

SAINTS NEWS & VIEWS

THE NEWSLETTER OF THE ST. STANISLAUS
COLLEGE ALUMNI ASSOCIATION TORONTO



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President's Report

WHERE DO WE GO FROM HERE?

This is the question which was being asked by some members of the Executive Committee of the Toronto Saints' Alumni Association. The context of this question was the fund-raising efforts of the Association. In 2008, the Association had raised the most that it had ever raised in any one year, just over \$50,000.00 (Can)...and yet, it still seemed to be not quite enough. The needs of the College just seems to keep growing faster than the Association's ability to satisfy them.

When we examined the situation at the College, we discovered that there was still much to do to bring the school back to the premier level of education in Guyana. In 2008, the Ministry of Education presented to the College the award of **Most Improved Senior Secondary School** in Guyana. This was an award which it had won in 2005 also. The fact that the school won this award twice in four years means that it still has a far way to go to reach the top level. The award surely refers to the academic standards achieved by the College, but the highest academic standards can be achieved only by having the best environment for the students. This environment includes both the physical infrastructure and teaching facilities as well as the academic staff.

Closer examination of the College revealed that all the labs (Physics, Chemistry, Computer, Industrial Arts, etc.) still need appropriate equipment. Many of the classrooms still need to be repaired and refurbished. The physical infrastructure needs more major repairs (leaking roofs, broken windows, etc.) or upgrading (electrical wiring, fire alarm system, security system, etc.).

A major source of concern is the academic staff. The Government-mandated pay scale makes it practically impossible for a teacher to support a family on the wages being offered. This has driven away the best teachers either to non-educational industries or to other countries (mainly in

the Caribbean) which offer life-sustainable salaries.

The Board of Governors receives a stipend from the Government for running the school, but this is so meagre that the Board can offer the teachers not much more than the bare minimum and still not have enough left over for the full maintenance of the school infrastructure and facilities. The three main government schools (Queens College, Bishops High School, and President's College) receive extra funds for their operations.

With this growing need for more funds to support the College, an Executive Sub-committee, chaired by Rupert De Castro, began to look into ways of getting our fund-raising to the level of \$100,000.00 (Can) annually. The Sub-committee, called the "**100,000 and Beyond**" Project, decided that it needed to cast its net wider to obtain ideas on fund-raising activities beyond those currently being pursued by the Association. To this end, it scheduled a meeting for Sun. 31 May, 2009, at the Tall Pines Neighbourhood Centre in East Toronto, to which not only Alumni were invited but also others, in the Greater Toronto Area, who may have had some expertise in fund-raising.

About forty people attended this four-hour productive session, and some very good ideas were suggested which will be investigated by the Executive. Among these new ideas were to hold raffles, special events (boat cruises, Bingo nights, Casino nights, etc.), tours (to casinos, etc.), family affairs (picnics, etc.), concerts, etc. As plans materialize, we shall keep the alumni apprised of the activities.

The Association would like to offer a heartfelt expression of thanks to all who participated in this planning session, especially to those non-alumni who have no direct association with the College.

L. A. Phillips
President

Breaking News

The Toronto Association will be involved in a new form of fund-raising activity which promotes Guyanese theatre. Under the direction of Toronto-based Guyanese Shervington Hannays, "*Til a find a place*", a popular play by Guyanese playwright Ronald Hollingsworth, is scheduled for September. It revolves around the cantankerous Donna who refuses to move out of her friend's house until she finds another place. Her brazen act of bringing her boyfriend and others into her friend's house provides the amusement for the production.

We will help in selling tickets to the play and will earn \$5.00 for every ticket we sell.

A fifteen-minute segment of the play will be held at this year's Last Lap Lime in August. More information will be forthcoming later as the details are firmed up.

Walk-In-The-Park 2009

The morning of Sunday 24 May, 2008, dawned bright and sunny...and warm! As the morning progressed, it became even warmer but still remained pleasant and comfortable. This was welcome news as Toronto Saints Alumni Association was holding its second annual 5km. Walk-In-The-Park event at Taylor Creek Park in Toronto on that day. This was the good news part.

The bad news part was that there were not as many participants as last year. There were about 20% less walkers who raised about 40% less than last year. There was an average of about 30 % less sponsors per walker but, paradoxically, the average amount donated per sponsor was higher by about 10%! Nevertheless, much-needed funds were raised to help the College, but we shall aim to improve on this next year.

The walkers included not only alumni but also their family and friends, and all were treated to free hot dogs, fruit, soft drinks, and water after their exertion. They all promised to be back next year.

The success of all fund-raising events depends on both the participants and the volunteers who arrange and run them. Our sincerest thanks go out to those who gave of their time to find sponsors and to turn out to walk, to the sponsors for their generosity and, last but not least, to the volunteers without whom there would be no funds raised to help the College.



SHOWING THE FLAG

Some of the walkers and volunteers enjoying the day.



ALL IN THE FAMILY

Grand-Dad, Dad, and Daughter



PEEK-A-BOO

Neville shows the young how.



THE LADIES LEAD THE WAY

Isn't this always the case?



COME ON OUT CLEANLY

Paul mediates the discussion



HAVE YOU BEEN GOOD?

Ex-Student reports to ex-Master



READY, SET, GO!

It's a walk, guys, not a run!

OBITUARIES

We regret to announce the deaths of the following relatives of some of our alumni :

- *Olga Doreen Miller* on Friday, 8 May, 2009, in her 94th year. She was the mother of alumni **George** (Sonia), **Aubrey** (Merle), and **Richard** (Janet).
- *John Stephen Bobb-Semple* on 11 May, 2009, in Brooklyn, New York. He was the father of the late alumnus **Hubert (Errie)** and the uncle of alumnus **Colin**.

Alumnus **Victor Charan** died on Friday 12 June, 2009, at the North York General Hospital in Toronto. He leaves behind his daughters (Gillian, Jennifer), grandchildren (Christopher, Jessica), siblings (Monica, Roy) and nephew (Kevin).

Alumnus Dr. **Roy Winston Ibbott** of Corriverton, Guyana, departed this life on Friday, 6 March, 2009. He was the proprietor of the Channel 19 Television Station in Guyana, and had been an international consultant and head of the now defunct Guyana Management Institute.

Born and raised in Georgetown, Roy received his early education there, and earned his undergraduate and post-graduate degrees in the U.S. at Howard University and his PhD at the University of Maryland. Among his several notable achievements were his pioneering work in the establishment of the curriculum development unit for the US Department of Agriculture Graduate School, the design and installation of the first US Small Business Administration's closed circuit television, and the design of Achievement Tests for mentally challenged populations for the Maryland Department of Health and Mental Hygiene. As an educator, Roy constantly pushed the window and always demanded your best. Describing him as an intellectual with a sense of humour, Dr. Vibert Cambridge, Professor at Ohio State University and also a close friend, said that Roy had a great love for his country. "He is what Stanley Greaves calls a 'Guyanist'", adding that Roy must be remembered for the pioneering work he did in the local television sector. Enrico Woolford of Capitol News said that Roy was genuinely interested in the development of television in Guyana "from a Guyanese perspective".



In addition to his professional achievements, he had a love for music and was a sincere patron of the arts. Many days, he would be jamming away playing his steel pan, or listening to soca and calypso. He spoke numerous languages and traveled the world extensively.

Roy was loved dearly and will be missed by many. He is survived by his wife and loving children Jorge, Illya, Kinte, Dale, Roddy, Kamilah, and Ibbott. Also to cherish his memory are his brother Ibbott, his sister Lotti, grandchildren, great-grandchildren, other relatives, and a host friends.

On behalf of all alumni, the Toronto Association offers its condolences and deepest sympathies to the families of all the above, and ask you to remember them in your prayers.

Requiescant in Pace.

SAINTS Spring Dinner/Dance

An Evening of Pure Delight....and that was before hundreds of invited guests left the West Rouge Community Centre after SAINTS' all inclusive Spring Dinner/Dance on 18 April, 2009. It must have been the sweet, melodic, romantic songs spun by our incomparable DJ, Mr. Lolan Jones, as he mixed up the music from the bouncy beat of Bob Marley's "One Love" to Ben E. King's "Stand by Me". It also must have been the food, prepared and served by our master caterer, Paula Braithwaite of Olga's Savoury Cooking : "mouth-watering" chicken, dished out in "belly-filling" quantities to our appreciative guests.

It also must have been the FREE liquor, wine, beer, and pop that put our patrons "in the mood" for an unbelievable "night to remember". Some even voiced their opinion, "It is great value for my money. How do you guys do it?" Well, we did, and it's all through our competent, hard working volunteers, especially our new addition to our Executive, Beverley Vandeyar, and her crew who, on a strict budget (we don't throw our money around foolishly), had the hall "glowing in the dark".

And let's not forget our Raffle Queen, Phil Starz. Although missing her regular aide (Freda),

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How to Secure Business Finance - Part 2 : Business Flotation/IPO

Julio J Faria, B.Sc., C.Eng., M.IChem.E.

In Part 1, we discussed the more conventional approach to business finance, bank loans, grants, family and friends, and venture capital along with the opportunities and pitfalls. We will now discuss financing by company flotation or initial public offering (IPO) on the appropriate stock market. My reference point is the City of London and the Alternative Investment Market (AIM) of the London Stock Exchange.

Step 1 – Assemble your management team

Hopefully by now, you will have the core of a team of people who have been working with you as the business has grown, competent individuals you can trust and rely on. It is important to recognise that you will need new specialist skills as the business grows, so be prepared to complement your team with appropriate talent, very carefully selected. You will need at least one business specialist; if yours is a technology business, this will be the visionary and technical expert.

Next comes the sales/marketing expert, someone who knows the market well and can lead the sales team into the new markets your growing company needs to penetrate.

If you are raising more than \$1M, you will probably be advised to appoint a good accountant to your team. Sometimes it is better to choose one who can step up to the role of Financial Director, rather than one who may have to step down as the business grows. Avoid "general purpose" individuals such as MBAs; the old saying, "jack of all trades, master of none", comes to mind.

You will then need a "Chairman" – an older head, preferably with "City" experience. This is perhaps the most important decision, as you are in effect bringing in someone with power over you. You need to ensure that you can truly trust this individual, that your motives align, and that he/she does not have his/her own agenda. I have seen businesses brought to their knees, even lost to the founders, by an unscrupulous Chairman, often with dogmatic, personal views, which only emerge late in the day. Be very wary. Talk to people who have worked with him/her before making an appointment and get to understand them well before you make a final selection. An incorrect decision is very difficult to reverse. Ideally, you want someone who believes in the company's vision and is prepared to work with the management team, not against it. Of course, he/she should be able to contribute something new but, ultimately, should support you and go with the team. It is also recommended that you put into place some legal system which allows you to change a Chairman without too much difficulty.

Your board will also need the balancing influence of "non-executive" directors. These should be individuals with long and relevant experience of business, the ability to keep a positive overview of the business, and also a high degree of corporate responsibility.

Step 2 - Find your Financial Adviser or Broker

This is a very important step so choose wisely. Get recommendations from people you trust, who have real experience. You and your management team should meet up with a short list of two or three. These are people you will have to trust with your financial life so be careful. In this arena, bigger is not always better and, anyway, the bigger organisations won't look at deals which they consider to be too small, so be prepared for polite rejections. Choose a broker with experience and real expertise in your business area but, above all, with a reputation for honesty and integrity.

You will have to present your business plan to them and, if they glaze over quickly, then move on (or revise your presentation!). If they "get it" and can challenge your plan and see how to finance it and you feel can trust them, then you are close to a decision.

Step 3 - Agree terms and build relationships

After choosing your adviser and agreeing terms of the appointment (basic retainer, % commission to them when money is raised, warrants to be issued at what price), there will be a period of "getting to know" the adviser and them "getting to know" the company. They will need to visit you, meet the management team and other key workers, see the products, and talk to customers. The best financial advisors we ever worked with took the entire company out for a slap-up Indian meal and endeared themselves to us by picking up the bill! They were also checking the company out, top to bottom, to make sure we were right for them.

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The best brokers will have superior sales skills as well as the advanced financial engineering skills. At the end of the day, they are the primary "persuaders" and have to sell your company to the highest level in international financial institutions.

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How to Secure Business Finance - Part 2

(continued from page 4)

Most importantly, get agreement that all fees will be success based - i.e. no funding, no payment. Many companies understand this, so be very wary of those who do not want to operate on this basis. The accountants and lawyers (see below) are the most difficult as they always like to be paid for their time, no matter what the outcome. Resist it wherever possible.

Step 4 - Selection of the professionals

You will need lawyers, accountants, and financial public relations specialists. You may already have relationships with these professionals but, in many cases, for a significant flotation you may need to appoint specialists. With your financial advisors, you will need to draw up a short list and then go through a "beauty parade" as these companies pitch to you to obtain your business. As before, careful selection is imperative, especially with your PR people.

4.1 Lawyers

Tempted as I am, I shall resist beginning with a joke about lawyers. In this case, you really need them - and you need the best you can afford. Get referrals and recommendations, talk to them and then listen to their pitches. When you find the one you and your team believe is the best, make sure you get him/her as team leader/primary contact. Often, the best lawyer does the pitch, but you can end up with his/her sidekick who is markedly inferior. Make sure whom you see is whom you get! Also, listen to your broker as they will have to work closely with the legal team. In this case, the best may not be the biggest name.

One of the processes that the lawyers will take you through is extensive "due diligence". Check and double check everything, as errors here can be very costly. Providing incorrect information can lead to investors suing the company and/or its officials.

4.2 Accountants

Much the same as for lawyers. There are smaller differences in technical skills here, but big names are seen as the most competent and provide your investors with a necessary "security blanket". "Best you can afford" is a good rule, and negotiate hard on price; they need your business and they expect to negotiate!

4.3 Financial Public Relations

Last but not at all least. These people are absolutely vital to your flotation as they tell the financial world and get them excited about the company. Sadly, many are just costly decoration. Big egos, beautiful presentations, big bucks, and minimal effort once you have signed them up. Finding the right team takes time and can be a very personal thing. They need to work particularly closely with

the President/Chief Executive, so make sure the personal chemistry and understanding is there. You will need to speak to them weekly, and the good ones will pester you for information to be released, people for you to meet talk and present to. It can be non-stop but is critically important - before, during and after a flotation.

They cost much less than the lawyers and accountants, but success or failure can hinge on their ability. I've worked with the best, and the mediocre, and the difference is staggering!

Step 5 - Timing

The last 12 months have been the worst time for decades to raise business finance. This was preceded by some glory years but with significant lack of financial controls which many financial institutions took advantage of, leading to their demise and the mess in which many countries find themselves.

Nevertheless, financial institutions need to invest money in order to survive, so opportunities still exist. Mining companies and bankruptcy lawyers are prospering and the prices for food and clothing are low, etc., while the property market and car makers continue to be in the doldrums.

Unfortunately, the best time from your company's viewpoint is when you need the money - which does not usually coincide with its availability. Try to plan well in advance for the flotation/fundraising, and be prepared to pull the move if conditions deteriorate. Also, avoid mid-summer and December/January as many of the main players just aren't around then.

Step 6 - The Pitch

A good broker will have a portfolio of financiers - people with the money and belief in the broker who will have been successful with their investments in the past. These will be private individuals, fund holders, VCTs (Venture Capital Trusts), merchant banks, etc. Your broker will arrange for you to meet these people to allow you to present your company and justify their investment. Fortunately this is a quick process - 30-60 minute meetings, repeated to about 10-20 institutions over a few days with results, yes or no, sometimes within hours, usually in a day or two.

Modern software allows you to prepare glorious presentations, but you can get carried away. Look at some of the Apple presentations done by Steve Jobs for inspiration, they rarely get any better. Graphic, few pithy words, clear and concise.

You need a 10-15 minute presentation - test it out, time it and practise until you know it inside out. If public speaking is not your forte, share the presentation with more gifted team members, but knowledge, energy, and enthusiasm are vital. This will be followed

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How to Secure Business Finance - Part 2*(continued from page 6)*

by a question and answer session – sometimes extremely short. You need a 10-15 minute presentation – test it out, time it and practise until you know it inside out. If public speaking is not your forte, share the presentation with more gifted team members, but knowledge, energy, and enthusiasm are vital. This will be followed by a question and answer session – sometimes extremely short. Spread the answers across your team so that the potential investor can get a flavour of all of you. You need to get to the heart of your business quickly, intelligently, and accurately. Excite the listener but avoid bull****, these people are experts, seeing dozens of presentations a week, and the best have developed an acute knack of picking winners.

Besides the institutional presentations, there will be others - to groups of investors, radio, or even some special TV programmes. If there is likely to be a lot of this, seriously consider media training.

Conclusion/Aftermath

If you have a good business proposition and follow the rules, chances are your company will get the funding and experience that magical moment when shares start trading. If not, regroup, reassess your position and, if the proposal is still a good one, prepare go again.

When you get your funding, remember it is just the beginning, the real work is to make the business succeed and prove to the hundreds or thousands of investors that they

were correct in backing you and your company.

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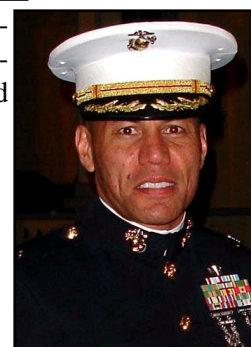
The author, Julio Joseph Faria, was born in Guyana in 1950 and attended Sacred Heart School, then St. Stanislaus College, leaving in 1968. After a year of training on the Sugar Estates, he went to the UK to study Chemical Engineering at Leeds University on a Bookers Scholarship. He graduated with an honours degree in 1973 and returned to work at Bookers Sugar Estates. Late in 1975, he emigrated to Canada and joined CIL, a division of Imperial Chemical Industries Ltd. In 1978, he returned to the UK to take up a position in ICI Plastics Division in Hertfordshire. He moved in 1980 to the ICI Corporate Laboratory in Cheshire, working on ICI's technologies for the future. In 1986, he left ICI to form his own businesses, working in computer software, biotechnology, and new materials, areas in which he holds several patents.

This article is an adaptation of an original article first published in August 2008 in a newsletter on his company website, www.trainingsimulations.com.

ERRATA in Issue of March, 2009

1. The lead story on page 1 did not fully identify the alumnus featured (see photo at right). He is Col. Brian Chin, US Marine Corps. The article had been submitted by his proud father, Godfrey, who obviously did not need to identify his son. Godfrey continues to support Saints in spite of being an alumnus of Central High School.
2. The birth-place of the late *Anne (Cook) Saunders*, the wife of alumnus **Alex Saunders**, was spelt incorrectly. It should have been Southall.

We apologize for these errors and regret any misunderstanding or inconvenience which may have occurred because of them.



Col. Brian Chin

SAINTS Spring Dinner/Dance*(continued from page 3)*

Phil convinced her better half (George), who usually never comes to these fêtes, to become her assistant for a night. At the end, no one wanted to go home. It took the intervention of the management of the hall to shut down D.J. Jones and halt the music after much "overtime", and this was all done without a RIOT.

Well, we have again booked the hall for next year. Mark your calendar on Sat. 17 April, 2010, for another "Evening of Pure Delight".

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St. Stanislaus College Alumni Association Toronto, founded in 1993, is devoted to making St. Stanislaus College the best educational institution in Guyana. It provides financial aid and other aid to the College which was founded by Fr. Langton S. J. in 1866. Formerly run by the Jesuit Order of Catholic Priests, the school was taken over by the Government in 1976, with Government-appointed teachers replacing the clergy in 1980.

Saints News & Views publishes four issues each year. The articles published represent the opinions of the authors, and do not necessarily reflect those of the publisher.

Saints News & Views welcomes contributing articles from its membership. The publisher reserves the right to edit or publish all submissions solely at its discretion.

Contact Us :

The Association welcomes your feedback. Please direct your comments, enquiries, or articles you would like published to :

The Secretary, St. Stanislaus College Alumni Association (Toronto), 4544 Sheppard Avenue East, Ontario, M1S 1V2. You may contact the Secretary, Godfrey Whyte, by phone at home : 416-265-4362, or by e-mail at gwhyte@st-stanislaus-gy.com.

Coming Events 2009

Date/Time	Event	Location	Cost
Sat. 11 July, 2009	Golf Tournament	Maples of Ballantrae Golf & Country Club 14248 Hwy 48, Stouffville	\$115 (all inclusive)
Fri. 31 July, 2009	Caribjam	Thornhill Community Centre 7755 Bayview Ave., Thornhill	\$25
Mon. 3 Aug., 2009	Last Lap Lime	Woodbridge Fairgrounds 100 Porter Ave., Woodbridge	\$15 in advance \$25 at the gate on the day
Sun. 27 Sept., 2009	Annual General Meeting (and membership social)	TBA	N/A Refreshments will be served.
Sat. 17 Oct., 2009	Fall Dance	West Rouge Community Centre 270 Rouge Hills Dr., West Rouge Park	\$40 per person (Curry & roti, and all drinks included)

Alumni Association Membership Form

Please complete this portion and return it with a cheque for \$25.00 (Cdn) for 1 year, or \$100 (Cdn) for 5 years payable to:

St. Stanislaus College Alumni Association Toronto, 4544 Sheppard Avenue East, Toronto, Ontario, Canada M1S 1V2

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