

JUNE 2023

# centre.gy

*Unleashing the Potential of Guyanese Business*

MAGAZINE

THE BIG STORY

## BUILDING A HEALTH & SAFETY CULTURE

*One Company at a Time*

Guyana Emerging as a  
**PREMIER INVESTMENT  
DESTINATION**

**Business Missions  
Promote**

**SMART  
PARTNERSHIPS**

### **ElevateAll - Manufacturing**

*A new Centre entrepreneurship  
initiative*

### **Guyanese Agriculture**

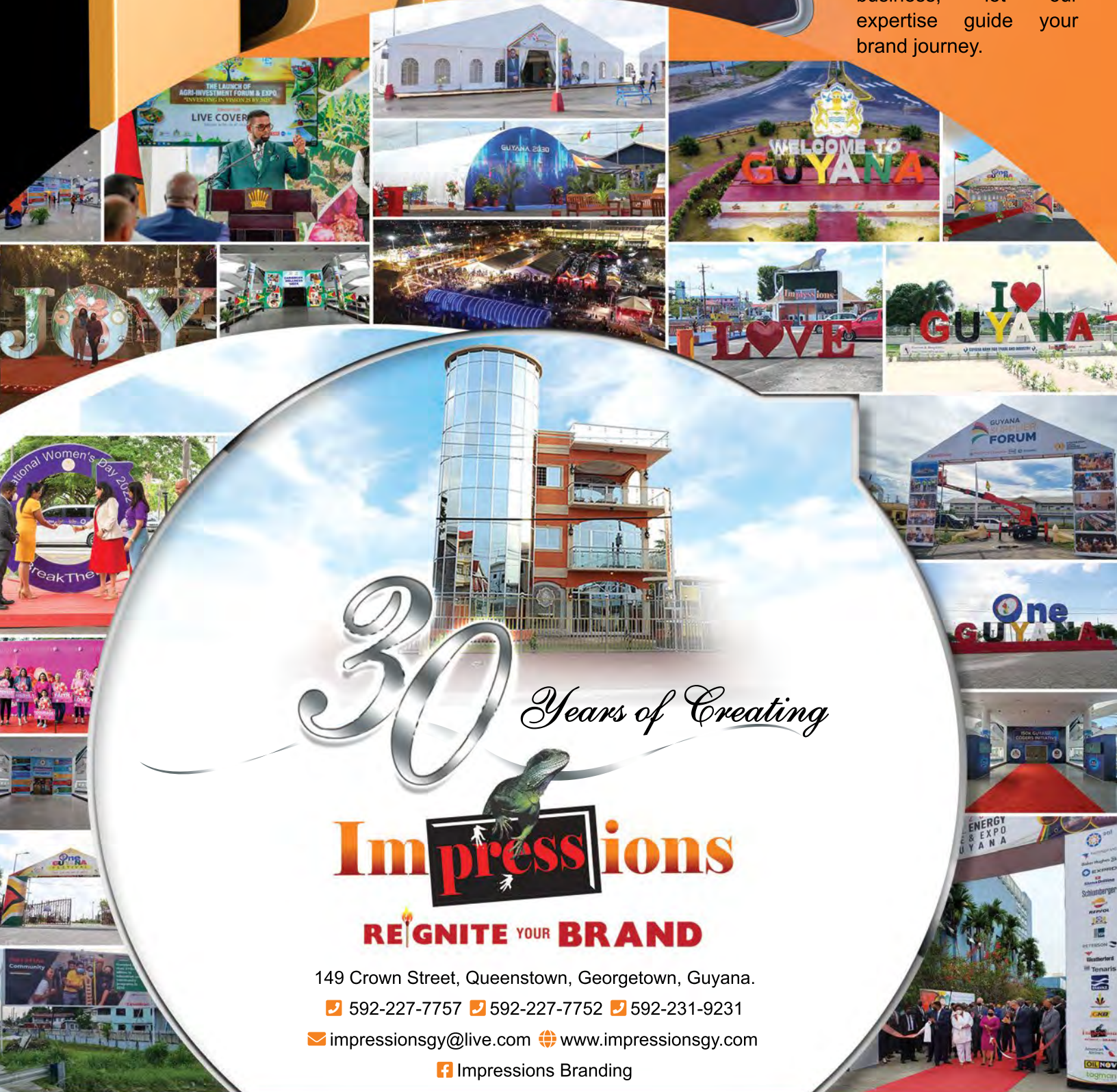
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# Welcome



It is once again my pleasure to welcome you to another edition of *Centre.gy* magazine.

As we continue to build momentum in 2023, a number of noteworthy and exciting Centre initiatives have taken form over the last six months.

After the success of the AccelerateHer women's entrepreneurship programme in 2021 and 2022, the Centre pivoted to focus on upskilling and supporting Guyana's manufacturing sector with its new initiative, *ElevateAll – Manufacturing*. ElevateAll targets local business owners, operators, and managers to build their leadership and business skills through tailored workshops, access to one-on-one mentoring, and creating a supportive peer-learning environment.

The Centre continues to advocate for and support widespread development of a safety culture in Guyana through its Health, Safety, Security, and Environment (HSSE) Management System Mentorship Programme. To date, 55 Guyanese businesses have improved HSSE management systems demonstrating their

commitment to safety while also meeting the procurement requirements for the O&G sector. In this edition, we feature companies that have embraced an HSSE culture and how they improved their management systems.

Perhaps most significantly, with the largest, most up-to-date business directory of local and international companies operating in Guyana and a proven list of buyers and their procurement needs, the Centre recently redeveloped and rebranded its Supplier Portal as the **Centre Hub**. The Hub's upgraded ICT software and database capacity will help expand access and serve as a distinct platform to engage the energy sector and the broader business community. The Hub's new services are designed to maximise the Centre's research and analysis functions to expand local content development while complementing the role of the Local Content Secretariat and its Registry.

As always, I would like to acknowledge our funding partners ExxonMobil Guyana, Hess Guyana Exploration Limited and CNOOC Petroleum Limited Guyana for their support to the Centre through the Greater Guyana Initiative.

As Guyana continues to prosper, we look forward to working closely with you on this journey of success.

**Natasha Gaskin-Peters, PhD**

Director

Centre for Local Business Development  
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“  
*The Centre continues to advocate for and support widespread development of a safety culture in Guyana through its Health, Safety, Security, and Environment (HSSE) Management System Mentorship Programme.*  
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## UPDATE

# Guyana's Economy in 2023

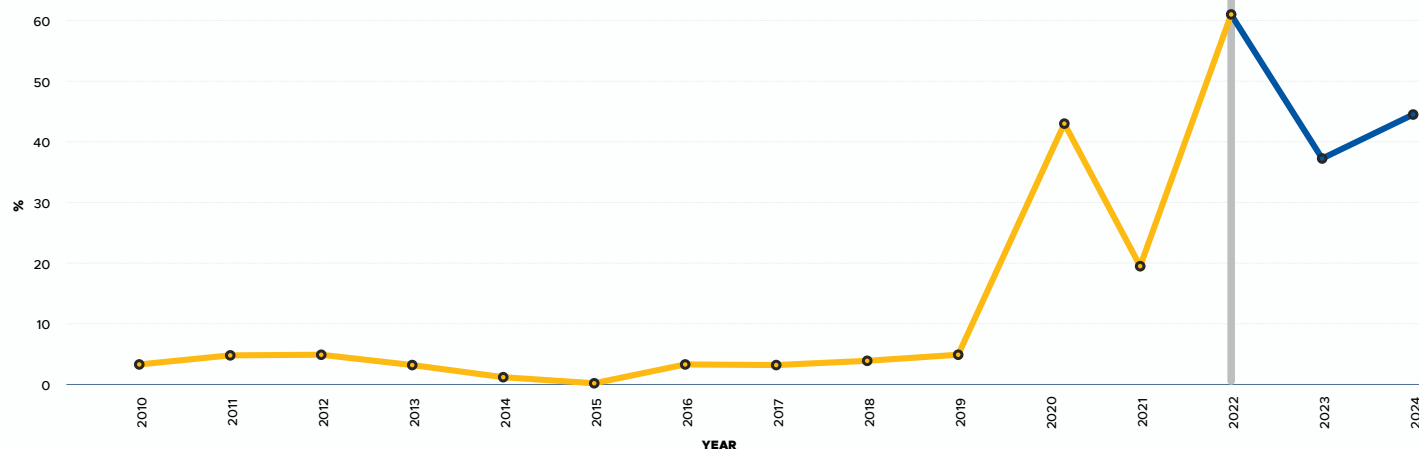
**A**mong the fastest-growing economies in the world since 2020, Guyana's economic landscape continues to evolve rapidly. Record oil and gas discoveries and production since 2019 saw the economy grow by 45.3% (2020), 20.4% (2021), and 62.3% (2022), with the IMF forecasting 37.2% (2023) and 45.3% (2024), cementing Guyana's global standing. The development of the upstream and midstream oil and gas sectors continues to stimulate growth in other sectors while improving human capital, supply chain resilience, logistical connectivity,

the subsectors of fishing (-4.8%), and sugar (-18.9%).

As of the end of May, the Natural Resource Fund stood at **US\$1,566,262,192**, with the single largest contributor being the proceeds from the Stabroek Block. The Stabroek Block is the only petroleum-producing offshore block. Currently, the FPSO's (floating production storage and offloading) vessels Liza Destiny and Liza Unity are operating at peak production, producing upwards of 360,000 B/D per day. The Liza Prosperity arrived in sovereign waters in early April. Expected

while the Government of Guyana (GOG) is responsible for constructing the natural gas facility. This facility will be constructed on land in Wales, Region 3, and will be built by American JV CH4/Lindsayca. Italian-Guyanese JV GAICO/SICIM and Dutch-Luxemborg JV Subsea 7/ VanOord will support ExxonMobil Guyana with installing and laying the natural gas pipelines. Preparatory works to the natural gas and pipe-laying sites have commenced. Guyana's Gas-to-Energy project is expected to be finished by the end of 2025, with neighbouring countries like Suriname already eyeing the potential energy surplus produced by the facility.

**GROWTH RATES 2010-2022 AND PROJECTIONS FOR 2023/4**



and quality standards. Guyana faces the enviable challenge of sustainably developing its natural resources during this economic transformation.

Outside the oil and gas sector, significant gold discoveries and the expansion and diversification of non-mineral sectors such as agriculture and manufacturing are also contributing to economic expansion. Agriculture, forestry, bauxite mining, construction and services grew 11.9%, 13.4%, 14.1%, 26.3% and 9%, respectively. Amid this growth, the country managed to keep inflation constrained to 7.2%. Economic downturns were recorded in

to begin production by the end of 2023, at peak production, the Liza Prosperity is expected to produce 220,000 B/D per day, pushing Guyana's oil production total to over 600,000 B/D per day.

Guyana's Gas-to-Energy Project continues to make significant progress. With natural gas from the Liza-1 and Liza-2 projects, the Government of Guyana is expected to provide decarbonising, sustainable power to the country. With a public-private partnership (PPP) between ExxonMobil Guyana and the Government of Guyana, ExxonMobil Guyana is responsible for installing the gas pipeline

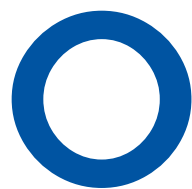
The GOG continues to maintain its pro-investment policy that targets addressing physical and digital infrastructure gaps, reducing the cost of doing business by improving bureaucratic processes, and deepening trade relations with Latin America and the Caribbean (LAC), North America, West Africa, the Gulf Cooperation Council (GCC), the United Kingdom, China, and India. With many nations seeking to realise the burgeoning opportunities tied to Guyana's economic rise, local chambers of commerce were formed by the United Kingdom, India, the European Union and Ghana with the Dominican Republic soon to follow.







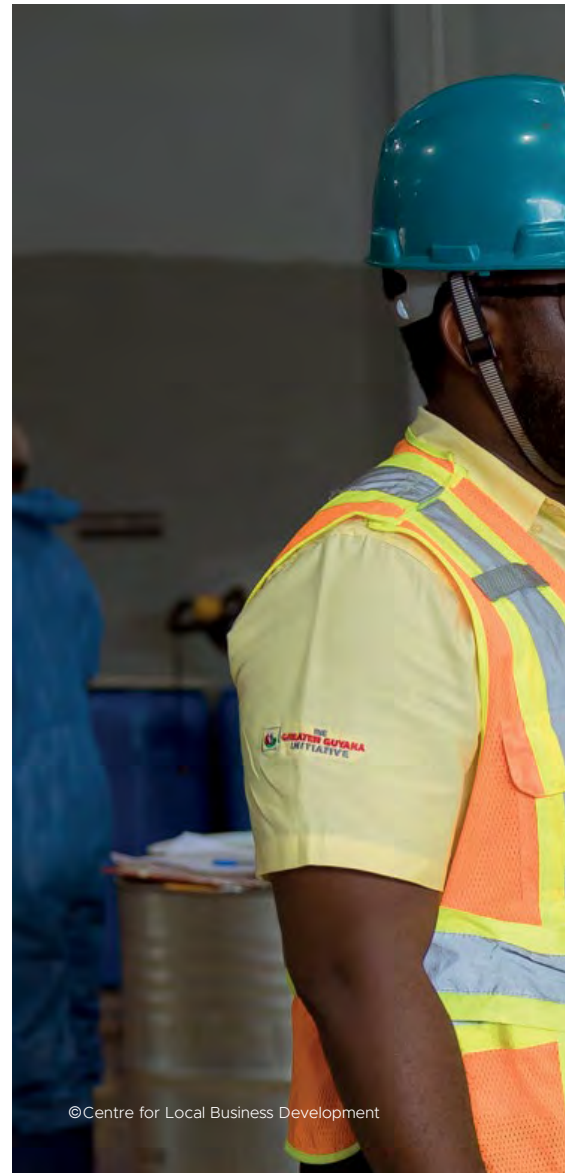
# Changing HSSE Culture One Company at a Time



Over the past five years, the Centre for Local Business Development has played an integral role in helping local businesses build an HSSE culture across the country. Initially, the Centre delivered introductory seminars on the HSSE best practices of the oil and gas industry. These popular seminars provided businesses with an overview of core HSSE concepts.

However, as local demand continued to grow for expanded HSSE services and expertise, the Centre in conjunction with partners from the oil and gas industry (O&G) launched its HSSE Management System Mentorship Programme in 2019. This more comprehensive HSSE programme ensures local companies institutionalise better management systems and integrate quality assurance into their supply chains. The mentorship programme takes approximately six months to complete. To date, 55 Guyanese businesses have improved their HSSE management systems demonstrating their commitment to safety while also meeting the rigorous procurement requirements of the O&G industry. Here are two of their success stories.

# THE DUNAE TRADING COMPANY'S HSSE STORY



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Dunae Trading Company was founded by a parent trying to help their child. Founder Melissa Younge and her husband welcomed a beautiful baby girl to their family in 2008. However, throughout her early years, the couple struggled to manage their daughter's eczema. Over the counter and prescription medications simply did not help. Nothing seemed to work.

At the end of their tether, Melissa, who previously worked in detergent manufacturing, decided to put her knowledge to use testing and analysing the ingredients found in the family's laundry detergent and hand soap. There she found the culprit. Her daughter was not only allergic to the detergent they were using at home, but to all of the other detergents available on the market.

In between jobs at the time, Melissa started to experiment with developing mild but effective hygiene products her daughter could use. This led to the creation of her first hand soap, followed by dish soaps and soon after laundry detergents. And so the Dunae Trading Company's product line was born.

In 2015, Melissa and her family moved back to Guyana from spending some years in the islands. And in 2018, Dunae Trading Company was officially launched as a local business. It was the same year that Dunae registered with the Centre and attended its business awareness classes. In the process it learned of the Centre's HSSE Management System Mentorship Programme.





However, it was not an immediate “yes let’s do this” from Dunae. The Centre’s QHSSE Team met with Melissa and helped to highlight the importance of safety, especially given the nature of her chemical manufacturing business. However, it was the mentorship approach that sold her on the programme.

Dunae started the programme in 2020 while operating in its old facility but while also building a new base of operations in Diamond, East Bank Demerara. Because the HSSE MS Programme is customisable, Dunae was able to use the Centre’s programme to build safety into the new facility as a key aspect of its operations. This helped the company and its employees feel safer, more involved in the transition and, overall, improved operations.

## WHAT’S NEXT FOR DUNAE TRADING COMPANY?

“ I am eternally grateful that this programme happened the way it did. This programme really ushered us into a new level of thinking and new kind of operations. We stand stronger as a company and could not have benefited from increased sales and be in a position to explore regional exports without the path we have taken. ”



**Melissa Younge**  
Chief Operations Officer,  
Dunae Trading Company

# THE ZECO GROUP OF SERVICES' HSSE STORY

## Seizing the Opportunity

**Zeco is a Guyanese company specialising in welding and fabrication, oilfield supplies and services, equipment rental, engineering and project management, construction, building solutions, labour supply, and training.**

The Zeco Group of Services was one of the earliest participants in the Centre's first business awareness courses. Recognising early on the value of health and safety for the growth of its business, Zeco has literally expanded in parallel with the Centre's development.

While the company was successful in Guyana prior to the oil and gas (O&G) boom, it understood how well-positioned it was to capitalise on the increased demand generated by the O&G sector. So, when founder and chairman Zakir Hack was introduced to the newly opened Centre for Local Business Development and its awareness building and training courses in 2017, he knew a good thing when he saw one.

Zakir and his team attended every awareness session, event, and training offered by the Centre. When the Centre launched its HSSE MS Programme, Zeco was one of the first businesses to apply. Although HSSE culture in Guyana was just taking root, Zakir understood HSSE was



©Centre for Local Business Development

essential for his business to grow, was far more extensive than he originally thought, and required the services of a dedicated HSEQ manager.

Enter Jowly Essed. Having worked in the fabrication industry for 23 years, Jowly Essed was recruited by Zeco. However, he was in for some definite culture shock when he arrived to a country and company where safety was a foreign concept. Despite learning that he was not only the HSEQ manager, but also the entire HSSE department, he was not deterred.

Since completing the HSSE MS Programme, Zeco has gone above and beyond, building a fully Integrated HSSE & Quality Management System. Safety and quality are now embedded into every aspect of its operations. This dedication to HSSE led Zeco to becoming an ISO





9001:2015 certified and API Spec Q1 compliant company. And the benefits have been striking. Zeco is now one of three Guyanese fabrication companies working on the ONE GUYANA FPSO. A remarkable achievement in a short period of time.

### **WHAT WOULD YOU TELL A COMPANY THAT IS CONSIDERING JOINING THE HSSE MANAGEMENT SYSTEM PROGRAMME?**

“

**After going through the HSSE MS Programme and establishing our Integrated HSSE & Quality Management System, we immediately saw the benefits in terms of our employee culture and business opportunities. We have benefited from more work in fabrication, welding and construction because we have the systems in place to better compete. Don't wait, get on board.**

”



**Jowy Essed**  
HSEQ Manager,  
Zeco Group of Companies





OFFSHORE

# SBM Offshore Guyana Promotes Local Content and Industry Development





**S**BM Offshore, the supplier of the Floating Production Storage and Offloading (FPSO) vessels operating offshore Guyana, was the first of ExxonMobil Guyana's prime contractors to receive approval for their Local Content Master Plan. Parallel to its commitment to the development and utilisation of Guyanese skills and talent and the advancement of the country's oil and gas industry, the company has undertaken several initiatives in this regard. SBM Offshore Guyana currently has over 226 Guyanese supporting its operations through direct employment and the utilisation of local businesses.

# SBM OFFSHORE GUYANA DEVELOPMENTS IN 2023

## Completion of Graduate Engineers' Programme

The first cohort of the company's Graduate Engineers' Programme officially completed their training abroad and were placed in key positions to support the Prosperity FPSO. The programme provides Guyanese with international upskilling for employment in the practical

operations of the FPSO vessels offshore Guyana. Seven of the Graduates received training in the Netherlands and Singapore, while the eighth Graduate was trained in Monaco and the Netherlands. They officially graduated the programme in February, with a small ceremony to commemorate the occasion. The second cohort has been recruited and will undergo training to support the ONE GUYANA FPSO.



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## Arrival of the Prosperity FPSO

The Prosperity FPSO arrived in Guyana in April and is the third vessel the company delivered to Guyana. It is the second vessel built under the Fast4Ward® programme and with Sustain-1 Class Notation. The vessel will support the Payara Development and is expected to commence operations in late 2023. It is the largest vessel built by SBM Offshore to date, for operations in Guyana, with a storage capacity of two million barrels of crude, and a production capacity of 220,000 barrels per day.

Two Guyanese companies, Guyana Oil and Gas Support Services Incorporated (GOGSSI) and Industrial Fabrications Incorporated (InFab) were hired to support the construction of fabricated fixtures for the vessel, marking the first time that Guyanese companies have provided this service to the industry. Collectively, the companies provided 50 tonnes of fabricated steel structures. In addition to the fabrication companies, two local garment producers—Caribbean Clothing Limited and Denmor Garment Manufacturers Incorporated—were contracted to supply overalls for the team working on the FPSO.

## Local Fabricators Utilised for Production of Fixtures for the ONE GUYANA FPSO

Three Guyanese fabrication companies were contracted to produce fixtures for the ONE GUYANA FPSO. The ONE GUYANA FPSO is the fourth offshore

unit that is being built by SBM Offshore for oil production in the Stabroek Block. On March 28, the company hosted the Steel Strike Ceremony to signal the commencement of work by the companies—InFab, GOGSSI and Zeco Group of Services. This is the second vessel for which Guyanese companies were contracted to fabricate fixtures—the first being the Prosperity FPSO.







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## Guyana-Monaco Mousetrap Car Grand Prix

The inaugural Guyana-Monaco Car Grand Prix was held as a local qualifier to the Monaco Mousetrap Car Grand Prix, an international competition held annually in the Principality of Monaco. It was created by Marco Casiraghi under the High Patronage of His Serene Highness, Prince Albert II of Monaco, to promote Science and Engineering to students in a fun, exciting way. The competition saw students working together, using their innovation and incorporating the Laws of Physics to

build a model race car using a mousetrap as the propulsion mechanism.

The competition was held with six participating schools - Annandale Secondary; Diamond Secondary; Johanna Cecelia Secondary; St. Roses High; St. Stanislaus College and Westminster Secondary. The categories open for participation were Acceleration, Endurance, and Innovation and Creativity. The first-place winners of each category, Annandale Secondary, Johanna Cecelia Secondary and St. Stanislaus College each received cash prizes to develop their STEM/Physics laboratories, while St. Stanislaus College qualified for entry into the international leg of the competition.

## Career Awareness Initiatives

The company sponsored and participated in the University of Guyana's Open Day and Job Fair in April at both the Turkeyen campus in Georgetown and Tain campus in Berbice. Prospective, current and past students of the university were provided with career guidance and enlightened on opportunities available with the company and requirements for employment.



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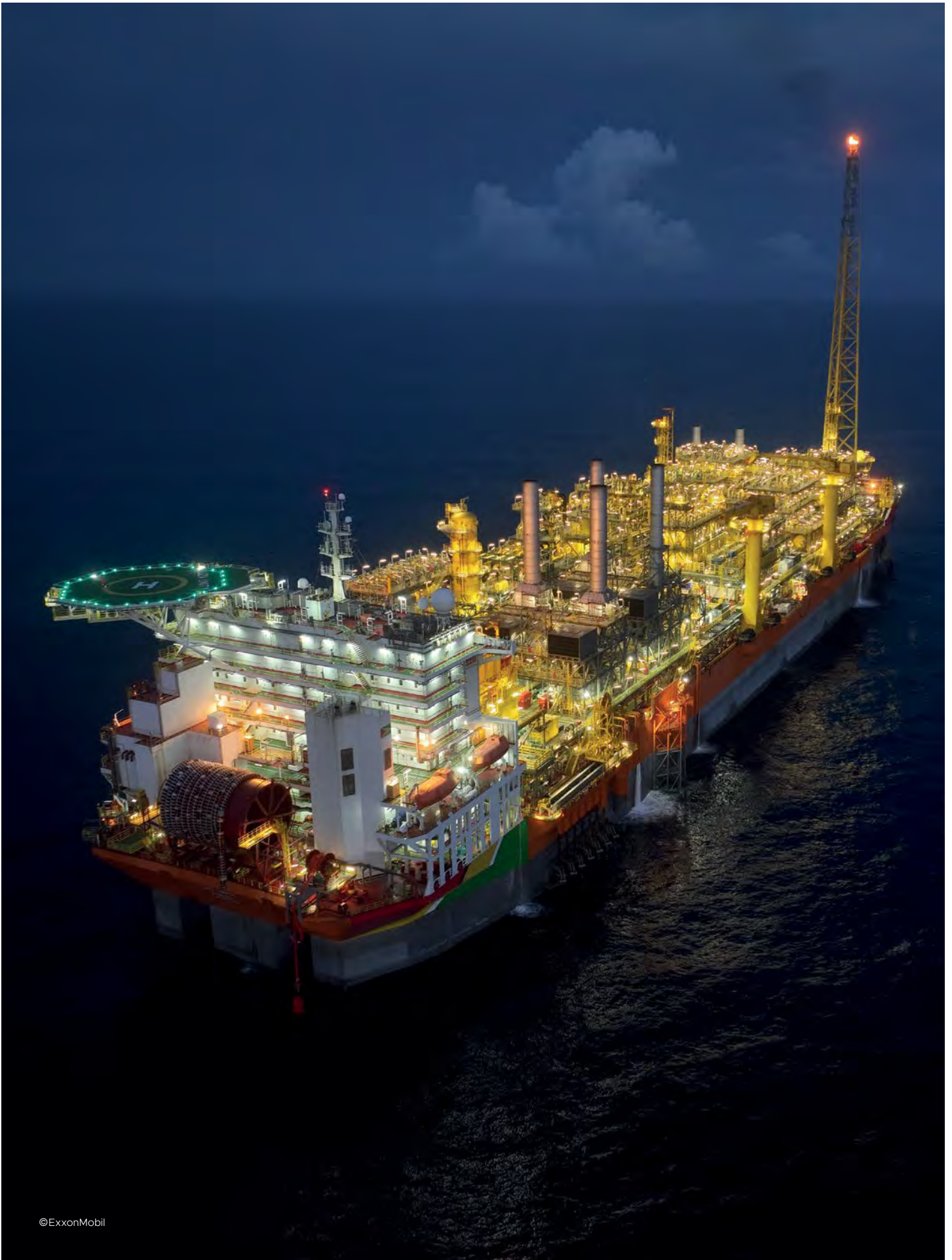


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# Growing Guyana through Sound Natural Resource Management

**I**n the face of a transformative opportunity, Guyana's petroleum sector has grown exponentially over the past eight years. The Government of Guyana has been working tirelessly to manage its natural resources and the ensuing development activities with the aim of ensuring that these operations are conducted in a safe and environmentally sustainable manner, while maintaining compliance with the legislative framework.

The past year has seen a number of accomplishments in the petroleum sector. The Liza Unity achieved first oil on February 11, 2022, producing an average of 220,000 bpd. Meanwhile the Liza Destiny, having achieved background flare, and, through subsequent optimisations, now produces approximately 150,000 bpd. Moreover, the Payara Prosperity FPSO, arrived in Guyana's waters on April 17, and has since begun commissioning and hookup activities in anticipation of start-up later this year. It is expected to produce up to 220,000 bpd.

**A CRITICAL BENEFIT  
OF THE EXPANDING  
PETROLEUM  
SECTOR IS THE  
OPPORTUNITY FOR  
LOCAL PARTICIPATION  
THROUGH THE  
PROVISION OF GOODS  
AND SERVICES.**

# LOCAL CONTENT ACHIEVEMENTS 2022

**40**  
identified sectors

**US\$ 700M**  
value-added income

**560**  
registered companies



©Ministry of Natural Resources

In addition to these developments, the Ministry of Natural Resources (MNR) granted two Petroleum Production Licenses for the Yellowtail and Uaru Developments approved on April 1, 2022, and April 27, 2023 respectively. Both the Yellowtail and Uaru FPSOs are expected to produce an average of 250,000 bpd each.

Over the past year, since the establishment of the Local Content Secretariat, the 40 areas carved out for Guyanese companies brought in approximately US\$700 million in additional business. Notably, over 560 companies have been registered and can be viewed on the Secretariat's online

portal alongside procurement and employment opportunities. Additionally, the Secretariat has addressed the critical issue of bundling of services in an effort to ensure that procurement opportunities are within reach of local companies.

In the coming year, the Government intends to continue the issuance of over 750 Local Content Certificates. The Secretariat also plans to collaborate with the Government Technical Institute (GTI) and some of the major sub-contractors operating in the petroleum sector to provide paid internships to over 40 students.





Another key activity being executed by the MNR is Guyana's first competitive offshore oil and gas licensing round which was successfully launched on December 9, 2022. The Guyana 2022 Licensing Round received strong local, regional and international interest. There are 14 blocks for tender in the shallow and deepwater areas. Participation in the Round is subject to a participation fee of US\$20,000 per block of interest. The fee includes access to a virtual data room while fully licensed data is available separately through an authorised 3rd party provider.

The Government of Guyana has advanced work towards the finalisation of the Model

Production Sharing Agreements and the Petroleum Activities Bill 2023. It is in pursuit of a comprehensive framework applying international best practices to foster a new era of oil and gas development. The overarching goal is to develop a framework that is competitive and provides a favourable investment climate and improved socioeconomic benefits for the nation and its citizens.

**For more information on the work of the Ministry in the petroleum sector, visit: [petroleum.gov.gy](https://petroleum.gov.gy).**



# Guyana

## Emerges as the Premier Investment Destination in the Region

**G**uyana has risen rapidly to prominence as the leading investment destination in the region, drawing attention from global investors due to its robust democratic principles, transparent and accountable governance, and a well-defined, results-oriented investment and development agenda. The Government's comprehensive development plan encompasses multiple economic sectors, allowing for the identification of investment opportunities for both domestic and international investors.



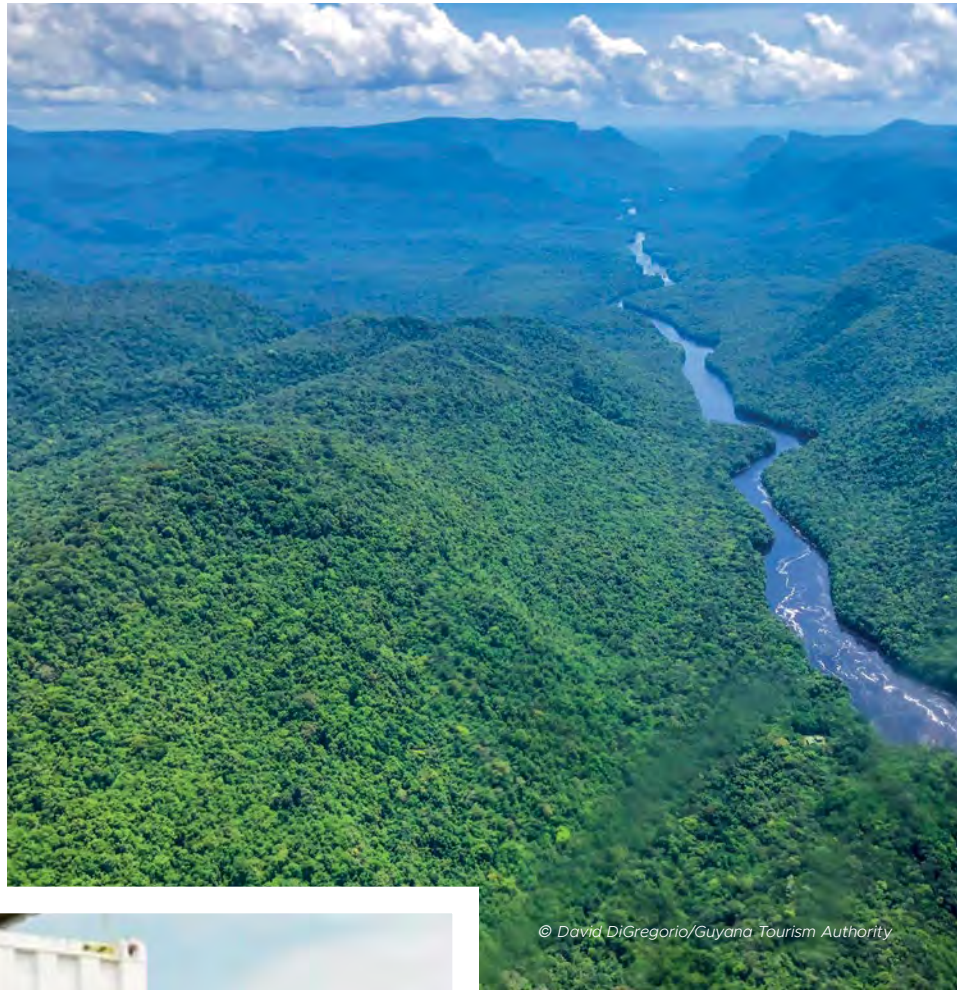


© Tourism Guyana

Since 2020, the Government has shown unwavering commitment to long-term sustainability across various sectors, exemplifying the effectiveness of its economic model. Investors that have entered the Guyanese market have praised its leadership under President Dr. Mohamed Irfaan Ali for his visionary approach, emphasising the importance of national infrastructure, education, and healthcare transformation, the critical elements for investment.

Strategic allocation of revenues from the oil and gas sector are facilitating the expansion and modernisation of well-established local business sectors including agriculture, tourism, climate services, and energy. Owing to our historically diverse economy, Guyana has demonstrated resilience against the risks associated with the so-called Dutch Disease.

Prospective investors are advised to review the Low Carbon Development Strategy 2030 to gain insight into Guyana's economic potential. The country's economic performance has been compared to a high-performing stock (1GY - One Guyana), with a consistently rising share price. Key economic indicators, including GDP



growth, GDP per capita, balance of payments, and the Natural Resource Fund, all suggest a robust and high performing economy with robust projections. The International Monetary Fund (IMF) forecasts that Guyana will experience a compounded annual growth of over 30% in its GDP per capita between 2020 and 2024.

2023 marks a pivotal moment for Guyana as it observes substantial investments in the oil and gas sector. Government-led initiatives, such as the construction of a new 300MW power plant, a 25% reduction in the regional food import bill by 2025, auctioning of new offshore oil blocks, increased renewable energy microgrids in rural areas, and the establishment of cutting-edge hospitals and hotels, provide a favorable environment for investment opportunities in the subsequent years.





These investments are anticipated to propel growth in sectors such as agro-processing, large-scale farming, and manufacturing, and are supported by a 50% reduction in energy costs. Guyana's abundant natural resources, including high-grade silica sand and bauxite, are also expected to attract companies interested in producing solar panels, glass, and aluminum.

Guyana continues to attract Foreign Direct Investment (FDI) in significant amounts coming from diverse global sources, including Europe, North America, China, India, the Middle East, Great Britain, and the Caribbean.

Additionally, Guyana's local business sector and international diaspora have demonstrated significant confidence and engagement, investing in large-scale projects such as international





hotel chains, mega farming in soybean and corn, fabrication and engineering services for future FPSOs, and value-added products reaching broader markets.

The Government's investment regime is extremely attractive and under the Investment Act, the Government of Guyana provides various assurances to investors with respect to any investment made in Guyana with fiscal incentives, corporation tax holidays, repatriation of dividends, earnings and capital, double taxation treaties, and favorable trade agreements (as applicable). Guyana's strategic location, trade, and investment agreements facilitate access to leading regional markets.

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**Dr. Peter Ramsaroop**

CEO, Guyana Office for Investment

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# Business Missions

## Promote Smart Partnerships

**T**he Centre for Local Business Development opened its doors in 2017 to build the capacity and competitiveness of Guyanese businesses servicing the oil and gas supply chain. Six years later, the economy and businesses are growing at such a rapid pace that it is becoming increasingly difficult to meet local business demand for skills, technology, and investment.

Hence, as local and international businesses look to build capacity and establish new commercial ties to meet market demand, the Centre plays a pivotal role in promoting profitable relationships through **smart partnerships**. As part of the smart partnership approach, the Centre facilitates external business missions to connect Guyanese companies with potential partners as they pursue equitable, transparent and mutually beneficial relationships.

## The Centre's BUSINESS MISSION SERVICES



Business  
matchmaking



Market intelligence  
and specialised  
research



Smart partnerships  
and investment  
opportunities



Informational webinars  
(hosted with industry  
experts)



Advisory  
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On-site visits to  
local businesses



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Networking  
Events

“ This experience was well organised and thought through to provide the right guidance and enabling environment to form smart partnerships. The response and capabilities of the Guyanese businesses I have met have been outstanding...This was my first trip to Guyana, but it will not be my last.

”



**Vince Payne**

Co-Founder/CEO, Opas Mobile



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To make this happen, the Centre's experts help unlock the commercial potential in Guyana by providing market intelligence to international companies to help optimise their local supply base and labour force, comply with local content requirements, and become trusted partners for local businesses and suppliers.

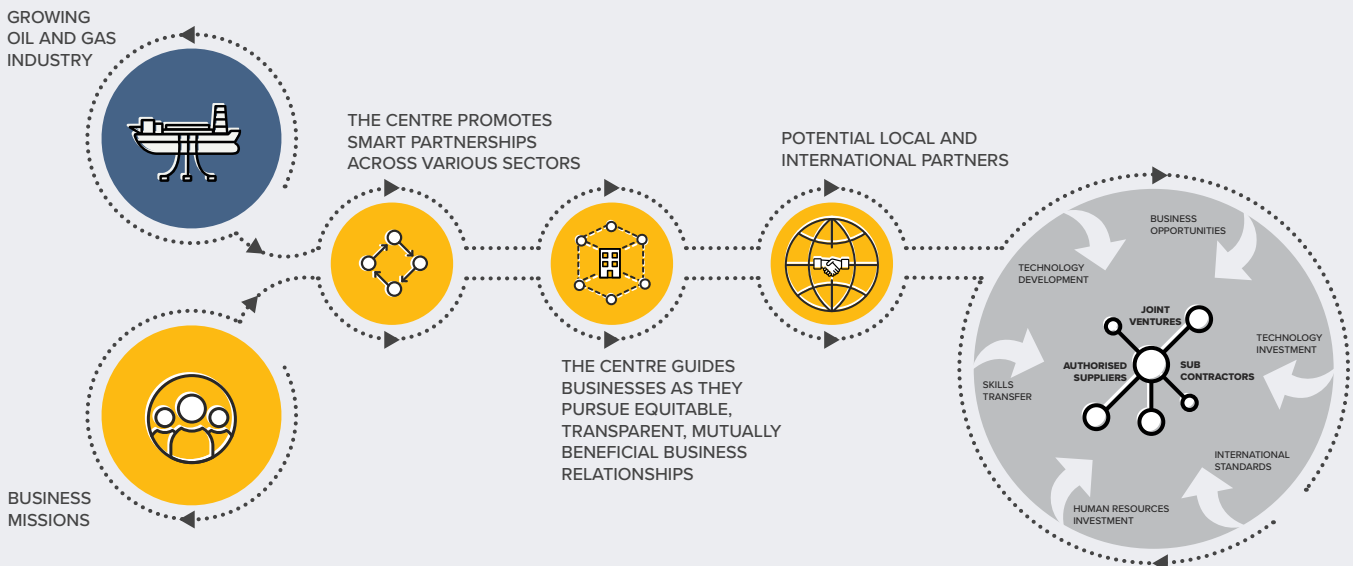
Since 2018 the Centre has worked closely with Energy NL (formally the Newfoundland & Labrador Oil & Gas Industries Association) from St. John's, Canada. With Energy NL it has organised five trade missions for NL-based based companies to Guyana with another one planned for October 2023.

These missions typically begin with key stakeholder presentations from operators, prime contractors and government

officials for the incoming companies to receive in-depth understanding of the business landscape in Guyana.

B2B meetings are then organised with potential strategic partners identified by the Centre for the incoming companies linked to their specific industry. The B2B day is often fast-paced and fruitful in setting the tone and schedule for the remainder of the mission. At the end of the B2B session, a more general open house is organised across the various local value chains. During the open house, Guyanese companies are provided with the bios of the international businesses, and they get to select who they would like to meet. The next two days are dedicated to site visits and follow-up meetings based on the business interactions from the B2B sessions.

## Business Missions GENERATE SMART PARTNERSHIPS



## BENEFITS OF BUSINESS MISSIONS

- ✓ One-to-one meetings with industry executives and government officials, pre-screened to match specific business objectives for representation, direct sales or joint ventures in the local market.
- ✓ Networking events with guests from local industry multipliers including Chambers of Commerce, associations and business councils that are influential in the business community.
- ✓ Briefings and roundtables with the legal and business community on local business practices and opportunities.
- ✓ Site visits to local facilities where products/technologies/services may be applied.

The Centre also facilitated business missions from Brazil hosted by SEBRAE (Serviço Brasileiro de Apoio às Micro e Pequenas Empresas) and the state of Florida hosted by Enterprise Florida and the U.S. Embassy in 2022 and 2023. In addition, the Centre delivered presentations to trade missions from the state of Louisiana through the U.S. Embassy and the United Kingdom as well as the city of Aberdeen.

**As a result of the Centre's business missions, over 10 smart partnerships have been created through Energy NL and other partners. As the Guyanese economy continues to expand, business missions will play an increasingly important role for the Centre as it helps build and enhance local capacity through international market linkages.**



## The Centre's Business Missions

- 2018  
NOIA (Energy-NL)
- 2019  
NOIA (Energy-NL)
- 2021\*  
NOIA (Energy-NL)
- 2022  
SEBRAE (Brazil)
- 2022  
Energy NL
- 2023  
Enterprise Florida

\* VIRTUAL DUE TO COVID-19

## UPCOMING MISSION

- 2023  
Energy NL





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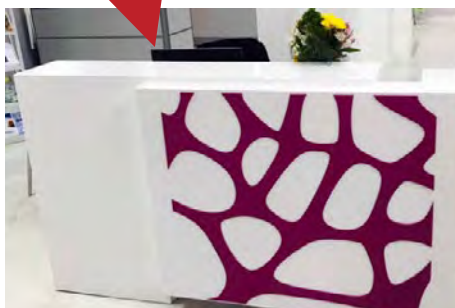
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FIRST QUARTER 2023

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## PROSPERITY

Startup expected in  
**2023**



## ONE GUYANA

Startup expected in  
**2025**



## ERREA WITTU

Startup expected in  
**2026**

LOCATED  
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~1,900 METRES

ESTIMATED  
**220,000**  
BARRELS PER DAY

LOCATED  
**~203KM OFFSHORE**  
IN A WATER DEPTH OF  
~1,800 METRES

ESTIMATED  
**250,000**  
BARRELS PER DAY

LOCATED  
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IN A WATER DEPTH OF  
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ESTIMATED  
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BARRELS PER DAY

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# The Egg Sandwich Project

## A Stepping Stone for Economic Development in the Rupununi

**I**n the Rupununi, Region Nine, the local population has often relied on costly, imported chicken from Brazil to satisfy demand. However, through a new initiative dubbed locally as the “The Egg Sandwich Project” sponsored by the Greater Guyana Initiative (GGI), poultry farming is receiving the support and technical assistance it needs to compete with pricey imports.



© David DiGregorio/Guyana Tourism Authority

10-year programme funding capacity-building projects in Guyana. The GGI was launched in February 2021 by the Stabroek Block Co-venturers—ExxonMobil Guyana, Hess Guyana Exploration Limited and CNOOC Petroleum Guyana Limited.

The Project assists farmers in local communities across the region to increase their poultry-production, enabling improved consumer access to high-quality local poultry products that drive greater economic independence. Poultry farmers are benefiting from training received from local project experts as well as access to financial resources from incubators that increase their poultry raising capabilities.

Before the launch of this Project, First Vice Chair of the RLPA, Michelle Kenyon noted most eggs and poultry were imported from Brazil.

The Hinterland Poultry Project, commonly referred to as the Egg Sandwich Project, is a G\$120 million initiative being delivered by the Rupununi Livestock Producers Association (RLPA) and the Consultancy Group (TCG). It is designed to increase poultry and egg production in the region, and is the first regional socio-economic project funded by the GGI—a US\$100 million,

“A lot of the poultry we get in the Rupununi is from Brazil. There was a market assessment in 2018 and it showed hundreds of millions of dollars (Guyanese) the Rupununi alone was spending on chicken and eggs from Brazil.”

**Michelle Kenyon**  
First Vice Chair, RLPA



©Greater Guyana Initiative





©Greater Guyana Initiative

She said the Project is changing the trajectory of livestock production in the region as it provides significant benefits to promoting the livelihoods of residents in Region Nine. It is seen as a burgeoning gateway to rapid economic development and transformation. Chicken and eggs remain critical protein sources for the population in the region.

Meanwhile, the Project Coordinator of the RLPA, Ayla Kenyon, highlighted that since the rollout of the project in 2022, the Association was able to build and commission a hatchery, which to-date has supplied an estimated 189 farmers, including women and youth groups, with chicks. At present, over 5,740 chicks have been hatched. Meanwhile preparations are underway to hatch an estimated 3,000 broiler eggs weekly.

“

**Our target is to hatch broiler eggs and to provide to our farmers instead of bringing eggs from Georgetown.**

”

**Ayla Kenyon**

Project Coordinator, RLPA

Apart from supporting local farmers, the Association has been working assiduously to promote the use of locally produced poultry meat and eggs among

consumers. In April, an audio and visual competition was hosted under the Project's banner to encourage the consumption of local produce and was well-received and supported by residents. Participants were tasked with submitting a thirty-second video or audio production that highlights reasons to consume poultry meat and eggs produced in the region. Similar activities are planned for the future to boost the Project's reach and access.

**With the first phase of the “Egg Sandwich Project” ending in June 2023, the RPLA is hoping to share lessons learned with other regions and to consider how the project might continue to support farmers and ranchers in other hinterland regions to increase local livestock production and consumption.**

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## OUR WORK GLOBALLY

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The primary objective in building the Supercentre is to expand Baker Hughes' reach in Guyana's oil and gas industry while also preparing for future growth. The Supercentre marks another milestone in the company's ongoing commitment to providing industry leading products and services to clients in Guyana.

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**It is a prime example of multimodal operation centres that bring great benefits to both customers and Baker Hughes.**

**By driving greater efficiencies and improved integration, the Supercentre allows the company to provide its clients with the best possible service.**

Today, the facility offers a range of services, including completions and well interventions, drilling and completion fluids, drilling services, drill bits, and upstream chemicals, with more services becoming available in the future.

The Supercentre has also played a key role in the Centre for Local Business Development's (the Centre) local content support goals. Baker Hughes supports the development of multiple local suppliers, with all opportunities published on the Centre's website. The company is proud to take part in various initiatives and activities organised by the Centre as Guyana builds local supplier capacity and resources.

Even though the Supercentre was opened just one year ago, it has



© Baker Hughes



already made a significant impact on the local economy. More than 60% of staff employed by Baker Hughes Guyana in Guyana are local, and these employees are undergoing training to build skills and knowledge both in Guyana, but also internationally. Baker Hughes also works closely with local suppliers to improve their Health, Safety and Environment (HSE), compliance, and quality, helping to build their capacity for the future.

Baker Hughes' impact also goes way beyond the Supercentre's walls, increasing its involvement in corporate social responsibility initiatives by focusing on areas such as career development and private sector capabilities. Baker Hughes is also working with local institutions and government agencies to foster collaboration and build a stronger, more sustainable future for Guyana.

**Looking ahead, Baker Hughes plans to continue expanding its footprint and capacity in Guyana's oil and gas industry and is committed to supporting Guyana's growth and development. With a rapidly evolving industry, Baker Hughes is proud to be at the forefront of innovation and progress in Guyana's energy sector.**





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# *Elevate* **All** The **Manufacturing Edition** **Launches**





**A**fter the success of the AccelerateHer women's entrepreneurship programme in 2021 and 2022, the Centre for Local Business Development (The Centre) pivoted to focus on upskilling and supporting Guyana's manufacturing sector with its new initiative **ElevateAll – Manufacturing!**

**ElevateAll** targets local business owners, operators, and managers to build their leadership and business skills to enable them to grow their companies across the manufacturing sector. The Centre's programme elevates local businesses through tailored workshops, access to one-on-one mentoring, and creating a supportive peer-learning environment for participants. This is done in two phases.



©Centre for Local Business Development

Based on sectoral demand and the Centre's broad knowledge and understanding of the Guyanese marketplace, **ElevateAll** attracted over 70 applicants from five regions in Guyana – 30% male and 70% female. Through a competitive shortlist, 35 high-quality applicants were selected for the first phase – the **Weekend Bootcamp** – held in mid-June.





## ● PHASE ONE

### June 16-18

- » 35 participants
- » Weekend bootcamp
- » Group sessions and take-home activities
- » Business model canvas
- » Value proposition development

## ● PHASE TWO

### July-September

- » 15 select participants
- » 10-week programme
- » 8-10 hours per week
- » 1:1 mentorship, tailored coaching and workshops
- » Weekly peer learning
- » Supporting business courses

## ● BUSINESS SHOWCASE

### September - Expo Day

- » Graduation
- » Network with potential buyers and partners

During Phase One, the budding entrepreneurs learned to build their business model canvas and to deliver mini-pitch sessions under the auspices of workshop facilitators and mentors while also participating in group activities. Sub-sectors of manufacturers that applied included food (seasonings, condiments, herbs and spices), beverages (local juices), hair and skincare products, furniture, concrete, and many others.

After the intense three-day Weekend Bootcamp, select participants were evaluated for the second phase which began in early July. Fifteen entrepreneurs have embarked on the next step in the ElevateAll Manufacturing journey, Phase Two.

Phase Two of the programme is ongoing and will run until September 2023. This 10-week immersion process features a combination of weekly 3-hour sessions, specially curated business development courses, one-on-one mentoring sessions and group networking sessions with volunteer mentors of the programme. These trainings include focused weekly modules on developing a Go2Market Strategy, Access to Finance, Customer



The **Guyana Manufacturing and Services Association (GMSA)** partners with **ElevateAll-Manufacturing** to act as lead mentors, guest facilitators, and expert speakers. GMSA is dedicated to creating a collective voice for manufacturing and service-based companies to achieve success and economic independence through business ownership and self-employment.







©Centre for Local Business Development

Services & Stakeholder Relationship, Pitching, Local & Export Market Penetration, and more.

Phase Two culminates in a final Expo Day at the end of the programme. During Expo Day the newly well-honed participants will have the opportunity to pitch their businesses to an audience from leading members of the Guyanese and international business communities, as well as potential buyers, investors and partners.

Following the pitch presentations, the Expo Day room is converted into a mini tradeshow and networking sessions ensue where the manufacturing entrepreneurs can interact on a more informal one-on-one basis with the broader business community and other attendees.

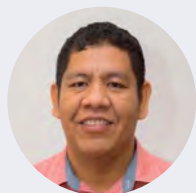
**The Centre and the ElevateAll Programme receives financial support from the Greater Guyana Initiative, funded by the Stabroek Block co-venturers ExxonMobil, Hess and CNOOC. For more information please visit: <https://centreguyana.com/entrepreneurship>**

## How was your WEEKEND BOOTCAMP EXPERIENCE?

“

This was quite an experience. The bootcamp helped me to better understand the structure of my business and how to communicate that to others. The ice breakers, meeting the mentors and other participants really showed me the power of networking.

”



**Jason Chacon**  
Zajo Gifts

“

I am passionate and know my business, but seeing it in this way with the business model canvas was eye opening. It really allowed me to zero in on my vision for growth of my business and how I plan to get there.

”



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# Guyana's Agriculture Sector The Hub of Regional Food Security



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**G**uyana's agriculture sector continues to demonstrate rapid and sustainable growth while serving as a major anchor for the country's non-oil economy. Being uniquely placed to take advantage of increased production and trade opportunities as a result of the booming agriculture sector, Guyana has recently made significant progress in advancing local and regional food security.



Restoring agriculture prominence and expanding output are major priorities for the Government. Unlike our regional counterparts, Guyana has a rich agriculture sector due to the abundance of flat arable land and freshwater; two of the main inputs necessary for a thriving agriculture sector. Coming off what many deem a five-year developmental hiatus, agriculture in Guyana is once again attracting massive investment and interest from a wide variety of businesses and investors eager to apply new techniques and technologies to agriculture. Since 2022, Guyana's agriculture sector has made great strides and is gaining significant momentum.

President Dr. Mohammed Irfaan Ali has worked meticulously on agriculture issues in CARICOM to bring life to the regional goal to reduce the Caribbean's USD \$6.0 billion food import bill by 25% by the year 2025. The Government of Guyana continues to demonstrate its commitment to the development of the agriculture sector through increased budgetary allocations to support technological and infrastructural advancement. The establishment of the Special Ministerial Taskforce on Food Production and Food Security for CARICOM (MTF), headed by Guyana's Minister of Agriculture, Zulfikar Mustapha, was developed to steer specific policies needed to advance agriculture in the region and to achieve Vision 25 by 2025.



© Ministry of Agriculture

## Some of the Key Initiatives

- **Guyana-Barbados Food Terminal**
- **Removal of all non-tariff barriers to intra-regional trade**
- **De-risking of the agriculture sector and accessing quality sustainable financing such as Republic Bank's US\$100 million initiative**
- **Interventions to address logistics and transportation challenges**
- **US\$30 million climate-smart hydroponics project**
- **Building food security through innovation, resilience, sustainability and empowerment**



# **The Government of Guyana has placed significant emphasis and resources to develop its agri-food system to ensure its food security and capacity to service regional markets. The Government is currently driving agriculture by:**



**Increasing production and productivity through expansion in acreages.**



**Using technology and best practices to expand cage culture fishing, shade house technology, coconut production, biotechnology in the rice sector (bio-fortified rice), AI in livestock, among others.**



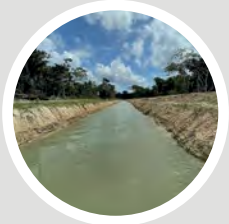
**Diversifying into new crops/livestock/fishing (and varieties/species) - soya bean, wheat, hemp, millet, niche vegetables (broccoli, cauliflower, lettuce, carrots, bell pepper, tomatoes, chili peppers, celery, and parsley), cut-flowers, and bio-fortified rice.**



**Promoting high-value and value-added products through agro-processing and operationalising 11 agro-processing facilities.**



**Easing the access for farmers and consumers to markets with farm-to-market roads, improving food standards and traceability systems, increasing business-to-business engagements and bi-lateral technical working groups with Guyana's main trading partners to remove trade restrictions.**



**Improving drainage and irrigation systems through construction, rehabilitation and pump station and sluice development to have an efficient drainage and irrigation system to support Guyana's agriculture system.**

# GUYANA

## PLANS FOR 2023-24

The Ministry of Agriculture has transformative plans for the agriculture sector with an allocation of GY\$33.3 billion. These plans focus on advancing the food security and agri-business agenda in partnership with the private sector. The Ministry will construct Guyana's first food hub, expand value-added sugar production, enhance rice productivity, promote agriculture diversification through high value crops (coconuts, citrus, spices and corn and soyabean), expand brackish water shrimp farms, establish the vannamei shrimp farms, invest in milk and milk products and, for the first time, invest in a broiler breeder facility to reduce the dependency on importation of hatching eggs. At the same time, investments will be made of approximately GY\$20 billion for drainage and irrigation and farms-to-markets roads.

**Overall, Guyana's agriculture sector is on an upward trajectory and will continue to rapidly expand through Government policy, business outreach, and investment promotion. The Government encourages private sector investment in the agriculture sector as there are an array of inviting opportunities for development across the food value chain. Now is the time for Guyanese to get involved in the agriculture sector to feed the nation and the region as it becomes a hub of regional food security.**



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# Private Sector Commission

Supporting  
Sustainable  
Economic  
Growth





**T**he Private Sector Commission (PSC) of Guyana is a national body established in 1992 with the aim of bringing together all private sector organisations and business associations across the nation. The PSC's core mission is to be the leading advocate of the private sector to articulate and narrate its shared position on national business and policy issues aimed at promoting inclusive socio-economic growth and development. This is done through the creation of strategic partnerships with the government and other stakeholders. As the Guyanese economy grows, the need and role of the Private Sector Commission remains increasingly important as one of the engines of economic growth.



Since its formation by the Presidents of six Business Service Organisations (BSOs), the PSC is now comprised of 25 sectoral members (BSO and Regional Chambers) and 54 corporate members. The PSC is governed by a Council, which is comprised of the heads of all sectoral member organisations and a number of elected corporate members, including the Chairman. Subcommittees formed with stakeholders in the various sectors of the economy help to shape and inform the PSC's advocacy on cross-cutting issues for business development while creating a sustainably diverse economy.

## Private Sector Commission's strategic priority areas include:



Advocating for economic growth and development



Partnering to develop and sustain plans for increasing the competitiveness of Guyanese products



Working towards ensuring that proper systems of governance and security are in place to encourage investments



Creating the environment necessary to encourage and facilitate harmonisation among members



Continuing to build alliances nationally, regionally, and internationally





## Local Content Advisory Group (LCAG)

In January 2022, after the passing of the Local Content Act, the PSC established its Local Content Advisory Group (LCAG). The LCAG aims to coordinate and advance the development and capacity building of the local private sector. Since its establishment, the group has met monthly with representatives of the Local Content Secretariat, the Minister of Natural Resources, and other key stakeholders to discuss local content concerns affecting the private sector including payment periods, 'renting a citizen', challenges registering companies, and revisions to the Local Content Act.

The LCAG hosted a Local Content Forum in November 2022 where representatives from over 75 companies operating in the oil and gas sector shared their feedback on the Local Content Act and its affects (positives and areas for improvement) on their businesses. This is just one of the initiatives the PSC has taken to continue closely working with the Local Content Secretariat to address concerns and encourage open dialogue across the sector.

The PSC has also taken significant strides forward towards its goal of ensuring that every region in Guyana has a functional business chamber. With the expanding economy in Guyana, the Commission recognised the need for small and medium-sized businesses to have access to emerging opportunities. By ensuring that regional chambers are functional and well-positioned to promote growing market opportunities for local businesses, the PSC ensures the benefits of the national economy's rapid growth are shared across the regions .

## Two of the most significant achievements

- ✓ **Establishment of the Local Content Advisory Group**
- ✓ **Operationalising a functional business chamber in each of the ten regions of Guyana**

## New Executive Members Join PSC Council

During its 31st Annual General Meeting in April 2023, the PSC's Council elected the executive members to serve for the period 2023-2024. This includes CEO of GAICO, Komal Singh, serving as the new Chairman of the Private Sector Commission, Ian Chung as Executive Director, election of Rafeek Khan as Vice-Chairman, Paul Cheong as Honorary Secretary and Past President, Haimwant Persaud as Treasurer and Dr. Natasha Gaskin-Peters as Corporate Coordinator.

**The PSC will continue to work with the relevant stakeholders to build a strong and responsible private sector in Guyana, prioritising the well-being of its people, communities, economy and environment. For more information visit: [psc.gy](https://psc.gy).**

## Newly Elected Executive Members 2023-2024



**Mr. Komal Chand**  
Chairman



**Mr. Rafeek Khan**  
Vice-Chairman



**Mr. Paul Cheong**  
Hon. Secretary/Past Chairman



**Mr. Haimwant Persaud**  
Treasurer



**Dr. Natasha Gaskin-Peters**  
Corporate Coordinator

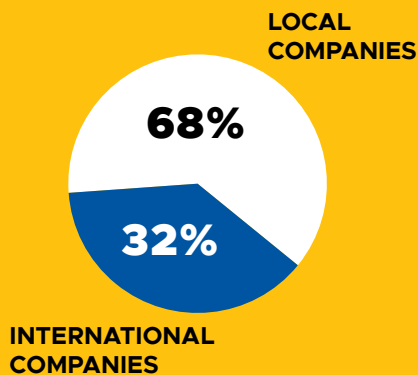


# Centre

## BY THE NUMBERS

### SUPPLIER PORTAL

OVER  
**6400**  
COMPANIES REGISTERED



### OIL & GAS SECTOR VENDORS

OVER  
**1500**  
BUSINESSES



### SMART PARTNERSHIPS

OVER  
**150**  
JOINT VENTURES/  
AUTHORISED SUPPLIERS



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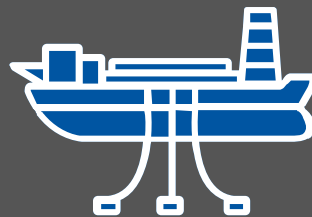


**804**  
PARTICIPANTS



**513**  
BUSINESSES

### OIL AND GAS SEMINARS



OVER  
**5000**  
PARTICIPANTS

### ISO 9001: 2015 COMPLIANCE



**16**  
BUSINESSES  
COMPLIANT



**18**  
BUSINESSES  
CERTIFIED

### BUSINESS COURSES

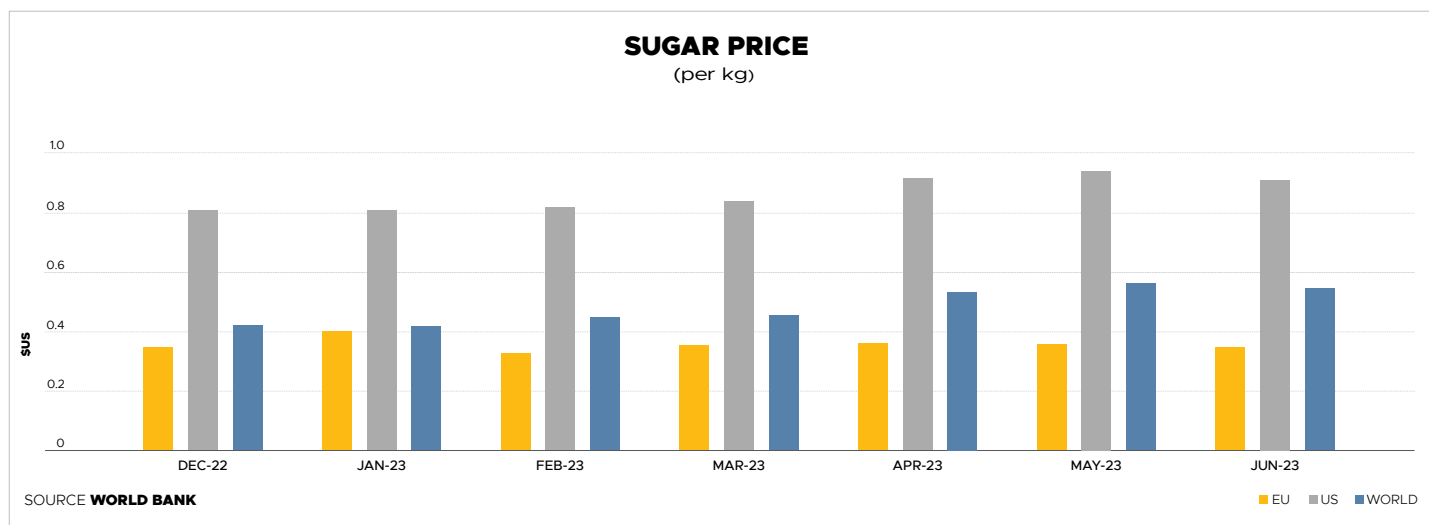
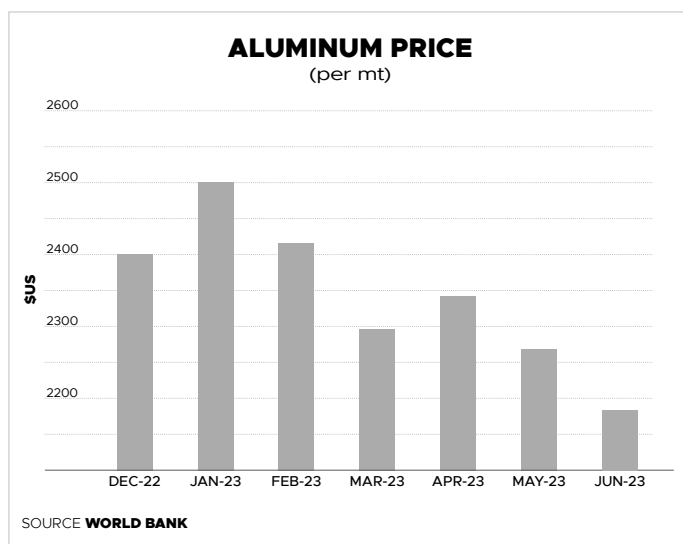
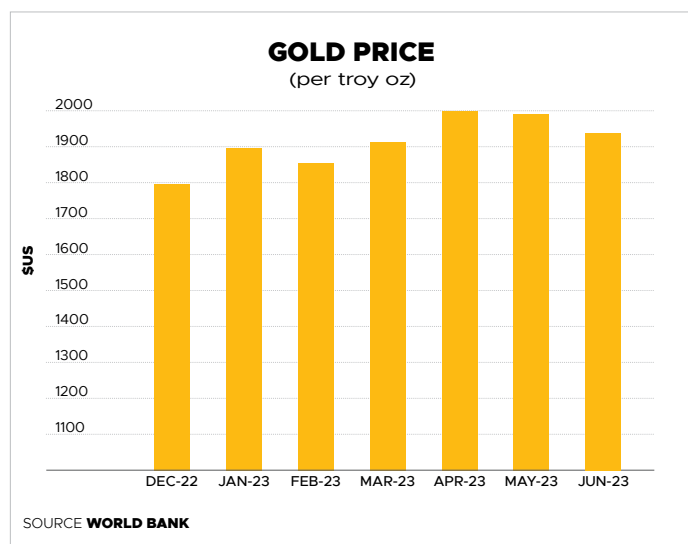
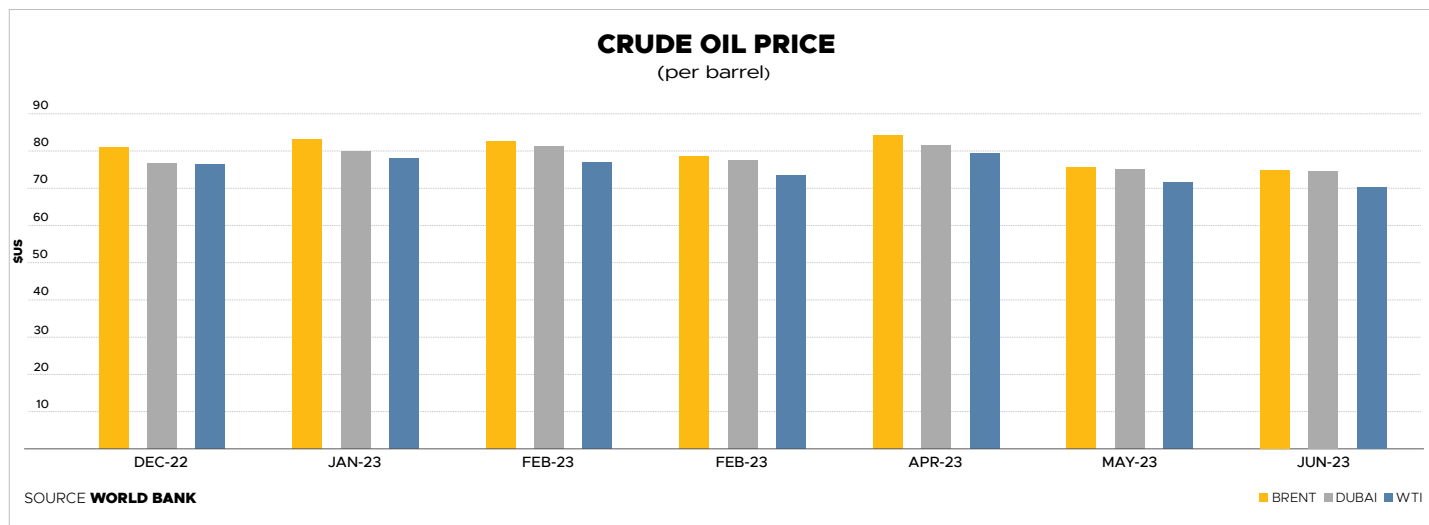


OVER  
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PARTICIPANTS



OVER  
**500**  
BUSINESSES

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