

DECEMBER 2021

# centre.gy

*Connecting Guyanese Business*

MAGAZINE

## PRIDE OF PLACE

*A look at FPSO Liza Unity*

Darshinie Persaud, Founder,  
NovaRx Pharmaceuticals

THE BIG STORY

# Accelerate-Her

*Strengthening Women Entrepreneurs*

### Q1 MENTORSHIP

*Partnering with API*

### JOIN THE CONVERSATION

*The State of Play in the Oil Industry*

### BUILDING CAPACITY

*Across All Business Sectors*

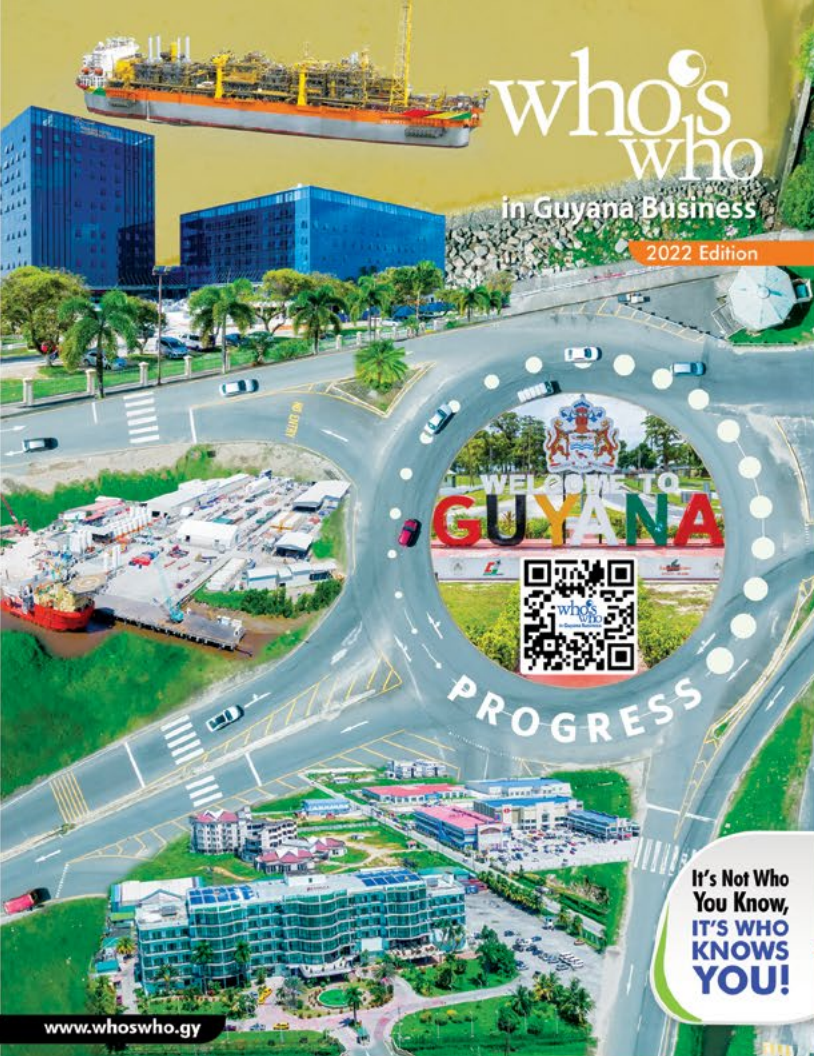
## HSSE

### MOMENTUM

*The Rise of Safety Culture*

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# Welcome



## Mentoring Success

It is my pleasure to welcome you to the new edition of *Centre.gy* magazine. You will notice that in this edition we have revised our cover design and refreshed the layout. We hope you will enjoy the new presentation and content.

While the effects of COVID-19 continue to impact how the Centre does business, we have been extremely active over the last six months, expanding our capacity building and mentoring of Guyanese companies across all sectors of the economy.

We recently launched our cutting-edge women entrepreneurship programme, **Accelerate-Her**. Research shows that women-led businesses generate broad social and economic benefits for their communities – there is a notable ripple effect in business and society when women are empowered. By supporting women-led business growth, the Centre through Accelerate-Her is not only helping to foster local entrepreneurship but country-wide development.

A Health, Safety, Security and Environment (HSSE) culture continues

to take hold in Guyana. To date, 25 leading local companies have successfully completed the Centre's highly rigorous HSSE Management System Mentorship programme.

Additionally, the Centre is partnering with the American Petroleum Institute (API) to offer a mentorship programme to build the capacity of Guyanese manufacturers and fabricators to meet the API Q1 specification, an industry-leading quality management standard critical in the international oil and gas sector.

I would like to acknowledge the continued support of ExxonMobil, Hess Corporation and CNOOC in supporting the Centre and our programmes through the Greater Guyana Initiative.

Finally, I would like to commend local Guyanese companies for the time, effort and dedication they have shown over the last four years collaborating with the Centre to reap the benefits of an ever-expanding oil and gas sector.

We look forward to working with you to make 2022 another prosperous year. Stay safe and happy holidays.

**Natasha Gaskin-Peters**

Director

Centre for Local Business Development

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# UPDATE ON Guyana's Economy in 2021

**G**uyana's economy grew by 14.5% during the first half of 2021 with non-oil real Gross Domestic Product (GDP) growing by 4.8%; mainly due to growth in the oil and gas sector as well as construction and services. However, notwithstanding growth in the non-oil sector, the agriculture, fishing and forestry sectors declined by 2.4% mainly due to lower output in sugar, other crops, fishing and forestry sectors by 22.4%, 7.3%, 6.6% and 7.1%, respectively.

The floods experienced during the May-June period were one of the significant factors affecting the agriculture sector. On the other hand, the oil and gas sector, manufacturing, services and construction sectors grew significantly by 32.3%, 13.5%, 9.4% and 25.5%, respectively.

Demerara Harbour Bridge project, a major infrastructure project that would reduce traffic congestion in the Region 3 area.

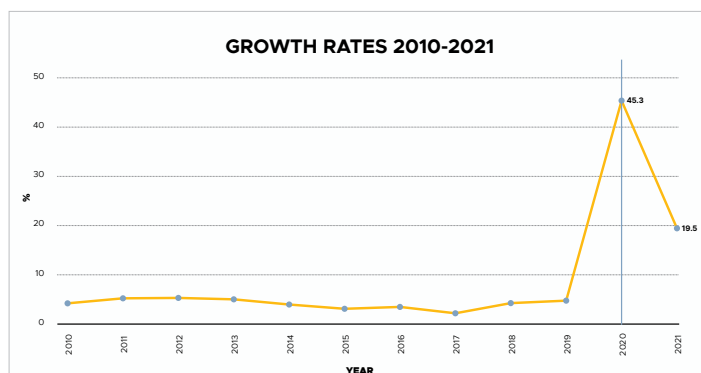
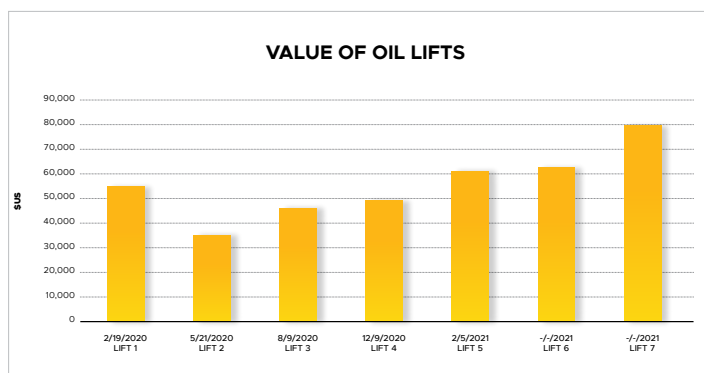
Guyana's oil and gas sector is expected to continue to expand. To date 7,056,262 barrels of oil (seven lifts) have been produced from the Stabroek Block with the Natural Resource Fund totalling US\$525.20 million. ExxonMobil continues exploration in the Stabroek Block with seven discoveries in 2021, bringing the total discoveries in the Stabroek Block to 26. It is expected that by 2027, six active projects will be ongoing in the Stabroek Block.

The Liza Unity vessel arrived on Guyana's shores with production expected to begin in early 2022. This will be the second project in the Stabroek Block. This field is expected to produce

after making two finds of heavy grade crude in this block.

Plans for Guyana's Gas to Energy project continues to forge ahead with the energy power plant expected to be set up at Wales which will be powered from natural gas found within the Liza-1 and Liza-2 projects of the Stabroek Block. This project is expected to provide Guyana with greener, more reliable and cost-effective electricity.

Ahead of the developments of the Gas to Energy project, the Centre for Local Business Development began multiple engagements with the residents of Wales, to sensitise residents of the magnitude of operations that will take place in their region and to offer residents a chance to position themselves to make the most of the project. As of early November, four



Several measures were undertaken by the government during the first half of 2021 to boost economic activity in Guyana. In infrastructure, work continues on several key roads including the Sheriff-Mandela four lane extension project and East Bank Bypass Road along with several farm to access roads and hinterland development. The procurement process also began for the selection of a contractor for the

220,000 barrels of oil per day at peak production. A further three wells have been drilled in the Canje Block and one well in the Kaieteur Block. However, there have been no commercial finds to date. Exploration drilling is also expected to be undertaken in 2022 in the Kanuku Block, where Repsol is the operator. Tullow, the operating partner for the Orinduik Block, is expected to begin the process of identifying its new drill targets

outreach efforts were conducted on the West Coast and West Bank of Demerara to sensitise business owners, workers and the public about the project developments to come, and how they may benefit.

These ongoing infrastructure and energy projects are expected to drive economic growth in Guyana and lead to significant benefits to the Guyanese people.



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## 2021 Year in Review



**Alistair Routledge**  
President  
ExxonMobil Guyana

**T**his year has been successful for oil and gas development in Guyana; a testament to the hard work of key stakeholders including our employees, the government, contractors and suppliers. Despite the COVID-19 pandemic, we have maintained steady, safe operations on and offshore and we welcomed our second floating production, storage and offloading (FPSO) vessel, the Liza Unity, to the Stabroek Block. Significantly, we were able to progress local content and implement successful initiatives to help build a sustainable workforce and supplier capabilities.

Our half-year 2021 results are a reflection of the tangible progress made and indicative of the potential for the country as exploration and development continue. As of half-year 2021, the total workforce supporting ExxonMobil Guyana's petroleum activities rose to over 5,400 workers, of which more than 50% are Guyanese. We also utilised 750 local vendors - spending more than US\$90M / GY\$18B, which generated an economic impact of approximately US\$115M / GY\$23B.

As the government progresses local content legislation, I wish to acknowledge the key role this plays in maximising the benefits of oil and gas for Guyanese. ExxonMobil will continue to support efforts to generate broad and sustainable economic development for the country. Success will require a pragmatic and collaborative approach.

As part of our commitment to further develop local content, we have been working closely with our prime contractors to ensure they are equally committed, and that their

local content plans are effective. We made significant efforts to steadily move activities and services to Guyana during 2021, and we anticipate a continuation of that trend.

Our strategic investments complement our efforts to support sustainable development of Guyana. The Greater Guyana Initiative's 10-year investment of GY\$20 billion from ExxonMobil, Hess and CNOOC focuses on education and training programmes at the Technical Vocational and Education Training (TVET) institutes, the Centre for Local Business Development (the Centre) and the University of Guyana.

Building on the strong platform 2021 provided, we remain focused on implementation of a phased, sustainable approach to local content growth based on realistic assessments to identify and close gaps so that Guyanese companies and people can directly benefit from the development and production of oil and gas in Guyana. A collaborative approach to building local content, and a stable and enabling business environment are key to avoid any potential unintended consequences that we have seen in other countries.

This is often called the Dutch Disease, a situation where development of natural resources undermines other sectors of the economy, eroding overall value to the country. ExxonMobil Guyana is committed to working collaboratively with the Government to apply effective local content strategies that will generate broad and sustainable economic development. We look forward to a new year with excitement at the continuing progress in Guyana.

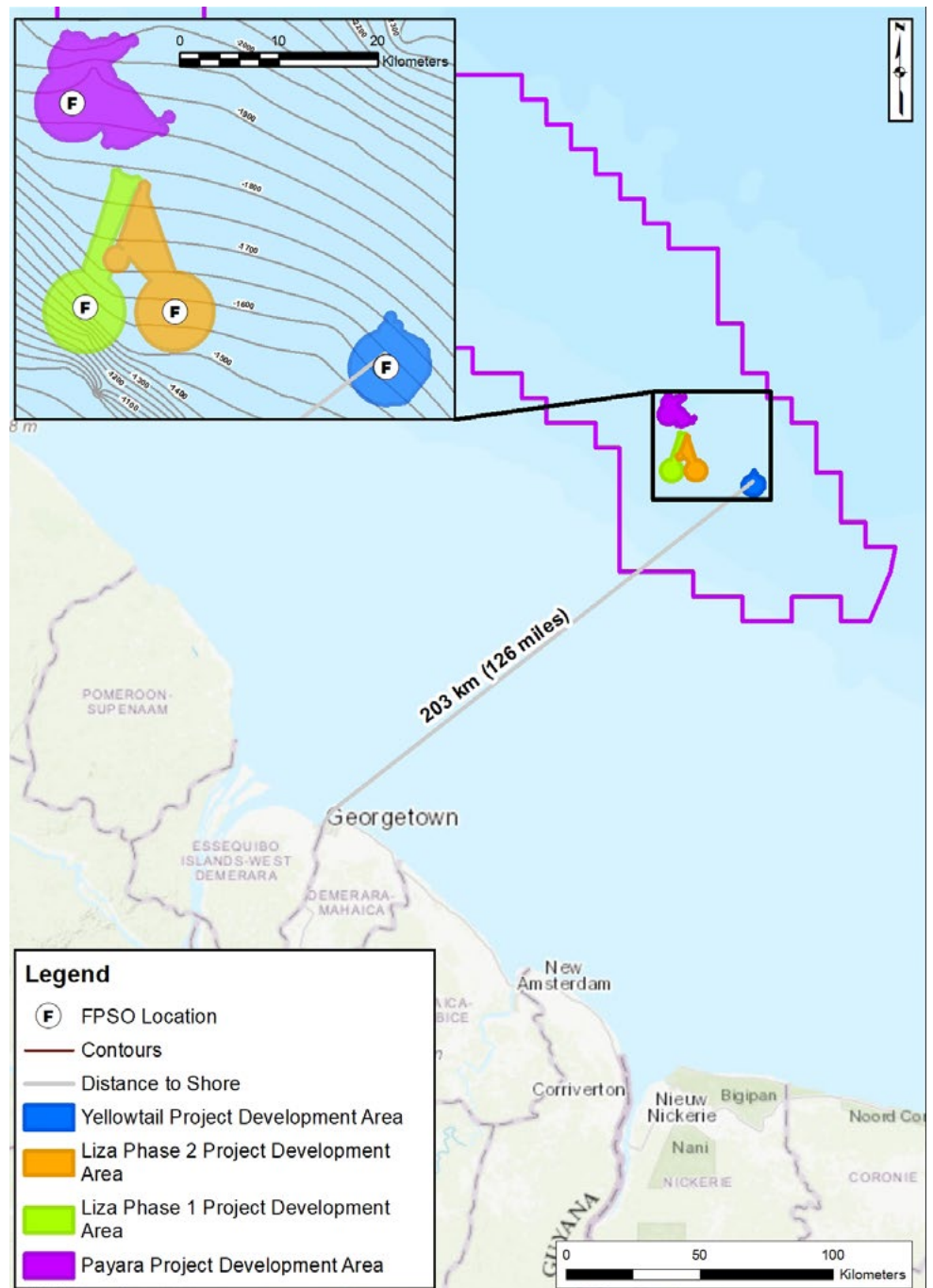
2022

# Look ahead to Yellowtail

**T**he Yellowtail development, Guyana's fourth deepwater petroleum production project, is targeting 250,000 barrels of oil per day, the largest capacity yet for a single development offshore Guyana. Located in the eastern portion of the Stabroek Block, approximately 200 km from Georgetown and southeast of the Liza Phase One development in 1,790 m water depth, production is expected to begin by 4Q 2025. The project is currently progressing through the environmental authorisation process with the Environmental Protection Agency (EPA) following public scoping and disclosure meetings in Regions 1, 2, 3, 4, 5 and 6.

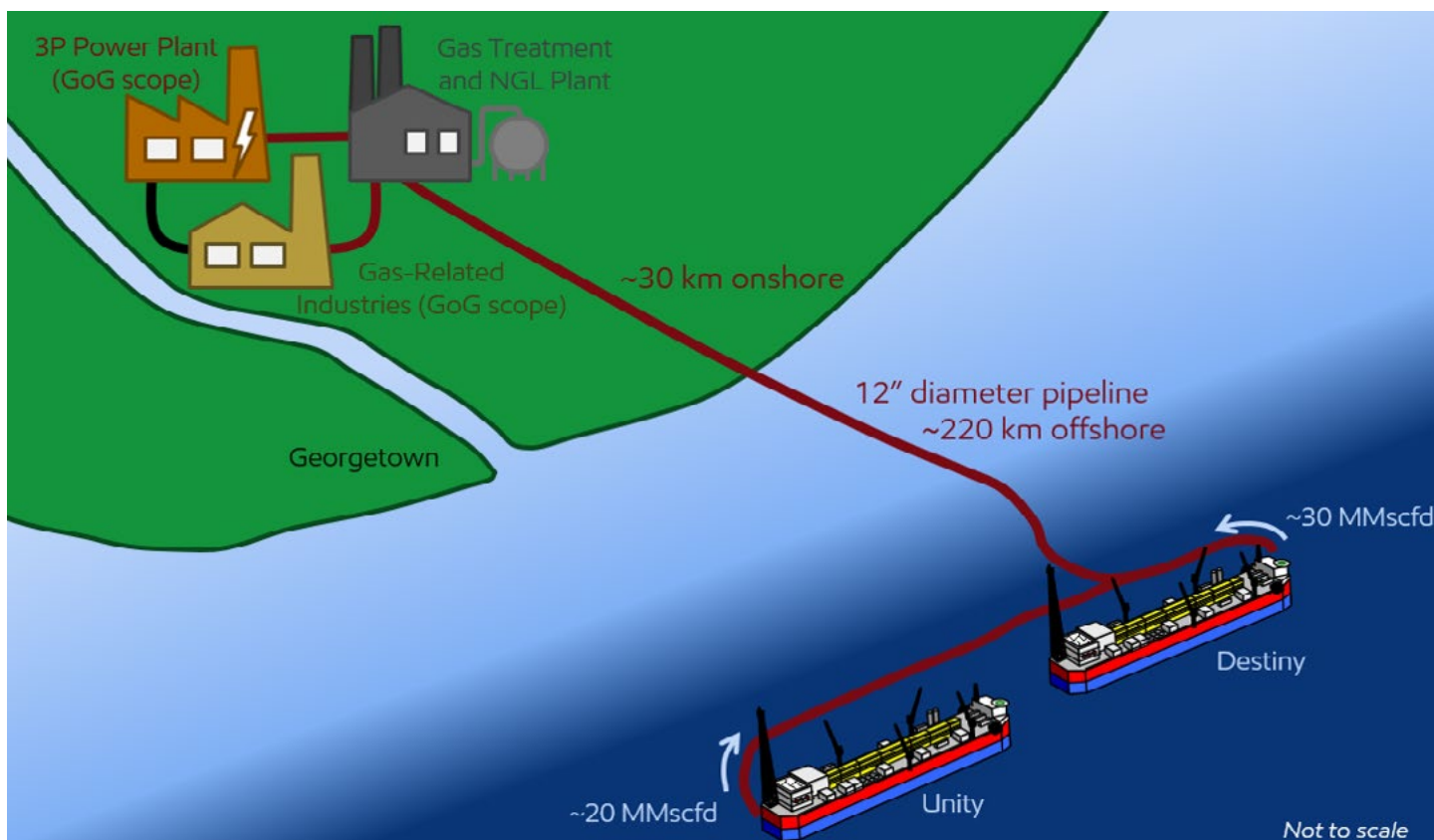
With necessary approvals, the project will consist of 45 to 67 development wells (including production, water injection and gas re-injection wells); installation and operation of Subsea, Umbilicals, Risers, and Flowlines equipment; installation and operation of a Floating Production, Storage and Offloading (FPSO) vessel and—ultimately—project decommissioning.

A fourth project will provide further opportunities for a continued, phased expansion of sustainable local content. Yellowtail and subsequent projects will promote workforce and supplier development as well as strategic investments in facilities and infrastructure. Ultimately, all of these will enhance the capacity and efficiency of the local economy, bringing additional value to the people of Guyana.



## Gas to Energy

**G**as to Energy potential in Guyana represents an opportunity to leverage offshore energy resources to support cheaper, cleaner and a more reliable energy source for the country. This can open up new opportunities to diversify and strengthen the economy and increase global competitiveness for local companies across sectors.



**Friedrich Krispin**  
Project Manager  
Gas to Energy Project

### Meet Project Manager of the Gas to Energy project, Friedrich Krispin.

With 35-years of oil and gas operations experience, spanning Africa, the Middle East, and North and South America, Friedrich is passionate about safe execution, protecting the workforce, the communities and the environment where we work and live. We asked Friedrich what local content means to him:

**“The most important legacy we can have is the upskilling and sustainable development of people and communities that surround us. Besides helping Guyana develop its oil and gas resource, we are committed to supporting the country’s social and economic progress. Working with local contractors and suppliers to prepare them for our projects and ensuring we provide full and fair opportunities to local companies is good for our projects, the Guyanese economy and part of this legacy.”**

## What are we sharing

• Your Name





# The **Accelerate-Her** *Journey*

**T**he Centre for Local Business Development's (the Centre) recently launched and successfully delivered its first cutting-edge women entrepreneurship programme, **Accelerate-Her**. Accelerate-Her targets local women owners, operators, and managers, building the leadership and business skills of women entrepreneurs in Guyana to help them grow their companies across a wide variety of industries and sectors.

Through a series of public announcements the programme recruited women who were either a founder of a small business or a member of a larger management team based and living in Guyana. The local businesses needed to be more than a year old, legally registered in Guyana with at least two employees, and actively looking to grow, access

new markets or add innovative best practices.

Accelerate-Her was announced in conjunction with the Road to Growth programme by the Cherie Blair Foundation for Women in July, with over 90 applications received from seven regions across Guyana. Through a competitive selection process, 35 entrepreneurs who recognised the value of leadership and a collaborative approach to grow their entrepreneurial skills were shortlisted. This select group then participated in the Accelerate-Her Entrepreneurship Weekend Bootcamp held on September 17-19 in Georgetown.

At the Bootcamp, the entrepreneurs learned to build their business model canvas through workshop facilitation, group activities with other participants and mentors, and a mini pitch session.



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Businesses from a variety of different industries were able to view their business model in a new light, including companies from construction, logistics, tourism, education, cosmetology, and other sectors.

After the intense three-day event, select participants were evaluated to determine who would move on to the second phase of the programme. Due to the outstanding level of skill, dedication and talent exhibited by the participants, 17 women entrepreneurs (from an original target of 15) were selected to embark on the next step in their journey to grow their businesses – Accelerate-Her - Phase Two.

Phase Two of the programme began on October 6 and ran until December

3. This nine-week cohort featured a combination of weekly 2-hour sessions, specially curated business development courses, one-on-one mentoring sessions and group networking sessions with volunteer mentors. The programme was held both in-person and virtually.

The Women's Chamber of Commerce and Industry Guyana (WCCIG) partnered with Accelerate-Her to act as one of the lead mentors and expert speakers. WCCIG is a nonprofit charitable organisation dedicated to creating a collective voice for women

audience filled with members from the business community, potential buyers and partners. During the afternoon, the event venue was converted into a mini tradeshow and networking session where the women entrepreneurs were able to interact on a one-on-one basis with the attendees for Demo Day.

Demo Day showcased the hard work the women entrepreneurs have dedicated during the programme to learn more about themselves, assess their businesses and determine how and where they would like their businesses to go in a local economy

“**I have been a part of many mentor-based programmes before, however nothing has ever been as content packed and practically driven as the Accelerate-Her programme. From learning through the team and speaking with my mentee on all the programme pushes her to do, I can truly see how beneficial it has been to her as it encouraged practical growth for both her and her business.**”

**PATRICIA BACCHUS, ACCELERATE-HER MENTOR  
CHIEF EXECUTIVE OFFICER, CARIBBEAN CONTAINERS INC.**

and assisting women to achieve success and economic independence through business ownership and self-employment.

The 17 participants were individually matched to a mentor who provided tailored guidance and hands-on capacity building based on each business's priorities and market interest. These trainings included financial management, marketing, and pitch development. The weekly sessions focused on topics including market research, building a buyer persona of their ideal customer, social media marketing, and pitch preparation. This in-depth preparation culminated in the seminal event of the programme – Demo Day.

On December 11, Demo Day commenced with the 17 participants pitching their businesses to an

that is burgeoning with growth opportunities.

Research shows that women-led and managed businesses tend to generate broad social and economic benefits for their communities and future generations – there is a notable ripple effect in business and society when women entrepreneurs are empowered. By supporting women-led business growth, the Centre through Accelerate-Her is not only helping to foster entrepreneurship but country-wide development.

The Centre and the Accelerate-Her Programme receive financial support from the Greater Guyana Initiative, funded by the Stabroek Block co-venturers ExxonMobil, Hess and CNOOC. For more information please visit: <https://centreguyana.com/accelerate-her>.



#wep #accelerateher

what they



*Keisha Chung*

GENERAL MANAGER

CHUNG'S GLOBAL ENTERPRISE

“After going through the programme, **my expectations for growth were met**. Not only were there courses specifically targeted to address some gaps in my business, but also one-on-one mentorship and networking opportunities that helped me to grow as an entrepreneur. The Centre goes above and beyond the call of duty to provide support to local businesses, the Accelerate-Her Programme is just one example.”

“This programme [Accelerate-Her] really created an atmosphere that made me want to share, made me feel safe, and made me feel comfortable. It really felt like a safe space. What **Accelerate-Her helped me to do was define and carve out a niche** in the events industry where I can position myself and my business to be different. There truly is a ripple effect due to the oil and gas industry in Guyana. People will have more disposable income to spend, and I expect to be serving a greater number of persons with my business as it grows.”



*Ashmin John*

OWNER

DEMAND DEVELOP



*Tasmin Pellew*

OWNER

TAZ FOODS

“Get registered with the Centre and do the programme next year. It gives you a wider perspective of your business – where your business is and where it can go. At first, I thought I was doing everything correctly. However, after spending some time in this programme, **it allowed me to see a different side of my business that I was not thinking about before**. How to better approach project management with time to execute certain projects.”

# thought

“Accelerate-Her helped me. I looked at Glo the way I should have five years ago. You would think that coming from and marrying into business-oriented families that I would have done all the groundwork by this point or have more “business sense” and know what to do... I didn’t and I don’t. **I am learning and this programme was such an amazing learning experience.** To look at every segment of my passion and realise that it is a business that has so much room for growth is a remarkable feeling.”



**Sadia Ali-Rahaman**  
OWNER  
**GLO GUYANA**



**Thelma Bess**  
CHAIRPERSON  
**POMEROON WOMEN'S AGRO PROCESSORS ASSOCIATION**

“The main purpose for forming the Pomeroon Women’s Agro Processors Association was to help to improve the lives of the women in the community [Pomeroon, Region 2]. I found about the Accelerate Programme through the newspaper, and I have learnt a lot from it. **It gave me an idea of how I can and need to look at our business.** What we need to do to go forward. Things that we must take into consideration if we want to grow.”

“I learnt about this programme [Accelerate-Her] through my interactions with the Centre for Local Business Development (Centre). I didn’t pay too much attention to it at first, but a friend later emailed it to me again highlighting that she thinks I would be a good fit for the programme. And they were right. I’ve grown with the Centre since 2017, implementing what I have learnt into my business, and **this programme further adds to my growth.**”



**Babita Sookraj**  
MANAGING DIRECTOR  
**GLOBAL COMMERCIAL IMPORT & TRANSPORT INC.**

# GUYANA IS OPEN FOR INVESTMENT

## ACCELERATING THE COUNTRY'S DEVELOPMENT TRAJECTORY

**G**o-Invest welcomes investors! Guyana is ripe for both local and foreign investment; our future has arrived. President Dr. Irfaan Ali has outlined an aggressive economic agenda which will complement massive investments from the private sector across a vast range of economic activities: Tourism, Industrial Development, Agriculture and Oil to name a few.

Not only will Go-Invest work to cultivate these emerging sectors, but it will be vital for Guyana to modernise its known industries with the aim of becoming more efficient and competitive throughout the region.

Opportunities for investors with a vision and a capacity to deliver are immense. Guyana is open for

investment with its vast lands for agriculture; natural resources; a young, educated, English-speaking population; stable and open financial markets; investment protection under the law; unrestricted repatriation of profits and capital; duty-free access; and equal treatment for local and foreign investors.

"Guyana is the most resource-rich country in the English-speaking Caribbean. If we speak about world food production, environmental services, world-class eco-tourism, freshwater potential, mining opportunities, research and development, human transformation, health and educational services, I assure you Guyana will be an important part of that conversation."  
- President Ali at Expo 2020 Dubai

Guyana is an excellent jurisdiction for investors. It is well known as a business-friendly destination with a wide range of incentives and protections for foreign and local investors. In a microcosm, these incentives can range from exemption from customs duty on most plant machinery and equipment, zero-rate of value-added tax on exports, and most importantly, full and unrestricted repatriation of capital, profits, and dividends.

## Why is Guyana considered the most **attractive investment destination** in South America and the Caribbean?

Guyana is on a national infrastructure boom. The growing economy and improved infrastructure will bring benefits for regional partners. Guyana and neighbour Brazil will benefit from a long-planned road with the opening door to bilateral trade. Another major project is the construction of the Corentyne River Bridge, which will link Suriname and Guyana, radically enhancing the investment portfolio of Guyana.

With recent oil discoveries offshore Guyana, the gross recoverable resources are now estimated at 11 billion plus oil equivalent barrels, making it one of the most significant global finds in recent years. These deposits occur in the Guyana Basin which covers the entire coastal region and extends 150 km into the Atlantic Ocean. With the development of Guyana's



embryonic energy sector, a plethora of opportunities are anticipated to emerge in 2021 and beyond – some of which Guyanese businesses have already capitalised upon – including the formation of synergies with other international and regional organisations providing support services to the offshore drilling companies, and other oil and gas-related ventures.

Many companies are moving ahead to form strategic partnerships – a mixture of both local and foreign companies. Both the government and the local private sector are collaborating to ensure that they exploit all possible means to build institutional capacity, the building of skills and requisite competence in all possible areas to capitalise on the vast array of investment opportunities.

The 2021 national budget 2021 amounts to \$383.1 billion or 38% of GDP, the largest budget in Guyana's history with more than 50% dedicated towards driving and achieving productive outcomes across all sectors. The budget 2021 estimated expenditure is 14% higher than 2020, while revenue is estimated to grow by 22.5% relative to 2020. The overall central government deficit is estimated to contract by \$10.3 billion to reach \$76 billion or 13.5% lower than 2020.

In the President's inaugural speech in the National Assembly on February 12, 2021, he outlined his Government's development plans and programmes for the next five years. Key of which are energy, infrastructure transformation, technology, social services, human resources and the macroeconomic framework.

## Transformational infrastructure projects

to facilitate broad-based economic development include:

<b>EXPANSION OF THE CHEDDI JAGAN INTERNATIONAL AIRPORT</b>	<b>OGLE/EAST BANK BYPASS ROAD</b>	<b>FIVE NEW MAJOR BRANDED INTERNATIONAL HOTELS</b>
<b>LIBERALISATION OF THE TELECOMMUNICATIONS SECTOR</b>	<b>BRIDGING THE CORENTYNE RIVER BETWEEN GUYANA AND SURINAME</b>	<b>SECONDARY CAPITAL CITY ON THE UPPER EAST BANK</b>
<b>GUYANA-BRAZIL ROAD NETWORK LINK</b>	<b>DEEPWATER HARBOUR</b>	<b>HYDRO- POWER PROJECT</b>
<b>NEW BRIDGE ACROSS THE DEMERARA RIVER</b>	<b>GAS TO ENERGY PROJECT</b>	<b>HOUSING/REAL ESTATE DEVELOPMENT TARGETING 50,000 NEW HOMES</b>
<b>COMPETITIVENESS STRATEGY TO REDUCE ENERGY COST BY 50%</b>		

# AGRICULTURE

## MODERNISING KNOWN INDUSTRIES

With vast lands exceeding 20 million hectares, Guyana is ideal and poised for mega investments in large-scale agriculture ranging from aquaculture and seafood processing to hydroponic farming for niche markets and mega farms. Our plan is a diversified economy with agriculture as the powerhouse. Guyana is close to the United States and the Caribbean making it a strategic location for large-scale agriculture. As President Ali recently remarked, “Guyana will become the agricultural heartland of the English-speaking Caribbean and will play its part in helping the Caribbean Community reduce its food import bill by 25% by 2025.”

# ENERGY

## PROTECTING AND DEFENDING THE ENVIRONMENT

With respect to the energy sector, the Government outlined its objective to achieve an optimum energy mix inclusive of hydro power, solar, wind and natural gas. The Government’s number one objective is to reduce energy cost by more 60% to as low as US\$0.06–US\$0.10 cents kwh from a current average of US\$0.25–US\$0.35 cents kwh. With this objective being realised, this will transform Guyana into a manufacturing hub and the most powerful industrialised economy in the region. This will also further enhance Guyana’s national competitiveness to become the most attractive investment destination within the region. The investment opportunities are notable over the next 10–20 years.

# ICT

## CHOOSING INNOVATION

With the modernisation of its known industries coupled with the transformational projects outlined by the Government, Guyana will establish new and emerging opportunities in tourism, ICT, the services sector, and regional shipping. Guyana is setting a course for a new era of innovation with rapid acceleration as an emerging leader in the Business Processing Outsourcing (BPO) industry.

Guyana is on the cusp of an economic renaissance as the newest petroleum producing state in the region. It has an opportunity to become the driver of a transformative agenda within the region, viz-à-viz an enhanced framework that would foster deeper regional economic integration of South America and the Caribbean with the rest of the world. Guyana’s evolution is occurring against the backdrop of its geopolitically important location, emerging petroleum industry, and increasing global interest.

# ECONOMIC TRAJECTORY

## BUILDING A HEALTHY ECONOMY

Guyana is poised to experience an economic boom in the medium- to long-term. Real GDP growth for 2021 is estimated at roughly 20% and the non-oil GDP is projected to grow by 6.1% - thus positioning Guyana as the fastest and strongest growing economy in the world. The International Monetary Fund (IMF) projects that Guyana’s economy is expected to grow by a further 48.7% in 2022.

### A most attractive investment destination

- ✓ Fastest growing economy
- ✓ Resource rich country
- ✓ Multi-sector opportunities
- ✓ Low operations costs
- ✓ Ideal location to access global markets
- ✓ Fiscal incentives for investments
- ✓ Private sector focused government
- ✓ Diverse cultures and heritage

***President Ali noted, “We will continue to pursue oil production offshore, but onshore we will definitely intensify the decarbonisation of the economy. We will do so principally on an expanded Low Carbon Development Strategy, which will emphasise low levels of deforestation, biodiversity protection, freshwater management, the sustainable development of the marine economy and conservation.”***

It is with this background and the high level of investors’ confidence that Guyana’s development outlook is extremely positive. Recent economic trends have strategically positioned Guyana to lead a regional integration agenda aimed at strengthening cooperation in South America, Latin America and the Caribbean through the auspices of CARICOM and other regional trading blocs within the framework of leveraging the country’s development needs. Go-Invest looks forward to facilitating increased local and international investment and the continued expansion of the Guyanese economy.



For more information on investment opportunities in Guyana please visit: <https://goinvest.gov.gy>



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**F**ounded in 1919, **Halliburton** is one of the world's largest providers of products and services to the energy industry. With approximately 40,000 employees, representing 130 nationalities in more than 70 countries, the company helps its customers maximise value throughout the lifecycle of the reservoir – from locating hydrocarbons and managing geological data, to drilling and formation evaluation, well construction and completion, and optimising production throughout the life of the asset.

Halliburton Guyana Inc. started providing services to the local energy sector in 2015. Since that time, the company has increased its in-country investment and portfolio of solutions and services. Currently, Halliburton provides the following services in Guyana; Directional Drilling, Surface Data Logging, Drill Bits, Drilling Fluids, Cementing, Completion Services, Reservoir Evaluation, Coil Tubing, Stimulation Services, Pipeline & Process Services, and Landmark Software applications.



### **Halliburton Guyana Inc. is committed to:**

- Safety, our Highest Priority
- Integrity and High Ethical Standards
- Delivering Service Quality Excellence
- Collaborating and Engineering Solutions to maximise asset value to our customers
- Creativity and Reliability
- The Growth and Development of Guyanese Suppliers and Employees

### **Over the last three years, the company has reached several key milestones in its commitment to expand its Guyanese work including:**

- The commissioning of state-of-the-art repair and maintenance workshops for directional drilling equipment and downhole tool capabilities;
- The construction and commissioning of liquid mud plant and cement bulk facilities, enabling 100% deliverability from Guyana;
- Creation of a dynamic pool of local engineers, technicians and administrative support staff; and,
- A comprehensive portfolio of vendors delivering various critical services fundamental to our operations.

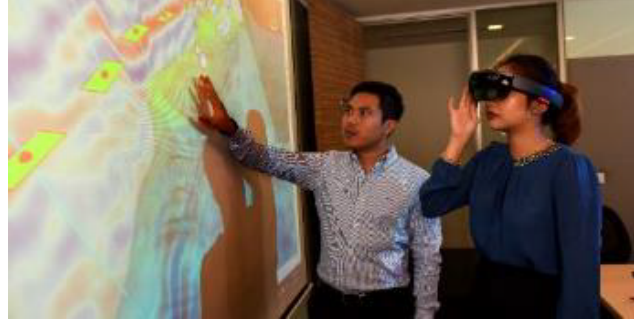


Currently, **Halliburton Guyana** is in the construction phase of the Well Completions workshop and warehousing, which is on track to open in the first quarter of 2022. With the opening of these facilities, Halliburton will be able to support all of our major operations in Guyana.

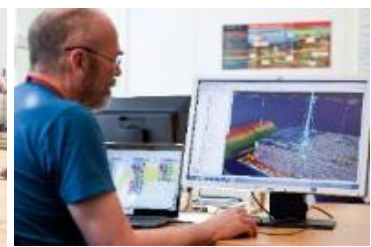
Local content is a fundamental part of our strategy in Guyana, and key to this is the development of our local vendors. We based our Halliburton Guyana strategy on Supplier Value Management and focus on a yearly local vendor development plan. The strategy facilitates the creation of closer and more collaborative relationships with local suppliers.

Sustainability is also integral to our overall strategy as we seek to deliver long term value while minimising our environment footprint and make a positive impact in the communities where we live and work. One of our guiding principles is to enhance the economic and social well-being of our employees and the communities in which we operate.

90% average  
nationalised  
workforces



Over  
**130**  
nationalities



## COMMITMENT TO KNOWLEDGE SHARING

In 2019, Halliburton Guyana signed a memorandum of understanding (MOU) with the University of Guyana to promote industry knowledge. The MOU included a fluids technology learning lab and landmark software grant, and in 2021, we launched the learning lab. This lab provides enhanced training for Petroleum and Geological Engineering, Chemistry, and Earth and Environmental Sciences students. Other aspects of the project include maintenance, training, and technical support for staff and student development.

# 25 Local Companies Have Completed the HSSE Management System Mentorship Programme

**H**ealth, Safety, Security and Environment (HSSE) is a “hot topic” in Guyana and a business practice many well-established and growing businesses are adopting to better compete in the oil and gas (O&G) industry and elsewhere. Recognising the importance of HSSE, local businesses are reassessing their approach to their internal operations. They are refocusing and expanding their core mission to include the wellbeing of their workers and establishing heightened safety standards and protocols in the workplace. More and more businesses are adopting a safety culture and slogans including, “No One Gets Hurt” and “Everyone Goes Home Safely.”

The O&G industry requires, at a minimum, that companies working in the supply chain demonstrate they fully comply with local occupational health and safety, and environmental regulations. These regulations can serve as the foundation for Guyanese businesses to build their safety culture. The local regulations detail both how employers must protect their employees and the environment, as well as what responsibilities employees

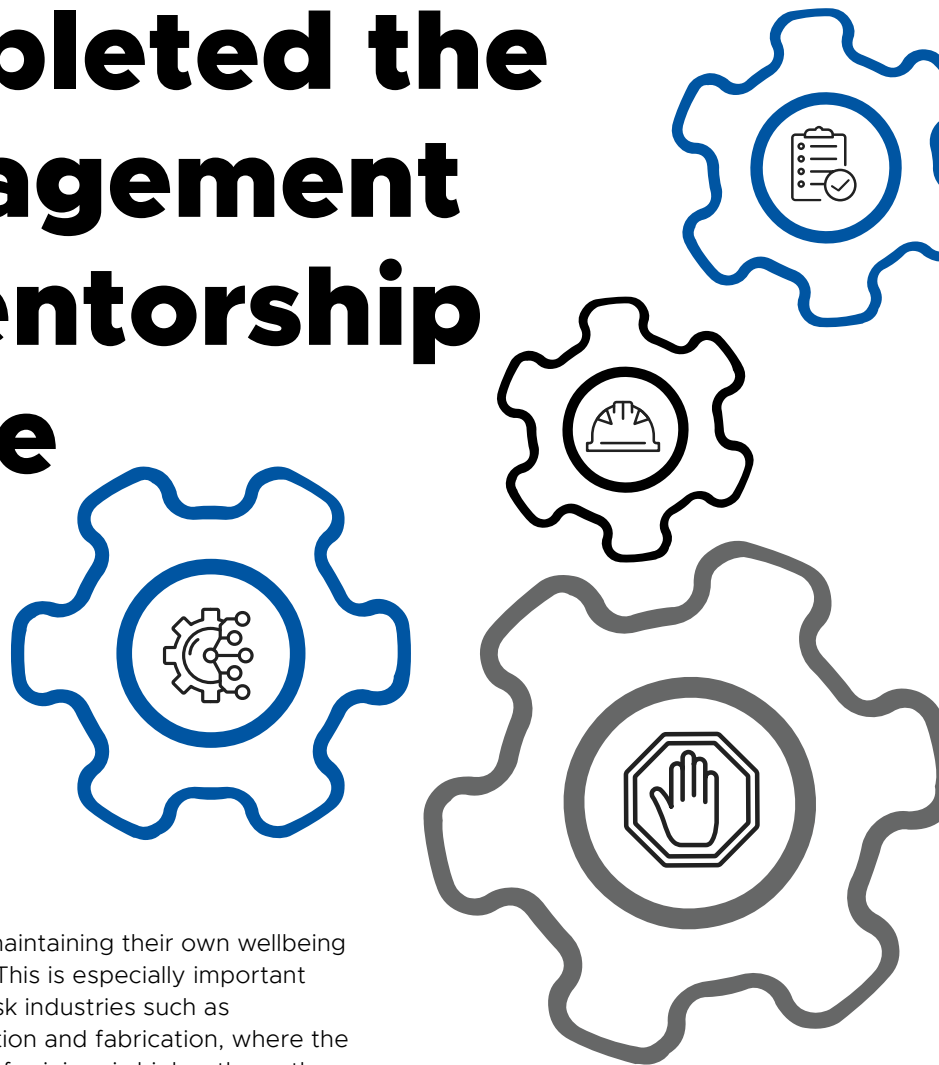
have in maintaining their own wellbeing at work. This is especially important in high-risk industries such as construction and fabrication, where the potential for injury is higher than other sectors.

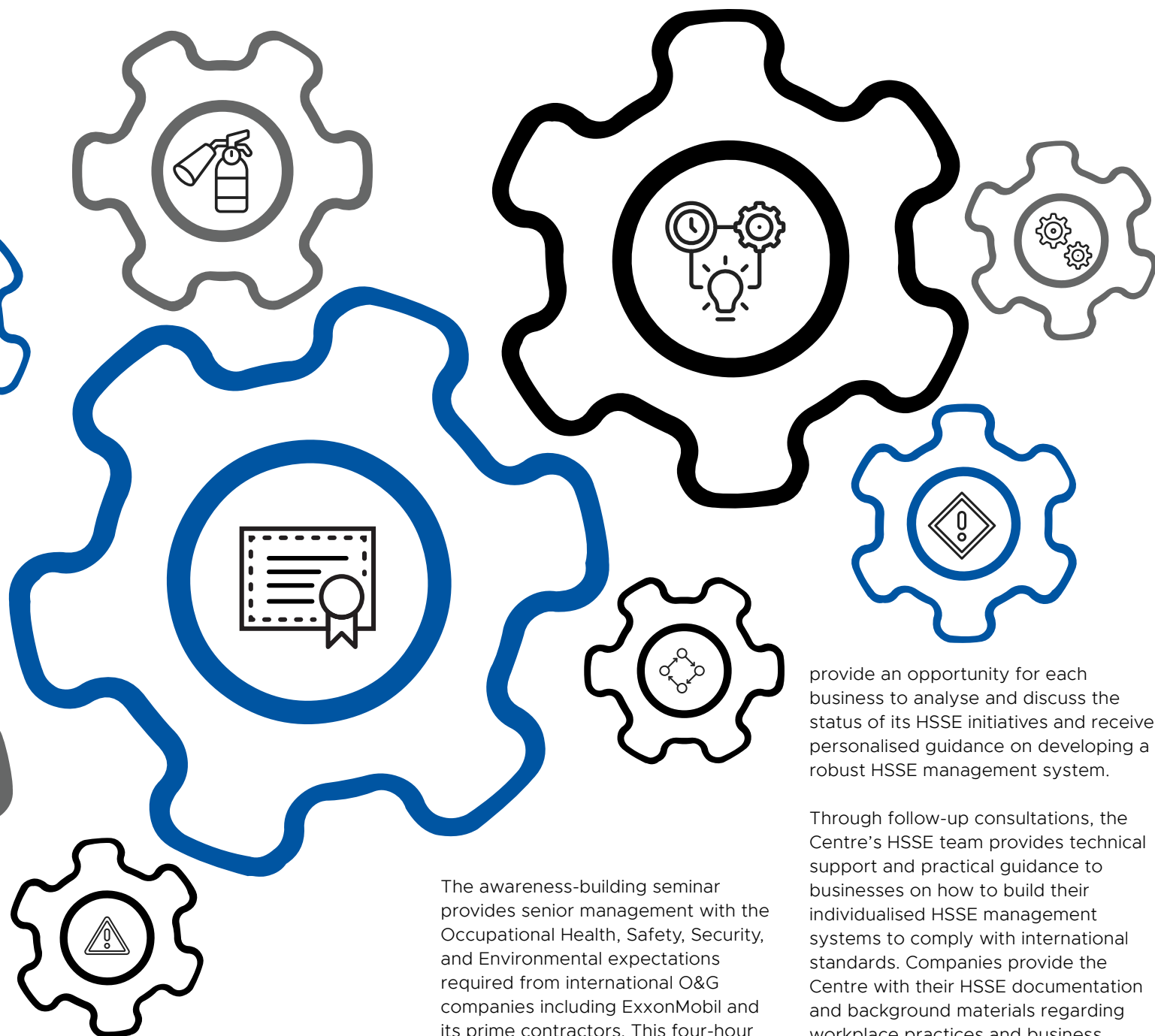
The Centre for Local Business Development (the Centre) has played an integral role in helping local businesses build an HSSE culture in Guyana. Since 2018, the Centre has delivered introductory seminars on the HSSE best practices of the O&G industry. These seminars provide businesses with an overview of core HSSE concepts. However, while a positive start, local feedback highlighted that further emphasis was required on HSSE management systems to ensure better quality assurance and to support access to

business opportunities in the supply chain.

To meet this increased demand, the Centre in conjunction with partners from the oil and gas industry developed an **HSSE Management System Mentorship Programme**.

This programme began in July 2019 and has successfully assisted over 250 businesses to begin their HSSE management system journey. Improved HSSE management systems allow Guyanese businesses to demonstrate their commitment to safety while providing required documentation





and auditability for the O&G industry procurement processes.

The Centre's HSSE Management System Mentorship Programme is a multi-phase process that begins with an interactive awareness seminar tailored for senior management executives and HSSE personnel.

Around the world, effective implementation of HSSE programmes start with commitment from leadership that is then embraced and nurtured at all levels of the organisation – in Guyana, this is no different.

The awareness-building seminar provides senior management with the Occupational Health, Safety, Security, and Environmental expectations required from international O&G companies including ExxonMobil and its prime contractors. This four-hour seminar covers an array of critical information including Guyana's regulations, international oil company and prime contractor regulations, International Association of Oil and Gas Producers (IOGP) requirements, and HSSE management system fundamentals. Safety leadership and the tools necessary to implement an HSSE management system are reviewed in detail.

The awareness-building seminar is followed-up by individual business consultations from the Centre's HSSE experts. These one-on-one sessions

provide an opportunity for each business to analyse and discuss the status of its HSSE initiatives and receive personalised guidance on developing a robust HSSE management system.

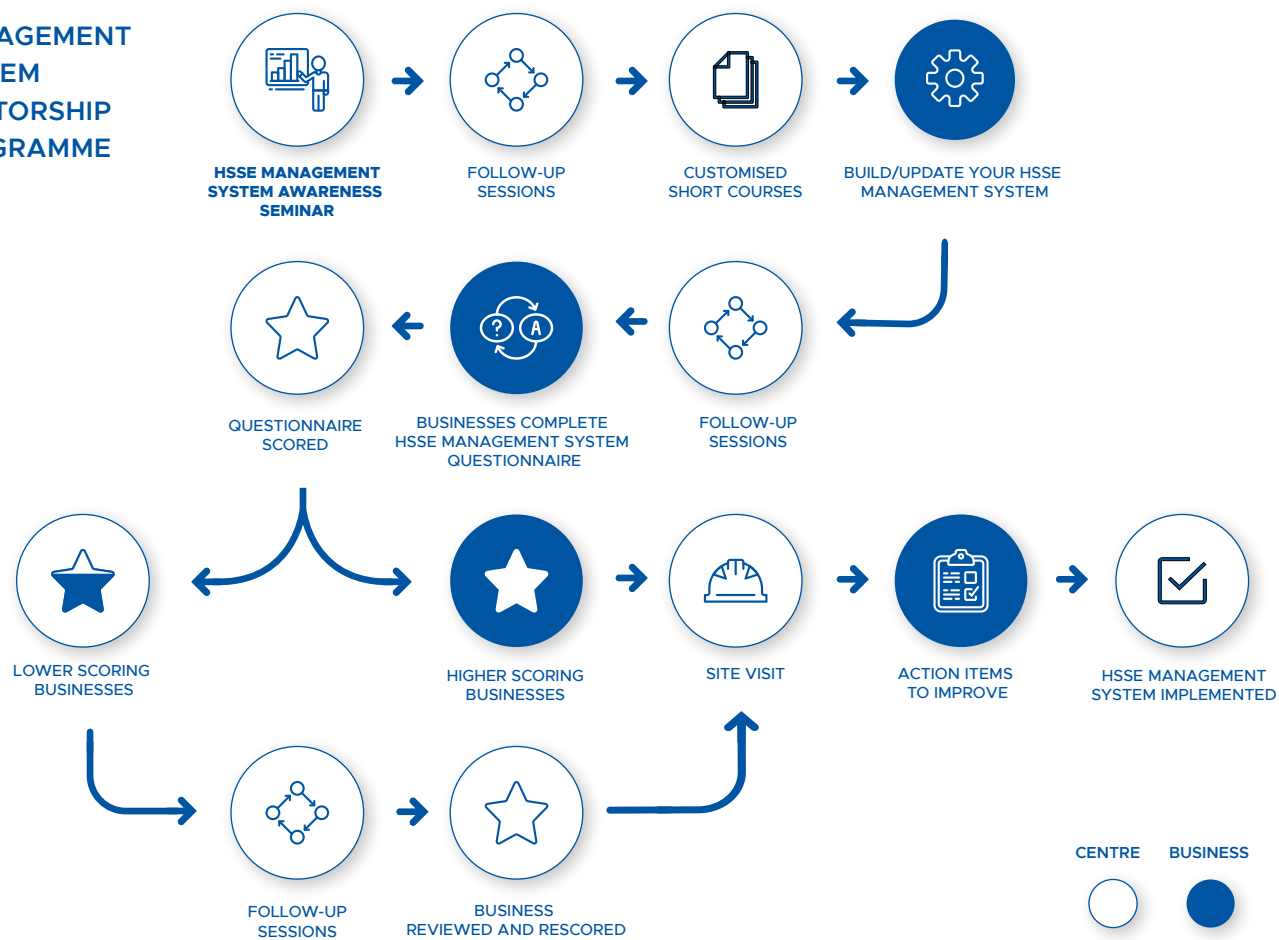
Through follow-up consultations, the Centre's HSSE team provides technical support and practical guidance to businesses on how to build their individualised HSSE management systems to comply with international standards. Companies provide the Centre with their HSSE documentation and background materials regarding workplace practices and business environment for review. The Centre team then examines, and provides input and recommendations to existing plans, programmes, and background materials as well as identifying potential hazards and risks.

Next steps in the HSSE process are determined by the company based on the feedback from the Centre. Businesses may need to update existing plans or build a completely new HSSE management system.

For those companies requiring additional knowledge and



## HSSE MANAGEMENT SYSTEM MENTORSHIP PROGRAMME



understanding of how to create and implement specific elements of their HSSE management system, additional Centre courses in critical areas are available. These two-hour courses are designed to start companies down the right safety path highlighting key elements of workplace HSSE. Participants use this knowledge to evaluate their workplaces in order to develop their management system. These courses are offered exclusively to companies already engaged in the HSSE Management System Programme.

The Centre team continues to mentor businesses as they complete their HSSE management systems and proceed towards the next step in the process, completing an online questionnaire. This questionnaire ensures all required elements of the management system plan are complete. If the HSSE documents submitted are complete, the Centre will progress the company to the final step in the programme - a site visit to verify the safety documents and provide a list of actions to help control hazards and to further strengthen the HSSE management system. Once a company successfully completes these rigorous thresholds, it will receive a letter of completion from the Centre..

**Although establishing an HSSE management system may seem lengthy and complex, the financial rewards and opportunities reaped by those businesses that undertake the process can be significant. Increased access to O&G industry procurements, international contracts and smart partnerships, and local business expansion are just some of the direct benefits. Promoting workplace safety and the wellbeing of one's employees is not only the right thing to do, but it is also good for business and contributes to Guyana's broader economic development.**

**Through 2021, 25 local companies have successfully completed the Centre's HSSE management systems mentorship programme. These include:**

- ☑ ARROW OILFIELD SERVICES
- ☑ B&J CIVIL WORKS
- ☑ CAMSOL
- ☑ CHUNG'S GLOBAL ENTERPRISE
- ☑ ENVIRONMENTAL MANAGEMENT CONSULTANCIES
- ☑ EUREKA LABORATORIES
- ☑ GR ENGINEERING
- ☑ GRAND COASTAL INN
- ☑ GROUND STRUCTURES ENGINEERING CONSULTANTS
- ☑ GUYANA LOGISTICS AND SUPPORT SERVICES
- ☑ GUYANA OIL AND GAS SUPPORT SERVICES
- ☑ HERDMANSTON LODGE
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- ☑ IMEX INC.
- ☑ MARINE TRADERS ATLANTIC
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- ☑ PURANS BROTHER DISPOSAL INC.
- ☑ QUEENSWAY SECURITY
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- ☑ SEAJ ECOCLEAN
- ☑ SILVIE'S VARIETY STORE
- ☑ STRATEGIC RECRUITMENT SERVICES
- ☑ SYMMETRY BROKERAGE AND LOGISTICS
- ☑ ZECO INDUSTRIAL FABRICATION

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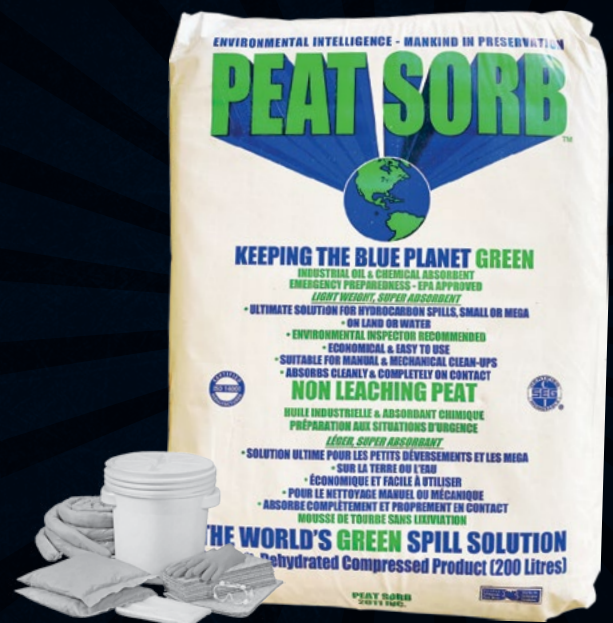
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# Regional Outreach Across Guyana

Since opening in 2017, the Centre for Local Business Development has endeavoured to reach and impact Guyanese businesses in every part of the country. The Centre has conducted multiple outreach sessions across Guyana to inform small, medium and large enterprises about how to improve their skills and competitiveness to access opportunities in the oil and gas industry and beyond.

The Centre's open access and free courses including Introduction to the Oil and Gas Industry, Procurement, Health, Safety, Security and Environment (HSSE) and most recently Gas to Energy have been introduced to business audiences in Coomaka, Linden, Anna Regina, Parika, Bartica, Lethem, and Vreed-En-Hoop covering the Regions 2, 3, 5, 6, 7, 9, and 10.

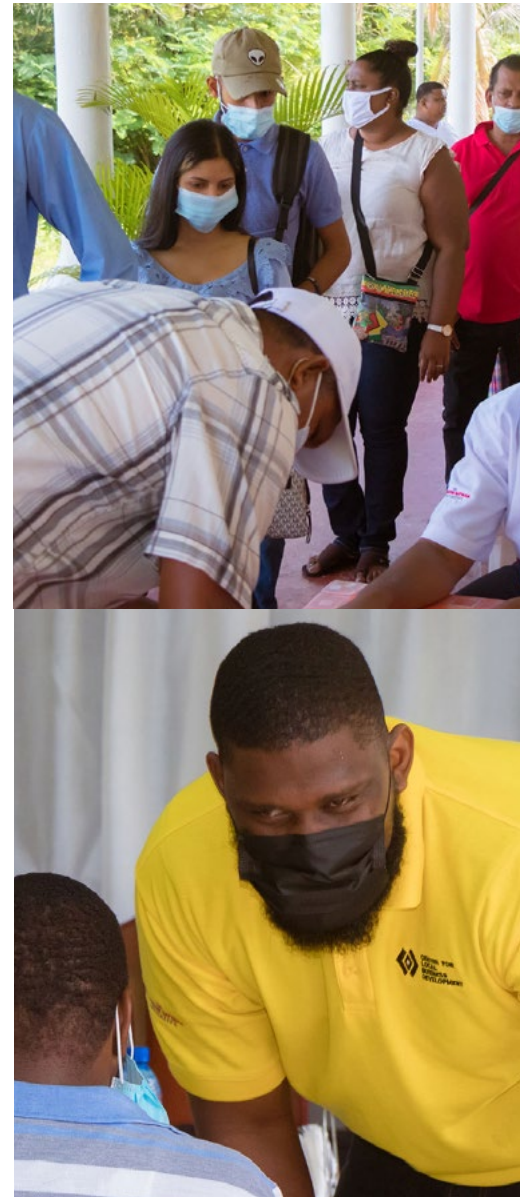
Recently, the Centre visited Region 3 to hold registration and

information sessions highlighting the Centre's training services and the Supplier Registration Portal (SRP). The SRP is the premier platform for oil and gas suppliers and related businesses seeking to contract, partner, and purchase goods and services from Guyanese businesses.

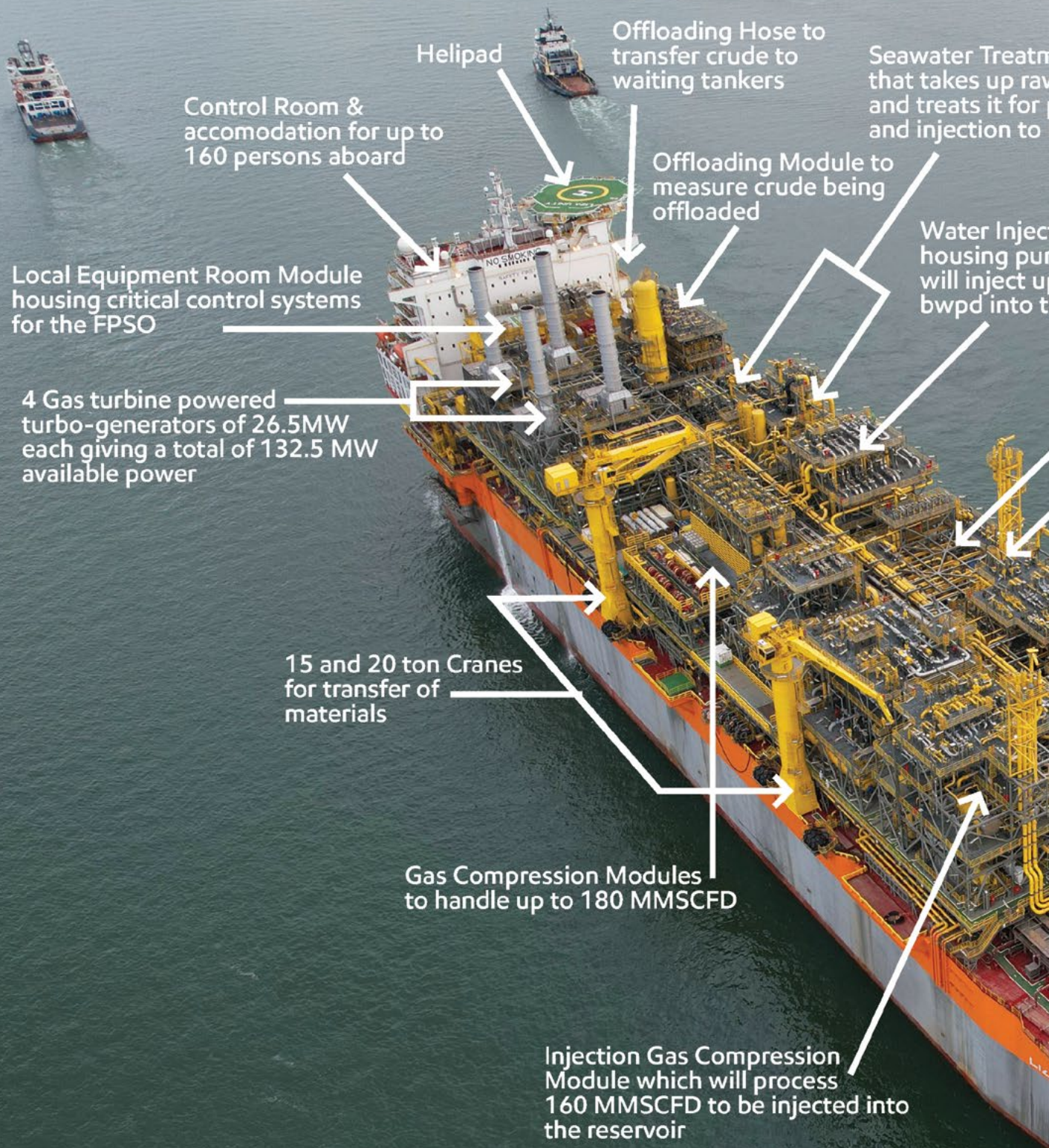
Information sessions were held at the Sugar Cane Club in Wales and at the Aracari Resort in Versailles. The Centre also conducted training on the new Gas to Energy

project and Procurement as well as HSSE. These sessions were done in collaboration with Region 3 Private Sector Inc., the Region 3 Democratic Council and the Institute of Private Enterprise Development (IPED).

Going into 2022, the Centre will continue to engage regionally across Guyana to inform companies and the public about its growing array of business services, courses, HSSE programmes and networking events.







#### Oil Storage

1.6 million barrels, enough to fill up 5.5 million average car tanks

#### Length:

1115 ft (340m)

#### Wide:

190 ft (60m)

Flare stack reaching above main deck w of gas in the event o



ment Module  
v seawater  
process use  
reservoir

tion Module  
mps that  
p to 190,000  
he reservoir

Oil Processing Module which  
will process up to 120,000 bopd  
from reservoir fluids

Riser Porch that holds all the piping that  
connects the FPSO to subsea hardware

Gas Compression Modules  
to handle up to 180 MMSCFD

120 m  
which will safely dispose  
of process upsets

The **Liza Unity FPSO** is the second in Guyana. Moored in a water depth of 1,600 meters in the Liza field, the Liza Unity is capable of producing approximately 220,000 barrels per day (bpd) of oil. Leveraging experience gained from the first FPSO in Guyana- Liza Destiny, Unity's design is based on SBM Offshore's Fast4Ward® programme with a new-build, multi-purpose hull combined with several standardised topside modules.

The vessel has an associated gas treatment capacity of 400 million cubic feet per day, water injection capacity of 250,000 barrels per day and will be able to store around 2 million barrels of crude oil.

Unity will serve a development which includes a total of six drill centres with approximately 30 wells, including 15 oil producing wells, nine water injection wells and six gas injection wells. Liza Phase 2 startup is expected early 2022.

**ExxonMobil**



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American  
Petroleum  
Institute

# Q1 Mentorship

**T**he Centre is partnering with the American Petroleum Institute (API) to offer a mentorship programme to build the capacity of Guyanese manufacturers and fabricators to meet the API Q1 specification, an industry-leading quality management standard critical to manufacturers in the international oil and natural gas sector.



## ABOUT AMERICAN PETROLEUM INSTITUTE (API)

Formed in 1919 as a national trade association, API promotes technical cooperation to strengthen the global natural gas and oil industry. With worldwide operations and offices in Washington, DC, Houston, Rio de Janeiro, Dubai and Beijing, and its nearly 600 member companies represent all segments of the oil and gas industry.

API's Global Industry Services (GIS) Mission is to provide world-class standards, training & certification services that enable the oil & gas industry to operate efficiently, safely, reliably, profitably & sustainably. It covers all industry segments including Upstream, Midstream, and Downstream. API is an American National Standards Institute (ANSI) accredited standards developing organisation.



## **ABOUT API SPEC Q1 CERTIFICATION**

API Spec Q1 is a company level certification based on the standard developed and published by the American Petroleum Institute (API) titled, "Specification for Quality Management System Requirements for Manufacturing Organisations for the Petroleum and Natural Gas Industry". This certification is intended for companies who manufacture equipment or components of equipment used in oil and natural gas production. Certifications are issued exclusively by API.

# BENEFITS OF API SPEC Q1 CERTIFICATION

API Spec Q1 is a quality management standard for product manufacturers and is specifically geared toward the nuances of the oil and gas industry. API Spec Q1 combines the ISO 9001 requirements with elements geared specifically to the oil and natural gas industry.



Developed by the industry for the industry



Combines requirements specific to oil and natural gas sector with ISO 9001



Improves efficiencies and increases product reliability, minimising non-compliant product



Improves identification and traceability of manufactured product



Establishes requirements for product realisation, planning, risk assessment, design and development, contingency planning, and other management system requirements



Sets requirements for quality management system monitoring, measurement, analysis, and improvement

## API SPEC Q1 COMPONENTS

- ☑ Quality Management System Requirements
- ☑ Management Responsibility
- ☑ Organisation Capability
- ☑ Product Realisation
- ☑ Contingency Planning
- ☑ Risk Assessment and Management
- ☑ Supply Chain Controls
- ☑ Design and Development
- ☑ Control of Testing, Measuring and Monitoring Equipment
- ☑ Management of Change
- ☑ Quality Management System Monitoring, Measurement, Analysis and Improvement

## GETTING STARTED

For those interested in getting started with the Centre's API Spec Q1 programme, please let the Centre HSSE team know of your interest. It will then schedule a one-on-one consultation to discuss interest and review the parameters of the programme. The Centre will then conduct an on-site visit and initial screening of company operations.

After the initial screening, and if selected, the company will then need a full commitment from the highest levels of management and to dedicate the resources necessary to complete the API Spec Q1 programme within nine months. Participating companies will need to attend all meetings established

by the Centre/Q1 consultants and to meet all deadlines for completion of required tasks.

However, the reward for this time, effort and commitment will be meeting the globally recognised API Spec Q1 quality management standard for product manufacturers specifically geared toward the nuances of the oil and gas industry.

*\*Please be aware that participation in the Centre's API Q1 Mentorship Programme does not result in an API Monogram/APIQR certification or licence from API. Interested manufacturers must apply directly with API for Monogram/APIQR licensure.*

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# Remarks

## by Hon. Oneidge Walrond, M.P

### MINISTRY OF TOURISM, INDUSTRY AND COMMERCE



**HON. ONEIDGE WALROND, M.P**  
MINISTER  
MINISTRY OF TOURISM,  
INDUSTRY AND COMMERCE

**G**uyana continues to be one of the world's most prominent, compelling and exciting destinations. Apart from the fact we are now a leading oil-producing nation, our country is glowing with potential and investment opportunities. We are a nation on the cusp of rapid transformation and the Dr. Irfaan Ali administration remains strategically focused on streamlining Guyana's economic advancement.

#### ECONOMIC GROWTH

As predicted, Guyana's economy has been doing exceptionally well, even with the global economic turbulence triggered by the Covid-19 pandemic. Our mid-year report for the fiscal year 2021 estimated Guyana's real Gross Domestic Product at 14.5%. It is anticipated that for all of 2021, Guyana's real GDP growth will be approximately 19.5%.

Apart from the direct cash injection from the oil and gas sector, we

must note that Guyana's non-oil sectors continue to thrive, signalling the continued emergence of a well-diversified economy. The mid-year report pegged the country's growth in the non-oil sectors at 4.8% in the first half of 2021. This is phenomenal, given the economic realities of the pandemic-affected world.

I am optimistic that with the prudent management of the country's finances demonstrated since the administration assumed office, Guyana's economy will continue to evolve, and the benefits will redound to all citizens.





## TOURISM

Tourism also continues to demonstrate that it has the capacity to contribute significantly to the country's Gross Domestic Product. That is why the Government of Guyana continues to invest heavily in the sector's development and to encourage investment opportunities within the industry.

Already, construction has begun on five internationally branded hotels. These hotels will vastly expand Guyana's room stock, our capacity to host large

events and create jobs. Additionally, the Government of Guyana is actively promoting more expansive investment in the hospitality industry, including the construction of eco-lodges, resorts, and fun parks. The Government remains open to engagement with investors, whether local or international, with genuine interests in our country.

## INFRASTRUCTURE DEVELOPMENT

With developing road networks, Guyana continues to be positioned as a critical link for South American markets. Soon the Linden to Lethem Road—linking Guyana with Brazil – will be further developed. Additionally, construction will soon begin on the bridge across the Corentyne River, establishing a more predictable link with our eastern neighbour, Suriname.

These infrastructural advances open a range of possibilities for wider access to the South American continent through Guyana. Apart from the regional linkages, the Government continues to invest significant sums towards other infrastructural developmental projects.

Over the next few years, our roads and bridges will be significantly improved, and the supply of electricity will become more predictable, reliable, and affordable.

## INDUSTRIAL DEVELOPMENT

Critical to the development of the local manufacturing sector is operational capacity. Therefore, the Government continues to work with light manufacturers at the two Industrial Estates. Soon, many other local manufacturers will benefit from additional space at our Lethem and Belvedere estates. The Ministry of Tourism, Industry and Commerce is also actively exploring the introduction of additional industrial estates in Regions 2 and 10.

Our Government will continue to work with our local private sector to build capacity to better treat with the local content expectations of the oil sector. However, we expect this improved capacity to positively impact all sectors of our country. While significant attention is placed on offshore activities, the Government remains steadfast in our management of the non-oil sectors.

**As a minister and a member of the Government, I am exceptionally pleased about where we are as a nation. I envisage a bright and prosperous future, and I thank all our international partners for their continued interest in Guyana.**



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Cherie Blair  
**FOUNDATION  
FOR WOMEN**

# Road to Growth and HerVenture

**T**he Cherie Blair Foundation for Women helps release the potential of women entrepreneurs in low and middle-income countries and close the global gender gap in entrepreneurship. Since the Foundation's inception in 2008, we have directly supported over 175,000 women across more than 100 countries. Through our combined approach of programmatic delivery and advocacy, the Foundation supports women to start and grow



successful micro, small and medium businesses, with training, technology, mentoring and networking at the heart of our work. This opens doors to finance, markets, contacts and more, and supports women to create better futures for themselves and their families, enable their communities to prosper, contribute to strong economies, and move the world in a whole new direction.

In 2021, the Foundation brought two of our flagship programmes to Guyana for the first time in the Foundation's history: HerVenture, our award-winning business skills app for women entrepreneurs, and Road to Growth, our business management and investment readiness programme, launched through a joint initiative

with the Centre for Local Business Development. Both programmes are delivered thanks to support from our long-term partner the ExxonMobil Foundation and local programme partner ActionINVEST Caribbean Inc.

The Cherie Blair Foundation for Women's free, seven-week **Road to Growth programme** is a tried, tested and highly successful programme for women entrepreneurs looking to take their existing businesses to the next level. Road to Growth uses a 'blended learning' approach, which combines in-class training with a unique, custom-built online learning tool.

Since 2015, this popular programme has been delivered in Nigeria, Kenya, Mexico, Indonesia and Vietnam, with

over 2,500 women entrepreneurs benefitting from it so far.

Together with our local partner ActionINVEST Caribbean Inc, we piloted Road to Growth in Guyana this year with a select group of 28 women entrepreneurs.

Over seven weeks, from September to November 2021, Road to Growth took this group of ambitious, driven women entrepreneurs through an intensive financial literacy and investment readiness training programme in which they studied core business skills such as conducting a market analysis and business positioning, leveraging digital to market and promote your business and monitoring your cashflow. The course was delivered both in person and online due to the ongoing COVID-19 restrictions and to increase availability and flexibility.

Our training course uses a custom-built 'Road to Growth' learning curriculum, which is structured around seven key themes and supports women entrepreneurs in building a growth plan for their business:

-  **Connections**  
Developing a vision for your business and identifying steps to achieve it.
-  **Context**  
Knowing your market, understanding business positioning.
-  **Communication**  
Using digital marketing and e-commerce for business.
-  **Capacity**  
Analysing financial statements and improving profitability.
-  **Capital**  
Developing a financing strategy that supports the growth plan for your business.
-  **Character**  
Managing financial relationships, knowing your rights and responsibilities.
-  **Confidence**  
Building the confidence to apply for financing.



Road to Growth participants also had plenty of networking opportunities within their group, which serves as a highly successful professional and personal support system, as demonstrated by experiences of previous cohorts of participating women.

The programme has shown enormous impact on participants so far, with women entrepreneurs commenting:

*“I learned that you cannot have one person doing everything. I have now been able to build out my team having one staff managing inventory and another managing the staff. This leaves me with so much more time to focus on my business and its growth. Invest and hire people, do not think about it as losing money, think about it as saving time that can be invested in growing your business.”*

*I'm so excited to do the lessons, I find myself going back to the growth plan when I have small breaks. Each week I'm applying the things we learn and developing systems and plans for my business. It's been really enlightening and a big learning curve, so thankful for Road to Growth.*

**Christine DeCambra-Forrester**  
Road to Growth Participant

“I am super excited about my future in Business thanks to Action Coach, Road to Growth and HerVenture.”

**Shevion Sears, Road to Growth Participant**

“Each week I'm applying the things we learn and developing systems and plans for my business. The programme has been really enlightening and a big learning curve, I am so thankful for Road to Growth.”

**Earlecia Hieronymo, Road to Growth Participant**

In addition to Road to Growth we launched HerVenture, our award-winning mobile learning app for women entrepreneurs, in Guyana. It is available to download for free.

We first created HerVenture in 2018 as a way to provide women business owners of micro and small enterprises with the knowledge and skills to successfully grow their businesses conveniently and for free. We'd spotted an opportunity to reach many more women with training through the rise in women's smartphone ownership in low- and middle-income countries, and we designed the app to be fun and flexible, so business learning can fit into women's busy lives - most women entrepreneurs are very time poor, having to juggle business ownership with unpaid domestic labour and family care.



**The app offers essential business training and support on the go, with training delivered in lessons which take five to seven minutes to complete. There are nine learning tracks on topics like managing business records and accessing finance, well as new tracks developed in response to the pandemic including digital marketing, e-commerce and business resilience.**

Guyana is the sixth country where we have launched HerVenture. It was launched in September with a high-profile launch event held at the UK High Commissioner's Residence, attended by the UK High Commissioner (Jane Miller OBE), Minister of Human Services and Social Security (Dr. Vindhya Persaud), Community Relations Manager, ExxonMobil Guyana (Suzanne De Abreu), Guyana's First Lady (Arya Ali), President of ExxonMobil Guyana (Alistair Routledge) and US Ambassador (Sarah-Ann Lynch). The app has seen great success so far reaching over 2000 users.

Globally, HerVenture has reached in excess of 51,000 women to date across Nigeria, Kenya, South Africa,



Vietnam and Indonesia. It's been a vital resource through the pandemic to help women entrepreneurs adapt their businesses. Evaluations show users love the app and say it makes a real, positive difference to their business. They improve their goal management, marketing, financial literacy, innovation and confidence, and consistently see increased clients, revenue and profit. Now, we are aiming to offer HerVenture to 3,000 women entrepreneurs in Guyana by February 2022.

According to the World Economic Forum, Guyana ranks 105th out of 156 countries in terms of gender equality in economic participation and opportunity. We believe this is an environment ripe for initiatives to support women's economic empowerment.

We have ambitious plans for 2022. We look forward to building on the success of the Road to Growth,



by supporting another cohort of women entrepreneurs through the programme, as well as scaling the reach of our HerVenture app.

In addition, the Foundation has commissioned research on the entrepreneurial ecosystem in Guyana, in order to understand the profile and needs of women owners of small and growing businesses, the financial and non-financial barriers they face as entrepreneurs, and to inform adaptations of our current programmes. The results of the study will also inform the design of a new programme, supporting women entrepreneurs who own small and micro businesses outside of Georgetown.

**Interested women entrepreneurs can download HerVenture for free.**



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# Join the Conversation

## The State of the Oil Industry

**D**uring the early stages of the COVID-19 pandemic in 2020 with the price of oil plummeting as demand fell to an extreme low, the Centre hosted Dr. R. Dean Foreman, the American Petroleum Institute's (API) Chief Economist, for a webinar to explain this precipitous market occurrence. In June 2021 Dr. Foreman returned to the Centre as part of the Join the Conversation speaker series to deliver an update entitled, "The Current State

of the Oil Industry (Part 2)." During his presentation and subsequent discussion he shared his insight and industry analysis with the Guyanese business community.

During the Centre webinar attended by 65 participants from a wide variety of local businesses, Dr. Foreman described a global economy that was back on track and expected to grow significantly over the next two years. Global oil market recovery was in

progress with record growth predicted by the U.S. Energy Information Administration (EIA) of +5.4 million barrels per day (mb/d) in 2021 and +3.7 mb/d in 2022.

The good news for Guyana and every oil producing region is the potential gain from this recovery and growth. However, U.S. production recovery remained a question mark. Importantly for market development, the prediction of robust economic



and energy market recovery for the coming years is contrasted with historically low capital investment and drilling activity in 2020-21. Given this dynamic, Dr. Foreman anticipated that global liquids spare capacity could become tight in 2022.

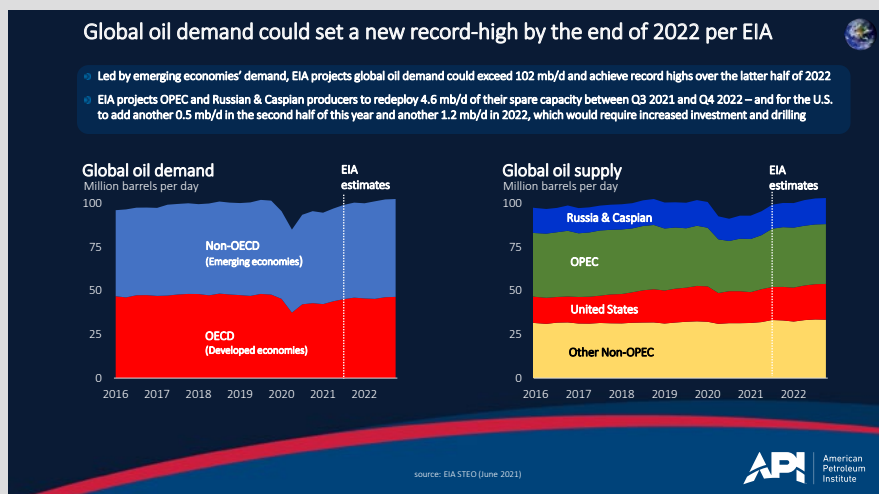
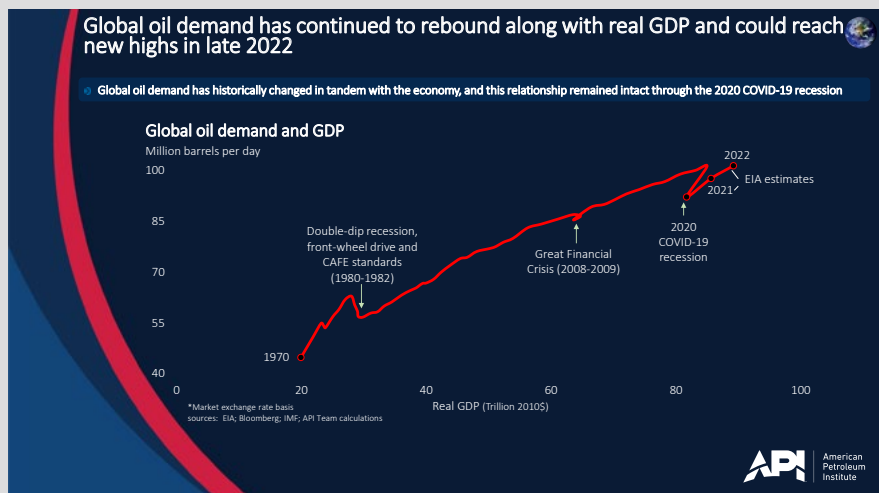
As the effects of the pandemic on the global economy ease, global oil demand could set a new record-high by the end of 2022 per EIA, led by emerging economies. Guyana's prospective oil production could be a meaningful contributor to the global market balance.

Dr. R. Dean Foreman is API's chief economist and an expert in the economics and markets for oil, natural gas and power with more than two decades of industry experience including ExxonMobil, Talisman Energy, Sasol, and Saudi Aramco in forecasting & market analysis, corporate strategic planning, and finance/risk management. He is known for knowledge of energy markets, applying advanced analytics to assess risk in these markets, and clearly and effectively communicating with management, policymakers and the media.

For more information on the API Industry Outlook, a quarterly report developed by Dr. Foreman, that provides an overview of the natural gas and oil industry as it relates to the U.S. and global economies, visit: [www.api.org](http://www.api.org).



By hosting industry experts like Dr. Foreman through Join the Conversation, the Centre provides local access to leading authorities on oil markets, their impact on the broader economy, and the importance of global trends on Guyanese business competitiveness. It also builds value by providing a platform for meaningful dialogue for the Centre's growing local and international business audiences.



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# Donates Water Purification Tablets

## to Aid Guyana's Flood Relief Efforts

In response to flooding between May and July 2021 in Guyana, Baker Hughes donated \$500,000 worth of purification tablets to the Civil Defence Commission (CDC) to further boost the national flood relief efforts. The items were handed over to CDC's Deputy Director General, Major Loring Benons and were distributed to impacted households countrywide. Major Benons said that the donation aimed to help the country prevent water-borne diseases from contaminating water sources as the water receded.

**"We are aware that water being utilised for consumption in most areas, or most parts is contaminated, and as such, residents are in dire need of purification tablets to make their water safer to drink,"**

**-highlighted Major Benons.**

At the time the CDC encouraged organisations and individuals willing to make contributions to use its published list of needs to help households, communities and regions affected by the excessive flooding during Guyana's traditional rainy season. With this in mind, Baker Hughes Guyana answered the call to action to provide water purification tablets to the CDC.

Darryl Eisler, Country Manager of Baker Hughes Guyana, said, "We recognised the flooding this year has had a devastating impact on the livelihoods of thousands of Guyanese. We wanted to help the community recover and restore access to clean, safe drinking water, which is fundamental to people's quality of life. This contribution is an important intervention to support the efforts of the CDC and the Government of Guyana."

This support follows an earlier contribution in May 2020, when the company delivered 2,000 face shields

to the Ministry of Health to help protect healthcare workers on the frontlines of the COVID-19 pandemic response. The face shields were produced at Baker Hughes 3-D printers manufacturing facilities' and repurposed to produce PPE parts for first responders globally. The COVID-19 face shields were provided directly to the Deputy Permanent Secretary Ministry of Health, Shellon Bess.

Baker Hughes Guyana continues to support the Guyanese economy through supporting local content development, and the country at large as it continues to live through the global pandemic.

**Baker Hughes** is the leading energy technology company. It designs, manufactures and services transformative technologies to help take energy forward. For more than a century, its inventions have revolutionised energy. It harnesses the power of engineering, data, and science to redefine what is possible.

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Its four product companies, or operating segments, Oilfield Services, Oilfield Equipment, Turbomachinery & Process Solutions and Digital Solutions are organised based on the nature of its markets and customers and consist of similar products and services.





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- **Lift plan development.**

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Global Compliance Service Guyana Inc. is one of the Resident Offices of Global Compliance Service (GCS) located in Geneva Switzerland. GCS has provided ISO Certification and Training on ISO Management Systems Standards for over 20 years serving 36 countries through Resident Offices in Canada, United Kingdom, United States of America, British Virgin Islands, Trinidad and Guyana.

Global Compliance Service Guyana Inc. is a Guyanese and women owned ISO Certification Body and Registrar which provides Certification to ISO Management System Standards and Training of professionals on ISO Management Systems Standards.

We utilise the expertise of local professionals who are competent to deliver our menu of ISO Certification and Training Services to facilitate the development and sustainability of local organisations.

### Global Compliance Service Represents:

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### Global Compliance Service Guyana Inc. Provides:

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- Access to continuous professional development opportunities focussed on helping organisations to maintain a cadre of quality, safety, or environmental management systems professionals.
- Solutions for businesses to be reliable, consistent, profitable and sustainable.

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Global Compliance Service - Guyana



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Chief Executive Officer



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Business Development Director



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# GGI Helps University of Guyana Grow

**T**he grant from the Greater Guyana Initiative (GGI), funded by ExxonMobil, Hess and CNOOC, is one of the most significant single contributions ever made to the University of Guyana. Negotiated through the Department of Philanthropy, Alumni and Civic Engagement (PACE) by then Deputy Vice-Chancellor Professor Paloma

Mohamed Martin, who has gone on to become the University's first woman Vice-Chancellor, the GGI is having widespread positive impact across a number of critical areas within the University.

The GGI grant provides the University with much needed infrastructure upgrades for campus safety and

security, improved architecture for virtual content delivery, and enhanced human resource capacity through funding of the Professors of Practice. Professors of Practice supports curriculum development, training, and outreach in the field of applied research. The grant is also providing specific allocations for other student-centered enhancements at the University.

## CAMPUS SAFETY AND SECURITY UPGRADES

The support from the GGI is aimed at helping to improve safety and security across the Turkeyen campus. Undertaken in two distinct phases, the campus gates are being refurbished and strengthened and security infrastructure is being augmented. Security alarms and biometric enhancements are also being installed providing technological solutions to vulnerable buildings and facilities.

Security outposts placed strategically at entrances and exits are all being upgraded. These substantial security initiatives will make the Turkeyen Campus safer and foster a better learning environment for both staff and students. It is expected the upgrades will be completed by early 2022.





UNIVERSITY of GUYANA

## PROFESSORS OF PRACTICE

In 2018 to address the curriculum and personnel gaps existing at the University in key technical areas, the Professors of Practice programme was created. The Professors of Practice are experienced instructors and researchers with ties to Guyana who agree to teach at the University for a minimum of three years. These Professors contribute to the University's mandate and plan to build the capacity and improve on teaching and research capabilities. As part

of its support to the Professors of Practice programme, the GGI grant will fund four Professors over the next five years. These Professors will be in the departments of Agro-business, Engineering, Geosciences and Food Sciences.

Thus far, two Professors of Practice have been appointed through the GGI grant. Professor Patsy Francis is a Professor of Agriculture, serving as an Agrotechnological Scientist at the University and Head of the University of Guyana Institute for Research, Innovation & Entrepreneurship. Her

work includes intersectional research that addresses linkages between research innovation and industry, as well as fostering of community development and sustainable livelihoods through outreach research.

The second appointee, Professor Norman Munroe, is a Professor of Engineering. His expertise incorporates collaborations and research that seek to transition the University's Faculty of Engineering and Technology towards global excellence. It is expected the two other Professors of Practice will be appointed in 2022.



**PROFESSOR PATSY FRANCIS**

Agrotechnological Scientist/Head of Institute  
for Research, Innovation & Entrepreneurship



**PROFESSOR NORMAN MUNROE**

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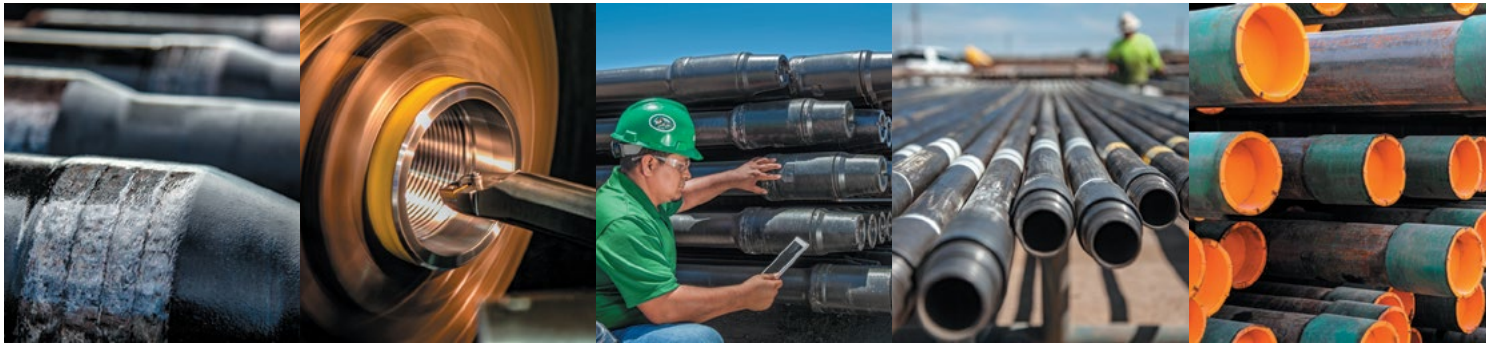
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# THE CENTRE'S Supplier Registration Portal

**Over 5,190 companies are on the SRP with 3,387 being locally registered Guyanese businesses.**

**T**he Centre's Supplier Registration Portal (SRP) is the premier spot for oil and gas suppliers and related businesses as they seek to contract, partner, and purchase goods and services from Guyanese businesses.

Based on its growing success, the SRP continues to develop new tools, like its mobile application, to broaden its reach and improve access. In addition to the SRP app, the Centre provides virtual training to help businesses learn more about the SRP's key features and to provide guidance on how to build a complete profile.

The SRP business profile is often the first interaction buyers (such as ExxonMobil Guyana and its Primary Contractors) have with potential suppliers looking to support the oil and gas sector in Guyana. This makes it extremely important to ensure that those interested in growing their business register on the SRP.

To register on the SRP, please visit the Centre webpage: [www.clbdportal.com](http://www.clbdportal.com).

***"Get registered! Once your business is registered, you can access a lot of opportunities within the Centre and those that they facilitate. You need to be like a sponge soaking up all the information shared at the trainings and seminars, and always keep an eye out for an opportunity within your scope of work."***

***Our experience with the Centre has been nothing short of phenomenal, we believe this is the kind of support system local companies need to succeed in this industry."***

**LANCELOT GORDON  
OPERATIONS MANAGER  
ATLANTIC MARINE SUPPLIES INC.**

Businesses with a user profile in the SRP, receive updated notices in the form of Expressions of Interests (EOIs) or Requests for Information (RFIs). Registering a company on the SRP is the first step to learning about contract opportunities in the O&G sector.

## Advantages of the SRP

### Business Registration

**Prime Contractors** can easily get supplier business information including contacts and services and goods provided.

**Suppliers** can continuously update details including goods and services offered, contact information, and financial status.

### Contractor-Supplier Interaction

**Prime Contractors** can send notifications via SMS and email including EOIs and RFQs.

**Suppliers** can actively seek opportunities posted on a central exchange portal that is continuously updated.

### Market Information Sharing

**Prime Contractors** can search for suppliers for required goods and services.

**Suppliers** can search for information on prime contractor opportunities in local or export markets including local content requirements and partnership opportunities.

## How to register with the SRP

### Create your profile

- ☒ Add company information
- ☒ Create login credentials
- ☒ Add ownership information
- ☒ List products/services
- ☒ Read and accept the End-user Licence Agreement (EULA)
- ☒ Confirm your registration sent to your email address

### Complete your profile

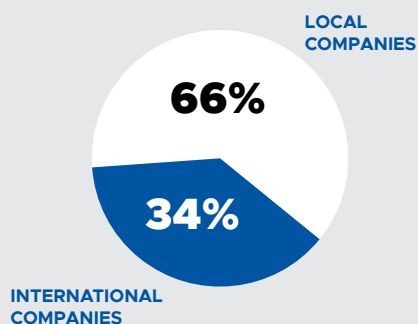
- ☒ Log into your account
- ☒ Add your legal information
- ☒ Upload your company certificates
- ☒ List past experiences
- ☒ Answer management system questions
- ☒ Add company memberships
- ☒ Upload company promotional materials

# Centre

## BY THE NUMBERS

### SUPPLIER REGISTRATION PORTAL (SRP)

OVER  
**5190**  
COMPANIES REGISTERED



### OIL & GAS SECTOR VENDORS

OVER  
**753**  
BUSINESSES

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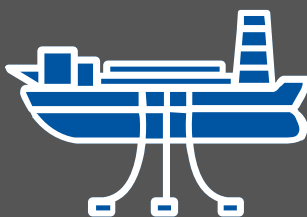


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BUSINESSES

### OIL AND GAS SEMINARS



OVER  
**4500**  
PARTICIPANTS

### ISO 9001: 2015 COMPLIANCE



**6**  
BUSINESSES  
IN PROGRESS



**10**  
BUSINESSES  
COMPLIANT



**12**  
BUSINESSES  
CERTIFIED

### SMART PARTNERSHIPS

OVER  
**134**  
JOINT VENTURES/  
AUTHORISED SUPPLIERS

### BUSINESS COURSES



OVER  
**392**  
PARTICIPANTS

OVER  
**288**  
BUSINESSES



## Merchant Marine Services Guyana Inc.

238 Camp and Quamina Streets,  
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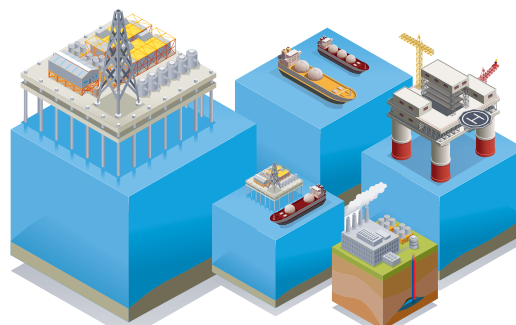
We bridge the gap between international OSH standards and Guyanese culture to ensure safe project delivery

**Kronoco Safety Solutions** offers a range of services to help our clients successfully navigate the intricacies involved in executing a project with high health and safety standards in Guyana. From project planning to worker orientation all the way up to managing the safe execution of high-risk activities on the project site- Kronoco has got you covered!

Get in touch to learn about how we can help make your project safer!



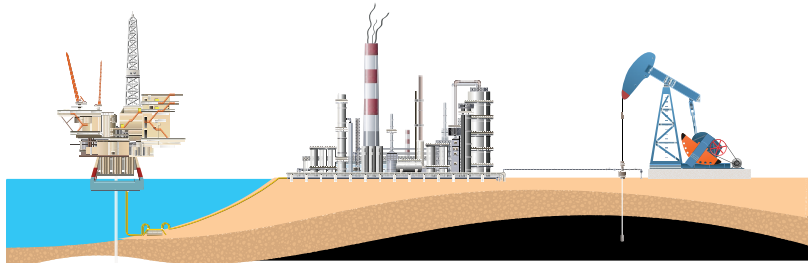
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## We Procure

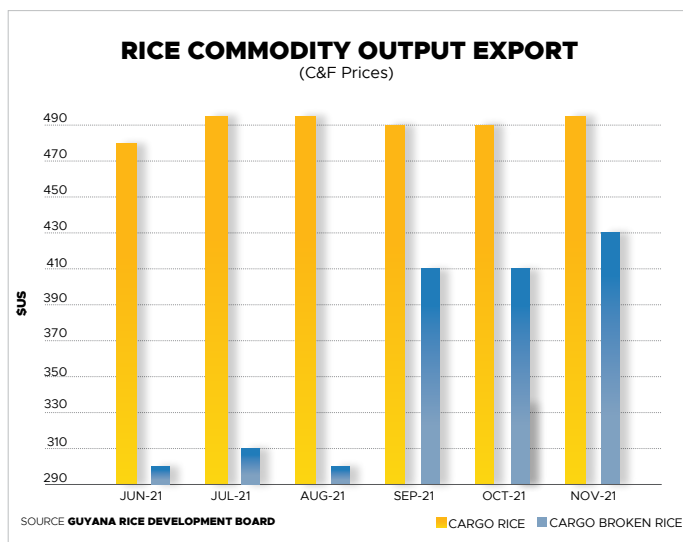
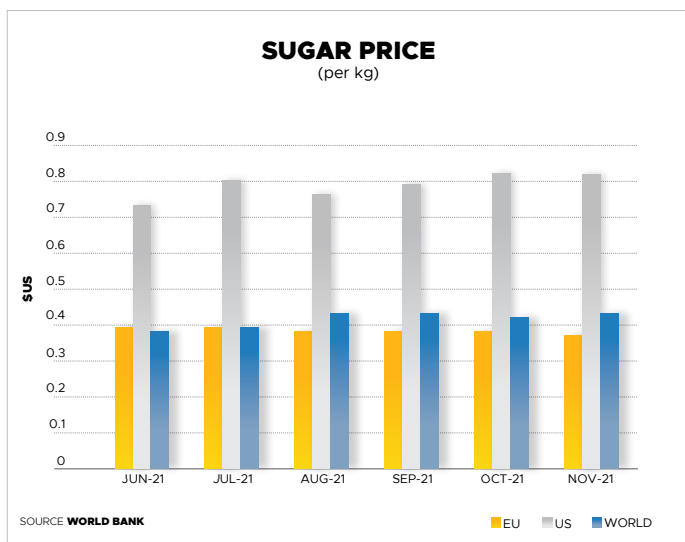
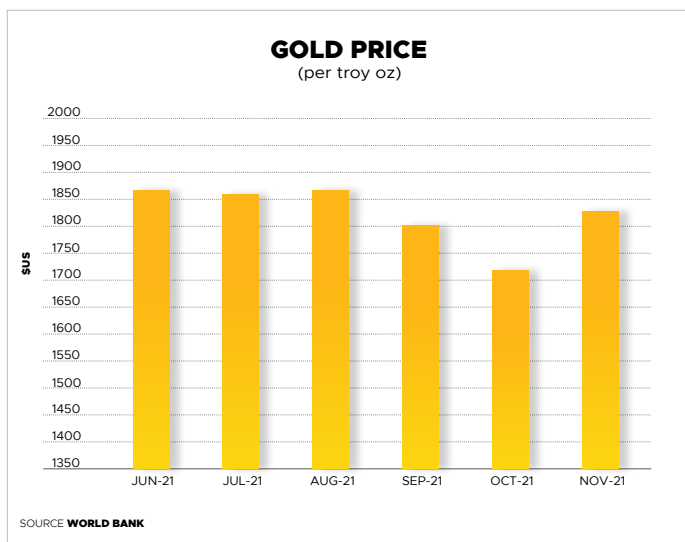
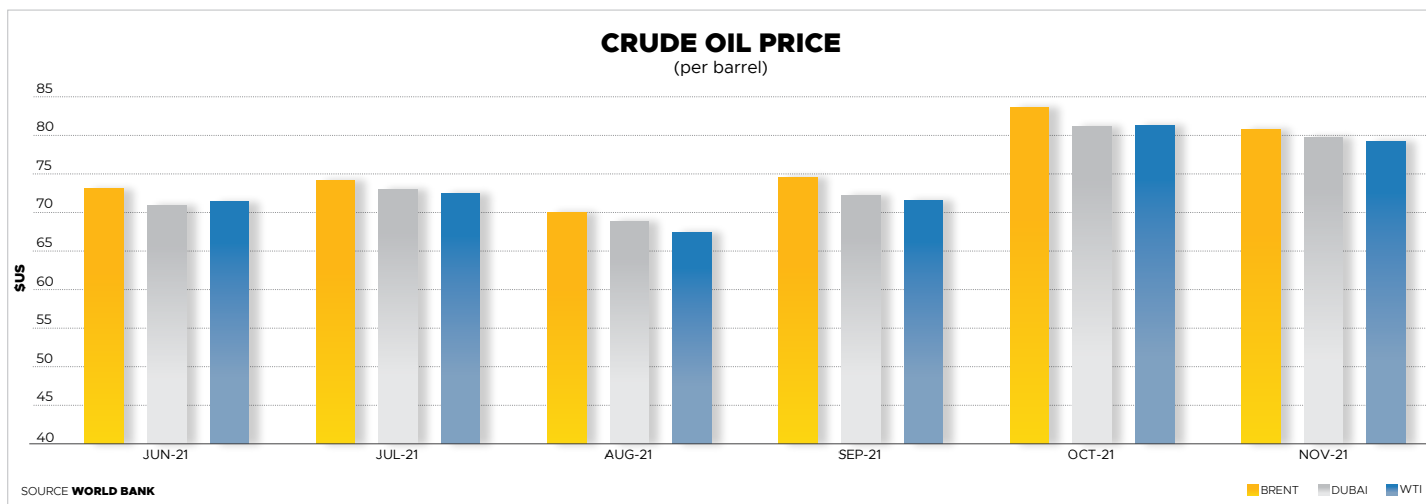
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# Economic Indicators





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- Industrial Plants
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Inspection packages executed by inspectors who are all LEEA, ASNT and API qualified, are prepared in accordance with the standards/ guidelines that meet our clients' requirements. They include:

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### **Contact Us:**

**Email:** [info@aceinspectorsltd.com](mailto:info@aceinspectorsltd.com)

**Telephone (Admin):** 868-657-5407

**Telephone (Inspections):** 868-774-1729

**Address (Trinidad):** 1-9 Dick Street, San Fernando, Trinidad, West Indies

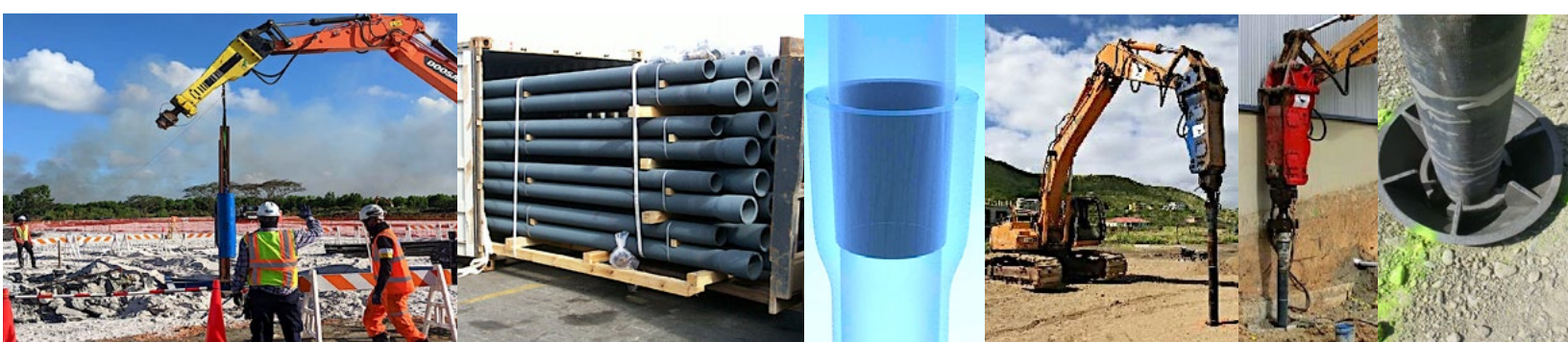


# FOUNDATION PILING

Speed | Safety | Durability

**CMS Construction Services** (Guyana) Inc., with our local partner **GSK Inc.** installed 18,331 metres of grouted annulus DIP piles, for the foundations of the new **ExxonMobil HQ** at Ogle, Georgetown. 874 piles | average depth 21 metres | 102 working days | 180 metres per day.

**DIP piles achieved these remarkable stats, safely and efficiently. Cumbersome and wasteful concrete piles cannot match such performance.**



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The CMS Group



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