



2nd June 2020

By Email: daren.cenac@slaspa.com

Mr Daren Cenac
General Manager
SLASPA
P.O.Box 651,
Manoel Street,
Castries
Saint Lucia

Dear Mr. Cenac,

The SLHTA is grateful for the opportunity to have met with you and your team on Thursday 28th May 2020, to discuss our earlier correspondence of concerns regarding SLASPA's Notice of Moratorium to Concessionaires/Tenants/Licensees.

The SLHTA is keen on a follow up discussion to ascertain areas of potential compromise as discussed at the meeting. As an associated body of private sector companies, our organization appreciates your institution's ongoing financial commitment to the country, as well as overhead expenditures related to your loans which still require servicing. We are equally appreciative of your engagement with our members on a case by case basis to ascertain their ability to commit to payment plans to settle outstanding rent and ongoing financial commitments to SLASPA.

As outlined in our discussions however, SLHTA members, particularly those who have been longstanding tenants of SLASPA, wish to reaffirm their position that the moratorium presented by your institution is a legally binding document, seeking an unreasonable commitment for rent which clients are unable to pay at this time, due to COVID-19 related economic contractions. The SLHTA reaffirms that the Notice of Moratorium does not reflect a high degree of sensitivity for the fact that your tenants:

1. Have been unable to meet their performance targets from February/March 2020 due to early contraction of the cruise industry
2. Have generated negligible income over the past few months, if any
3. Share a grave uncertainty about business recovery in the cruise sector over the next 6-18 months
4. Will experience diminished returns on investments once they are allowed to reopen for business due to physical distancing protocols

5. Will face significant increases in the cost of doing business due to new protocols of hygiene and safety practices imposed by the state

These times of grave economic contractions, uncertainty of income, new codes for customer engagement and global anxieties around unpredictable economic recovery timelines present SLASPA with an opportunity to do right by your tenants. As industry leaders, we must all find the compassion and understanding needed to suffer together, sharing the burdens of the current economic hardships as well as the promise of a better tomorrow.

On behalf of our members we trust that your august Council Members and your Management Team, will seriously consider a blend of periodic waiver of rent and charges, moratoria and discounted charges which will ensure you are able to meet your minimum financial obligations while the business community wrestles with the uncertainties of recovery.

The history books will long reflect on the current global collapse of trade and travel as being the worst our planet has ever experienced. We trust that history will also tell the story of how your institution demonstrated empathetic leadership under the governance of your esteemed Council and Management Team by supporting private sector recovery.

We thank you on behalf of our private sector members and the hundreds of employees depending on us to return to viable, sustainable business operations in the near future. We look forward to your reconsideration and feedback at the earliest.

Sincerely,



Noorani M. Azeez
CEO