



The Centre for Local Business Development is Guyana’s leading source for oil and gas business and industry information, policy advocacy, and professional networking. Since 2017, the Centre has been meeting the growing demands of Guyanese businesses by offering training, mentoring for growth, and procurement linkages.

Guyana’s First Oil

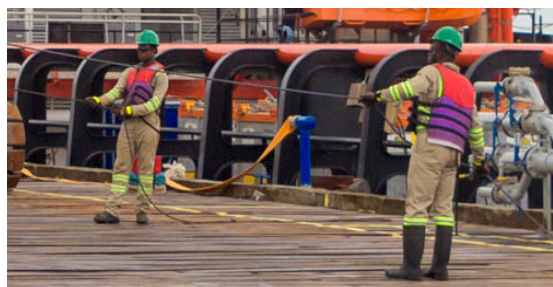


In January 2020, Guyana became the world’s newest oil-exporting nation. It was 20 years ago that the Production Sharing Agreement (PSA) was initially signed between the Government of Guyana and ExxonMobil to explore the Stabroek block. However the timeline between the first discovery in 2015 and first oil production in December 2019 was significantly shorter; in fact, the astonishing level of exploration success of the Liza field to oil production took place in less than five years, several years quicker than usual industry pace. December 20th will now forever be National Petroleum Day in Guyana.

Less than a month later, a tanker lifted the first cargo of one million barrels from the Floating Production Storage and Floating (FPSO) vessel, Liza Destiny. This first cargo was sent to one of ExxonMobil’s refineries in the U.S. Gulf of Mexico. Subsequent lifts will go to the Government of Guyana and the Stabroek Block co-venturers - ExxonMobil Hess and CNOOC. At maximum production of 120,000 barrels per day, tankers will load at Liza Destiny every 8-10 days.

In late-January 2020, ExxonMobil announced it had increased its resource estimate to more than 8 billion barrels, an increase of 2 billion barrels over its previous estimate. The company has made 16 discoveries in the block and is continuing exploration work. Currently, four drill ships in Guyana continue to explore and appraise new resources for ExxonMobil as well as develop the resources within approved projects on Stabroek. A fifth drillship is expected to be deployed later this year.

Building HSSE Momentum



With Guyana, now an oil producer, the Centre is playing a critical role in addressing existing gaps to ensure Health, Safety, Security and Environment (HSSE) processes are integrated into the business ecosystem. Through the Centre’s HSSE Management System Programme local businesses are successfully upgrading their safety culture and systems to meet international standards to become more competitive and profitable.

Over 180 local companies participated in the Centre’s introductory HSSE seminars. The seminars, tailored for senior managers from Guyanese businesses, provided an overview of core HSSE concepts. As follow-up, one-on-one sessions were then held with over 50 companies. During these consultations Centre experts provided personalized guidance to local companies on developing or enhancing their HSSE management systems. Based on these engagements, 10 Guyanese companies committed to partnering with the Centre to be prioritized to complete HSSE system upgrades.

The Centre continues to work closely with the selected companies through individual consultations to guide them through HSSE management system and manual implementation. To overcome lingering institutional gaps, the Centre recently created three additional awareness-level courses: 1) Workplace Assessment/Hazard Recognition; 2) Job Safety Analysis; and 3) Incident Management. The 10 Guyanese companies are expected to graduate from the Centre’s Management System Programme by mid-2020.



**SUPPLIER
REGISTRATION
PORTAL**

www.clbdportal.com

UPCOMING OPPORTUNITIES

- 2020 *Tender List* to be posted on the Supplier Registration Portal

OIL AND GAS SEMINARS

- Introduction to the Offshore Oil & Gas Industry
- Health, Safety, Security & Environment (HSSE)
- The Procurement Process

BUSINESS COURSES

- Financial Management
- Human Resources Management
- Supply Chain Management

VISIT US

Centre for Local Business Development
253-254 South Road, Bourda,
Georgetown, GUYANA

CONTACT US

+592-223-7781
info@centreguyana.com

+592-608-5256

@centreguyana

Photos: ©ExxonMobil





Connecting at GIPEX 2019



The Centre was a leading exhibitor at the second annual Guyana International Petroleum Business Summit & Exhibition (GIPEX) 2019 held from November 20-22 in Georgetown. GIPEX 2019 provided an accelerated platform for major players from across the international oil and gas sector and local businesses to network, form collaborative partnerships in allied industries, and better appreciate how to enter the oil and gas sector in Guyana.

The Centre's presence at the event provided access for scores of local and international businesses to meet with its representatives and learn more about its diverse business service offerings and the benefits of registering with the Centre's Supplier Registration Portal (SRP).

By registering with the Centre's SRP and joining its existing database of over 3,000 local and international companies, businesses have access to up-to-date procurement information and can better compete for contracts in the oil and gas sector and related businesses.

Natasha Gaskin-Peters, Centre's Deputy Director, "There was great buzz around GIPEX this year. Guyanese-owned and operated companies made connections and are benefitting from the immense networking and business opportunities being showcased."

More than 250 companies including 40 local suppliers and contractors participated in this unique gateway through which to feature Guyana's untapped business potential.

GIPEX 2019 was organized by Valiant Business Media in partnership with the Government of Guyana through the Department of Energy, Ministry of the Presidency, and with support from the Guyana Office for Investment (Go-Invest). ExxonMobil Guyana was a strategic partner.

Promoting Local Companies



The Centre recently took part in a successful business development mission from Norway to Guyana. As a strong advocate of "smart partnerships," the Centre utilized its business platform to brief visiting Norwegian companies about the importance of knowledge, skills and technology transfer to local partners. The Norwegian companies also came to understand the benefit of engaging with the Centre and how it links reputable Guyanese companies with new business opportunities.

As local and international businesses establish new commercial ties to meet the industry's demand, the Centre plays a pivotal role in promoting profitable relationships through smart partnerships. The Centre's smart partnership approach ensures that Guyanese businesses benefit hand-in-hand from offshore oil and gas opportunities while maximizing skills transfer and technology development.

In October 2019 the Centre organized its second business development mission for 19 companies from the [Newfoundland and Labrador's Oil and Gas Industry Association \(Noia\)](#) to Guyana. Noia identified similarities between Guyana and the Canadian province's oil and gas supplier base experience.

The missions held meetings with ExxonMobil and its prime contractors, provided matchmaking services between local Guyanese businesses and Canadian companies, and facilitated meetings with local legal and tax experts. Prior to arrival, the Centre provided Noia companies with market intelligence on the Guyanese business climate.

Hosting trade missions from Norway and Canada as well as preparing companies for the upcoming Offshore Technology Conference (OTC) in Houston are proven ways the Centre and the oil and gas industry are helping to expand Guyana's business ecosystem.



SUPPLIER REGISTRATION PORTAL
www.clbdportal.com

UPCOMING OPPORTUNITIES

- 2020 *Tender List* to be posted on the Supplier Registration Portal

OIL AND GAS SEMINARS

- Introduction to the Offshore Oil & Gas Industry
- Health, Safety, Security & Environment (HSSE)
- The Procurement Process

BUSINESS COURSES

- Financial Management
- Human Resources Management
- Supply Chain Management

VISIT US

Centre for Local Business Development
253-254 South Road, Bourda,
Georgetown, GUYANA

CONTACT US

+592-223-7781
info@centreguyana.com

+592-608-5256

@centreguyana

Photos: ©ExxonMobil

