



Newsletter

*The Official Monthly Newsletter of the
Georgetown Chamber of Commerce & Industry*

WHAT CAN YOU FIND IN THIS NEWSLETTER?

NOVEMBER IN
REVIEW

UPCOMING
EVENTS

NEW MEMBERS

MEMBER OF
THE MONTH



President's Message

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Mr. Timothy Tucker

Dear Readers,

Welcome to the monthly e-newsletter of the Georgetown Chamber of Commerce and Industry (GCCI),

Our monthly edition features GCCI's calendar of activities, significant Chamber dates, business and member of the month, as well as greetings to our newest members.

We had a busy and exciting November at the Chamber. In addition to hosting its third Business Development Forum, GCCI also celebrated International Men's Day and welcomed incoming delegations.

Additionally, we bid a fond farewell to Mr. Richard Rambarran as Executive Director and welcomed him to the Chamber's team as an Advisor and Economic Consultant.

I hope you have fun reading this month's edition!

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The Chamber Welcomes You On Board!

As of November 2022, the Georgetown Chamber of Commerce and Industry embraced its newest cohort of members. We would like to take the opportunity to extend our warmest welcome to:

November

1. 592 Hospitality Inc.
2. Apexify Corporate Training and Consultancy
3. Madison Logistics
4. New Vision Labs Inc.
5. Pixels Guyana Inc.
6. Hillman Import and Export Services
7. Sukhoo Electrical Elevator & Escalator
8. Hollingsworth Construction & Janitorial services
9. Nexus Machining & Fabrication Inc.
10. Warehouse Transport Group Guyana Inc.
11. Unique Electrical & General Store Inc.
12. Fuceon WI, Inc.



GCCI's Month in Review - November

ExxonMobil Guyana Joined as Event Partner for the GCCI's Business Development Forum 2022.

The Georgetown Chamber of Commerce and Industry (GCCI) was delighted to announce that ExxonMobil Guyana came on board as the main event partner for the Business Development Forum (2022), which was slated for November 11th and 12th 2022, at the Pegasus Corporate Center, Georgetown, Guyana.

Conceptualized in 2018, The Business Development Forum (BDF) is an annual two (2) day business forum that aims to provide a platform for dialogues regarding the growth of businesses irrespective of their size. The forum aimed to advance the wider business community and should see participation from some 500 persons at the forum, and thousands at its joint exhibition.

While the BDF was well received in its first and second years of execution, unfortunately, it was halted in the third year due to the COVID-19 Global pandemic. The decision was made this year to reconvene the Forum due to a great demand for business development discussions focused on improving the internal dynamics of all firms within Guyana's private sector.

GCCI's Month in Review - November

GCCI Congratulated ZAMCORP on the Launch of PayrollPro HRM Software in Guyana.

On November 2, 2022, GCCI's member company, ZAMCORP, in partnership with Gamma IT solutions, introduced PayrollPro HRM to Guyana; a Human Resource Management and Software. Developed by Gamma IT Solutions, an Aruba-based software development company, Payroll HRM is a complete and fully integrated payroll and human resources software system.

The solution has been tailored to adapt to Guyana's taxation and labor laws, local commercial bank requirements for faster payroll processing and many useful features such as an Employee Self Portal, where users can log on from anywhere via mobile app to make HR inquiries such as leave or time-off requests, report absences, or even request job letters.

As the local partner for Payroll Pro HRM in Guyana, ZAMCORP is also responsible for sales and software distribution. As well, the company announced that it is currently scheduling DEMO sessions for interested businesses, which can be held either in person or virtually.

The Georgetown Chamber of Commerce and Industry congratulates ZAMCORP on this significant milestone.



ZAMCORP Software Launch

GCCI's Month in Review - November

GCCI Business Development Forum 2022

The Georgetown Chamber of Commerce and Industry (GCCI) hosted the third edition of its Business Development Forum on November 11th and 12th 2022, under the theme “Your Roadmap to Business Development”.

The two-day Forum was held at the Pegasus Corporate Centre and was facilitated through a series of presentations, panel discussions, as well as a public exhibition, in an effort to encourage dialogue regarding the growth of businesses and bridge the gaps as it relates to knowledge and capacity of the Private Sector.

Timothy Tucker, President of the Georgetown Chamber of Commerce and Industry, opened the conference with remarks that highlighted Guyana's rising global presence and emphasized the importance of Guyanese businesses becoming more internationally focused. To achieve this, Tucker said the business community must have adequate access to finance.

Mr. Tucker underlined the need for Business Development and highlighted that it is a task that involves virtually every network, stakeholder, and agency in Guyana.

His Excellency, Dr. Mohamed Irfaan Ali, who addressed the forum as well, reaffirmed his government's commitment to fostering business development by working with the private sector. He also encouraged businesses to make the most of every opportunity presented to them by the government.

Though halted in 2020 due to the COVID-19 pandemic, GCCI's President Mr. Timothy Tucker said the Chamber is privileged to have withstood the battles fought during the pandemic and is happy to host the third Business forum.

The forum was attended by members of the private sector as well as government and academic agencies, eager to address hindrances to business growth, evolve business methods and identify and fill information gaps. The thematic areas explored were Access to Finance, Opportunities for Business, Improving Standards and Quality, Marketing Fundamentals and Doing Business in Guyana.

Day two of the forum included a public exhibition open to members of the public as well as a question-and-answer segment between panelists and attendees.

The Chamber remains committed to creating an ideal environment that fosters development for Guyana's private sector.

GCCI's Month in Review - November



GCCI's Month in Review - November



BDF DAY 2

GCCI's Month in Review - November

GCCI Hosted a “Networking Cocktail” for Business Development Forum 2022

The Georgetown Chamber of Commerce & Industry (GCCI) held its exclusive networking cocktail reception on the evening of November 11th, 2022 at the Pegasus Hotel.

The Networking Cocktail was organized as one of the scheduled events for the Business Development Forum 2022 and concluded the Forum’s Day 1 proceedings.

Attendees had an opportunity to network with their counterparts, make new connections and develop existing ones in a relaxed setting.



GCCI's Month in Review - November

University of Guyana Students were among the list of attendees at GCCI's Business Development Forum 2022

The Georgetown Chamber of Commerce and Industry (GCCI) welcomed the attendance of University of Guyana (UG) students from both the Berbice and Turkeyen campuses, at the Business Development Forum 2022.

The Business Development Forum, GCCI's President, Mr. Timothy Tucker said, has always been the Chamber's way of giving back to our members and members of the public. It is a forum for learning and information sharing in a professional atmosphere.

A total of sixty (60) University of Guyana students were invited to the forum and the Chamber was happy to witness the enthusiasm of those in attendance. GCCI believes that the decision to attend the forum shows that students, who represent an important stakeholder group, recognize the need to build a more industrious, sustainable and globally competitive local economy.

The Chamber took time out to interview students, to ascertain how they felt about the forum, as well as garner their comments on its significance, given Guyana's rise on the global front. Final year Management student (UG), and aspiring entrepreneur, Tiffany Browne-Christian in her commentaries said this year's Business Development Forum was extremely informative and brain-stimulating. She commended the GCCI on a splendid execution and highlighted that 'events of this nature are essential for Guyana; a nation on the brink of major economic growth and development'.



Entrepreneurship major and budding business expert, Gavin Satrohan, applauded the Chamber's initiative and shared that forums such as this reveal what truly goes on in the private sector and what businesses can accomplish if given the right instruments. Satrohan believes that the knowledge gained at the forum will help not only fuel his career path but allow him to reference local business experts and local data in his scholarly pieces.

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GCCI interviewed a third student, finance major Adiel Hicks, who stated that the forum will help her better grasp concepts taught at the university and like Mr. Satrohan, Hicks cited that the forum provides insight into what is happening in Guyana as well as available opportunities.

Students also had the opportunity to attend GCCI's networking cocktail and were able to converse with speakers and connect with delegates.

The Chamber will continue to do its part to create opportunities where students are included in discussions about Guyana's economy and can learn not just from an academic standpoint but also from the experience of others.

GCCI's Month in Review - November

FIHAV 2022: GCCI's President, Mr. Timothy Tucker, attended the 38th Edition of the Havana International Fair (FIHAV) in Cuba

The President of the Georgetown Chamber of Commerce and Industry (GCCI), Mr. Timothy Tucker attended the 38th edition of the Havana International Fair (FIHAV) from November 11th - 14th, 2022, in Cuba.

Exhibitors, business people and professionals representing all stakeholders and sectors of the Cuban economy assembled at the EXPOCUBA Fair Grounds in Havana for five days - Guyana's FIHAV 2022 Booth was also present, where a variety of local products were widely displayed.

The international fair also hosted the V Investment Forum; which is a platform for bilateral meetings between Cuban and international business people, allowing them to share ideas and address challenges related to investments.



GCCI's Month in Review - November

Fourteen (14) Youth Successfully Completed Training in Basic Electrical Principles- Partnership between GCCCI and the Guyana Police Force

On Saturday, November 12, 2022, The Georgetown Chamber of Commerce & Industry (GCCI) was delighted to be a part of the graduation ceremony held for 14 youth, one of whom was a young woman, who successfully completed 'Basic Electrical Training' with the Guyana Police Force (GPF).

At the ceremony Secretary of the GCCCI, Ms. Shaleeza Shaw recounted that in April of this year the Chamber signed a memorandum of agreement (MoA) with the GPF to collaborate on not only crime-fighting strategies but also training and development of the Force's staff. In her remarks, she noted that the ceremony represented the first manifestation of this collaboration.

Spearheading the training initiative was GCCCI Council Member and Chair of its Construction and HSSE Committee, Mr. Keon Howard. Mr. Howard's company, Guyana Electric, conducted a 4-month long training programme with the youths; three (3) of which were spent in the classroom and one (1) in the fields.

The youths were trained in 'Basic Electrical Principles' and covered the following topics: Basic Electrical Principles, Ohm's Law, Electrical Circuits, AC Supplies Single Phase, Transformers, Electrical test equipment, Electrical Symbols, Electrical Safety, Ladder Safety, Hazard Prevention, Personal Protective Equipment (PPE), Fall Hazards, Portable Ladders, Guardrails, and Safety Nets.



GCCI's Month in Review - November

GCCI Hosted a Networking Lunch for United Kingdom Business Mission

On November 14, 2022, the Georgetown Chamber of Commerce and Industry (GCCI) hosted a networking Lunch for a United Kingdom Business mission led by The Caribbean Council, at Palm Court. The lunch was organized by the Chamber and sponsored by GTT.

The mission was carried out in collaboration with the Department for International Trade of the United Kingdom and aimed to introduce UK-based enterprises to the Guyanese market as well as facilitate business-to-business networking.

According to Mr. Richard Rambarran, who facilitated a presentation on behalf of the Chamber, the GCCI is a private-sector development agency. He mentioned that it is 'easy' to partner with the Chamber because of its proactive approach. "If you're serious about doing business in Guyana, you should visit the GCCI".



As part of its mission to drive private-sector development, the Chamber manages private-sector development programs and conducts a wide range of educational activities including forums and trade missions.

He announced that Guyana is open to investment and is very facilitative to inbound and outbound missions and accommodative to persons interested in investing in Guyana. The country's strong macroeconomic fundamentals promote foreign investment.

"Investing in Guyana has several benefits, including a stable and sustainable level of public debt, low inflation rates, and a stable foreign exchange rate". Additionally, Rambarran noted that Guyana has enacted legislation that encourages foreign investment.

British High Commissioner to Guyana, Her Excellency Jane Miller, OBE, who was also in attendance, thanked GCCI for a lovely lunch and lauded its advocacy efforts. Moreover, she added that the Chamber is an ideal place where persons wishing to do business in Guyana can collaborate and corporate

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GCCI's Month in Review - November

GCCI's Agriculture Committee attended a B2B Session with COLEACP Fit for Market Team

On November 14, 2022, GCCI attended the launch of the Fit for Market + Programme in Guyana, at the Arthur Chung Convention Centre. The workshop was hosted by The Ministry of Foreign Affairs and International Cooperation, in conjunction with the Ministry of Agriculture, and COLEACP.

The programme provides support with an aim to maintain and improve the capacity of the value chain stakeholders in the horticultural sector. This includes access to domestic, regional and international markets. It also supports the transition towards more sustainable food systems, addressing the priority areas identified in the Farm to Food strategy of the European Green Deal.

Against this backdrop, a Business-to-Business (B2B) meeting was subsequently on November 15, 2022, at the Chamber to further discuss potential collaboration between GCCI and the COLEACP team to strengthen the local agriculture sector. The team indicated that they are willing to provide assistance to GCCI as well as provide assistance for the hosting of agriculture-related seminars.



GCCI's Month in Review - November

GCCI Welcomed a Louisiana Delegation to Guyana

The Georgetown Chamber of Commerce & Industry (GCCI) attended an engagement with the incoming delegation from Louisiana, United States of America (USA) on November 15, 2022, at the Marriot International Hotel.

GCCI's Secretary, Ms. Shaleeza Shaw warmly welcomed the visiting delegation and presented them with a perspective of the Chamber's day-day operations, its membership and advocacy.

Ms. Shaw informed the delegation that the Chamber is the most vibrant private sector body locally, with over 700 members in diverse businesses. She also conveyed the Chamber's willingness to help foreign investors navigate the Guyanese landscape and build partnerships with local businesses.

She further discussed the many lucrative business opportunities available in Guyana, citing the country's rapid economic growth of 57%; the stability of macroeconomic variables such as inflation and foreign exchange and positive growth in domestic credit. Non-oil and gas industries with a positive trajectory of growth were also presented, such as manufacturing, services, tourism, agriculture, construction, mining and quarrying.



GCCI's Month in Review - November

GCCI's Councillors attended a Cocktail in Honor of the Louisiana District Export Council Trade Delegation

On the evening of November 15, 2022, councillors of the Georgetown Chamber of Commerce and Industry (GCCI) attended a cocktail at the residence of Her Excellency, Sarah Ann-Lynch, United States Ambassador to Guyana. The Cocktail was hosted in honor of The Louisiana District Export Council Trade Delegation.

President of Guyana, His Excellency Dr. Mohamed Irfaan Ali delivered brief remarks at the event and the Ambassador thanked Ms. Shaw for her excellent presentation on behalf of the Chamber earlier at Marriott.



GCCI's Month in Review - November

GCCI participated in Government-Led Roundtable Discussion on 'Access to Financing' and the 'United States EXIM Bank Products' relevant to the Local Private Sector

On November 17, 2022, The Georgetown Chamber of Commerce and Industry (GCCI) attended a roundtable discussion on Access to financing and the United States EXIM Bank Products relevant to the local private sector. The Government of Guyana organized the information-sharing session in collaboration with the United States (US) EXIM Bank at the Arthur Chung Conference Centre.

The initiative follows the signing of the memorandum of understanding (MOU) between the Government of Guyana and the bank during President Dr. Mohamed Irfaan Ali's visit to Washington in July.

EXIM is the official export credit agency of the United States, the bank is small business focused and supports a variety of industries including oil and gas, manufacturing, construction and medical equipment, power generation, renewable energy, aircraft and avionics, agribusiness, wholesale/retail, renewable energy and services.



GCCI's Month in Review - November

GCCI met with Incoming Delegation from the Africa Caribbean Business Council Private Sector

On November 18, 2022, the Georgetown Chamber of Commerce and Industry (GCCI) met with Delegates from the Africa Caribbean Business Council Private Sector comprised of representatives from the Africa Import Bank and other African Private Sector investors with the aim of promoting African-Caribbean Trade.

President of the GCCI, Mr. Timothy Tucker, welcomed the delegation and highlighted the Chambers' task of taking Guyana's products cross-country, receiving/welcoming incoming delegations and supporting them in terms of partnerships and navigating Guyana.

Mr. Rene Awambeng, Director and Global Head of Client Relations, at Afreximbank, introduced the bank as a multilateral government financial institution established by a treaty providing trade-enabling infrastructure. The bank performs a full range of duties including bank advisory, strategy and international cooperation, finance, credit services and trade financing.



GCCI's Month in Review - November

GCCI addressed the School of Entrepreneurship and Business Innovation at the University of Guyana's First Virtual Entrepreneurship Month Speaker Event

The University of Guyana hosted its first Virtual Entrepreneurship Month Speaker Event on November 17, 2022, for the School of Entrepreneurship and Business Innovation in light of Global Entrepreneurship Week, a global celebration of entrepreneurship that takes place during the second week of November (November 14-20, 2022).

The virtual event featured presentations from a variety of organizations that offer entrepreneurial assistance, including but not limited to: the Georgetown Chamber of Commerce and Industry (GCCI), the Institute of Private Enterprise Development (IPED), and Gurchuran Investment Inc.

Presenting at the event, GCCI's operations coordinator Ambika Ramraj provided a synopsis of the Chamber's mandate and commitment to private sector development along with opportunities available for entrepreneurs at the chamber.

She highlighted Initiatives led by the GCCI to support entrepreneurs and aspiring entrepreneurs including Mentorship/networking; where entrepreneurs are paired with well-established companies and given the opportunity to gain experience, the Business development forum; a forum that provides key insights on how to establish and advance business, The Vision Fund Grant; an opportunity for entrepreneurs to submit their business proposals to the Chamber for a chance to be awarded a grant sum of \$300,000 in funding and finally Capacity building of small business at the *National Small Business Week where small businesses operations across any sector can take advantage of the opportunity to showcase their products and network.

GCCI Celebrated International Men's Day



HAPPY

International Men's Day

"Try not to become a man of success, but rather try to become a man of value."

– Albert Einstien



GCCI's Month in Review - November

GCCI attends launch of Green Gibraltar Inc. at Rockstone Village, Region 10

The Georgetown Chamber of Commerce and Industry (GCCI) was pleased to be a part of the ceremonial launching of Green Gibraltar Inc's, self-contained and solar-powered telecommunication unit at Rockstone, Region 10, on Friday, November 18, 2022.

The unit was activated by the Prime Minister, Honorable Mark Phillips, and those present were able to access the internet immediately. The partnership between the private sector and Government which facilitated the investment will see connectivity benefitting the Rockstone community in four key areas: medical, education, tourism/commerce and well-being.

During the launch, the telecommunications company also conducted real-time demonstrations to show how residents can access education and medical services. The Chamber congratulates Director David Mahmalji and his team for working to bring modern services to hinterland communities.



GCCI's Month in Review - November

GCCI received a courtesy call visit from Representative Councillor for the Caribbean ASEAN Council, Mr. Matthew Yngson

GCCI's president Mr. Timothy Tucker received a courtesy visit from Mr. Matthew Yngson on November 24, 2022. Mr. Yngson is a Representative Councillor of the Caribbean ASEAN Council and Diplomatic Envoy of the Eastern Caribbean-Southeast Asia Chamber.

Currently, Mr. Yngson is assisting Guyana's Honorary Consul, Mr. Joseph D'Oliveira, with numerous projects in the Philippines, especially in the trade and tourism sectors.

Among the topics discussed were strengthening Guyana's economic aspirations in Southeast Asia, opening a Trade and Commerce office, boosting investment opportunities, and improving business exchanges.



GCCI's Month in Review - November

GCCI attended a Biodiversity Engagement Facilitation Consolidation Event organized by World Wildlife Fund Guianas (WWF-Guianas)

In collaboration with other foreign partners, the Georgetown Chamber of Commerce and Industry (GCCI) attended the Biodiversity Engagement Facilitation Consolidation Event organized by World Wildlife Fund Guianas (WWF-Guianas).

The event focused on the role of Guyana's mining and agriculture sectors in promoting sustainable development. A focus of the discussions was the reduction of pollution associated with mercury and cyanide as well as the development of low-impact mining solutions and mercury alternatives with a goal of becoming mercury-free.

In the agriculture sector, attention was given to facilitating the production and/or importation of bio-fertilizers and bio-pesticides, reducing air pollution and improving water management.

It was also disclosed at the event that Guyana is leading in Chemicals Management for the Region.



GCCI's Month in Review - November

GCCI receives a Courtesy Call Visit from a Delegation from the Chamber of Commercial Diplomacy in Romania

On November 25, 2022, The Georgetown Chamber of Commerce and Industry (GCCI)'s Executive Management Committee met with a Delegation from the Chamber of Commercial Diplomacy in Romania comprising Mr. Sergiu Baci, President of the Chamber of Commercial Diplomacy, Mr. Adrian Petrica Spatariu, Legal Representative and Mr. Adrian Marcel Puscas, Counselor to the President of the Chamber.

The delegation indicated their interest in forming connections and exploring business opportunities and sought information on the investment climate in Guyana. Mr. Tucker mentioned that the promotion of partnerships is a focal point of the chamber. He added "we pride ourselves in being the gateway to creating great partnerships". Areas identified for investments and development included Hospitality/Tourism, financial sector development (including capital markets), Agriculture and Agro-processing.

GCCI remains committed to welcoming and facilitating incoming trade missions and delegations and supporting them in terms of forming partnerships and meaningful business connections.



UPCOMING EVENTS



133RD ANNUAL AWARDS

Presentation & Gala Dinner

Guyana Marriott Hotel Georgetown

December 15th, 2022 | 6pm

Featured Speaker

H.E DR. MOHAMED IRFAAN ALI

President of the Co-Operative Republic of Guyana

“Government’s Outlook & Objectives for 2023”

Dress Code: Formal

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C O N T R I B U T I O N \$ 2 5 , 0 0 0



Business Feature for the Month of November



Established in 2003, ComfortSleep is the leading mattress manufacturer in Guyana. With a firm commitment to quality and customer service, we continuously strive towards delivering on our promise to get you the best sleep. Our products cater to various price points and are available in a range of contemporary and traditional designs.

Our operations are based in Eccles, East Bank Demerara, Guyana where our highly skilled team works diligently to make sleep a truly incredible experience. While we offer manufacturer's warranty on our products, we have never had a refund during the 14 years of our existence. Our mattresses and foams are made to International standards with modern equipment and machinery. We use the finest raw materials, including Italian fabric and high count coils guaranteed to make you sleep in comfort.



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