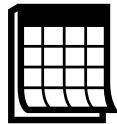




# NEWSLETTER

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



OCTOBER  
IN REVIEW



COMMITTEE  
HIGHLIGHTS



NEW  
MEMBERS



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**PRESIDENT'S MESSAGE**

Dear Readers,

Welcome to the monthly newsletter of the Georgetown Chamber of Commerce and Industry (GCCCI), which showcases activities the Chamber would've held or participated in, highlights of the work we are doing to benefit our members, upcoming events, greetings to our newest members and more.

October was another productive and highly successful month for the Chamber, where we were able to cover new ground in some areas, and encouraged discussions and conversations on new ideas of how to further advance the business sector in Guyana as the country continues on its sustained economic transformation.

The resounding successful hosting of the inaugural Regional Investments and Capital Markets Conference, was one of the biggest highlights of this month and the GCCCI was proud to have been associated with this progressive venture that initiated dialogue on the possibilities of diversified financing opportunities.

October also saw the celebrations of quite a few significant observations, namely Breast Cancer Awareness Month, Agriculture Month, and Cybersecurity Month. I am heartened that the GCCCI was able to be engaged in various activities commemorating all of these respective events.

The GCCCI was at the forefront of organising the hosting of the first Agriculture Symposium, which opened up a new avenue for pivotal discussions in this sector. Taking part in the annual Agri Investment Forum and Expo, Technology Conference, participating in activities of two incoming trade missions and hosting a successful Breast Cancer Awareness Month Charity Mixer were just a few of the other significant activities that marked the success for the month October.

All in all the Chamber continued its work towards contributing to the development of the country's private sector landscape and cultivating promising opportunities.

## 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:

- Cave Hill School of Business Inc.
- Infinite Office Solutions Inc.
- Donavon A. Rangiah, Attorney-at-Law
- The Economic Development Fund Inc
- Fast Learners Driving School
- Pressy Investments Inc
- DLC Executive Concierge Services
- B & R Food Packaging and Crafts

## DIPLOMATIC DISCUSSIONS

### ***GCCI EMC met with the Senior Commercial Officer at the US Embassy.***

On October 5, GCCI President, Mr. Kester Hutson and Secretary, Mrs. Kathy Smith met with Mr. Daniel Gaines, Senior Commercial Officer at the US Embassy. Discussions centered on how there can be a collaboration to provide access to financing opportunities for local businesses through the US EXIM Bank. Mr. Hutson expressed the GCCI's eagerness to work with Mr. Gaines to facilitate an encouraging private sector environment.



### ***GCCI Executive meets with Dominican Republic Commercial Council***

Also on October 5, the GCCI Executive Management Committee (EMC) met with Mr. Alexander Sarante, Commercial Council for the Dominican Republic Embassy in Guyana. The meeting was held to invite members of the GCCI to a Strategic Business Roundtable session, and to discuss how businesses from the two countries could identify possible areas of partnership, with a focus on businesses in the food and beverages, pharmaceuticals, and cosmetic sectors.



### ***GCCI meets with Mexican Ambassador and investors***

On October 17, Councilors of the GCCI met with the Mexican Ambassador to Guyana Mauricio Vizcaíno Crespo and a delegation of Mexican investors. The meeting's discussions centered on areas of opportunity for partnership and collaborations between businesses in Guyana and Mexico. The Ambassador emphasized that the Embassy is looking forward to Guyana and Mexico developing a healthy working partnership.



### ***GCCI Secretary attends meeting with DR Ambassador***

On October 17, GCCI Secretary Mrs. Kathy Smith attended a meeting hosted by the Dominican Republic Embassy in Guyana during which discussions on the creation of a relationship between GCCI and Guyana/Dominican Republic Chamber of Commerce (GuyanaChamDR).

Those present at the meeting included Dominican Republic Ambassador to Guyana, Mr. Ernesto Torres Pereyra, Commercial Council, Alexander Sarante, GuyanaChamDR President, Mr. Miguel Angel Gonzalez and Executive Director, Ms. Isabel Puig.

**TRADE MISSIONS**

***GCCI participates in private sector discussion sessions with Brazilian Trade Delegation***

On October 11, members of the GCCI Executive Management Committee (EMC) participated in a private sector discussion session with a trade delegation from Brazil. The Brazilian delegation was in Guyana on a five-day visit from October 10-14. The session saw the participation of representatives from approximately 40 businesses out of Brazil. The GCCI along with the Guyana Manufacturing and Services Association (GMSA) were part of the interactive session that saw information sharing between the BSOs and the Brazilian businesses.



**GCCI Executive members attend Energy NL Networking Reception**

On October 17, GCCI Senior Vice President, Mr. Richard Rambarran, and Junior Vice President, Mr. Gavin Ramsoondar attended a Networking Reception held to welcome a delegation from Canada's Energy NL. The Energy NL Trade Mission was in Guyana from October 16 - 20. The visit focused on multiple business sectors including renewable and non-renewable energy, cleantech/oceantech, mining, digitalization and infrastructure. The Trade Mission also held business-to-business matching, which partnered local businesses with the Canadian businesses.



EVENTS

***Inaugural Regional Investments and Capital Markets Conference a resounding success***

From October 3 - 4, the Jamaica Stock Exchange (JSE), in collaboration with the GCCI successfully hosted an inaugural Regional Investments and Capital Markets Conference in Guyana. The event got off to a grand start before a packed-out audience at the Pegasus Suites and Corporate Centre, Kingston.

The two day Conference was held under the theme "Guyana's Capital Markets: Wealth Creation and Retention" and featured simplified explanations of capital markets, the unveiling of investors' choices and convenient solutions to how companies can mobilize capital to innovate, grow and expand.



EVENTS

**GCCI hosts successful Breast Cancer Awareness Month Charity Mixer**

On October 26, the GCCI Membership & Diversity Committee hosted a Breast Cancer Awareness Month Charity Mixer at the Palm Court. The event was aimed at making an impactful contribution to the fight against breast cancer in Guyana, with part of the proceeds from the event going to the Cancer Institute of Guyana Inc. (CIG). The event was a sold-out success.



## EVENTS

***GCCI hosts closing ceremony for Teenternship Programme***

On October 6, the GCCI held a closing ceremony and presented certificates of participation to the bright, young minds that took part in the National Small Business Week “Teenternship” Programme. Eighteen students from secondary schools across Region Four took part in the one-week internship program that provided the teenagers with opportunities to shadow CEOs or General Managers in large and medium-sized businesses. The program aimed to offer the students practical learning experiences, enhance career awareness, and foster a deeper understanding of business operations.

***GCCI members attend Fina Bank Corporate Finance Solutions Event***

On October 19, Senior Vice President, Mr. Richard Rambarran, and other members of the Chamber attended a Corporate Finance Solutions Event held by Surinamese bank, FinaBank. The corporate meeting was Finabank’s first event in Guyana. With many of the bank’s Suriname clients setting up businesses in Guyana the institution is looking to expand its services and products in Guyana, to service existing and future clients. GCCI Member Theon Alleyne also attended the event, which was held at the Duke Lodge.

***GCCI President represent Chamber at Sub-Regional Policy Dialogue***

GCCI President, Mr. Kester Hutson represented the Chamber at the Inter-American Development Bank 2023 Sub-Regional Policy Dialogue on Science, Technology and Innovation in Kingston, Jamaica from October 18 - 19. The Sub-Regional Policy Dialogue was held to engage Caribbean policymakers, and private sector stakeholders in a discussion on how to foster and strengthen ecosystems that support dynamic entrepreneurship and innovation in the Caribbean region.





## MEETINGS

***GCCI Executives meets with JSE team after successful hosting of Capital Markets Conference***

On October 6 members of the GCCI Executive Management Committee met with a team of representatives from the Jamaica Stock Exchange (JSE), led by Managing Director, Dr. Marlene Street Forrest. The meeting came after the successful hosting of the inaugural Guyana Investments and Capital Markets Conference, which the JSE and GCCI collaborated to host. The two agencies discussed opportunities for a long-term working relationship. The GCCI noted its eagerness to work along with the JSE for the establishment of private sector-led stock exchange.

***GCCI represented at Public Procurement Commission meeting on Standardized Evaluation Report***

On October 23, Mr. Hutson met with the Public Procurement Commission (PPC) on the crafting of Standardized Evaluation Report.

## COMMITTEES' HIGHLIGHTS

## PETROLEUM COMMITTEE

***GCCI hosts Gas to Energy Session with Membership***

On October 13, the GCCI Petroleum Committee held an informative session on Guyana's Gas to Energy Project. At the event presentations were made by Minister of Natural Resources, the Honorable Mr. Vickram Bharrat and Director of the Local Content Secretariat, Dr. Martin Pertab. The interactive session was held in the boardroom of the GCCI's Waterloo Street Office. A number of the Chamber's members attended the meeting in person and virtually. The session entailed presentations on the project overview, advantages for Guyanese, and progress achieved thus far. Following presentations by Dr. Pertab and Minister Bharrat, those in attendance were allowed to ask questions and comment about the imminent monumental project, and the massive benefits it is projected to bring to the country.



COMMITTEE HIGHLIGHTS

AGRICULTURE COMMITTEE

**GCCI and stakeholders collaborate to host inaugural Agriculture Symposium**

As part of celebrations for Agriculture Month, on October 17, the GCCI Agriculture Committee in collaboration with the Ministry of Agriculture and other private sector agencies hosted Guyana’s first Agriculture Symposium, at the Arthur Chung Conference Centre. Over 130 persons participated in the Symposium which featured interactive discussion sessions on access to finance, access to market, and climate-smart agriculture initiatives. The feature address at the event was delivered by the Minister of Agriculture, the Honorable Zulfikar Mustapha, who commended the Symposium as a creative initiative that brought together a wide variety of stakeholders in the agriculture sector to advance innovative ideas to move the agriculture sector forward.



**GCCI attends Agri Investment Forum and Expo**

The GCCI was represented at the Agri Investment Forum and Expo, held at the Arthur Chung Conference Centre, in Liliendaal. Several GCCI Council members attended the event’s opening ceremony on October 20, while the Chamber also had a booth at the event’s exhibition. Several GCCI members were able to participate in the Agri-Expo via the GCCI booth. The GCCI afforded members the opportunity to showcase their products at the GCCI booth at the Expo.



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

GREEN ECONOMY COMMITTEE

**GCCI hosts webinar on Bioenergy Solutions**

On October 5, the Green Economy Committee held a Webinar on “Bioenergy Solutions - Building a Greener Tomorrow”. The event saw presentations by GCCI Green Economy Committee Chairperson, Ms Shaleeza Shaw and a number of senior executives from the India-based oil and gas project management firm Priserve Infrastructure Pvt. Ltd. Those presenting included Director, Mr. Kamal Kumar, Vice President, Dr. Devraj Singh and Snr Executive Deepshikha.



**GCCI meets with GSA management and students**

On October 6, GCCI Green Economy Committee Chairperson, Ms Shaleeza Shaw, interacted with the management and students of the Guyana School of Agriculture (GSA). During the visit, Ms. Shaw shared about the Committee's campaign to alleviate plastic pollution through youths, given the proliferation of littering in waterways, pathways, and the act of persons throwing items out of their vehicles on roadways.



**GCCI represented at UN SDG Partnership Forum**

On October 18, Chairperson of the GCCI Green Economy Committee, Ms. Shaleeza Shaw attended the United Nations Sustainable Development Goals (SDGs) Partnership Forum at the Marriott Hotel. The forum involved shared learning to understand best practices for how Guyanese businesses can align their strategies with the 17 UN SDGs.

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

### HSSE & CONSTRUCTION COMMITTEE

#### *GCCI attends GNBS on revision of standards*

On October 24, GCCI Councilor and Chair of the HSEE and Construction Committee, Mr. Keon Howard attended the Guyana National Bureau of Standard's Technical Committee meeting on the 18th revision of the standard specification for hot-dip zinc coated corrugated steel sheet for general purposes.

### TRADE AND INVESTMENT COMMITTEE

#### *GCCI hosts information session for members on doing business in Ghana*

On October 26, the GCCI Trade & Investment Committee in collaboration with the Ghana National Chamber of Commerce & Industry (GNCCI) facilitated a presentation on "Doing Business In Ghana: Opportunities; Regulatory Frameworks And Incentives". Held virtually, the event marked a significant milestone in ongoing efforts to provide valuable insights and opportunities to the GCCI members. The presentation focused on the practical steps, regulatory considerations, and best practices for engaging in trade with Ghana. The event is part of the T&I Committee's commitment to fostering international business relationships and promoting trade opportunities.

### SECURITY & GOVERNANCE COMMITTEE

#### *GCCI Security & Governance Chairman underscores importance of digitisation and cybersecurity at inaugural Technology Conference*

On October 26, Chairman of the GCCI Security and Governance Committee, Mr Orson Ferguson represented the Chamber at the inaugural Technology Conference that was held at the Pegasus Corporate Suites and Corporate Centre. Delivering remarks at the event, Mr. Ferguson underscored the importance of digitisation and cybersecurity in giving businesses a competitive edge. The event was also attended by GCCI President, Mr. Kester Hutson. The feature address at the event was delivered by Prime Minister Brigadier (Ret'd), Mark Phillips. The Technology Conference was organised by the Guyana Manufacturing and Services Association (GMSA) in association with the GCCI and Private Sector Commission (PSC).



### 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.

## MESSAGES AND STATEMENTS



# Georgetown Chamber of Commerce and Industry

“Serving Guyana through Commerce and Industry since 1889”

President: Kester Hutson

October 25, 2023

**PRESS RELEASE** *by*

**Georgetown Chamber of Commerce & Industry** *on*

**The Government and Opposition’s joint stance on the territorial integrity of Guyana**

**-START-**

The Georgetown Chamber of Commerce and Industry (GCCCI) is heartened by the recent talks between the Government of Guyana and the Opposition, led by H.E. the President, Dr. Irfaan Ali and the Honourable Leader of the Opposition, Mr. Aubrey Norton, respectively.

The GCCCI believes that this unified front is a critical underpinning for ensuring the maintenance of the territorial integrity of Guyana. These talks demonstrate a degree of political maturity and leadership that is required to navigate these circumstances. The Chamber calls for all Guyanese to show support and unify for this cause.

The maintenance of our Guyana must be of paramount importance. The GCCCI will continue to support efforts being made in this arena and believes that the right course is being charted by our leaders.

**-END-**