



# NEWSLETTER

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



AUGUST  
IN REVIEW



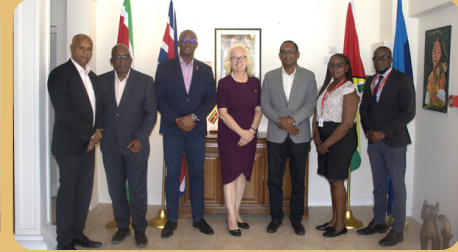
UPCOMING  
EVENTS



NEW  
MEMBERS



MEMBER OF  
THE MONTH



## INSIDE THIS ISSUE

- The GCCCI is part of the Guyanese delegation at 9th India-Latin America and Caribbean (LAC) Conclave.
- GCCCI meets with several diplomatic missions, discusses potential for collaboration across a variety of sectors.
- GCCCI participates at 2023 International Building Expo.
- Executives discuss financing possibilities with French Development Agency (AFD) Group subsidiary, Proparco.
- Trade & Investment Committee collaborates with the South Louisiana Economic Council (SLEC) to host webinar.



## PRESIDENT'S MESSAGE



Dear Readers,

Welcome to the return of the monthly e-newsletter of the Georgetown Chamber of Commerce and Industry (GCCI), which showcases activities the Chamber would've held or participated in, highlights of work being done to bring benefits to our members, GCCI's calendar of upcoming events, and greetings to our newest members.

August was a particularly busy and productive month for the Chamber as we continued our work contributing to the development of the country's private sector landscape and cultivating promising opportunities for our membership.

Of particular highlight this month were meetings held with representatives of a number of foreign missions where potential for collaboration across a variety of sectors emerged.

The month opened on a high note with the GCCI's participation in a Guyanese delegation at the ninth India-Latin America and Caribbean (LAC) Conclave, progressing to the GCCI's participation at the 2023 International Building Expo and included the GCCI's support at a number of events, and participation in a number of meetings. This month's activeness of the Chamber was indicative of how the Chamber continues to strive to keep pace with Guyana's growing economic environment.

## WELCOME TO THE GCCI

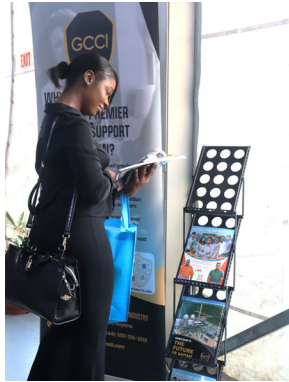
In August, 2023, the Georgetown Chamber of Commerce and Industry embraced its newest cohort of members. We would like to take the opportunity to extend our warmest welcome to:

- RF Logistics Inc.
- TechPro Guyana
- Caribbean Building Concepts & Logistics Inc. (CBCL)
- Veena's Linen and Hotel Supplies
- Abdool Hakh and Sons Rice Milling Complex
- Atlantic Concierge & Integrated Logistics Inc.
- Quality Schools International Guyana
- Monarch Insurance Brokers
- Transformative Training Solutions
- Gold Body by Cosmetics BW
- Axiom Construction & Elevator Services



## TRAVEL

From August 3 - 4, GCCI President, Mr. Kester Hutson was in New Delhi, India for the ninth India-Latin America and Caribbean (LAC) Conclave, which provided opportunities for expanded engagement between the nations' commercial sectors. It also provided useful insight into how Guyana and India may work together more effectively. Mr. Hutson represented the GCCI at a number of engagements where he advocated for collaborations between Guyana and private sector businesses that are looking to conduct business and develop partnerships in the country.



### **GCCI represented at Canon Technology Expo**

On August 14, GCCI President, Mr. Kester Hutson, attended the Opening Ceremony of the Canon Technology Expo, which was held in partnership with Laparkan Group of Companies. Making remarks at the event, Mr. Hutson commended Laparkan for recognizing the value of membership in the Chamber and praised Canon for its collaboration with a local company, citing it as an example of the type of downstream linkages that Chamber members require to continue to expand and grow to the benefit of both companies.



## EVENTS

### **GCCI Participates in 2023 International Building Expo**

From August 24-27, the GCCI participated in the 2023 International Building Expo at the Guyana National Stadium. At the Expo, persons who visited the GCCI booth received a copy of the current edition of the Business Guyana Magazine and learned about the benefits of being a member of the GCCI. During their visit to the expo H.E. Dr. Irfaan Ali, President of the Cooperative Republic of Guyana and H.E. Jane Miller, British High Commissioner took the opportunity uplift a magazine and learnt about GCCI's current activities.

### ***GCCI Welcomes “Made in Guyana” TV Series Initiative***

Also on August 14, Mr. Hutson attended the launch of the National Communications Network’s (NCN) “Made In Guyana” television series, at NAMILCO’s Headquarters on the East Bank of Demerara. Mr. Hutson congratulated NAMILCO on being the first business to be showcased on the programme. “Made In Guyana” is a TV programme by NCN that will be aired twice per month, featuring a different business on each episode. The series will give a walk-through of how products are being made by the featured business.



## EVENTS

## MEETINGS

### ***Construction & HSSE Committee attends meeting with the PSC and the Guyana Fire Service (GFS)***

On August 2, Chairman of the Construction & HSSE Committee, Mr. Keon Howard, attended a meeting with the Private Sector Commission (PSC) and the Guyana Fire Service (GFS) to discuss concerns and avenues of collaboration between the private sector and GFS. A major concern that was discussed was the existence of ancient structures in close proximity to newer buildings, as well as the fact that buildings are not being built to code.

### ***Human Resource Management & Capacity Building Committee attends Guyana Labour Needs Stakeholder Meeting***

On August 14, Chairperson of the Human Resource Management & Capacity Building Committee, Mrs. Kathy Smith, attended a follow-up stakeholder meeting on Guyana’s Labour Needs at the Arthur Chung Conference Centre.

### ***GCCI Executives meets with French Development Agency Subsidiary***

On August 16, members of the Executive Management Committee met with Carl Daunar, an Investment Officer of Proparco, a subsidiary of the French Development Agency (AFD). Discussions were held on how Proparco may collaborate with the Chamber to provide opportunities that will benefit the Chamber’s members. The Chamber, which represents a large number of local private sector enterprises, was identified as a vital partner in assisting the financial institution in understanding how its financial products and technical assistance may be tailored to the needs of local businesses.





## DIPLOMATIC DISCUSSIONS

### ***GCCI discusses business opportunities with Guyana Consulate in Toronto***

On August 10, GCCI President, Mr. Kester Hutson, paid a courtesy visit to the Guyana Consulate in Toronto, where he met with Consul General (ag) Madam Grace Sarius-Joseph.

Mr. Hutson and Madam Sarius-Joseph spoke about diaspora involvement in Guyana's economic development, and the massive opportunity for the diaspora to partner and collaborate with local businesses in Guyana. They also discussed opportunities for local businesses to expand their goods and services into the Canadian market. Mr. Hutson conveyed the Chamber's readiness to assist local and overseas businesses with creating partnerships and linkages, and called for those in diaspora to join the Chamber's membership.



### ***GCCI Executive discusses areas of collaboration for upcoming EU Trade Mission to Guyana***

On August 15, Mr. Hutson and Junior Vice President, Mr. Gavin Ramsoondar met with Chargé d Affaires Mr. Joan Nadal Sastre and discussed key areas of collaboration for an upcoming European economic mission scheduled for November 20-22. The delegation is expected to include 30 to 45 EU companies from a variety of priority industries, including renewable energy, agriculture and forest production, health and pharmaceutical, logistics and construction, information technology and digitization. Businesses participating in the project will strive to form alliances with local companies.



### ***GCCI Executives meets with US Ambassador to discuss security issues***

On August 17, Executives of the GCCI met with US Ambassador, Sarah-Ann Lynch and other officials of the US Embassy, to discuss issues surrounding crime and security. The present security situation in Guyana was also examined, as well as how it affects local businesses and investment potential.

The Ambassador was joined by US Embassy Regional Security Officer, Mayan Shih, Senior Security Investigator, Lennox Alleyne and Economic/Commercial Officer, Thomas Seeger.

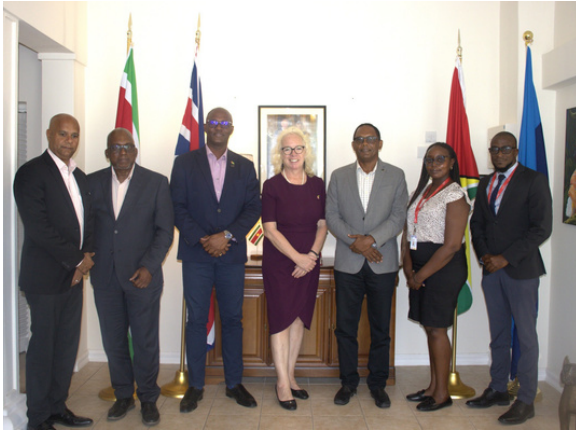


### ***GCCI meets with Guyana Ambassador to Cuba to discuss advancing economic trade with Cuba***

On August 24, Mr. Hutson and Chairman of the Trade and Investment Committee, Mr. Carlos Mendonca met with Guyana's Ambassador to the Republic of Cuba, His Excellency Halim Majeed. The meeting's discussions centered on the numerous prospects for mutually advantageous economic relationships to be developed between companies in Guyana and Cuba, as well as the possibility of additional connections between enterprises in Guyana and nations in Central America and Central Europe.



## DIPLOMATIC DISCUSSIONS



### ***GCCI meets with British High Commissioner to discuss collaboration in the agriculture sector***

On August 28, members of the Agriculture Committee met with H.E. Jane Miller, British High Commissioner where discussions were held on potential areas of collaboration in the agriculture sector. The discussion focused on the gaps in the sector, i.e. the need for training, and increased incorporation of technology to better attain phytosanitary standards necessary for the export of Guyanese produce.

This meeting comes ahead of a planned UK Trade Mission that will be visiting Guyana from November 27-29, 2023.

### ***Chinese Ambassador pays courtesy call on the Georgetown Chamber***

On August 31, Chinese Ambassador Guo Haiyan paid a courtesy call on the GCCI where she met with the GCCI President, Mr. Kester Hutson, and other members of the Chamber's Executive Management Committee (EMC) including Junior Vice President, Mr. Gavin Ramsoondar, Treasurer, Mr. Orson Ferguson and Secretary, Mrs. Kathy Smith.

The Ambassador noted how keen the Chinese Embassy is on establishing a sustained relationship with the Chamber. Noting the potential for benefits to both Guyanese and Chinese businesses, Ambassador Haiyan extended an invitation for a delegation from the Chamber to do a Trade Mission of China, and asked about areas where China could offer support to the local business sector.

Agriculture, manufacturing and processing, ICT, tourism were noted as some sectors of interest where Guyanese and Chinese businesses can collaborate.



## SMALL BUSINESS TIP

Prioritize customer support. In most industries — especially retail — businesses compete on the customer experience rather than the product. Make it easy for your customers to get in touch with a real human on social media, messaging apps, email or even by phone.



## COMMITTEE HIGHLIGHTS

## AGRICULTURE COMMITTEE

***GCCI shows support at launch of Agri-Investment Forum and Expo***

On August 18, Chairman of the Agriculture Committee, Mr. Brian Edward and Vice Chairman, Mr. Paul Archer along with other GCCI representatives attended the launch of the 2023 Agri Investment Forum and Expo. The Expo is scheduled for October 20-22, 2023. This three-day event aims to encourage investment in the agri-sector to generate food security in the Caribbean.

***GCCI represented at WUSC MultiStakeholder Engagement on Sustainable Agriculture in the Caribbean***

On August 24, Mr. Edwards and Mr. Archer attended the World University Service of Canada (WUSC) Multi-Stakeholder Engagement for the Sustainable Agriculture in the Caribbean (SAC) Project. The engagement focused on difficulties in the Plantain, Roots, and Tubers (PRT) market systems, as well as solutions to ensure climate resilience and long-term growth of the market system.



## SMALL BUSINESS TIP

Even in this impersonal age, a personal touch will go a long way with your customers. Whether it's a handwritten note to a new client or a gift basket after a big order, clients who feel appreciated will come back again and again.



COMMITTEE HIGHLIGHTS

TRADE & INVESTMENT COMMITTEE

**GCCI hosts webinar in collaboration with South Louisiana Economic Council (SLEC)**

On August 24, 2023, GCCI's Trade & Investment Committee and the South Louisiana Economic Council (SLEC) co-hosted a webinar titled "Exploring Business Opportunities in the USA – Louisiana Edition." This event aimed to highlight the promising business landscape in Louisiana. During the webinar, representatives from SLEC, Louisiana Economic Development, and Fletcher Technical Community College discussed parallels between Louisiana and Guyana. These included:

1. **Energy Potential:** Louisiana is a key player in the U.S. energy sector, with activities in oil, natural gas, and petrochemicals. Guyana, emerging as an oil producer with substantial offshore reserves, shares energy potential.
2. **Agricultural Diversity:** Louisiana boasts a diverse agriculture sector with soybeans, rice, sugarcane, and seafood. Similarly, Guyana excels in rice, sugarcane, and various fruits and vegetables, offering potential for agricultural collaboration.
3. **Trade and Ports:** Louisiana's ports are crucial for U.S. commerce, while Guyana's location on South America's northern coast opens doors to maritime trade routes, facilitating trade partnerships.

These uncanny parallels, while promising, are tempered with the acknowledgment of unique challenges and contexts that each region faces. The webinar served as a platform to explore these shared traits and discuss avenues for economic growth and collaboration between Louisiana and Guyana.

**SLEC**  
South Louisiana Economic Council  
Assistance • Leadership • Innovation

**GCCI**  
Guyana Chamber of Commerce & Industry

**EXPLORING BUSINESS OPPORTUNITIES IN: THE USA Louisiana Edition**

**Focus Areas :**

- Unveiling Business Opportunities in Louisiana
- Navigating the Foreign Market: How SLEC can Assist Guyanese Businesses
- Strategic Partnerships and Networking Insights

Thursday, 24th August, 2023  
11:00 AM - 12:00 PM EST

Zoom Meeting ID: 869 1176 9203

**THE SPEAKER LINEUP**

**SPEAKER 1**  
**Vic Lafont**  
President and CEO  
South Louisiana Economic Council

**SPEAKER 2**  
**Deanna Lafont**  
Business Development  
South Louisiana Economic Council

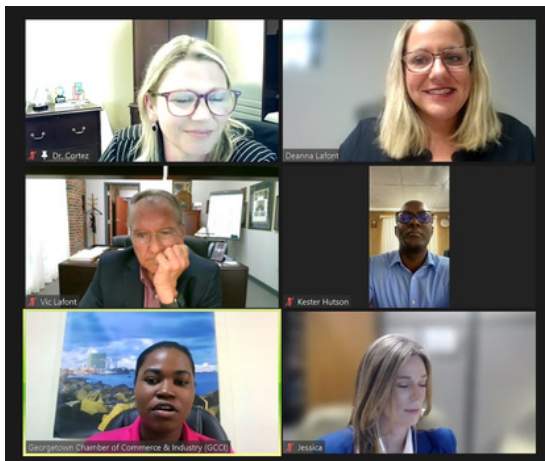
**SPEAKER 3**  
**Cody Blanchard**  
Communications and Special Projects  
South Louisiana Economic Council

**SPEAKER 4**  
**Jessica Stevenson**  
International Project Manager  
Louisiana Economic Development

**SPEAKER 5**  
**Dr. Carrie Cortez**  
Vice Chancellor for Academic Affairs and Workforce Initiatives  
Fletcher Technical Community College

**SPEAKER 6**  
**Albert Lirette**  
Head  
Integrated Production Technology Department  
Fletcher Technical Community College


An initiative by the GCCI's Trade & Investment Committee



SMALL BUSINESS TIP

Learn to be flexible. Agile businesses can quickly pivot in response to changing market conditions, while the slow movers struggle not to become obsolete. Lean into your data and be willing to change course. Listen to customer feedback and don't be too wedded to your own opinions.

UPCOMING EVENTS

 **Jefferies** 

**YOU ARE INVITED TO JOIN US!**



**GUYANA**  
**CAPITAL MARKETS**  
WEALTH CREATION AND RETENTION  
C O N F E R E N C E

**OCT. 3, 2023**  
**OCT. 4, 2023**

**VENUE:**  
**PEGASUS SUITES AND CORPORATE**  
**GEORGETOWN, GUYANA**

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**[JSEGUYANACONFERENCE.COM](http://JSEGUYANACONFERENCE.COM)**