagbor, Constance Vigilance – Commonwealth Secretariat, Ramesh Chaitoo – Caribbean Regional Negotiation Machinery, Dav Kowlessar – Trinidad & Tobago. You are invited to visit the websites listed herein: [www.dykondeveloppments.com](http://www.dykondeveloppments.com) [www.smu.edu.sg](http://www.smu.edu.sg) [www.mypsdc.com.my](http://www.mypsdc.com.my) [www.crn.org](http://www.crn.org) Presentations made at the conference will be available at [www.thecommonwealth.org](http://www.thecommonwealth.org)

The expectations of the workshop from all appearance were exceeded. The challenge now is how can this valuable information be shared with the political directorate. There are lots of opportunities to be taken on board but the political will is needed. It will be great way to indicate a movement in this regard with the Government taking on board the call for a Ministry/Secretariat of Innovation and Technology.

Hereunder is my selected motivational quote for the week.

### MAKE CHANGE A POSITIVE PART OF YOUR LIFE

You must avoid breaking when things don't go your way.  
You'll always be secure to the degree that you accept change.  
True security comes from being able to bend your insecurities.

Recognize and accept that change will inevitably take place.  
You'll become secure, not by standing still, but by growing,  
moving, and staying energized.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Be secure in the knowledge that you can deal with anything that happens to you.

Have the courage to bet on your ideas.

Take some calculated risks and act on your dreams.

There is no permanent security on this earth, there is only opportunity.

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Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#95 BARACK OBAMA – THE MAN OF THE MOMENT!!!**

June 6, 2008

EDWARD HARRIS AT LARGE!

BARACK OBAMA – THE MAN OF THE MOMENT!!!

I feel that my selected motivational quote speaks to the success of Senator Barack Obama and I made the decision to share it with you at the beginning of my article.

YOUR ASPIRATIONS ARE YOUR POSSIBILITIES

The first ingredient of your success is to dream a great dream.

You must dream big and think big to be big.

High expectation always precedes high achievement.

You're as small as your controlling desires,

or as great as your dominant aspirations.

Once your mind stretches to a new idea

it will never go back to its original dimensions.

If you dream of little goals you can expect little achievement.

Dream of big goals and you'll win big success.

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It was the dream of Dr. Martin Luther King which lives today in progress of Senator Barack Obama – the next President of the United States of America! History was created last Tuesday night when Senator Barack Obama took to the stage to announce his claim to the nomination as the Presidential Candidate for the Democratic Party.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

No one saw this great achievement possible when the race began several months ago. It was all about Senator Hillary Clinton. However, as the months went by it was Senator Obama who won the small States with Senator Clinton taking the large ones but not enough to finish in front of Senator Obama. There were nail biting periods for both candidates at one stage or another but in the end, it was Senator Obama's message of Change that resonated and he was finally applauded as the victor.

What will this development mean to the world? One word is sure to be occupying the minds of the peoples of the world – CHANGE! It will not be business as usual in Washington when President Barack Obama assumes office in January 2009. The Obama Movement proved that when the time for change has come, there will be no stopping it. Now everyone is holding on to CHANGE. CHANGE is the magic word. Change you can believe in takes more than words. It takes all the actions that separate on the one hand the way Washington currently does business and on the other, good governance on behalf of the people which Senator Obama brings to the table.

America is on the road to a recession; the country is fighting its enemies in Iraq and Afghanistan while helping to keep the peace in other parts of the world. The people of America seem to be interested in two issues that will decide the upcoming elections – Winning the Wars and keeping the Peace at home and abroad on the one hand and the Economy on the other. My take is on one issue – who is able to take care of business in these challenging times? Senator Mc Cain is not with it. He is stuck in the past Washington. The call is for a change in the way business is done in Washington and that is the only reason why Senator Obama has come this far.

When President Obama takes the oath of office in the new year, the Change Factor will resound around the world. A change has got to come and the time is now. Even now – the change is evident. I believe too much is made about experience from day one to deal with world's problems. Regardless of who becomes the next President of the USA, he will have to rely heavily on his advisors. Judgement will be important.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

The tasks ahead for the next President of the USA will call for immediate and massive action as it relates to Health Care, Foreclosures, Fuel Prices, etc., etc. That is enough for USA politics and may Senator Obama continue to shine.

Honourable Stephenson King released his Cabinet this week. It is hoped that a solution to the problems within the party and government has been worked out and the Cabinet of Ministers will now settle down to do the work they have pledged to do. A lot has been lost and it will depend upon what happens in the weeks ahead to make up for lost time. I continue to lament the fact that once again the Government has failed to recognize the need for a Ministry or Secretariat of Innovation and Technology. These two important platforms are best able to transform our economy and must be driven by the Government.

Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!

Edward Harris

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#96 PUT LESSONS LEARNED AT CONFERENCES & WORKSHOPS TO WORK IN YOUR ORGANISATION!!!**

June 13, 2008

EDWARD HARRIS AT LARGE!

PUT LESSONS LEARNED AT CONFERENCES & WORKSHOPS TO WORK IN YOUR ORGANISATION!!!

Saint Lucia continues to be the conference destination of choice in the OECS. June is one of the busiest months so far this year. CAIC, Commonwealth Secretariat, CARICOM, OAS and other agencies would have held conferences and workshops during the month of June, 2008.

Persons who attend these activities must be complimented for taking time off of their busy schedules. The real value is not only informing themselves to serve their organizations and the nation at a higher level but the opportunity to gain knowledge of how other countries are taking care of business. The tourism and manufacturing sectors looked at Benchmarking at a recent workshop sponsored by the OPSR in collaboration with the St. Lucia Hotel and Tourism Association and the St. Lucia Manufacturers Association.

It is important to note that as we move forward that we appreciate that Consultants have a vital role to play in bringing experiences of the developed world to the notice of local entrepreneurs and professionals. It also gives local persons participating in the various programmes an opportunity to compare and understand the processes that bring about the transformation and advancement that take place in the countries of the developed world.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Several years now, we have been told about the great economic strides that Singapore has made and how many of the neighbouring countries referred to as the Asian Tigers continue to pursue economic activities at an unimaginable scale. Today, we hear about the wonders of Dubai. How can we describe the success of these nations? It appears to me that these countries don't only talk about facilitating the private sector but create enabling environment for businesses to grow and prosper.

The governments of successful nations put money into institutions that promote research and development, and recognize persons who make contributions to innovation and technology. They also make available, resources to advance study programmes in areas that will enable the nation to take advantage of new trends in services. Their leaders at all levels of industry strive for excellence as they carve out their niches in the market place.

Whenever I am given the opportunity to attend a conference/workshop, I look for new ideas. I am convinced that the time has come for several interest groups to be established across the country that will come up with ideas that will take our country to the next level. Government has to be oriented to the fact that the private sector is the engine of growth. The growth and expansion of businesses are the pillars of economic progress which will guarantee social benefits to the citizens.

There is urgent need for an immediate and massive outreach programme of motivation across the nation that will produce a shift in the thinking of the citizens. It is necessary to replace despair with hope. It is not always money, it is the response of the people to the message that will bring about a commitment to progress that will make them agents of change.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

Here is my selected Motivational Quote for this week:

### LEADERSHIP IS ACTION NOT POSITION

All successful people became successful,  
because they gave some talent or ability in the service of others.  
You can contribute in some way to others,  
no matter how small your talent.  
You too, can become successful.  
No one achieves success without being of service.  
Successful people don't use others,  
other people use the successful,  
for above all success is of service.  
Everyone has to be someone to someone to be anyone.  
Service is the essence of success.

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How can we, the people of St. Lucia become agents of change? Let us begin the work at the most important level. Let us change the way we think. Let us try to remove the word Can't from our vocabulary and replace it with CAN. Yes, we can! I am prepared to participate in a group to reach out across our beautiful island with MOTIVATIONAL Lectures that will transform lives by replacing despair with hope and identify steps for CHANGE that we all can BELIEVE IN! Let us do something. Let us give back to our communities.  
Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!

Edward Harris

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### **#97 THE ST. LUCIA GOVERNMENT IMPASSE NOW SETTLED**

June 10, 2008

EDWARD HARRIS AT LARGE!

THE ST. LUCIA GOVERNMENT IMPASSE NOW SETTLED  
HON. RUFUS BOUSQUET IS BACK IN THE CABINET!!!

The period of uncertainty has ended and some semblance of normalcy has returned to the nation. Hon. Rufus Bousquet was assigned the Ministry of Trade, Industry, Commerce, Consumer Affairs and Investment with responsibility for the National Development Corporation. It was rumored that Hon. Marcus Nicholas would have been given a Ministry, however the current position is that he is still the Deputy Speaker of the House of Assembly. Senator, Hon. Guy Mayers who held the portfolios of Trade, Industry, Commerce and Consumer Affairs has been given the portfolios of Home Affairs and Internal Security.

Senator, Hon. Guy Mayers participated in the successful negotiation of the Economic Partnership Agreement between the European Union and Cariforum which was signed towards the end of 2007 and is expected to come into effect shortly. His experience as President of the Chamber of Commerce, Industry and Agriculture having served several terms equipped him to make a substantial contribution to the negotiations. His experience as President of the Chamber will also put him in a good position to deal with his new portfolios as he led several private sector delegations that dealt with the issue of crime on the island in recent years. However, the issues of the Police will be a serious test for the newly appointed Minister. The next 90 days should give a clear indication regarding the future of the Police Force.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

The Prime Minister in an address to the nation this week alluded to the many projects in the pipe line. A substantial amount of the projects would be implemented in the last quarter of 2008. There is no doubt that St. Lucia is poised to achieve great advances in its economic activities but the Government will have to give leadership and settle down to serving the needs of all the people of St. Lucia. The next 90 days will give a clear indication of the way forward. While there is calm on the surface, it is not all peace in the valley. The people of St. Lucia have exhibited great patience with their Government. The time has come for the nation to move forward and get on with the business at hand.

It is interesting to note that St. Lucia is attracting a number of regional and international conferences and workshops. Businesses are doing their best to meet the challenges of reduced sales in most cases and high operating costs experienced generally. Companies are improving efficiency by conforming to international standards and subscribing to benchmarking in an effort to be competitive.

Discussion on the Labour Code is being put on the front burner as the Private Sector is getting its team together to begin negotiating the terms and conditions of the code that will be mutually acceptable. The Trade Unions are pressing for the early implementation of the Code.

Guyanese resident in St. Lucia celebrated the 42nd Independence Anniversary of Guyana's Independence with a Dinner and Awards Ceremony on Saturday 24th May, 2008 at the Spinners Entertainment & Conference Centre, Union, Castries. The event was well attended and Guyanese turned in their numbers to celebrate. The Master of Ceremony was Mr. Joseph "Reds" Perreira. Mrs. Alyson Chester expressed satisfaction with the response of Guyanese. The Association held its 10th Annual General Meeting on Sunday 8th June, 2008 at the Rex St. Lucian Hotel at Reduit, Gros Islet. Mrs. Chester was elected to continue as President of the Association.

Mr. David Singh, Chairman of the Destiny Group of Companies based in Toronto, Canada is promoting St. Lucia as an ideal destination for Investors. He launched Caribe IN.PULSE Magazine in May, 2008 targeting members of the Caribbean Diaspora. You can subscribe to this FREE magazine on-line at <http://www.inpulsemagazine.com>



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

In spite of the recent political impasse in St. Lucia, the economy continues to be active and employment in the construction sector will be sustained at the 2006/2007 levels.

Don't miss Carnival 2008. It will be Great! The action dates are July 18 – 22, 2008. In the meantime, the tents are rocking as Calypsonians and Soca Artistes get ready for the finals.

Keep the Faith, God is in Charge, Dream Big and Expect Miracles all the time!!!

Edward Harris

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#98 Profiling Economic Vulnerability and Economic Resilience in Small States – The case of St. Lucia!**

June 27, 2008

EDWARD HARRIS AT LARGE!

Profiling Economic Vulnerability and Economic Resilience in Small States – The case of St. Lucia!

I take this opportunity to share with my readers the text of a presentation I made to the participants of a workshop recently.

Text: It is indeed a privilege and a pleasure to be in the company of such a distinguished gathering seeking to find solutions to the challenges that face small and vulnerable States.

I am very pleased to note the work of the Commonwealth Secretariat around the Commonwealth and particularly in our region. This is the second conference I am attending in the past month sponsored by the Commonwealth Secretariat. The first being SME Workshop held on May 27 & 28, 2008. which provided participants with the opportunity to discuss solutions to challenges facing SMEs in the Caribbean.

I wish to commend at the very outset, the Coordinators of this conference for setting out clearly the objectives and general direction of this Conference.

I am humbled by the task given me here this morning to deliver one of two keynote speeches on “Different Aspects of Economic Development in St. Lucia”. It will be very easy for me to direct you to the Government’s Website at [www.stlucia.gov.lc](http://www.stlucia.gov.lc) and suggest that you review the link on Economic & Social Review.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### THE PRODUCTIVE SECTORS:

Up to the late 90s, the Banana Industry was the economic mainstay of our island. We awakened to a new reality at the dawn of the first decade of the 21st Century – the challenges of the WTO and a signal from the European Union that preferential treatment of the Windward Islands Bananas will soon be a thing of the past and Open Access would be introduced. We were challenged to heed the call which was echoed for several years to diversify Agriculture and also to diversify our economy.

### TOURISM:

We saw less reliance being placed on Agriculture and greater emphasis being placed on Tourism and Manufacturing by our Government. Services became the new Buzz Word. Fortunately for St. Lucia diversification into Tourism came easily. Investors were rushing to the new frontier. The government of the day spared no time in adjusting its Fiscal Incentives Regime to reflect the seriousness of the times. Everything was done to encourage investors, and they came and are still coming. It is significant to note that our local Entrepreneurs were not left behind in the tourism development of our nation. They took advantage of the concessions that were offered and Cricket World Cup 2007 did fuel the expansion of small hotels and guest houses.

The Tourism product has been expanded and this process continues. Our Restaurants, Entertainment Centres, Recreation Facilities, Rain Forest Tours, Water Sports, etc. are among the best offerings in the region. Rural communities are getting involved in special events such as St. Lucia Jazz, our annual premier tourism entertainment event. The introduction of Casino Gaming is yet to become reality.

St. Lucia – Simply Beautiful! It is referred to as the Helen of the West Indies. Its rich cultural heritage coupled with our rich natural vegetation continue to lure investors and tourists to our island. We have weathered the storm and kept our course hence the reason our economy has shown some degree of resilience. In business we hear the term LOCATION, LOCATION, LOCATION!!!! St. Lucia is ideally located. So, we have the location. What is needed now is PROMOTION, PROMOTION, PROMOTION!!!!

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

St. Lucia has a World Heritage Site – The Pitons and has been recommended by Oprah Winfrey as one of the top five places to visit in the world. Given such high accolade and recognition, we should be encouraged to push ahead and once again realize the kind of growth as was evidenced in 2006/2007 period. In going forward, we must create a greater sense of pride in our people for our national assets. At all ports of entry and around the island, towering posters of the Pitons should be mounted. A visit to the Pitons should be the one activity of every tourist visiting St. Lucia.

The Tourism sector has a serious challenge on its hands to ensure airlifts into St. Lucia. With a growing stock of rooms and declining air service, urgent attention is needed to attract airlines even in these difficult economic times when routes are being rationalized.

### MANUFACTURING:

Our manufacturing sector though its experienced contraction in the 90s, has been expanding in recent years. This is as a direct result of Government's assistance to the sector supported by local, regional and international agencies offering technical support. The Technical Officers in the Ministry of Trade, Industry, Commerce & Consumer Affairs and the Office of Private Sector Relations, OPSR through a programme of assistance from the European Union have been of immense help to manufacturers. At the regional level, Caribbean Export based in Barbados, OECS – Export Development Unit in Dominica and several international Agencies contributed to the development of this sector.

Our manufacturers have availed themselves to international standards of certification to enable them to compete effectively in the global market place. Today, St. Lucia boasts of having World Class Manufacturers with ISO 9000 and other Industry Certification. The sector is supported by a strong Association. The St. Lucia Manufacturers Association which is in its 7th year and it has made a difference in getting Government to enter into a partnership with manufacturers to ensure the expansion of the sector. The BUY LOCAL CAMPAIGN is one such area of collaboration. Government has moved to ensure that local manufacturers' products be purchased by all its agencies.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### MICRO, SMALL & MEDIUM ENTERPRISES SECTOR (MSME):

It is generally accepted that this sector consists of 85% of all the businesses in the private sector.

### TECHNICAL & PROFESSIONAL SERVICES:

There is a great demand for services in this category at the local level. However, in recent times, the export of services has been pursued with much success.

**CONSTRUCTION SECTOR:** The many construction sites are evidence of progress and hope for the economy. Building on the momentum since 2005, the construction sector continues to show signs of further expansion. Real estate upscale developments are springing up around us almost daily. This is testimony to the fact that St. Lucia is still an attractive destination for direct foreign investment.

### CHALLENGES:

Challenges will always present themselves and if we are weak hearted, we will be diverted from our path to progress and prosperity. The statistics have revealed that from a growth rate of 4.9 percent in 2006, preliminary estimates indicate that real economic growth decelerated to 0.5 percent in 2007. However, tourism and construction came to the rescue. While we were savoring the successes of the years 2006 & 2007, we were suddenly interrupted by the rise in Oil Prices. From the moment the price reached US\$97.00 per barrel, the good times were over Countries throughout the region and the rest of the world are facing the effects of the phenomenal rise in fuel prices. The increases have admittedly caused its fair share of troubles for St. Lucia. The deteriorating external environment will continue to impact on the pace of activity in the domestic economy. High and rising world oil and commodity prices, particularly food prices, present some economic challenges and uncertainty. However, it is reasonable to suggest that this too shall pass.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

### THE WAY FORWARD:

As we seek to find sustainable solutions to our impending economic crisis it is time to take bold initiatives that are consistent with the direction of the world economy. There has been a lot of talk about knowledge-based economy, the strides of countries like Singapore and other Asian countries are constantly being alluded to. Apart from the visits made by our leaders to those countries, what have they taken away from them? While I continue to hear about Singapore, Ireland has come off the radar. But there are many excellent examples that we are yet to take note of. What are we waiting for?

It is disheartening to me that in the OECS, none of the States has taken the lead to establish a platform of Innovation & Technology with the establishment of a Ministry or a Secretariat which will become the driver for utilizing the creative skills of our young people and provide opportunity for diversifying the businesses/investments of Entrepreneurs. Our best chances to expand our economy are in the areas of Innovation, Technology, Research & Development, Real Estate, Technical & Professional Services and Financial Services.

Based on the economic trends that are currently evolving in St. Lucia, massive and immediate action will have to be taken to replace rhetoric with action. We should take cognizance of the challenges imposed by the current processes of globalization and the resulting marginalization of Small Island Developing States. The vulnerability of St. Lucia's economy must be taken into consideration and it is against this background that it is desirable that the Government provides strong leadership that embraces Good Governance, Transparency and Accountability with a strong bias towards providing an enabling environment for businesses. Let us show the investors of the world that St. Lucia is serious and ready to attract Investors to our shores, and that we are prepared to meet the challenges head on that are imposed upon us and not just be content with playing the blame game.

### CONCLUSION:

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

As the old saying goes “The race is not only for the swift but for those who endure to the end. How we tackle our opportunities now will determine the pace of the recovery of the economy. We have to be proactive and not reactivate as we tend to be. The turbulence in the banana industry is truly a wakeup call. A contingency (back up) plan should always be in place. We must never be overly dependent upon any single industry. Let us move away from heavy dependency in one area and concentrate on diversifying our economic base.

We are indeed a fortunate nation in many aspects. We are in a better position than most of our sister islands. Investors from all around the world are desperate for a piece of the action. Giving up is not an option. The good performance of the economy will have many benefits and we should all be excited about the prospects.

We have survived where others have crumbled. We have shown courage when others were afraid, we have opened our doors when others were closed, we have shown our strengths and we should not fail to capitalize on them. We have found niches in the past; we can do so again.

The CSR National Workshop was a resounding success and the task now at hand is for those who received the training to pass it on to businesspersons in their communities. Workshops are already being discussed for Soufriere and Vieux Fort. Local Trainers are Yvonne Agard, Martin Satney and Edward Harris. A National Steering Committee was established. The following persons volunteered: Cornie Marius, Shaun Cypal, Elizabeth Rose, Bernez Khodra, Hannah Forde, and Cheryl Skeete. The three Trainers will also serve on the committee.

Hereunder is my selected quote for the week.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## MOST SUCCESSFUL PEOPLE ARE DREAMERS

Your dreams are your visions of where you'll be after the battle,  
your prize at the end of your journey to success. Your goals are the steps you take to finally  
attain your prize.

Unless you're willing to work hard and establish some discipline in your life, all of your  
dreams will be pipe dreams,  
little mental fantasy trips that will never materialize.

Make concrete steps toward fulfilling your ultimate dream,  
and start with solid objectives called goals,

Your dreams are where you want to go,  
your goals are how you get there.

The first indispensable step  
to getting the things you want out of life is this:  
decide what you want.

Don't be afraid to think big and dare to be great.

Dreamers are not content with mediocrity.

They never dream of going half way.

People with goals succeed because they know where they're going.

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"Keep the Faith, God is in Charge, Dream Big and Expect Miracles every day! May God bless  
us all.



# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#99 CIVIL SOCIETY NETWORK TAKES A STAND IN SPITE OF CARNIVAL!!!**

July 16, 2008

EDWARD HARRIS AT LARGE!

CIVIL SOCIETY NETWORK TAKES A STAND IN SPITE OF CARNIVAL!!!

Saint Lucia is not an isolated backward country. Very soon there will be calls for Saint Lucia to leave its comfort zone of being less developed into developing country status, finding itself in the same position as Barbados where there were calls to step up a notch to a developed country.

The island State of Saint Lucia now presents itself as a destination that offers lifestyle options and is uniquely positioned to attract direct foreign investments while expanding its tourism products.

In keeping with St. Lucia progressive stand, the Governments have been challenged in recent times to be creative in their approaches to attracting investors especially in the area of utilities. It was electricity, then telecommunications, now it is Water. Unlike electricity and telecommunications – Water is life and civil society is bent on ensuring that the people as the real stakeholders have a say this time around.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

In spite of the heightened Carnival mood, there is still time for serious issues to be ventilated. This was demonstrated by the Civil Society Network headed by Ms. Flavia Cherry when her grouping defied competition from Carnival on the Square last Tuesday evening as they hosted a public meeting on the Castries market steps to discuss the Water Privatization issue. All the speakers expressed the view that Water should not be privatized. No one should argue against involving the people in such a debate. It appears as though the meetings that were held between the Honourable Minister and members of various organizations have not achieved the desired effect and the time has come for a national debate where all three sides of the story could be heard and examined. It is interesting to note that when all competing ideas are exposed under one roof the results could be very different.

It is necessary at this juncture of our development to lessen the reasons for conflict and focus our energies on doing what is best for all. Our leaders at all levels must be guided by the truth and take actions that are fair and beneficial to the persons they gave a commitment to serve. This will ensure goodwill and improve relations.

It is Carnival time in St. Lucia and there is no stopping the residents of this island paradise from presenting one of the best Carnivals ever. We hear about bands being oversubscribed and witness the excitement as we approach the final days of Carnival 2KGreat.

Carnival is never without its problems as organizers and artistes are always locking horns on one issue or the other. If it is not the judging, it's the fees. In many instances we should not be having the problems that currently surface after all these years in the business of Carnival.

The high cost of living and other problems which challenge the daily existence of citizens is put on the back burner as Carnival 2KGreat takes centre stage. It is time to cast your cares and troubles away and jump and wine to tantalizing beats!

Micro, Small and Medium sized businesses should be doing great during this period. Tourist arrivals are expected to be high as revelers from the region and beyond visit our shores.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

There is never a dull moment in Sweet Helen of the West. St. Lucia NICE!!!! It is the spirit of celebration that keeps hope alive.

Here is my selected quote of the week:

### NO AUTHORITY IS HIGHER THAN REALITY

Truth isn't a matter of your personal viewpoint.

Learn to see things as they really are, not as you imagine they are.

Wrong is wrong, no matter who does it or who says it.

No matter what you believe, it never changes the facts.

If they are there, the facts always speak for themselves.

The truth does not change because it is, or is not,  
believed by a majority of people.

If sixty million people say a foolish thing, it's still a foolish thing.

The sky is no less blue because the blind man does not see it.

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After the party – what? The obvious answer is to be able get on with life without having to worry about the time you spent jumping when you could have been doing something that will impact your future or about the money you spent having a good time. You would have been promised at one time or another an opportunity that will afford you time and money freedom and if you usually ask the price of anything you wish to purchase, you will just get on with the purchase without asking price – just pay the bill. It is said that if you have to query the price – you can't afford it.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

I am first to admit that all work and no play is not good but both work and play must not be done excessively. So now you have had fun and for many the bills have them screaming, it is time to implement strategies to will ease the squeeze. It is time for the second and third job for those who are already employed. It is time for those who never thought a job was necessary to find or create a job. In today's world every household could do with a few dollars more and everyone of working age needs to make a contribution!

There are never enough jobs to go around and as a result the entrepreneurial spirit among our citizens must be developed and expanded. Motivational Seminars and various courses in skills development should be hosted around the country. Life skills are very important in charting a course of positive action.

The creativity exhibited during Carnival must overflow into other areas and create employment opportunities. Carnival must be decentralized and bands must be put together in every community.

Let us put our energies to work for the good of all. Happy Carnival!!!

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Every day!!!

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

## **#100 STAY IN THE GAME IF YOU WANT TO WIN!!!**

July 25, 2008

EDWARD HARRIS AT LARGE!

STAY IN THE GAME IF YOU WANT TO WIN!!!

Carnival is over. It is back to work. I am happy for Herb Black. He stayed in the game and won big this time around. Carnival is getting bigger and that also attests to the fact that the more you play, the better you will get at the game.

We expressed Freedom during Carnival; many were able to show off their physique. Just when I gave up on ever joining a band as I am not good at exposing my body, I saw the Cozy Guzzlers band and I made a decision to jump next year. There was something for everyone among the options to participate. Great work!

We are now set for Emancipation Day, August 1, 2008. I remember when this day was marked around the region with various activities to celebrate the freedom of our ancestors. This is an opportunity to retrace the steps of our history, recognized the distance we have traveled and cherish the moment by serving our fellowmen with dignity. Then we can truly see our independence as a true manifestation of Freedom. Let us promise to express our freedom in such a manner that will make this sacred achievement worthwhile.

# HARRIS AT LARGE

## REVISITING SAINT LUCIA'S PAST

One of the ways that our freedom was expressed was participation in the field of business. St. Lucians can be proud of their involvement in business as they were very successful. However, the entrepreneurial spirit needs to be nurtured, pointing the way to our young people in particular as to the virtues of business. Over the years business has been viewed as exploitative and not given the respect due to this honorable field of endeavor. Business is the engine of growth. It is the major source of revenue that drives the social development of a nation. Micro and Small Businesses have a special role to play in employment and equipping citizens for entrepreneurial involvement.

It is important to note that the St. Lucia Industrial and Small Business Association (SLISBA) celebrates 26 years of continuous service to the private sector in general and the MSME sector in particular. The month of August, 2008 has been designated SMALL BUSINESS MONTH and has received the endorsement of the Minister for Trade, Industry, Commerce, Consumer Affairs and Investment – Hon. Rufus Bousquet. A number of activities are planned for the month. President Hilton Jn Baptiste and Directors of the Board are working diligently at improving the quality of service to the membership. During the last quarter of 2008 attention will be paid to equipping the membership with tools to cope with the challenges of the high cost of doing business and the changing world business environment.

In spite of the several challenges, St. Lucia continues to be the preferred destination for conferences and workshops in the OECS. There is a lot of work being done on the Economic Partnership Agreement between the European Union and Cariforum States which includes CARICOM states. There is much more to be done as the governments of the region sign the EPA and seek to implement it. While many continue to boldly state that conferences and workshops are merely talk shops, I have come to the realization that valuable information are passed on and methods of doing things that otherwise would not be brought to your notice. There are lots of interesting developments and it is important that business people stay tuned so as to position themselves to make use of the opportunities as they open up.

We have to stay in the game if we are to win it. There is need for greater involvement of business leaders in the discussions that will impact upon well-being of their businesses.

# HARRIS AT LARGE REVISITING SAINT LUCIA'S PAST

Here is my selected quote of the week:

## STAY IN THE GAME IF YOU WANT TO WIN

The more you try, the greater your chance of succeeding.  
The law of averages is on your side.  
Taking a risk is often your first necessary step toward success.  
If you don't take some risks, you won't get the chance to succeed.  
While you are trying, you are winning.  
Never get discouraged.  
Every wrong attempt is another step forward.  
People that make no mistakes usually don't make anything.  
Make up your mind not merely to overcome a thousand obstacles,  
but to win in spite of a thousand defeats.  
Your mistakes are stepping stones  
to success and your installment payments to victory.  
You can't be a winner and be afraid to lose.

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