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BUILDING EXPO JULY 22-24, 2022

According to Honourable Minister Croal, responsible for the event noted, “the exposition will include demonstrations of model houses such as the government’s moderate-to-low income and young professional homes”.

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MINING MARKET IN GUYANA

Situated on the mineral-rich Guiana Shield, Guyana’s mining sector focuses on gold, bauxite and diamonds; gold represented 8.8% of Guyana’s economic output in 2021. Diamond declarations grew by an estimated 82.2% in 2020.



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CANADA GUYANA CHAMBER OF COMMERCE TO HOST INAUGURAL GALA AND FUNDRAISER



Building Expo July 22-24, 2022

Against the backdrop of a new frontier for building a new Guyana, the International Building Expo was opened by HE Dr. Mohamed Irfaan Ali on June 22nd. The President, in his speech, outlined a bold vision for 2030 based, amongst other things, on the principles of sustainable development, environmental responsibilities and technological transformation. He outlined several projects that the Government is contemplating including Silica City. Minister Susan Rodrigues in her address indicated that the Government has engaged a team of world class planners to support the planning and development of Silica City. A City that will bring to life Guyana's low carbon development pathway; expected to incorporate a unique combination of urban planning practises, the development of critical resilient infrastructure, using the principles of environmental stewardship and the

creation and nurturing of lifestyles that balance human culture, climate change risks and economic vitality.

In his address to over 300 exhibitors and hundreds of attendees, including members of Cabinet, the Diplomatic Corp and Disciplined Services, Minister Collin Croal expressed his hope "that the Building Expo will be a catalyst for the introduction of new and innovative building and construction practices". During the course of the Expo, a 3D printer was used to build a house – the first demonstration of its kind in the Caribbean and Latin America.

The Building Expo also featured the latest in environmental building and construction products; technologies for Smart Homes and other innovative products.



In announcing a number of new measures to increase home ownership, especially for low-income families, the President lauded the efforts of the financial institutions and the collaboration of the private sector. He also challenged the private sector to look for solutions to address the high and fluctuating airfares between North American cities and Guyana. The President indicated that such exorbitant fares will prevent Guyana's tourism sector from optimizing its potential.

There were a number of presentations on some of the contemporary challenges facing Guyana including, Road Safety and Development, Doing Business in Guyana, Smart Housing Technology, Waste Treatment Plan and Bio Tank Specifications, Single Window System for Planning Permission and Occupational Health and Safety in Construction.



Scenes from Building Expo 2022



The Canadian Trade Commissioner Service (TCS)

The Trade Commissioner Service (TCS) promotes Canadian economic interests in the global marketplace. This is accomplished by assisting Canadian companies (who are clients of the TCS) to sell their products and services outside of Canada. The TCS also connects its clients with funding and support programs, international opportunities and its network of 1,000 trade commissioners in more than 160 cities worldwide.

Assistance from the TCS is free to its clients. To become a TCS client and benefit from our services, a Canadian business or organization must:

- (i) have meaningful economic ties to Canada,
- (ii) exhibit a demonstrated capacity for, and commitment to, internationalization; and
- (iii) have the potential to contribute significantly to the Canadian economy.

Canadian businesses can register for the TCS by contacting a Trade Commissioner in the Province their business is registered using the website www.tradecommissioner.gc.ca.

Once registered, a TCS client has access to the following services:

- ✓ assistance from the network of Trade Commissioners in target markets;
- ✓ funding and participation in programmes to aid in accessing international markets; and
- ✓ support through tailored advice and guidance to help you navigate your target market.

Funding and support programs for international businesses are provided through CanExport. CanExport provides a range of financial support to assist companies including small and medium-sized enterprises, companies invested in R&D, Associations, etc.

The TCS collects and utilises relevant information in order to better serve its clients and for referrals to appropriate resources. Client confidentiality is a key tenet of the core values of TCS. It is part of our commitment to integrity and professionalism.

Based on knowledge of the Guyana market, the following sectors offer the greatest opportunities for Canadian companies:

- Cleantech
- Education
- Infrastructure
- Construction, Building Products and Related Services
- Mining
- Oil and Gas

**The Trade Office in Guyana is located at The High Commission of Canada to Guyana High and Young Streets, Georgetown
Tel: (592) 227-2081-5
E-mail: GRTNTD@international.gc.ca.**

The Trade Commissioner Assistant with representatives of Guyana Logistics and Support Services Inc. (GLASS) at the International Energy Conference and Expo Guyana (IECE) Canada booth 2022.

The Senior Trade Commissioner at the Canadian High Commission in Georgetown is on the Board of Directors of the Chamber. The Chamber, with representatives in Canada and Guyana are also available to answer your queries or provide other support to investors seeking partnerships or other alliances to invest in mining in Guyana.



Mining Market in GUYANA

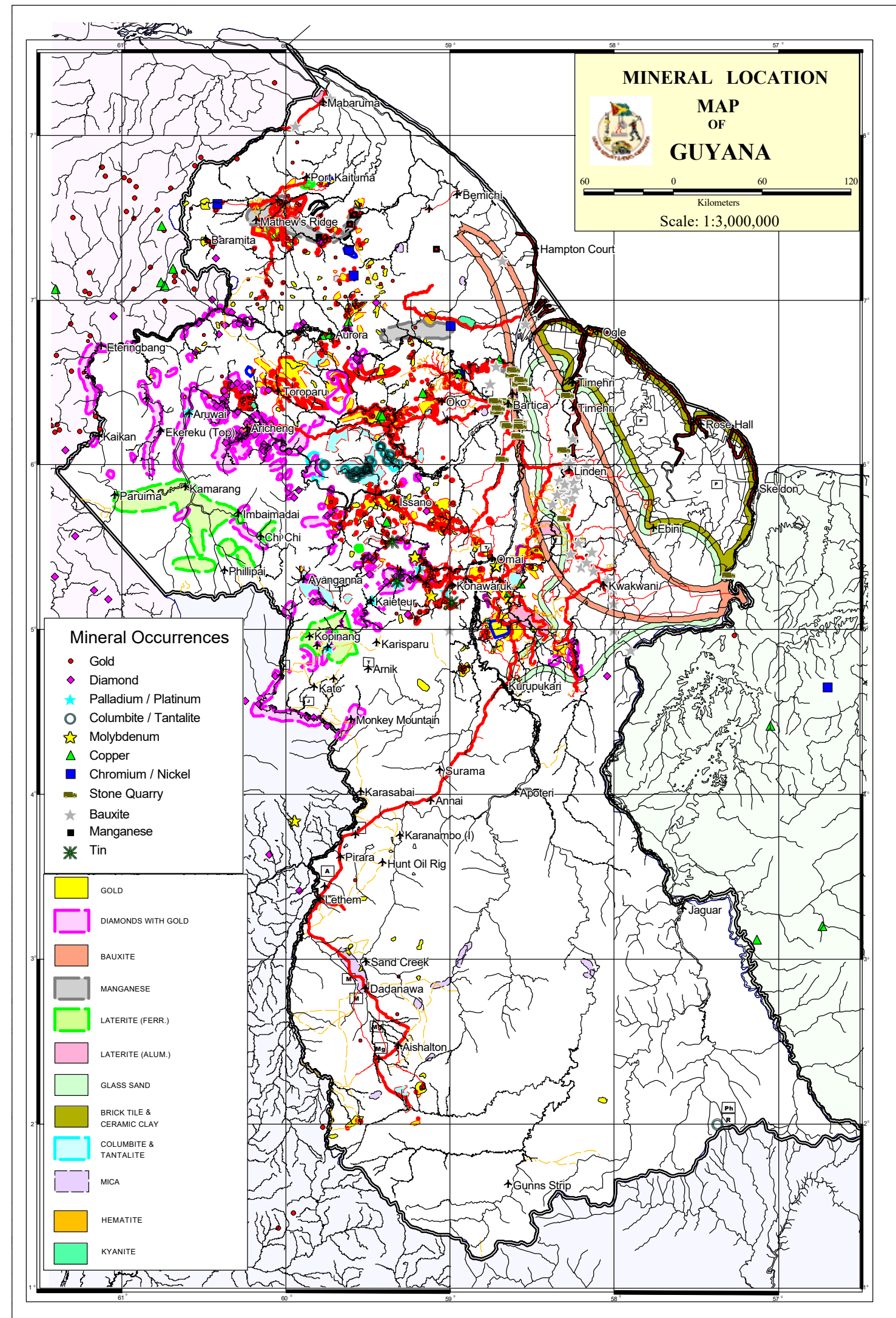
In February 2022, the Caribbean Development Bank (CDB) projected a gross domestic product (GDP) growth of 9.1% across its 19 Borrowing Member Countries (BMCs) 2022, accelerating the region's economic recovery, which started in 2021. The favourable outlook is anchored by an expected surge in the GDP of commodity-exporting economies by an estimated 17.5% on account of strong growth in Guyana (47.5%), emanating from increased oil and gas production, and a resurgence in energy production in Trinidad and Tobago as supply-side constraints are alleviated. Higher international prices for crude oil should translate into increased revenue.

When the Oil and Gas contributions are removed, Guyana's non-oil economy alone will grow 7.7% in 2022, which is considered impressive economic growth and means tremendous investment and expansion in consumption.

Collectively, the CARICOM member countries, including Guyana, offer Canadian businesses access to tremendous prospects in the existing and emerging sectors with limited and less fierce competition. Many Canadian companies are establishing a niche in the region that services their interests and contributes to the expansion of industries in Canada. In the fast-paced, fast-growing oil and gas industry, Canadian companies are positioning themselves to maximise access through collaborations.

Guyana's proximity to the main market is also a major advantage, which reduces considerably the costs compared to other distant regions. This is particularly true for SMEs located in eastern Canada- Six Opportunities exist for Canadian mining suppliers offering a variety of solutions and services, such as:

- data management (mining concessions)
- capacity building government institutions
- geological studies and surveys
- training of mining operators and mining services
- corporate social responsibility advisors
- engineering
- supply of mining equipment
- specialized drilling services
- processing labs and drilling companies
- mercury-free technology
- land reclamation and re-vegetation
- technology devices such as drones
- geographic information systems
- geo-referencing tracking devices and remote sensing devices for labour and equipment monitoring
- training on environmentally friendly practice



The Ministry of Labour has partnered with mining associations to establish a tripartite committee to address occupational, health and safety (OHS) concerns within Guyana’s mining industry. There is great interest for OHS training, adherence to safety and environmental standards as well as providing safety equipment.

With the first oil having been extracted in late December 2019, Guyana has now become the newest member of the oil-producing nations of the world and is positioned to become a major oil producer with its economy being driven by the oil and gas sector. Furthermore, Guyana has made some of the most significant oil finds in recent years, with an estimated gross recoverable resource of more than 10 billion oil-equivalent barrels. Revenues from the burgeoning oil and gas sector could further enhance economic growth in Guyana and realise the acceleration of growth in other sectors such as agriculture, forestry, services, manufacturing, and construction. Conversely it will boost sectors through job creation and knowledge sharing opportunities for Canadian based companies. A win-win situation for all.

Overcoming the Challenges

Operating a business within an environment outside of your normal habitat is already a challenge. So, what sorts of challenges is a Canadian enterprise expected to face when doing business in Guyana?

The first challenge might be to understand that nothing happens overnight. Registering a business, whether a sole trader or company in Guyana can take anywhere between two weeks to six months. Access to information on the ground is critical to the decision-making process and is more time consuming than may be expected. With some government agencies offering online services, it is better to complete your form beforehand and ensure you have all your documents and copies for processing. Connecting through your local partner office, the High Commission of Canada or the Canada Guyana Chamber of Commerce will be helpful in guiding you in the right direction.

Challenges of the Guyana Market. Most business trips are taken in a 3 to 5 days meaning the process commences and will require completion on return. Accept that

it will require multiple trips to completely establish your base here if you are doing this alone.

Plan for the setbacks with positive setups for success. Bureaucratic delays in processing of business services are expected. Connect with your local partner organisation and request their assistance in tracking or following up on submission.

Request their assistance in getting you connected with key decision makers. Plan your meetings prior to travel as time constraints as well as scheduling takes time. Officials have busy schedules also. Be practical in your expectation of the engagement, have an agenda or an achievable plan for the engagement. Ideally meeting requests should have an anticipated 7- day lead time. If made prior to visit, would have a greater likelihood of succeeding with the request.

Lack of brand recognition and visibility of some Canadian products or services will require an introduction to the marketplace. Plan your company’s entry to market through Business to Business and Business to Consumer events. Connecting with a local partner to sampling or market promotion would be ideal.



COMMONWEALTH HEADS OF GOVERNMENT MEETING (CHOGM)

Leaders of Commonwealth

meet every two years for the Commonwealth Heads of Government Meeting (CHOGM), hosted by different member countries on a rotating basis. Since 1971, a total of 24 meetings held. The most recent meeting took place on 20-25 June 2022, in Kigali, Rwanda and was attended by Canada’s Prime Minister and Guyana’s President. The Heads of Government tackled a wide range of issues under the

themes of governance, human rights and the rule of law. The Leaders underscored the importance of connecting, innovating, and transforming in order to facilitate a full recovery from the COVID-19 pandemic; a renewed commitment to the fundamental values of democracy, gender equality, and inclusive development; recognised the particular vulnerabilities of small states through increased land degradation, drought, flash floods, and rising sea levels.



The Prospectors & Developers Association of Canada (PDAC)



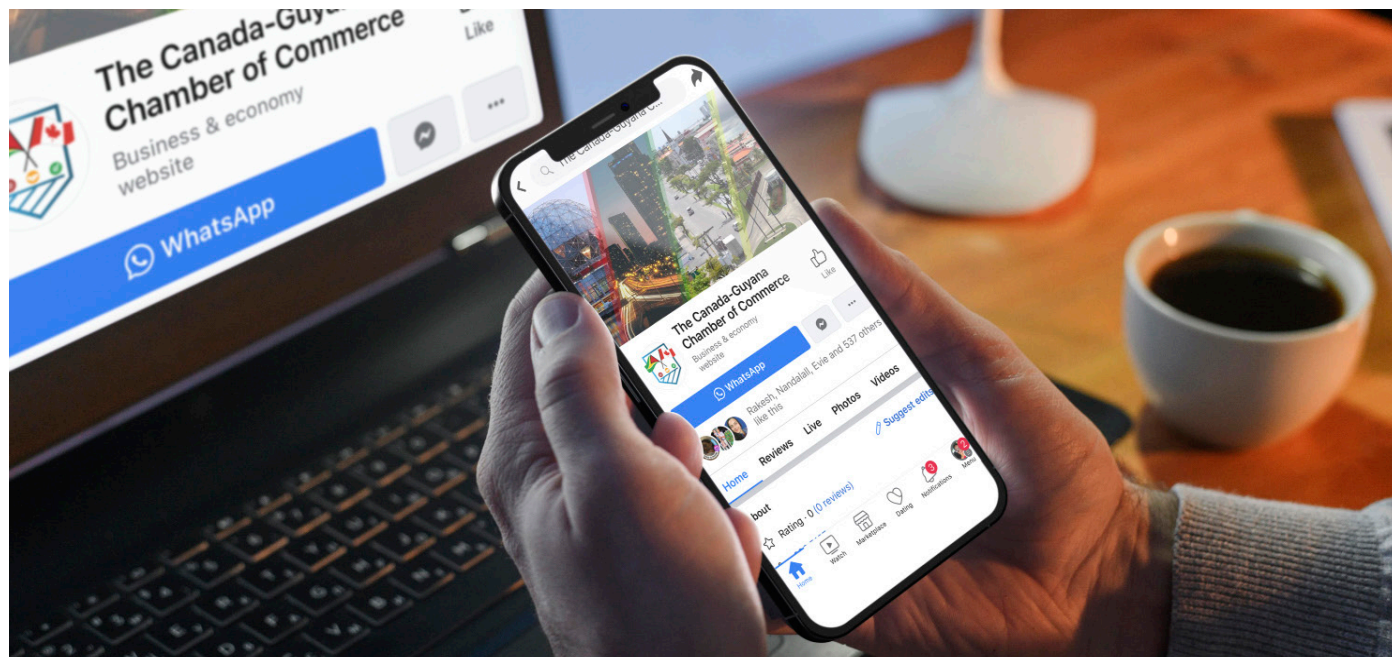
The Prospectors & Developers Association of Canada (PDAC) is the leading voice of the mineral exploration and development community, an industry that supports 719,000 people in direct and indirect employment, and contributes \$106 billion to Canada’s GDP every year. Representing over 6,000 members around the world, PDAC’s work centers on supporting a competitive, responsible, and sustainable mineral sector.

Guyana’s delegation to PDAC was led by Minister of Natural Resources, the Hon. Vickram Bharat. The Minister also hosted an event on June 13 at the Law Offices of Denton in downtown Toronto. The Minister and High Commissioner Berman spoke to a well-attended event on the economic transformation in Guyana and opportunities in the mining sector.

Canada-Guyana Chamber of Commerce Roundtable

Canada's Minister of Small Business, Export Promotion and International Trade hosted a Roundtable on June 29 to follow up on her April visit to Guyana. The Minister was joined by the Hon. Oneidge Waldron, Guyana's Minister of Tourism, Industry and Commerce. Both Ministers spoke about the opportunities to expand bilateral trade, investment and tourism and emphasised the close relationships and the shared common values. CGGC's Director Suraj Mattai delivered a presentation on the challenges and opportunities in the movement of agri-goods and services and ways to enhance bilateral trade and technology transfer. The Chamber's CEO Butts presented on Guyana's efforts to enhance women's participation in traditional and emerging industries. Director Caron Hawco presented on Clean Energy.

As a result of the deliberations, a number of potential opportunities are being explored by the Chamber – a Women in Business Trade Mission to Guyana; hosting a session with the Canadian Food and Inspection Agency on the regulatory framework to move products between the two countries; and exploring next steps on the Memorandum of Understanding signed between Ministers Singh and Ng.



THE CANADA GUYANA CHAMBER OF COMMERCE (CGCC) CORDIALLY INVITES YOU TO JOIN OUR MEMBERSHIP.

Launched December 4, 2020, the CGCC is a non-partisan institution dedicated to enhancing the long history of positive relations between Canada and Guyana and strengthening trade and investment opportunities between the two countries. Today the CGCC's membership is growing and strong. Our focus is in keeping with our strategic goals for the growth of the Chamber over the next 3 years:

1. To establish and strengthen the Chamber's policy and advocacy role and deliver increased value for all members by offering customer-centric innovative products and services.
2. To generate adequate operational revenues and reserves and diversify the Chamber's revenue streams through innovative revenue channels to meet the current and future programming needs of the CGCC.
3. To become the premier institution for trade and investment opportunities between Canada and Guyana.
4. To be universally recognized as an inclusive dedicated, leading edge business association that helps organizations and communities succeed and grow.

With representation in Canada and Guyana, the Chamber facilitates investments and partnerships for enterprises to successfully compete for projects which are key to Guyana's imminent economic transformation. The Chamber currently only maintains the office in Guyana who can be reached by partners in Canada or Guyana.

To learn more about the CGCC, visit our website www.cgcc.gy.
 To become a member of the Canada Guyana Chamber of Commerce, please follow this link <https://cgcc.gy/memberships/>

FOUNDING MEMBERS

Feature



GAICO has developed into a well-known name that is connected with quality through perseverance and creativity and has expanded and realigned its operations to meet the needs of the nation's newly emerging petroleum industry.

Today, GAICO employs 100 people and offers jobs throughout the entire country of Guyana. The business actively contributes to the nation's development in maritime, oil and gas, and civil engineering. The company is actively contributing to the nation's development in maritime, civil works, and most recently, waste management and oil spill response in the oil and gas industry.



CGX Energy Inc., an oil and gas exploration company, explores for and evaluates petroleum and natural gas properties and the development of a deep-water port in Berbice, Guyana, South America. It holds interests in three petroleum prospecting licenses and related petroleum agreements, including Corentyne, Berbice, and Demerara blocks that cover an area of approximately 11,005.2 square kilometers located in offshore and onshore Guyana.

The company will also construct and develop the Berbice Deep Water Port project in Guyana. CGX Energy Inc. was incorporated in 1998 and is headquartered in Toronto, Canada.



NSB-Omega Guyana Inc. (NGI) is a Guyanese woman-owned company registered and headquartered in Georgetown, Guyana that offers recruitment, staffing and immigration solutions to the Guyana and Suriname natural resources industries with more than 30 years of international experience.

NSB-Omega has roots in Atlantic Canada and has diversified to become a large diversified staffing agency group of companies supporting projects worldwide. The Group also consists of NGIs partner Omega 365, which is the developer of PIMS project management software and maintains offices in Canada, US (Houston), Calgary, Norway, UK, Sweden, Singapore, Lithuania, Denmark and Australia. Together we deploy over 1600 personnel globally.



The Canada Guyana Chamber of Commerce will host our Inaugural Gala Dinner & Fundraiser on September 24, 2022, at the Hilton Toronto/Markham Suites Hotel, 8500 Warden Ave., Markham, Ontario L6G 1A5, Canada.

This signature event is vital for any business, investor, or individual in Canada interested in Guyana's economic and social development. The Gala will feature officials from the Government of Canada and Guyana and include a keynote address by a Senior Guyanese Cabinet Minister on the economic and social investment opportunities. The evening will also provide networking opportunities with government officials and among the Guyanese diaspora in Canada.

For information on the Gala, visit: www.cgcc.gy/inaugural-gala/



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