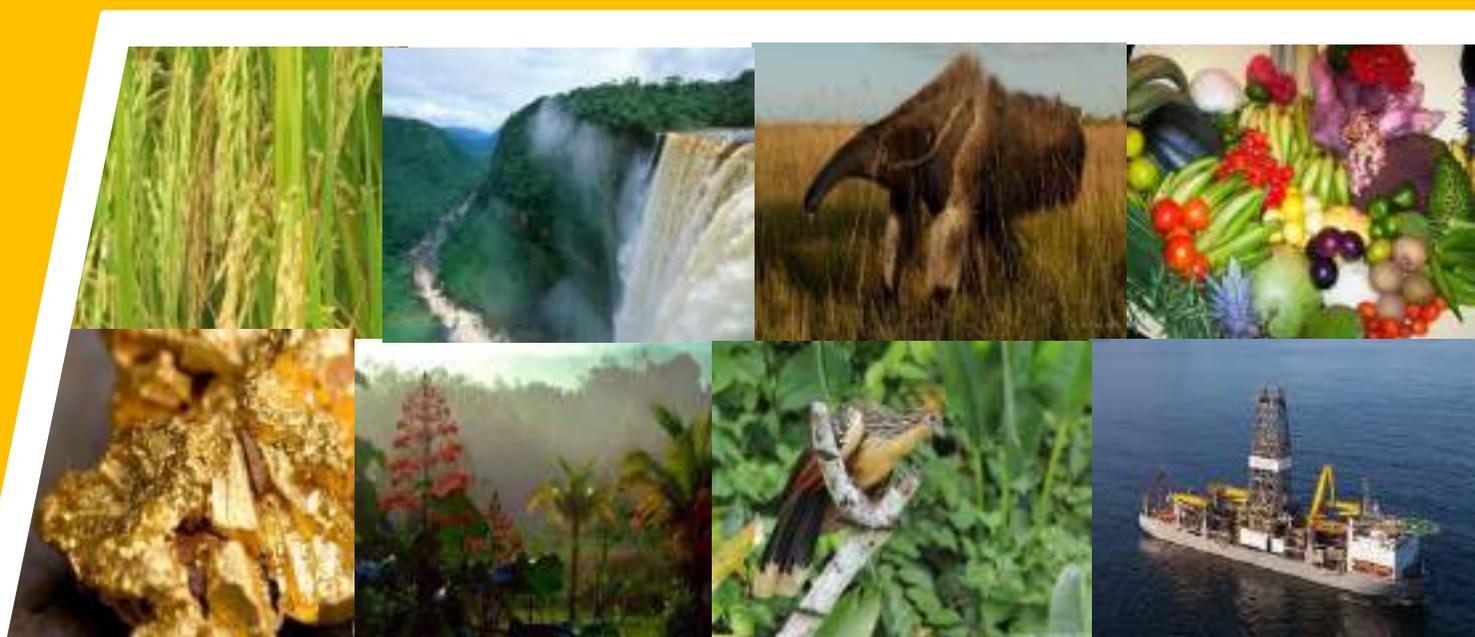


# TRADE WATCH MAGAZINE



**JANUARY- MARCH**

**2019 / ISSUE 1**

**Guyana's  
Trade  
Patterns**

**Guyana's  
Trade with  
CARICOM**

**The  
CARICOM  
Single  
Market  
and  
Economy**

**A Quick  
Guide to  
Establishing  
a Business  
in Guyana**

**Crisis in the  
Global  
Trading  
System and  
WTO  
Reform**

**Become  
Proactive  
with  
Standards  
Compliance**

**Bringing  
Guyana to the  
Global Music  
Stage: Samuel  
Medas**

## A NOTE FROM THE PUBLISHER

We are happy to produce this first issue of Trade Watch magazine. The magazine is meant to be an outlet to keep stakeholders engaged on developments in Guyana's trade policy framework. The magazine will present trade policy issues in a comprehensive manner, addressing developments in the multilateral trading system, regional integration issues and issues in our bilateral relations with other countries.

It also addresses supply side issues that are important to help build Guyana's capacity to benefit from the agreements it has signed on to. In this regard, we are happy to collaborate with the Guyana Office for Investment to present an overview of matters related to investment opportunities in Guyana. Further, the focus on business development tips seeks to examine a number of areas where firms require support for market access.

The market insight provides an overview of key demand trends in selected markets and other key considerations for exporters desirous of accessing foreign markets, including an overview of how to import or export from the particular market under consideration.

Noteworthy, the magazine considers trade in services issues. There is untapped potential particularly in the creative industry.

For both trade in goods and trade in services, in an effort to support an expansion of Guyana's capacity to penetrate foreign markets by learning from the experiences of firms that are already in foreign markets, we feature successful Guyanese exporters of goods and services.

A cursory overview is presented of important trade policy developments that will ultimately impact the private sector.

Given Guyana's trade relations with CARICOM, CSME corner is an area that the magazine will consistently address to bring awareness to issues regarding the free movement regime and the regime for trade in goods and services. Our integration with CARICOM represents our deepest form of integration with other countries.

A summary is presented of a selected trade agreement in order to ensure understanding of the market access commitments of Guyana as well as the benefits to Guyanese exporters, vis-à-vis concessionary rates of duties and non-tariff policy measures that are addressed by the agreement.

Dianna Dasilva-Glasgow (PhD)  
Director  
Department of Foreign Trade  
Ministry of Foreign Affairs

# MESSAGES

## MESSAGE FROM GUYANA'S MINISTER OF FOREIGN AFFAIRS

Trade remains an important tool for achieving sustainable economic development in Guyana, particularly in light of the Government's push for a Green State Development Strategy, and the emphasis on achieving the Sustainable Development Goals. Trade facilitates access to key commodities that Guyana lacks the capacity to produce, whether for final consumption or as inputs into the production of other goods domestically. It also provides an outlet for firms to sell produce or provide services that compensate for the small size of the Guyanese market. Particularly, for services providers, there are notable implications for hassle-free movement to other countries as either temporary natural persons or for the purpose of commercial presence to provide services. There are equally, considerations of how the competitive landscape unfolds with the entrance of foreign services suppliers into the domestic market.



Hon. Carl Barrington Greenidge  
Second Vice President and  
Minister of Foreign Affairs

Developments are constantly unfolding in the multilateral trading system and in our regional or bilateral trade relations. Issues such as investment facilitation, e-commerce and Micro Small and Medium-Sized Enterprises (MSMEs), are emerging issues being considered, either in a plurilateral or multilateral setting but will invariably impact the domestic policy context. The ACP Post-Cotonou negotiations process for instance, seeks to sustain an architecture that has governed trade and development relations between the ACP states and the European Union for in excess of forty years. The issues up for deliberation, which relate broadly to matters such as inclusive trade, crime and violence, migration and Information and Communication Technology, will have a bearing on the quality of life of even the ordinary Guyanese. The process of CARICOM integration, though beset by its own inhibiting factors towards speedier and more considerable achievements in the area of economic integration, continues to nevertheless have substantial relevance to Guyanese. The recent signing of the protocol of contingent rights for instance, now creates a framework for spouses and dependents of skilled nationals to be able to move and live in other CARICOM member states.

The Foreign Trade policy agenda is one that requires partnerships with the private sector, civil society, international agencies and other government entities. Partnerships are necessary for collaboration to define Guyana's position on matters and; coordination for implementation of commitments and capacity building initiatives.

As trade policy and economic growth and development are conceptually intertwined, the Ministry of Foreign Affairs remains committed to articulating a trade policy agenda that contributes to achieving the development goals of Guyana to bring out tangible improvements to the well-being of the lives of all Guyanese. The publication of this magazine is meant to bridge the gap between developments in the foreign trade policy agenda and stakeholder's knowledge of these developments and therefore their ability to be able to capitalize on the benefits.



## MESSAGE FROM GUYANA'S AMBASSADOR TO THE WTO

We are delighted by the initiative of the Director of Trade, the Foreign Trade Department and Ministry of Foreign Affairs to launch this very important and needed Guyana Trade magazine. We are confident that it will be an informative resource for the widest sections of Guyanese society and especially so for traders, producers, consumers and policy makers. It certainly will be a resource for the Geneva Guyana mission as we interface at the national, regional and global level on issues of trade and development on behalf of Guyana. We look forward to contributing to its content, starting with the article included in this first volume on the challenges within the global trading system.



John Deep Forde (PhD)  
Guyana's Ambassador to the  
United Nations and the World  
Trade Organisation

Geneva is the location of the Head Offices of a large number of United Nations (UN) agencies and international organisations, and given the fact that many of the important agreements forged in New York are directed to Geneva for implementation, it is also often referred to as the working capital of the UN. Our Trade and Development work is one half of the Mission's work program. For the Ministry's Department of Trade the most relevant aspects of our work will emerge from the World Trade Organisation (WTO), United Nations Centre for Trade and Development (UNCTAD), International Trade Centre (ITC), and World Intellectual Property Organisation (WIPO). In the globalized world in which we live Guyana's trade policy and programs are closely linked to the issues addressed by these institutions and our active participation in their deliberations promotes and protects the interests of Guyana.

The Mission's current engagements with the WTO (multilateral trade negotiations in important areas such as fisheries and agriculture), UNCTAD (on trade facilitation), WIPO (draft National Intellectual Property Strategy and updated legislation on Copyright and on Industrial Property Rights) and ITC (on micro and small enterprises) are all directed at enhancing Guyana's trading capacity and market entry.

Over the past three decades, Guyana's trade policy has become increasingly and inextricably linked to the country's overall foreign policy and to regional and global policy frameworks.

At the regional level in CARICOM, Guyana is fully committed to the CARICOM Single Market and Economy (CSME) and attaches great importance to its participation in the Community's regional trade arrangements. As such, the country's trade policy, including its external trade

negotiations with third countries, are closely aligned with the overall trade policy of the Community.

At the global level, Guyana is fully committed to the multilateral trading system and the World Trade Organisation (WTO). As a small developing economy with a high degree of trade openness, Guyana has consistently advocated for a fair and balanced outcome in the WTO multilateral trade negotiations. This position is also clearly articulated in the country's WTO Trade Policy Reviews in 2003, 2009 and 2015. For small economies like Guyana and the Caribbean as a whole, the multilateral rules-based trading system provides a secure and predictable framework against likely threats from the larger and more advanced trading partners (whether developed or developing). At the WTO, Guyana works closely with like-minded country groupings such as the Africa, Caribbean and Pacific Group (ACP), G33 and CARICOM. In 2017, Guyana coordinated the ACP Group's preparation for and participation in the Eleventh WTO Ministerial Conference (MC11), held in Buenos Aires, Argentina on December 10-14, 2019.

The Geneva Guyana mission looks forward to deepening its contribution to the Ministry of Foreign Affairs work on Guyana's foreign trade policy, including as the Ministry's implements the national trade agenda in coordination with other trade-related public and non-state agencies and the National Advisory Committee on External Negotiations (NACEN). The mission is equally committed to assisting in increasing training and capacity building opportunities for trade officials and institutional strengthening of the Ministry of Foreign Affairs through the Foreign Service Institute.



**Guyana is a leading producer of various varieties of rice!**

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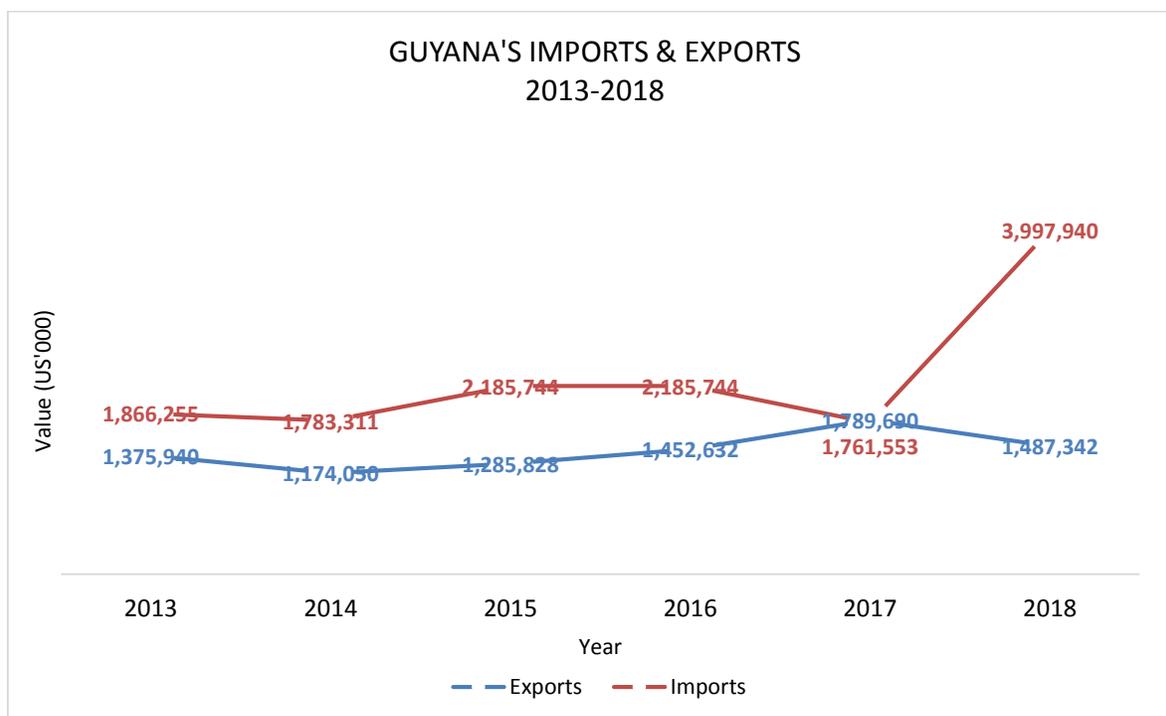
# GUYANA'S TRADE PATTERNS

## General Trade Patterns

As a highly open economy, Guyana is very dependent on trade. Over the past six years, 2013-2018, the country has had an average trade dependence ratio equivalent to 106, which indicates that trade accounted for approximately 106% of GDP. According to the Michigan Institute of Technology's Observatory of Economic Complexity, Guyana ranks as the 130<sup>th</sup> largest export economy in the world (out of 221 economies), exporting US\$1,789.690 million worth of goods in 2017.

As illustrated in the figure below, exports have enjoyed a moderate growth trend over the last six years (from 2013 to 2018), at an average rate of approximately 1.2% but fell slightly in 2018 to US\$1,487.34 million. The corresponding average rate of growth of imports for the period is approximately 20%. However, excluding 2018 for which there is an unusually large increase in imports, average import growth is 1.14% for the period 2013 to 2017.

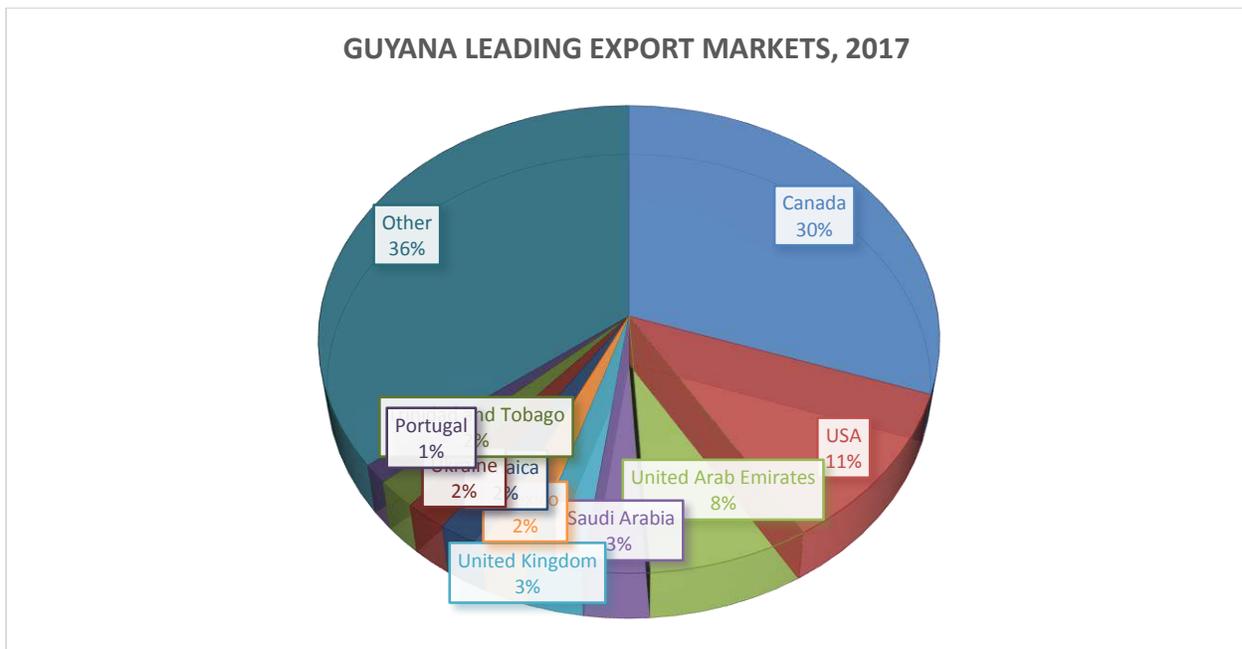
Guyana generally maintains a trade deficit due to the substantial importation of refined petroleum and consumer and industrial manufactured goods. In 2017 that deficit however, became a surplus of US\$28.137 million. However 2018 saw a sharp increase in imports to US\$3,997 million which widened the deficit. (See figure below).



Source: Trade Map based on ICT calculations from UNCOMTRADE

Guyana's leading trading partners are in North America, Europe and the Caribbean. Approximately 16% and 23% of exports go to the USA and Canadian markets, respectively; 12% to Europe, with the UK and Belgium among the leading markets and; 16% to CARICOM countries, with 11% to Trinidad and 5% to Jamaica.

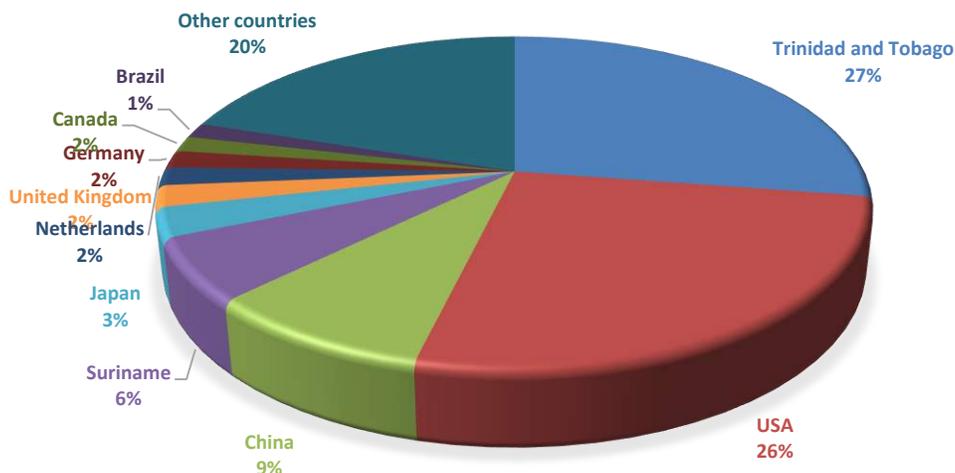
In 2017, Guyana's top ten destinations for exports were: Canada (US\$542.3 mn), USA (US\$197.5 mn), United Arab Emirates (US\$137.1 mn), Saudi Arabia (US\$57.0 mn), United Kingdom (US\$48.3 mn), Mexico (US\$40.1 mn), Jamaica (US\$39.4 mn), Ukraine (US\$ 36.3 mn), Trinidad and Tobago (US\$34.7 mn), and Portugal (US\$23.9 mn). (See figure below).



Source: Bureau of Statistics, Guyana

Guyana's top ten import markets account for approximately 80% of its total imports. In 2017, Guyana's top ten import markets were: Trinidad and Tobago (US\$484.27 mn), USA (US\$466.17 mn), China (US\$157.08 mn), Suriname (US\$107.39 mn), Japan (US\$50.23 mn), United Kingdom (US\$36.86 mn), Netherlands (US\$31.06 mn), Germany (US\$29.90 mn), Canada (US\$26.77 mn) and Brazil (US\$25.86 mn). (See figure below).

### GUYANA LEADING IMPORT MARKETS, 2017



Source: Bureau of Statistics, Guyana

Consequent to its resource endowments, Guyana mainly exports agriculture and agro-processed commodities including; rice, sugar, seafood, wood, beverages and spirits, pasta, pharmaceuticals, fruits and spices; and mineral products, such as bauxite and gold.

In recent years (beginning from around 2008) gold became Guyana's leading export commodity, accounting for close to 50% of total export earnings. The increase in gold exports could be attributed to both an increase in volumes produced locally as well as global prices concomitant with the global economic recession and financial crises for 2007/2008. For the period 2013 to 2017, gold generated total foreign exchange of US\$2,776.9 million; followed by rice with total foreign exchange earnings of US\$1,055.5 million. (See table below).

Guyana's Top 10 Exports 2013-2017	
Products	Value (US' 000)
Gold	2,776,858.00
Rice	1,055,517.00
Bauxite	647,860.00
Sugar	495,481.00
Seafood	460,284.00
Timber	228,055.00
Rum	206,886.00
Molasses	70,875.00
Coconuts	29,907.00
Pharmaceuticals	21,122.00
<b>Total Top Exports</b>	<b>\$5,992,845.00</b>
<b>Total Top Exports as % of Total Exports</b>	<b>85%</b>
<i>Source: Trade Map based on ICT calculations from UNCOMTRADE statistics</i>	

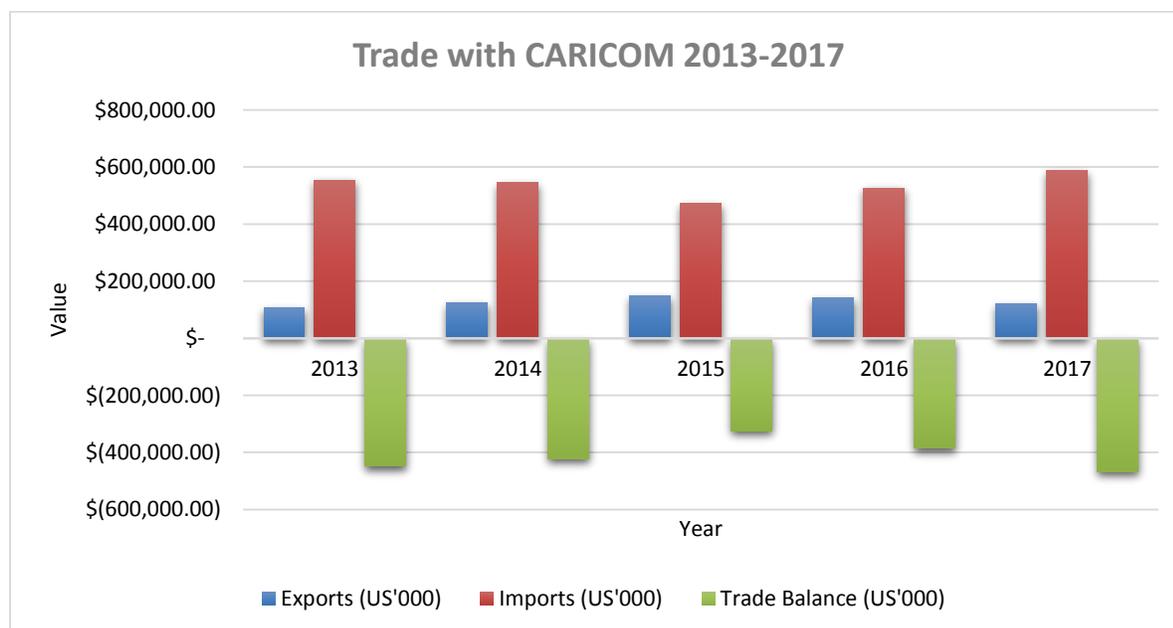
Including gold, the top ten products account for about 85% of Guyana's total export earnings. These include in descending order; rice, bauxite, sugar, seafood, timber, rum, molasses, coconuts and pharmaceuticals. (See table below).

With respect to the categories of imported goods, intermediate goods account for just over 50% of total imports into Guyana. Based on statistics from the Bank of Guyana, in 2018, approximately US\$993.5 million worth of intermediate goods were imported. However, with respect to individual import goods, fuel and lubricants alone accounted for approximately 25% of total imports, followed by other intermediate goods (approximately 11% of total imports); food for final consumption (approximately 7% of total imports); and parts and accessories (approximately 6% of total imports). In 2018, Guyana imported US\$496 million worth of fuel and lubricants, US\$206.4 million worth of other intermediate goods, US\$158.9 million worth of food for final consumption and US\$107.2 million worth of parts and accessories.

### *Trade with CARICOM Countries*

CARICOM as a block is Guyana’s third largest trading partner, accounting for close to 40% of Guyana’s total imports and about 20% of its total exports. By and large, Guyana maintains a trade deficit with CARICOM.

In 2017, Guyana exported US\$120.89 million worth of goods to CARICOM and imported US\$587.58 million, with a deficit of US\$466.69 million. Imports in 2017 grew by about 12% above 2016 import levels while the deficit increased by approximately 21%. 2014 and 2015 saw a growth in exports to CARICOM countries of 16% and 21%, respectively. However, exports declined by 4% in 2016 and further by 15% in 2017. (See figure below).



Source: Bureau of Statistics, Guyana

Guyana's leading destination markets within CARICOM are the MDCs; Trinidad and Tobago, Barbados and Jamaica, in particular (see table below for further information).

<b>Main Trading Partners in Caricom 2013-2017</b>	
<b>Country</b>	<b>Total Trade (US'000)</b>
<b>Trinidad &amp; Tobago</b>	\$2,265,194.00
<b>Suriname</b>	533,589.00
<b>Jamaica</b>	271,328.00
<b>Barbados</b>	207,885.00
<b>St. Lucia</b>	58,267.00

*Source: Trade Map based on ICT calculations from UNCOMTRADE statistics*

Mainly rice, sugar and seafood are exported to CARICOM countries. Rice, seafood, sugar, wood and beverages and spirits accounted for 72% of total exports to CARICOM countries over the period 2013-2017, with rice as the leading export product going mainly to Haiti, Jamaica and Trinidad and Tobago. (See table below for further information).

<b>Top 5 Exports to Top 5 CARICOM Markets 2013-2017</b>		
<b>Products</b>	<b>Value (US'000)</b>	<b>% of Total Exports</b>
<b>Rice</b>	\$185,128.00	29%
<b>Sugar</b>	108,103.00	17%
<b>Seafood</b>	100,976.00	16%
<b>Wood</b>	41,051.00	6%
<b>Beverages &amp; Spirits</b>	27,855.00	4%
<b>Total Top Exports</b>	<b>463,113.00</b>	
Total Top Exports as % of Total Exports		<b>72%</b>

*Source: Trade Map based on ICT calculations from UNCOMTRADE statistics*

Guyana's first brand of breakfast cereals, uniquely produced from rice and sugarcane molasses!



# IN THE NEWS!



## Guyana set to become a major producer of oil and gas

A number of wells drilled in the Stabroek block, which is about 26,800 square kilometers in size, by Exxon Mobil, have yielded large quantities of high-quality, oil-bearing sand stones. The first of such discoveries was the Liza-I well where 90 meters of high-quality oil-bearing reservoirs were discovered. This was followed by the Payara, Liza Deep, Snoek, Turbot, Ranger, Pacora, Longtail, Hammerhead, Pluma, Tilapia and Haimara. To date, Exxon Mobil and its partners have discovered in excess of 13 wells in the Stabroek Block with the capacity to produce commercial quantities of oil and gas.



The sum total of all of these discoveries results in Guyana having the potential to produce an estimated 5 billion barrels of oil equivalent, more than 750,000 barrels of oil per day, by 2025. Production is set to commence in early 2020.

Oil revenues are expected to be a major boost to the country's economy which has traditionally relied mainly on the production of mineral and agriculture products, including rice, sugar and gold.



*The Stabroek Block*

### *Timeline of oil discovery in the Stabroek Block*

<b>Discovery</b>	<b>Location</b>	<b>Date</b>	<b>Approximate find</b>
Liza	Liza-1 well	May 2105	More than 90 meters of high-quality, oil-bearing reservoirs
	Liza Phase 3	October 2016	More than 1 billion oil-equivalence barrels
	Liza Phase 4	March 2017	197 feet of high-quality, oil-bearing sandstone reservoirs
Payara	Payara-1	January 2017	95 feet of high quality, oil bearing sandstone reservoirs
	Payara-2	July 2017	59 feet (18 meters) of high-quality, oil-bearing sandstone reservoirs
Snoek	Snoek-1	March 2017	82 feet (25 meters) of high-quality, oil-bearing sandstone reservoir
Turbot	Turbot-1	October 2017	75 feet (23 meters) of high-quality, oil-bearing sandstone reservoir
Ranger	Ranger-1	January 2018.	230 feet (70 meters) of high-quality, oil-bearing carbonate reservoir
Pacora	Pacora-1	February 2018	65 feet (20 meters) of high-quality, oil-bearing sandstone reservoir
Longtail-1	Longtail-1	June 2018	256 feet (78 meters) of high-quality, oil-bearing sandstone reservoir
Hammerhead-1	Hammerhead-1	August 2018	197 feet (60 meters) of high-quality, oil-bearing sandstone reservoir
Pluma-1	Pluma-1	December 2018	121 feet (37 meters) of high-quality, hydrocarbon-bearing sandstone
Tilapia-1		January 2019	305 feet (93 meters) of high-quality oil-bearing sandstone reservoir
Haimara-1		January 2019	approximately 207 feet (63 meters) of high-quality, gas-condensate bearing sandstone reservoir
<a href="https://corporate.exxonmobil.com/Locations/Guyana/Guyana-project-overview#drillingActivityInTheStabroekBlock">https://corporate.exxonmobil.com/Locations/Guyana/Guyana-project-overview#drillingActivityInTheStabroekBlock</a>			

For more information on the oil and gas industry in Guyana please visit the Department of Energy, Ministry of the Presidency, <https://motp.gov.gy>.

### **Guyana- Brazil Investment Agreement**

Guyana has recently completed negotiations for an investment agreement with Brazil. The agreement was signed by Brazil and Guyana on December 13<sup>th</sup>, 2018 in Bon Fim, with Ambassador George Talbot representing Guyana. The agreement allows for preferential treatment of Guyanese and Brazilian investors in their respective territories. As Brazilian investors have expressed an interest in large scale production and processing of agriculture products in Guyana, the agreement will play an important role in



conveying to investors, the interest and willingness of the Guyanese Government to safeguard their investments, which would be mutually beneficial to both investors and the people of Guyana.



## Support for Implementation of the WTO Trade Facilitation Agreement

With a view towards supporting the implementation of the WTO Trade Facilitation Agreement, the Ministry of Foreign Affairs received technical support from the United Nations Conference for Trade and Development (UNCTAD) under its Empowerment Programme. The first such support received by Guyana was to the National Trade Facilitation Committee for the hosting of a National Trade Facilitation Workshop. The workshop was held on March 18-22, 2019 at the Cara Lodge Hotel, Georgetown.



The main aims of the workshop were to: firstly, strengthen the capacity of the National Committee on Trade Facilitation to implement trade facilitation reforms as required under the World Trade Organisation Trade Facilitation agreement; and secondly, to develop a national roadmap to provide guidance for the implementation of the Trade Facilitation reforms in Guyana.



Approximately 35 persons benefitted from the workshop, including representatives from the Guyana Revenue Authority, Ministry of Agriculture, Ministry of Business, Ministry of Foreign Affairs, the private sector, customs stakeholders and other key border agencies.

A second mission by UNCTAD is expected to be convened from September 2-6, 2019. This mission will be preceded by a number of online courses for members of the National Committee on Trade Facilitation.

Guyana is also in discussions with UNCTAD for support to develop a National Trade Information Portal to house all laws, regulations, procedures and other measures that affect Guyana's trade in goods and services.



Guyana produces and exports a number of species of fish and crustaceans, fresh, filleted, salted and smoked.

# FEATURED TRADE AGREEMENT

## THE CARICOM SINGLE MARKET AND ECONOMY

The CARICOM Single Market and Economy represents the pinnacle in a progressive attempt to integrate the small islands of the Anglophone Caribbean. What started as a political experiment under the West Indies Federation (1958-1962) that was established under the British Caribbean Federation Act (1956), to bring political independence to a unified independent Caribbean state, transitioned to a trade agreement through the Caribbean Free Trade Area (CARIFTA) formed in 1968 with the signing of the Dickenson Bay Agreement by Trinidad and Tobago, Antigua, Barbados and

**Revised Treaty of Chaguaramas establishing the Caribbean Community including the CARICOM Single Market and Economy**

**Status:** Active

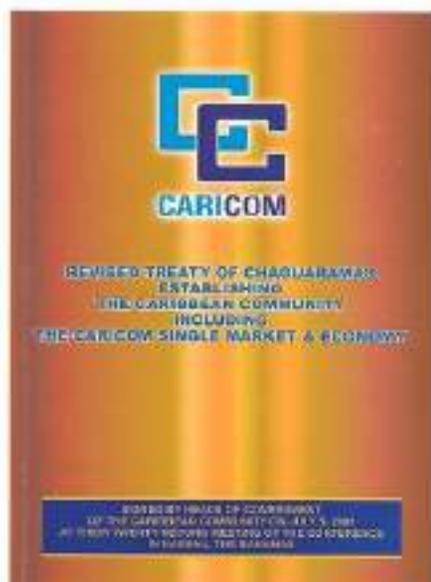
**In force:** July 2001 – present

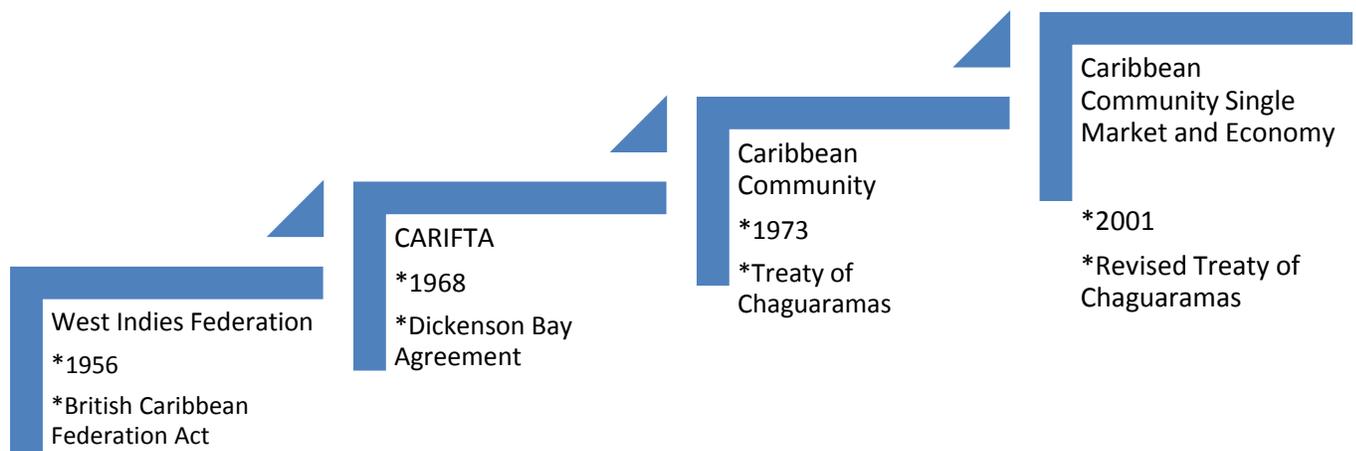
**Agreement type:** Trade in goods and services, functional cooperation

**Country grouping:** Regional (Antigua & Barbuda, Barbados, Belize, Haiti, Grenada, Guyana, Dominica, Jamaica, Montserrat, St. Lucia, St. Kitts & Nevis, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago)

Guyana. The free trade area would subsequently become a customs union, the Caribbean Community (CARICOM), with the signing of the 1973 Treaty of Chaguaramas; and thereafter a common market (Caribbean Community [CARICOM]) through the Revised Treaty of Chaguaramas signed by Heads of Government of the Caribbean Community at their 22<sup>nd</sup> meeting in Nassau, The Bahamas (July 5, 2001) which established the CARICOM Single Market and Economy (CSME).

The impetus for the establishment of the CSME came from the Grand Anse Declaration which was signed in July 1990 in Grand Anse, Grenada and called for a deepening of and widening of economic integration as well as adoption of the ideological model of open regionalism.





### TimeLine of Integration in the Caribbean Community

The impetus for integration has always been supporting the achievement of sustained economic development in the countries of the region, in light of their small size and the collective strength that cooperation could yield in ensuring the individual countries remain viable on the international stage, both in terms of the competitiveness of products produced and exported; and in foreign policy matters.

The Caribbean Community, in fact, stands on four pillars: (1) economic integration, (2) human and social development (functional cooperation), (3) foreign policy coordination and (4) security.

Numerous successes can be identified in the areas of functional cooperation, as evident by the wide array of regional institutions such as; the Caribbean Disaster Emergency Management Agency (CDEMA), the Caribbean Community Climate Change Centre (CCCCC), Pan-Caribbean Partnership against HIV/AIDS (PANCAP), and Caribbean Examinations Council (CXC).

The CARICOM Single Market and Economy was established as the mechanism to achieve economic integration. It aims ultimately, to create an enlarged market in which goods and services may be produced more efficiently and competitively within the region, both to respond to regional demand, as well as to create a platform for effective insertion into the global economy. The enlarged regional market is expected to compensate for the small and insular markets of individual members by achieving economies of scale in production through the free movement of resources.

The single market element is phase I of the CSME. It seeks to promote free movement of goods, services, capital, people and guarantee rights of establishment. The following were stipulated to be achieved as part of the Single Market by 2009:

- The outline of the Development Vision and the Regional Development Strategy

- The extension of categories of free movement of labour and the streamlining of existing procedures, including contingent rights
- Full implementation of free movement of service providers, with streamlined procedures
- Implementation of Legal status (i.e. legal entrenchment) for the CARICOM Charter for Civil Society
- Establishment and commencement of operations of the Regional Development Fund
- Approval of the CARICOM Investment Regime and CARICOM Financial Services Agreement, to come into effect by January 1, 2009
- Establishment of the Regional Stock Exchange
- Implementation of the provisions the *Rose Hall Declaration on Governance and Mature Regionalism*, including:
  - The automatic application of decisions of the Conference of Heads of Government at the national level in certain defined areas.
  - The creation of a CARICOM Commission with Executive Authority in the implementation of decisions in certain defined areas.
  - The automatic generation of resources to fund regional institutions.
  - The strengthening of the role of the Assembly of Caribbean Community Parliamentarians.
- Further technical work, in collaboration with stakeholders, on regional policy frameworks for energy, agriculture, sustainable tourism, agro-tourism, transport, new export services and small and medium enterprises.

To date, all of the elements have not been achieved. Nevertheless, there have been achievements in the following areas;

- The outline of the Development Vision and the Regional Development Strategy
- Free movement of skilled Community nationals, non-wage earners, either as service providers and/or to establish businesses, including managerial, supervisory and technical staff.
- The following categories of nationals can move freely through the region on the basis of a skilled nationals certificate:
  - University graduates,
  - Media workers
  - Sportspersons
  - Artistes
  - Musicians
  - Registered Nurses (July 2006),
  - Trained Teachers (July 2006),

- Associate Degree holders (December 2007),
  - Artisans who have obtained a Caribbean Vocational Qualification (CVQ)
  - Household domestics with a CVQ or equivalent qualification
  - At the 18<sup>th</sup> special meeting of the Heads of Government it was agreed that the following categories will also move, however the mechanism to facilitate movement is a work in progress:
    - Agricultural workers
    - Security officers
- 
- A regional system for accreditation of skilled nationals such as for; vocational skills through the work of the Caribbean Association of National Agencies (CANTA); and the Caribbean Accreditation Authority for Education in Medical and Other Health Professions.
  - A procedure for lodging complaints for nationals whose movement is curtailed.
  - Definite entry for six months for those nationals with a: (i) valid passport; (ii) return ticket; (iii) proof of financial resources for personal maintenance (such as; credit cards, travelers cheques, cash or combination thereof). Services providers also require a contract to offer service or invitation letter from a client
  - Signing of the protocol on Contingent Rights to allow for the movement of spouses, children and other dependents of skilled nationals; and their right to access complementary rights such as access to healthcare and schools.
  - Full implementation of free movement of service providers, with streamlined procedures
  - Establishment of the Regional Development Fund and Regional Stock Exchange
  - The creation of the Caribbean Court of Justice with original and appellate jurisdiction *vis-à-vis*, interpreting the Treaty and settling disputes.
  - Standardization and harmonization of laws in areas such as
    - competition policy;
    - consumer protection;
    - customs;
    - intellectual property rights;
    - food and drug regulation and labeling;
    - standards and technical regulations;
  - Signing and ratification of a double taxation agreement.
  - Harmonized regime for free trade in goods based on CARICOM rules of origin and the application of a Common External Tariff (CET) on goods originating from non-members.
  - Regulatory, institutional and administrative procedures for Suspensions of the CET and Derogations from the Rules of Origin.



## St. Ann's Declaration on the CSME

Recognizing the implementation deficit that has affected progress towards achieving the goals of the CSME; and also in an effort to quicken the pace of integration, the Heads of Government at their 18<sup>th</sup> Special Meeting, December 3-4, 2018, Trinidad and Tobago issued the following declaration:

- We are committed to take action at the national level to advance the regional integration agenda;
- We are determined to ensure the equitable distribution among the peoples of the Community of the gains realised through the regional integration process;
- We have agreed on a formalised, structured mechanism to facilitate dialogue between the Councils of the Community and the private sector and labour;
- We have also agreed to amend the Treaty to include as Associate Institutions representative bodies of Private Sector and Labour;
- We have agreed that in accordance with Article 50 of the Revised Treaty which deals with the principle of accelerated implementation, that the principle will be applied to any initiative which is consistent with the Revised Treaty;
- We agreed that those Member States so willing would move towards full free movement within the next three (3) years;
- We have mandated that steps be taken to deepen cooperation and collaboration between the Secretariats of CARICOM and the OECS to avoid duplication and maximise the utility of scarce resources;
- We will reinforce the operation of our security mechanisms to ensure the integrity of the regime allowing the free movement of CARICOM nationals;
- We will examine the re-introduction of the single domestic space for passengers in the Region;
- We have agreed to work towards having a single security check for direct transit passengers on multi-stop intra-Community flights;
- We will conduct a special session on Air and Maritime Transportation at the Intersessional meeting of the Conference in February 2019 to focus on this critical aspect of integration as a whole and the CSME in particular;
- We will include Agricultural Workers, Beauty Service Practitioners, Barbers and Security Guards to the agreed categories of skilled nationals who are entitled to move freely and seek employment within the Community;
- We reiterate that a skills certificate issued by one Member State would be recognised by all Member States;
- We will complete legislative and other arrangements in all Member States for all categories of Free Movement of Skilled Persons;
- We will finalise the regime that permits citizens and companies of the Community to participate in the Public Procurement processes in Member States by the year 2019;
- We will take all necessary steps to allow for mutual recognition of companies incorporated in a CARICOM Member State;
- We have mandated the Community Council to develop appropriate recommendations on the proposal for the introduction of a regime of sanctions for the consideration of the Conference;
- We welcome Haiti's commitment to full integration into the CSME by 2020;
- We have appointed Professor Avinash Persaud to lead a restructured Commission on the Economy to advise Member States on a Growth Agenda for the Community. Other Members of the Commission on the Economy (CCE)
  - Chester Humphrey
  - Damien King
  - Georgy McGuire
  - Roger McLean
  - Wendell Samuel
  - P. B. Scott
  - Therese Turner-Jones
  - Ngozi Okonjo-Iweala



Sugarcane crystals and molasses produced in the Demerara region!

# EXPORT MARKET INSIGHT

## *SELECTED CARICOM MDCs*

Article 4 of the Revised Treaty of Chaguaramas identifies six more developed countries (MDCs) in CARICOM; Barbados, Trinidad, Suriname, Belize, Bahamas and Jamaica. This issue of the Trade Watch magazine will provide further insights into the markets of three of those MDCs: Barbados, Trinidad and Tobago and Jamaica.

### **BARBADOS**



### **Economic Structure and Performance**

Barbados has the smallest size among the MDCs, both in terms of population and land mass. According to World Bank estimates, Barbados has a population of about 287,010 persons. The country also has a land mass of 430 km<sup>2</sup>. It is the most densely populated CARICOM country with 664 persons per square mile of land area.

But while the country may be small physically, economically the country's economy is fairly large. Notwithstanding declining economic performance over recent years, starting in 2006 when the growth rate of GP dropped to -2.4%, Barbados has an estimated GDP of US\$4.797 billion US and GDP Per Capita of US\$16,357 (2017 data) which ranks the country second in CARICOM behind the Bahamas, with a GDP per capita of approximately US\$30,762.

The IMF projects that Barbados' GDP will grow at -0.1% for 2019 but will improve to 0.6% for 2020 and hover around 1.8% until 2024.

The country has also consistently ranked highly on the United Nations Development Programme, Human Development Index, which measures countries' performance in the areas of long and healthy life, knowledge and a decent standard of living. Barbados is ranked at 58 out of 189 countries, with a HDI of 0.8 which means that it has very high human development.

Barbados could be regarded as a service-based economy, with 88% of the economy's GDP coming from services sectors, 10% from manufacturing; and 1.5% from agriculture, forestry and fishing.

## **Climate for Doing Business**

Out of 190 countries for 2018, the country was ranked at 129 on the World Bank's Doing business index for 2019. This ranking places Barbados below the regional average for Latin America and the Caribbean, just above Grenada and indicates that Barbados does not offer the best regulatory environment for doing business. The areas of poorest performance include: enforcing contracts (170), protecting minority investors (168), dealing with construction permits (154) and getting credit (144).

## **Opportunities for Guyanese Exporters**

Trade accounts for about 82% of the GDP of Barbados, with imports of goods and services accounting for about 45% of GDP.

The observatory of economic complexity notes that Barbados exports in 2017 were equivalent to US\$422 million compared with imports of US\$1.7 billion resulting in a negative trade balance of \$1.28 billion.

Barbados mainly imports consumer goods, machinery, foodstuffs, construction materials, chemicals, fuels and electrical components. The country imported US\$192 million worth of food stuffs in 2017.

Whilst Barbados is one of Guyana's leading markets within CARICOM, with respect to imports Barbados imports less than 1% (US\$16.2 million in 2017) of its total imports from Guyana. Its other leading trading partners are the US (36%), Trinidad and Tobago (15%) and China (5.7%).

Increased exports of food stuff, offers the greatest potential for expansion of trade with Barbados. This is based not only on the fact that Guyana has the capacity to produce food in larger amounts but also because Barbados has limited capacity in this regard. Presently, only 10% of the country's labour force (144,000) is employed in the agriculture sector. With a low unemployment rate of approximately 10% it is unlikely that the agriculture sector will attract increased workers. This is coupled with the fact that the country presently has a trade deficit in food stuffs (US\$97.2 million), and will therefore understandably, continue to look towards the international market for its food supplies.

Guyana is among Barbados' top five leading import markets for cereals, sugar and sugar confectionary, edible vegetables and edible fruits and nuts. However, there are a number of sectors in which the volume of trade with Barbados is very low at best, or zero, at worst; and for which the main trading partners are non-CARICOM countries. These include mainly products of animal origin, such as meat and edible offal and dairy products. (See table below).

The fact that Barbados has a household consumption rate of 84% of GDP and a fairly low rate of inflation of about 4.4% also makes the market an attractive one for greater penetration of exports of food products.

**Summary of Barbados' main imports products and markets**

<b>Leading imported food items</b>	<b>Leading Import Markets</b>	<b>Guyana's ranking</b>	<b>Value of Current trade with Guyana</b>
01 Live animals	US / UK / Trinidad / Guyana	4th	No trade in 2018
02 Meat and edible offal	USA / New Zealand/ Canada / Uruguay / UK	16 <sup>th</sup>	
03 fish and Crustaceans	Suriname / USA / Panama / Norway / TT	7th	772
04 Dairy produce	USA / New Zealand / UK Netherlands/ Trinidad	No trade	
05 Products of animal origin	USA / Trinidad / Canada / UK / France	No trade	
06 live tress	USA / Netherlands / Canada / Thailand / India	No trade	
07 Edible vegetables	USA / Netherlands / Canada / China Guyana	5th	\$282
08 Edible fruit and nuts	USA / SVG / SLU / Chile / Guyana	5th	468
09 Coffee	USA / UAE / UK / Jamaica / India	11th	89
10 Cereals	USA / Guyana / Brazil / Belize / India	2 <sup>nd</sup>	12,280
11 Products of the Milling industry	SVG / USA / TT / Chile / UK	9th	189
12 Oil seeds	USA / China / Jamaica / UK / Thailand	No trade	
13 Lac, gums	USA / Mexico / UK / TT / Brazil	No trade	
14 Vegetable plaiting materials	USA / China / Singapore / Canada / HK	No trade	
15 Animal or vegetable fats	Sweden / USA / Indonesia / Turkey / Malaysia	33rd	No trade in 2018
16 Preparations of meat	Thailand / USA / Canada / Brazil / TT	27th	1
17- Sugar and sugar confectionery	UK / USA / Guyana / Mexico / DR	3rd	2387
18 Cocoa and cocoa preparations	USA / UK / TT / Switzerland / Netherlands	No trade	
19 Preparations of cereals	USA / TT / Jamaica / UK / Mexico	7th	683
20 Preparations of vegetables	USA / TT / Canada / Belize / Netherlands	No trade	
21 Miscellaneous Edible Preparation	USA / TT / Costa Rica / UK / Canada	11th	450
22 Beverages, Spirits, Vinegar	TT / France / USA / UK / Jamaica	9th	1155
23 Residue and waste from the food industry	USA / Jamaica / SVG / Netherlands / Trinidad	12th	62
24 Tobacco	Lithuania / Belgium / Romania / Cuba / Poland	No trade	

## Market Entry Factors for Consideration

According to research by the Commercial Service of the United States Department of Commerce, the best way to enter the Barbadian market is through the use of reputable agents. For exporters seeking to export fruits and vegetables and other food products, this may best be achieved through contract arrangements with supermarkets and large buyers or joint venture arrangements with companies in Barbados. In fact, given Guyana's role in the CSME, joint ventures can extend up the chain to productive activities in Guyana. Such collaborations will help to reduce the regulatory challenges that may come from seeking to access the market.

There is also institutional support for accessing the market through InvestBarbados and Guyana's Mission in Barbados, the Guyana Office for Investment and the New Guyana Marketing Corporation (New GMC).

Trade in agricultural products between Guyana and Barbados is governed by a trade protocol. The trade protocol requires that exporters use the packaging house of the new Guyana Marketing Corporation for post-harvest handling and for packing containers. The new GMC is very support for firms trying to access the Barbadian market through the provision of brokerage services at a below market rate.

For an exporter seeking to export to Barbados, it is worthwhile to note that letters of credit are the most common method of payment.

### Invest Barbados

Trident Insurance Financial Centre  
Hastings, Christ Church  
Barbados, BB15156

from Barbados: (246) 626-2000

from Canada: 1-647-977-5996

from the USA: 1-347-433-8942

From the UK: +44 (0) 203-318-9036

Fax: (246) 626-2099

E-mail: [info@investbarbados.org](mailto:info@investbarbados.org)

## Distribution Networks

The distribution network in Barbados consists of an airport, the Grantley Adams International Airport (BGI), and a seaport, the Bridgetown Deep Water Harbor. Barbados benefits from 121 merchant marine ships that carry goods; 21 as bulk carriers, 82 general cargo and 18 others.

There are daily flights from Guyana to Barbados through Liat from the Eugene Correia International Airport. Caribbean airlines also offers indirect flights from Guyana to Barbados.

## Barriers to Trade and Investment

While the Barbados market may appear lucrative, exporters are likely to face a few challenges with respect to establishing business operations or entering the market only for the purpose of export. The most typical barriers likely to be faced in the Barbadian market are:

- Government red tape on the part of the customs authorities,
- As it relates to investments- high tariffs, high cost of electricity,

- Technical barriers: particularly sanitary and phyto-sanitary restrictions, and
- Transportation challenges.

## TRINIDAD AND TOBAGO



### Economic Structure and Performance

With a population of 1,359,193, Trinidad is the third largest country in CARICOM in terms of population, behind Jamaica and Haiti. The country has a landmass of 5,128km<sup>2</sup>.

Trinidad's GDP (Constant 2010) in 2017 stood at US\$21,016,574,011 and its per capita GDP at US\$15,350 based on World Bank estimates. The country's access to petroleum has propelled it to become the most industrialized and cost competitive country in CARICOM.

According to the Yale University's Observatory of Economic Complexity, Trinidad is the 90<sup>th</sup> largest export economy in the world. It is the only CARICOM MDC that maintains a trade surplus. In 2017, the country exported US\$8.19 billion worth of goods and imported US\$4.55 billion.

Over the past five years, owing to declining global prices for oil, and Trinidad's over-reliance on the oil and gas sector, the country has experienced periods of declining and negative growth. For instance, growth in 2016 was -6.5% and -2% in 2017 based on IMF estimates and 0.3% in 2018. IMF projects that Trinidad's GDP will grow by 0% for 2019 and 1.5% in 2020 and will hover just around 2% until 2024.

On the UNDP Human Development Index, Trinidad is ranked just below Barbados as having very high human development and is ranked at 69 with an index value of 0.784.

### Climate for Doing Business

Trinidad ranks at 105 on the ease of doing business index out of 190 countries for 2018. However, this represented a deterioration in its performance from previous years. Nevertheless, the country ranks above the regional average for Latin America and the Caribbean. It performs best with respect to getting electricity, getting credit and protecting minority investors but poorly with respect to registering property, paying taxes and enforcing contracts.

## **Opportunities for Guyanese Exporters**

Trinidad is presently Guyana's leading export market within the Caribbean community. Trinidad imports a range of products from Guyana including rice, coconuts and wood products. To some extent, Guyana has been able to successfully penetrate the Trinidadian market for some products owing to investments by Trinidadian-owned companies in the Guyanese market.

Owing to proximity and the country's strong economic performance in the past, there is a fairly large Guyanese Diaspora in Trinidad that may be fuelling its demand.

There is scope for continued exports of primary products to the market even as Trinidad seeks to diversify its economy away from Petroleum. However, Guyanese exporters will find increasing challenges as they seek to export more value added products to the Trinidadian market as these would provide greater competition to Trinidad's industrialization drive.

## **Barriers to Trade and Investment**

Exporters seeking to export to the Trinidad market can expect to face challenges related to;

- 1) Delays in receiving payment in foreign currencies for several months,
- 2) Technical barriers: particularly sanitary and phyto-sanitary restrictions,
- 3) Delays with verification of documents at customs authorities which can result in goods being delayed for clearance, and
- 4) Local laws that conflict with CARICOM rules and regulations such as the ongoing challenges regarding the transshipment of honey.

## **Market Entry Considerations**

For exporters that may be interested in entering the Trinidadian market, whether to establish a business enterprise or simply to supply goods and services, it is worthwhile to visit the country to establish direct contact with potential business partners. It is also important to ensure that a contract is in place and legal advice is sought regarding its contents as Trinidad performs poorly with respect to contracts on the World Bank doing business index.

Exporters are also advised to use the services of Guyana's Mission in Trinidad and Tobago to assist with due diligence checks on potential buyers. InvesTT may also be able to provide guidance on how to invest in Trinidad.

Participating in trade shows is also a good way to raise the profile on what Guyanese exporters have to offer.

It is also useful to note that according to research by the U.S. Commercial Service of the U.S. Department of Commerce, the most common methods of payments for trade with Trinidad are; Letters of credit, bill discounting, electronic funds transfer, and credit cards.

**InvesTT**

Level 18, Tower D  
International Waterfront Centre,  
Wrightson Road,  
Port of Spain,  
Trinidad W.I

Tel: +(868) 225-589 /225-4688

Fax: +(868) 225-5820

E-mail: [info@invesTT.co.tt](mailto:info@invesTT.co.tt)

### **Distribution Networks**

The distribution network in Trinidad consists of the following:

- 1) Piarco International Airport
- 2) Port of Port of Spain (Trinidad)
- 3) Port of Point Lisas (Trinidad)
- 4) Scarborough Port (Tobago)
- 5) Use of Fast Moving Consumer Goods (FMCG) channels

Caribbean Airlines, the national carrier of Trinidad and Tobago also provides daily flights to Trinidad and Tobago from Guyana as well as to other markets. However, with respect to access to other markets, this can be challenge as all cargo flights currently transship through Trinidad.

**JAMAICA**



## **Economic Structure and Performance**

Among the MDCs, Jamaica has the largest population, 2,812,090 (July 2018 estimate) and a fairly large landmass of mass of 10,831km<sup>2</sup>. The country's GDP stood at approximately US\$14.8 billion in 2017 and its per capita GDP at US\$9,200. With regard to its per capita GDP, the country is ranked 11<sup>th</sup> in the Caribbean Community.

About 70% of its GDP comes from services; 21.1% from industry and 7% from agriculture. Earnings from remittances and tourism also account for about 14% and 20% of GDP, respectively.

Jamaica has had a persistent debt challenge and has only recently being able to bring that debt level down to less than 100% of GDP, on account of prudent fiscal management.

For the last three decades, Jamaica has had an average annual GDP growth of less than 1%. The country's GDP is projected to grow by 1.7% in 2019 and 1.8% in 2020 and gradually climb and remain consistent at about 2.3% up to 2024.

Trade is important to the country. In 2017 it ran a fairly large balance of trade deficit. In 2017, the country exported US\$1.34 billion and imported US\$5.82 billion, resulting in a trade deficit of US\$4.49 billion. It exports mainly aluminum oxide (US\$592 million), aluminum Ore (\$109 million), hard liquor (\$94.7 million), refined petroleum (\$68.6 million) and beer (\$35.2 million); and imports mainly refined petroleum (\$793M), cars (\$436M), crude Petroleum (\$218 million), packaged medicaments (\$167 million) and petroleum Gas (\$158 million). The United States is Jamaica's leading market for both import and exports.

With respect to the UNDP's human development index, Jamaica is ranked at 97 with an index of 0.73

## **Climate for Doing Business**

Where doing business is concerned, Jamaica has the highest ranking among the group of CARICOM countries, number 75 with an index of 67.47. It also ranks above the regional average for Latin America and the Caribbean and is second only to Puerto Rico. Its best performance relate to starting a business (6) and getting credit (12), the latter due to recent reforms, dealing with construction permits, protecting minority investors and resolving insolvency. Its worst performance however are in the areas of trading across borders (134), registering property (131) and enforcing contracts (133).

## Market Entry Considerations

Among the strategies for entering the Jamaican market, exporters are advised to consider using local importers/wholesalers to act as an agent/distributor for export products. It is also advised that exporters visit the country before conducting any business to establish and validate contact with potential buyers.

It is also useful to ensure that a contract is in place to govern all business transactions and that legal opinions are sought regarding its contents.

Institutional support could also be sought through JAMPRO.

The most common method of payment for trade transactions with Jamaica is the letter of credit.

Jamaica has legislation in place to support E-commerce. This is therefore an option for exporters to consider in order to ply their trade.

### JAMPRO

18 Trafalgar Road  
Kingston 10, Jamaica W.I.  
Phone: +1 876 978 7755; 978-3337  
Toll Free: +1 888 INVESTJA 468-3785 (Local)  
+1 877 JAMVEST | 526-8378 (Overseas)  
Fax: +1 876 946 0090  
Email: info@jamprocorp.com

## Distribution Networks

Jamaica has two ports for distribution of cargo: the Port of Kingston and the Norman Manley International Airport.

## Barriers to Trade and Investment

Some of the barriers to trade and investment that potential investors and exporters are likely to face in Jamaica include:

- 1) Technical barriers: particularly sanitary and phyto-sanitary restrictions,
- 2) Customs User Fee and a Standards Compliance Fee (SCF)- SCF- 0.3 percent of the CIF value,
- 3) High electricity costs, and
- 4) High criminal activity and some evidence of corruption.

**Source:** U.S. Commercial Service of the U.S. Department of Commerce. Viewed at: <https://www.export.gov/article?id=Barbados-Market-Overview>

Food and agriculture products are Guyana's leading exports to CARICOM MDCs and there is still potential of increased exports in light of regional demand!



# CSME CORNER

## *What is the CSME Focal Point?*

Each CARICOM Member State is required to designate a CSME Focal Point. In Guyana, the Focal Point is set up within the Department of Foreign Trade of the Ministry of Foreign Affairs. The key responsibilities of the Focal Point are: to facilitate achievement of the Single Market and Economy by coordinating and monitoring progress with respect to the implementation of decisions emanating from all organs of the Caribbean Community; coordinating public awareness of the CSME; and receiving and investigating complaints related to the Free Movement of Guyanese to the markets of other Member States for the purpose of travel and transit, seeking employment, establishing a business enterprise or providing a service.



The CSME Focal Point in Guyana can be contacted through details provided below:

Ms. Teandra McKay  
Foreign Service Officer III  
Department of Foreign Trade  
Ministry of Foreign Affairs  
“Takuba Lodge”  
254 South Road & Shiv Chanderpaul Drive  
Georgetown, Guyana  
Email: [csmefocal@minfor.gov.gy](mailto:csmefocal@minfor.gov.gy); [tmckay@minfor.gov.gy](mailto:tmckay@minfor.gov.gy)  
Tele no.: (592) 226-1606 ext. 299

**Find the names of the countries that are a part of CARICOM**

A S A I N T K I T T S A N D N E V I S Y R  
 N A D E G M J D M R U F E R S F U O A U L  
 T I B A R B A D O I R Y K L B E K L I K D  
 I N A R Y E M T N N I U I D E V S H N D U  
 G T H F C R A L T I N K I U R E A T T F E  
 U K A R S S I F S D A D F E M S I G V X Y  
 A I M L S D C X E A N F R Y U E N U I G C  
 A T A S D D A O R D D X F C D D T I N C T  
 N T S L D A C S R A H G B T A U L O C M E  
 D O M I N I C A A N G C E E A J U S E D R  
 B G H T I J Y T T D T M L R S D C E N B S  
 A I J U Y T R Y K T G D I S Y L I A T Y O  
 R U H A I T I G M O G B Z O L D A F A C Y  
 B F D F H I T S Y B H B E Y U I D H N S A  
 U A S D G J Y H D A N G U I L L A R D S S  
 D R A H K R S A E G U T E A D F K E T D O  
 A G R E N A D A O H I T S Y L H S H D R  
 D U H Y T W S A D E G M L O L D H W E Z F  
 A Y G H T S U R I N A M E R Y H L A G X R  
 K A T Y U I D B V N M C X F C V N D R W L  
 L N G H K I U T E A D F E R S F G R E E H  
 H A G H T I J U Y T R Y K L S E E Y N G S  
 G W E R T F D F H I T S Y S D F W R A T R  
 B R I T I S H V I R G I N I S L A N D S T  
 C A Y M A N I S L A N D S H D E E S I M G  
 T U R K S A N D C A I C O S I S L A N D S  
 G F V S E A S D G J Y H D R U H K I E O J  
 K F E S G R A H K R S A E T J S H K S P U

**Member States**

1. Antigua and Barbuda
2. Bahamas
3. Barbados
4. Belize
5. Dominica
6. Grenada
7. Guyana
8. Haiti
9. Jamaica
10. Montserrat

11. Saint Lucia

12. St Kitts and Nevis
13. St Vincent and the Grenadines
14. Suriname
15. Trinidad and Tobago

**Associate Members**

1. Anguilla
2. Bermuda
3. British Virgin Islands
4. Cayman Islands
5. Turks and Caicos Islands

## A General Guide for Importing Goods into Guyana



If you are importing goods into Guyana, whether from a CARICOM country, or any other country, here is a cursory overview of the process to guide you.

- 1. Obtain an import license certificate** from the licensing section of the Department of Commerce of the Ministry of Business if you are planning to import any of the following products; pharmaceuticals, cosmetics, fresh or frozen meat, rice, fruits and vegetables, sugar, cinematography, wheat, flour, petrol, arms and ammunition, radar apparatus, air and space craft etc.

Insecticides, rodenticides, fungicides, herbicides, anti-sprouting products and plant growth regulation, disinfectants and similar products fall under the purview of the Pesticides and Toxic Chemical Control Board.

A permit must be obtained from the Animal Health Unit of the Guyana Livestock Development Authority of the Ministry of Agriculture to import live animals.

**NOTE:** A list of items that are subject to Import Licensing can be found in the Official Gazette No. 4 of 1996. A copy is available at <http://www.mintic.gov.gy/commerce/gazette.html>

**Department of Commerce**  
Ministry of Business  
229 South Road, Lacytown, G'town, Guyana  
Tel #: +592-225-2280, 225-6011  
Licencing: +592- 227—2718  
Help Desk: +592-225-0999  
Website: [www.minbusiness.gov.gy](http://www.minbusiness.gov.gy)  
Opening hours: 08:30 am - 16:30 pm  
(Monday – Thursday) / 08:30 am - 15:30 pm

**Pesticide and Toxic Chemicals Control Board**  
National Agricultural; Research and Extension Institute Compound  
Mon Repos, East Coast Demerara  
Tel#: +592-220-7887, 220-8880 / Fax#: +592-220-8933  
Email: [ptccb@guyana.net.gy](mailto:ptccb@guyana.net.gy) / Website: <http://www.ptccb.org.gy/>  
Opening hours: 8:30 am to 4:30 pm (Monday-Thursday)/8:30 am to 3:30 pm (Friday)

**Guyana Livestock Development Authority (GLDA)**  
Tel#: +592- 220-6557  
Webpage: <http://agriculture.gov.gy/glda/>  
Opening hours: 08:30 am - 16:30 pm  
(Monday – Thursday)/ 08:30 am - 15:30 pm (Friday)

In addition to a license, endorsement/ approval is required for the following products from the agencies identified:

Product	Agency
Petroleum Oils	Guyana Energy Agency.
Cinematographic Film	Permanent Secretary Ministry of Culture, Youth and Sport
Transmission, Radar, Reception Apparatus	National Frequency Management Unit
Air and Space Craft	Civil Aviation Authority.
Wheat or Meslin Flour etc. / Live Plants and parts, Cut flowers, fresh and dried fruits, vegetables etc.	Ministry of Agriculture
Mineral, Chemicals.	Government Analyst Food and Drugs Department
Fresh, Chilled and Frozen Meat	Veterinary Public Health Unit – Ministry of Health
Pharmaceutical Goods, Medicaments / Cleaning and Washing Preparations	Government Analyst Food and Drugs Department
Oils, Fats	Government Analyst Food and Drugs Department
Arms and Ammunition explosives, precursor chemicals.	Commissioner of Police, Guyana Police Force
Rice	Guyana Rice Development Board
Sugar	Guyana Sugar Corporation
Live animals	Guyana Livestock Development Authority

2. **Source foreign sellers.** This will require some work on your part, in order to determine what products are being produced where and at what prices, identify suppliers and to formulate the relevant contracts to facilitate purchase. Below is a listing of useful sources of information:

- The Ministry of Foreign Affairs through its consulate offices abroad.
- The Guyana Office for Investment, through participation in Trade Fairs
- National Trade Portals
- Canada's Export E-Business Portal (<https://www.export.ca/default.asp>)
- Doing Business with Australia (<https://www.austrade.gov.au/international>)
- United States Exporters Database (<https://www.export.gov/>)
- B2B Internet Search Engines:
  - TradeBoss (<http://www.tradeboss.com>)
  - TradeKey (<https://www.tradekey.com/>)
  - Alibaba (<https://www.alibaba.com>)
  - Global Sources (<https://www.globalsources.com/>)
  - Made-in-China.com (<https://www.made-in-china.com>)
- Chamber of Commerce/Export Promotion councils in the country you intend to buy from
- World Directory of Importers' Association, International Trade Centre (ITC) (<http://www.intracen.org>)

**Guyana Energy Agency**

295 Quamina Street, South Cummingsburg  
Georgetown, Guyana. P.O. Box 903  
Tel: +1 592 226-0394 / Email: [gea@gea.gov.gy](mailto:gea@gea.gov.gy)  
Website: <https://gea.gov.gy>  
Opening hours: 08:30 am - 16:30 pm (Monday–Thursday) / 08:30 am - 15:30 pm (Friday)

**National Frequency Management Unit**

68 Hadfield Street D'Urban Park, Georgetown, Guyana.  
Tel #: +592-226-2233 / 3976, 592-225-3104  
Fax #: +592-226-7661  
Website: <http://www.nfmu.gov.gy>

**Civil Aviation Authority**

73 High Street, Kingston, Georgetown, Guyana  
Tel: +592-227-8111  
Email: [it@gcaa-gy.org](mailto:it@gcaa-gy.org) / Website: <https://gcaa-gy.org/>  
Opening hours: 08:30 am-16:30 pm (Monday–Thursday) / 08:30 am - 15:30 pm (Friday)

**Ministry of Agriculture**

Regent Street, Bourda Georgetown, Guyana  
Tel#: +592-225- 9559/ 9552  
Website: <http://agriculture.gov.gy/>  
Opening hours: 8:30 am to 4:30 pm (Monday–Thursday) / 8:30 am to 3:30 pm (Friday)

**Government Analyst Food and Drugs Department**

Institute of Science and Technology Building  
University of Guyana, Turkeyen campus  
Opening hours: 08:30 am - 16:30 pm (Monday–Thursday) / 08:30 am - 15:30 pm (Friday)

**Ministry of Health, Veterinary Public Health Unit**

Lamaha Street, Georgetown, Guyana  
Tel#: +592-223-9706, 223-9712  
Website: [www.health.gov.gy](http://www.health.gov.gy)  
Opening hours: 08:30 am - 4:30 pm (Monday–Thursday) / 08:30 am - 3:30 pm (Friday)

**Guyana Police Force**

Police Headquarters  
Young Street, Eve Leary, Georgetown, Guyana  
Tel#: +592-225-6411; 225-5401; 5690  
Website: <https://www.guyanapoliceforce.gy/>

**Guyana Rice Development Board (GRDB)**

116-117 Cowan Street, Kingston, G'town, Guyana  
Tel#: +592-225 8717, 225 3839, 225 6486  
Email: [info@grdb.gy](mailto:info@grdb.gy) / Website: <http://grdb.gy/>  
Opening hours: 08:30 am - 16:30 pm (Monday–Thursday) / 08:30 am - 15:30 pm (Friday)

**Guyana Sugar Corporation**

La Bonne Intention (LBI) Estate, East Coast  
Demerara, Guyana  
Tel#: +592 220 2891  
Email: [info@guysuco.com](mailto:info@guysuco.com) /Website: <https://guysuco.gy>

3. **Ensure that products to be imported are consistent with the regulations of the Government of Guyana** including the Food & Drugs Regulations No. 10 of 1977 and other relevant laws. Visit the website of the Guyana National Bureau of Standards for more information on the standards and other regulations of Guyana.

**Guyana National Bureau of Standards**  
190 Camp & Church Streets,  
Georgetown, Guyana.  
Tel: +592-219-0062/64-66 / Fax: 592-219-0070  
Website: <http://www.gnbsgy.org>  
Opening hours: 08:30 am - 16:30 pm  
(Monday – Friday)

4. **Prepare documentation and submit to the relevant authorities** for approval before making a customs declaration. Please note below:

- All importers are also required to have the following documents:
  - o A customs declaration form (C-72)
  - o A copy of the Bill of Lading (BOL)/ Airway Bill with the Freight Certified Stamp, certified invoice
  - o Applicable import permits or licenses
- Persons importing from CARICOM countries are required to produce a CARICOM certificate of origin.
- All importers of food are required to obtain a free sale certificate from the Government Analyst Food and Drugs Department.
- A letter from the Commissioner General of the Guyana Revenue Authority for items exempted from import duties.
- A certificate of suspension of the CARICOM common external tariff or certificate of safeguard mechanism issued by the CARICOM secretariat, through the Department of Foreign Trade, Ministry of Foreign Affairs, where necessary.

**Department of Foreign Trade**  
Ministry of Foreign Affairs  
Takuba Lodge  
254 South Road  
Georgetown, Guyana  
Tel#: +592 225 8825 (direct), +592 226 1606-8 ext. 299  
Email: [dglasgow@minfor.gov.gy](mailto:dglasgow@minfor.gov.gy)  
Opening hours: 08:30 am - 16:30 pm

The Guyana Revenue Authority has implemented the ASYCUDA world system which facilitates electronic processing of customs documents. Therefore all importers and licensed Custom House brokers are required to submit electronic customs declarations as of December 1, 2018. For more information please contact the ASYCUDA Helpdesk on telephone number 227-6060/227-8222 extension 3633.

5. You can choose to work with a licensed customs broker who can assist you with preparing the relevant documentation.
6. Once documents have been approved and payment of taxes due paid, approach the customs and administration authorities at the relevant port of entry to clear goods. For live animals, inspections upon arrivals are undertaken by the Guyana Livestock Development Authority.

## Goods prohibited for Imports

The following goods are prohibited or restricted to be imported into Guyana: under Section 43 of the Customs Act, Chapter 82:01 and Schedule II.

- Base or counterfeit coin of any country;
- Coin legally current in Guyana or any money purporting to be such not being of the established standard weight and fineness;
- Articles of food intended for human consumption declared by the Competent Authority to be unfit for such purposes;
- Indecent or obscene prints, paintings, photographs, books, cards, lithographic or other engravings or any other indecent or obscene articles;
- Infected cattle, sheep or other animals, or carcasses thereof, and hides, skins, horns, hoofs or any other part of cattle or other animals which may be prohibited in order to prevent the introduction or spread of any communicable disease;
- Matches containing white (yellow) phosphorous;
- Goods, which if sold, would be liable to forfeiture under the Merchandise Marks Act;
- Goods manufactured outside Guyana, which whether or not bearing a name or trade mark, do not carry in relation to themselves a definite indication of the country in which they were made or produced;
- Prepared opium and pipes or other utensils for use in connection with the smoking of opium ..;
- Shaving brushes manufactured in or exported from Japan;
- Fictitious stamps and any die, instrument of materials capable of making any such stamps;
- Goods the importation of which is prohibited by any other Law of Guyana.
- Arms and Ammunition except with the written permission of the Commissioner of Police
- Cocaine, heroin, cannabis sativa, cannabis indica, choras, or any preparation or mixture thereof, except under licence of the Chief Medical Officer;
- Goods which bear a design in imitation of any currency or bank notes or coin in common use in Guyana or elsewhere unless with the approval of the Commissioner General,;
- Spirits (not being liqueurs, cordials, perfumed spirits or medical spirits) and wine, unless specifically reported as such, and unless in aircraft, or in ships of twenty seven decimal three zero (27.30) tonnes burden at least, and in casks and other vessels capable of containing liquids, each of such casks or other vessels being of the size of content of forty one (41) litres at the least or unless in glass or stone bottle containing not less than forty one (41) litres;
- Tobacco, cigars, cigarillos or cigarettes, unless specifically reported as such and unless in aircraft, or in ships of ninety decimal one zero (90.10) tonnes burden at least, and unless in whole and complete packages each containing not less than nine decimal one zero (9.10) kilogramme net weight of tobacco, cigars, cigarillos and cigarettes may be imported through the parcel post in quantities not less than nine decimal one zero (9.10) kilogramme net weight;
- Tobacco extracts, essences or other concentrations of tobacco, or any admixture thereof, tobacco stalks and tobacco stalks flour except under such conditions as the Commissioner General with the approval of the Minister, may either generally or in any particular case allow.
- Goods the importation of which is regulated by any other Law of Guyana except in accordance with such law;
- Exotic species of fish except in accordance with the terms of a license granted by the Chief Agriculture Officer;
- Cinematographic films (with the meaning of Section 2 of the Cinematographic Act) to the exhibition of which the exemption provided in Section 15 (1) (a) or (c) of the said Act applies

Source: Guyana Revenue Authority

## A General Guide for Exporting Goods out of Guyana



- 1. Obtain an export license** from the licensing section of the Commerce Department of the Ministry of Business. This is required for export of animal feed and skin, copper waste and scrap, arms and ammunition, aircraft parts, gold jewelry, raw gold, diamond, rice bran, feathers etc.

An additional license, permit, endorsement, approval letter or other condition may need to be satisfied for some other products to legally exit Guyana. Documentation to this effect must accompany the application for export license. (See table below for relevant agencies to contact).

Product	Agency
Endangered birds, Feathers, Feathers prepared, Ornamental Feathers and other articles with feathers	Ministry of Agriculture,
Fish and fish products.	Fisheries department, Ministry of Agriculture
Aircraft or parts thereof	Civil Aviation Authority
Copper waste and scrap	Guyana Police Force
Wildlife	Wildlife Division
Arms and Ammunition.	Guyana Police Force
Diamonds	Guyana Geology and Mines Commission
Gold	Guyana Gold Board
Jewelry (gold) of precious metal	Guyana Geology and Mines Commission and from the Guyana Gold Board.
Lumber	Guyana Forestry Commission.
Live animals	Animal Health Unit of the Guyana Livestock Development Authority
Food	Food and Drugs Department
Fruits and vegetables	National Agricultural Research and Extension Institute

- 2. Familiarize yourself with the import requirements** of the market you intend to export to, particularly the tariff, standards and quality and other non-tariff requirements you will be expected to comply with. Below is a listing of useful sources of information on import requirements:

- National Trade Portals
- Caribbean Export Development Agency (<https://www.carib-export.com/> )
- EU Export Help Desk (<http://trade.ec.europa.eu/tradehelp/>)
- ITC/WTO Trade helpdesk ([www.helpmetrade.org](http://www.helpmetrade.org))
- The Belize Trade and Investment Development Service (BELTRAIDE) ([www.belizeinvest.org.bz](http://www.belizeinvest.org.bz))

- The Canadian Trade Commission Service of Global Affairs Canada. (<http://www.international.gc.ca>)
- The Guyana Office for Investment
- New Guyana Marketing Corporation
- The Ministry of Foreign Affairs through its consulate offices abroad.
- United States International Trade Administration (<https://www.export.gov/ccg>)
- United States, Food and Drugs Administration (<https://www.fda.gov/>)

3. **Make contact with a buyer in the market** you intend to export to and formalize arrangements through a contract or commercial invoice. If you are a micro or small exporter it is advisable that you seek legal advice in this regard to ensure that your payment arrangements are secure.

Identifying and making contact with buyers may require some research work on your part. Below is a listing of possible sources of information:

- B2B Internet Search Engines:
  - TradeBoss (<http://www.tradeboss.com>)
  - TradeKey (<https://www.tradekey.com/>)
  - Alibaba (<https://www.alibaba.com>)
  - Global Sources (<https://www.globalsources.com/>)
  - Made-in-China.com (<https://www.made-in-china.com>)
- Caribbean Export Development Agency (<https://www.carib-export.com/>)
- Chamber of Commerce/Trade Promotion councils
- The Guyana Office for Investment, through participation in Trade Fairs
- The Ministry of Foreign Affairs through its consulate offices abroad.
- The National Trade Development and Promotion Organisation of Zimbabwe (<http://www.tradezimbabwe.com/how-we-can-help-3/>)
- The New Guyana Marketing Corporation

4. **Source products for exports if your business is not a producer.** For some products, suppliers must be licensed. For example, lumber can only be purchased from Concessionaries, Sawmillers or Timber Dealers licensed with the Guyana Forestry Commission. Rice can be purchased from millers and exporters licensed with the Guyana Rice Development Board (GRDB). Jewelry of precious metal or rolled precious metal can only be purchased from licensed goldsmiths who are required to purchase gold, used for the production of jewelry, from the Guyana Gold Board.

**Guyana Forestry Commission**  
 1 Water Street, Kingston,  
 Georgetown, Guyana  
 Tel: +592-226-7271/4  
 Fax: +592-226-8956  
 Email: [forestrygy@gmail.com](mailto:forestrygy@gmail.com)  
 Opening hours: 08:30 am - 16:30 pm  
 (Monday – Thursday)  
 08:30 am - 15:30 pm (Friday)

If you are a producer of the product to be exported, ensure that your products are produced and packaged to reflect the requirements of the market you intend to export to.

5. Prepare commercial invoice, customs declaration form (C-72), Certificate of Origin, Free Sale Certificate and other forms necessary and submit to the relevant authorities for approval.
6. Submit approved commercial invoice, customs declaration from (C-72), certificate of origin etc. to the Customs and Trade Administration office for processing.
7. Make arrangements for logistics including storage, refrigeration etc.
8. All products being exported out of Guyana will be subject to inspection at the various ports of exit before the container is sealed. The inspection is done by the Customs and Trade Administration in collaboration with the Customs Anti-Narcotics Unit and other relevant agencies, based on the product being exported.
9. You can choose to work with a licensed customs broker who can assist you with preparing the relevant documentation.

#### **Items prohibited for Exports**

Exports of the following items are prohibited out of Guyana in accordance with Section 44 and Schedule III of the Schedules under the Customs Act, Cap 82:01:

- Goods that are prohibited for importation under any law of Guyana
- Materials of precious or semi-precious stone or of precious metal or of rolled precious metal or of pearl which-
  - o if, in the possession of a female passenger of or over twelve years of age, exceeds twelve thousand dollars in value either alone or in the aggregate with any other such articles;
  - o if, in the possession of a male passenger of or over twelve years of age, exceeds nine thousand dollars in value either alone or in the aggregate with any such articles;
  - o if, in the possession of a passenger under twelve years of age, exceeds three thousand dollars in value either alone or in the aggregate with any other such articles; or
- in cases not mentioned in above, is in excess of fifteen hundred dollars in value wither alone or in the aggregate with any other articles with which it is sought to be exported, and in respect of the importation of which neither an export license nor the written approval of the Minister has first been obtained

Source: Guyana Revenue Authority



The Greenheart wood is a durable specie of hardwood produced in Guyana's forests!

# INVESTING IN GUYANA

Guyana lies on the South American coast and shares borders with Venezuela, Brazil and Suriname. Its location in the Amazon region sees the country being endowed with lush forests, and abundant agriculture and fresh water resources. Guyana is also a country with substantial mineral wealth including in gold, diamond and manganese; and in recent times oil and gas. Guyana therefore has an abundance of natural resources from which economic wealth could be extracted.

Guyana's economy remains embryonic with a fairly low population (777,859), given its landmass (83,000 square miles).

Guyana's production and export sector sees a high reliance on primary products such as rice and sugar. There is therefore scope for the production of a range of more lucrative value-added products in Guyana's incumbent industries.

With the absence of a strong indigenous entrepreneurial class, among other factors, foreign investment is critical to allow Guyana to be able increase productive activity, transform its production and export base into more value-added activities and to thereby create additional wealth for its populace. Guyana is therefore open to foreign investment.

The Guyana Office for Investment encourages investment in the following industries:  
Agriculture & Agro-Processing; Light Manufacturing; Energy, Tourism, Forestry/Wood Products, Information & Communication Technology and Mining.



**Guyana Office for Investment (GOINVEST)**  
Address: 190 Camp & Church Streets, Georgetown,  
Guyana, South America.  
Tel: +592-225-0658, 227-0653, +592 225 0655  
Email Address: [goinvest@goinvest.gov.gy](mailto:goinvest@goinvest.gov.gy)  
Website: <http://goinvest.gov.gy>  
Opening hours: 08:30 am - 16:30 pm (Monday –  
Thursday)  
08:30 am - 15:30 pm (Friday)

# Investment Opportunities in Guyana

## AGRICULTURE/ AGRO-PROCESSING

- Seafood & Aquaculture
- Processing- fruit juice concentrate & pulp, vegetable flour
- Fresh Fruits & Vegetable
- Livestock (poultry, beef, mutton, pork & goat)
- Inputs (seeds, fertilizers)
- Machinery & Equipment
- Rice and rice by-products
- Sugarcane
- Spices

## LIGHT MANUFACTURING

- Textile & Garments
- Pharmaceuticals
- Building & Construction
- Packaging
- Downstream activities within the Oil and Gas Industry
- Etc.

## SERVICES

- Financial
- Medical
- Environmental
- Transportation
- Retail/ Commercial
- Housing
- Music/ Other Entertainment
- Machining
- Downstream Activities within the Oil & Gas Industry
- Etc.

## FORESTRY

- Downstream wood processing
- Flooring
- Moulding
- Doors
- Shingles
- Furniture
- Plywood
- Veneers etc.

## TOURISM

- Resorts/hotel
- Restaurant
- Recreation- Cruise Ships, yachting, bird watching, sports fishing etc.
- Tour Operators
- Niche Products

## INFORMATION & COMMUNICATION TECHNOLOGY

- Business Process Outsourcing (BPO)
- Call Centres (inbound/outbound)
- Software Development
- Medical & Legal Transcription

## MINING

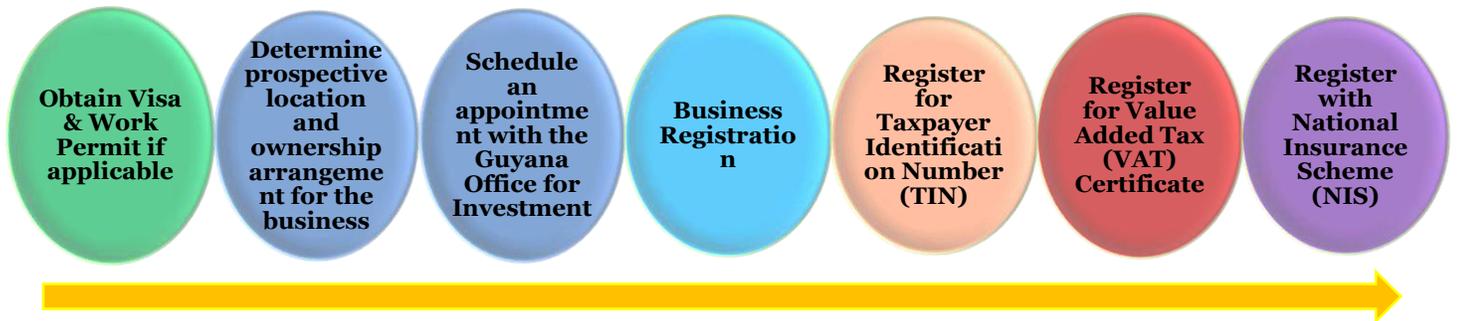
- Gold
- Diamond
- Bauxite
- Semi-precious Stones- Jasper, Agate, Amethyst.
- Laboratory Facilities

## ENERGY

- Alternative Energy ( Solar Power, Hydro Power, Bio-fuels, Bio-diesel, Wind Power)
- Petroleum and gas exploration

## *A quick guide to establishing a business in Guyana*

If you are interested in establishing a Business in Guyana, here is a quick guide to get you started!



1. **Determine under what arrangement who may be able to live and work in Guyana.** Foreign nationals are required to have visas and work permits. Check with the Ministry of Foreign Affairs to determine what may apply to the nationals of your country of citizenship.
2. **Determine prospective location and ownership arrangement for the business.** “Guyana offers foreign investors the flexibility and advantage (as the particular situation may warrant) to purchase or lease land. Foreigners are treated the same as domestic investors when attempting to acquire or lease property. The Status of Aliens Act legislates that foreigners be treated the same as Guyanese citizens in the ownership and disposition of all movable and immovable property” (Guyana Office for Investment).

Check the Newspapers, Real Estate companies or Business Associations such as the Georgetown Chamber of Commerce, to determine opportunities for renting property.

3. **Schedule an appointment with the Guyana Office for Investment** to determine what tax concessions your business may qualify for under the 2004 Investment Act. The Guyana Office for Investment can also walk you through the process of investing in Guyana, which usually starts with the submission of an Expression of Interest form and a Business proposal.



**Register the business** with the Deeds and Commercial Registry. There are two methods for registering a business: 1) under the Business Names (Registration) Act and the Partnership Registration Act; and 2) Incorporation under the companies Act.

The Business Names (Registration) Act and the Partnership Act are the legal bases for a sole proprietor or partnership registration. To register a sole proprietor or partnership you will need to complete a business name application form (attached) and pay a fee of G\$5,000. Along with the application form you will also need a copy of your passport and ID card. It will take three (3) business days for the application to process.

The Companies Act governs the incorporation of businesses. The act requires that enterprises with more than 20 persons be incorporated before they can carry on any business or trade for gain. All private companies must also have at least one Director and every company is required to appoint a Company Secretary. Please visit <http://goinvest.gov.gy> for more information. The fees associated with incorporation will be in the range of G\$40,000 to G\$50,000. Once an application has been made for incorporation and the relevant fees paid, the Registrar of Companies will issue a Certificate of Incorporation.

**Deeds and Commercial Registry**  
Address: Avenue of the Republic  
Charlotte St.  
Georgetown, Guyana  
Tel #: +592-225-4358, 225-4374  
Website: [www.dkra.gov.gy](http://www.dkra.gov.gy)  
Email: [commercial.registry15@gmail.com](mailto:commercial.registry15@gmail.com)  
Opening hours: 08:00 am - 16:30 pm (Monday – Thursday)  
08:00 am - 15:30 pm (Friday)

- 4. Obtain a business or individual Taxpayer Identification Number, a unique number allocated to each taxpayer,** from the Guyana Revenue Authority (GRA). You will need a valid form of identification and will pay a fee of G\$5,000 to obtain your TIN certificate. All taxes remain the same for both Foreign and Domestic Investors. The TIN is also used when employers are remitting taxes for their business for the payment of PAYE.

**Guyana Revenue Authority (GRA)**  
Address: 200-201 Camp Street  
Georgetown  
Tel #: +592-227-6060; 227-8222  
Website: [www.gra.gov.gy](http://www.gra.gov.gy)  
Opening hours: 08:00 am - 16:30 pm (Monday – Thursday)  
08:30 am - 15:30 pm (Friday)

- 5. Register for a Value-added Tax Certificate** with the Guyana Revenue Authority (GRA). This is a mandatory requirement before a company can charge the value-added tax. No-

registration attracts a penalty equal to double the amount of output tax payable from the time of application for registration until an application is filed for registration.

6. **Register with the National Insurance Scheme (NIS).** Employers need to register with NIS for an Employer's Number. NIS is a mandatory Social Security scheme.

**Guyana National Insurance Scheme (NIS)**

Address: Brickdam and Winter Place, Stabroek, Georgetown

Tel #: +592-225-2793-5

Website: <https://www.nis.org.gy>

Opening hours: 08:00 am - 4:30 pm (Monday – Thursday)

08:00 am - 3:30 pm (Friday)

# EXPORT SUCCESS STORY

## STERLING PRODUCTS LIMITED

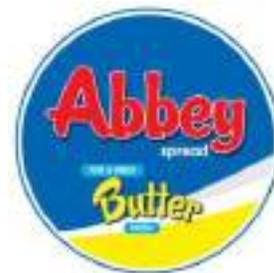
The first feature in our series on the success of Guyanese enterprises in accessing foreign markets is a company that has become a household name in Guyana. Sterling Products Limited stands among the largest and oldest local owned publicly traded companies. Established on October 15, 1954, 12 years prior to Guyana's independence, then some 18 years ago joined the Beharry Group of companies following the acquisition of a majority of their shares.

Sterling Products Limited is the name and nature of this company which has been able to leverage its 64 years of manufacturing experience to become internationally known for high quality products. They are guided by the ambitious mission "to be a leading manufacturer and marketer of quality food products and cleaning agents utilizing skilled human resources and modern technology to satisfy both the national and international markets." A mission which they continue to ardently achieve and surpass.

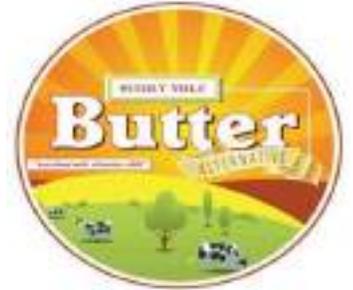
Headquartered in the industrial hub of Providence on the East Bank Demerara, this company is strategic location that allows SPL easy access to extensive transport infrastructure on land and sea so that their products can be quickly distributed to supermarket shelves in Guyana, across the region and North America.

Sterling Products Limited has four product lines, in the category of ice creams, coconut water, edible fats and detergents. Ice creams are marketed under the Igloo brand with an extensive variety of flavours and fusions to cater to every taste. The standard ice cream is blended with appealing flavours such as grape, lime/lemon, strawberry, cherry, pino/orange, chocolate, vanilla, banana, blueberry and if one flavour doesn't suit your fancy then you can get any combination of flavours. If standard isn't your forte, then the Igloo brand offers the Slurrrup line which adds a bit of artistic and creative flare to the standard varieties. These ice creams are artistically drizzled with unique flavours including blue-raspberry, pumpkin-spice, pineapple and a fusion of acai-berry and pomegranate.

Beyond the two standard lines, the Igloo brands also includes two lines of rich premium quality ice creams. The first premium ice cream is a natural fruit blend, which is flavoured with local fruit purees and comes in soursop, guava, pineapple and mango flavours. If you like a bit of extra crunch in your ice cream, the Igloo



brand has Inclusions ice cream for you. Available are inclusions of chocolate-peanuts, cookies and cream, fudge brownie, lemon cake, marshmallow and pie crust. SPL puts extra care and love in their flag ship variety, the Royal Ripple. This a premium ice cream fit for royalty which is rippled with opulent sauces that are both pleasing to the eyes and palate. From the royal ripple line, you can have your pick of butterscotch, caramel, chocolate or strawberry.



Sterling's portfolio of edible fats are household names in Guyana and in the Caribbean. Their golden cream margarine is a necessity for cakes, bread and cooking. The Baker's Pride Shortening is quite popular among pastry chefs because it produces a light and fluffy texture. Essential for stews, curries and suates is the marigold margarine, Umda Phalka Ghee is used in religious dishes, the rich, creamy Sunny Vale Butter and Abbey Butter Spread which is a healthy low fat option.



For all your cleaning needs, SPL produces the mighty foam line of detergents. These come in Mighty Foam – All-purpose cleaner, Dishwashing liquid, Extra Muscle Liquid Laundry Detergent and powdered laundry detergent.



Also making use of the locally abundant coconuts, sterling recently introduced the Hydr8 coconut water that is rich in potassium and contains limited additives.

Motivated to meet local and regional demand sterling's portfolio of products has seen consistent growth of the years, buttressed by innovations in production processes, investment in research and development, acquisition of real assets and expansion of their physical infrastructure to house sections to accommodate the edible fats, ice cream, detergent and coconut water product lines. This is all the result of strategic leadership focused to penetrating new markets and increasing local market share. Testimony to the company's commitment to improving quality, a few years they acquired ISO certification for their line of edible fats, ice cream and yogurts.



Over its many years of operation Sterling Products Limited as held its head high as a good corporate citizen, employing scores of technical, skilled and semi-skilled Guyanese. The company also sponsors cricket matches and activities for youths.



Sterling's products can be found on shelves in Antigua, Barbados, Curacao, Dominica, the United Kingdom, Grenada, Jamaica, Montserrat, St. Kitts, St. Lucia, St. Maarten, St. Vincent, Suriname, Trinidad and the USA.

As the Government of Guyana seeks to increase opportunities for trade through free trade agreements, Sterling Products Limited will be keen to take advantage of these emerging markets.



# GUYANA IN THE MULTILATERAL TRADING SYSTEM

## *Crisis in the Global Trading System and WTO Reform*

At a WTO meeting held in Davos on January 25, 2019 in the margins of the World Economic Forum WTO Director General Roberto Azevedo warned that there were “risks of irreparable damage” and that the “systemic threats were never greater” to the governance of the global trading system. This view has characterized the deliberations on the global trading system most of the last few years.

The crisis has two dominant features currently. Firstly, the disagreement inside the WTO over the functioning of the dispute settlement system. Secondly, the trade dispute between the USA and China.

The dispute settlement system delivers one of three main functions of the WTO and is often referred to as the “crown jewel” of the WTO as it arbitrates trade conflicts between countries, enabling accountability and enforcement. The other two functions are the monitoring of trade policy practices and agreeing on new trade rules. It is the threat to the dispute settlement system, and specifically the Appellate Body, that occupies most of the current effort to steady the global trade governance ship. The dispute settlement function can grind to a halt after December 2019 when only one judge of seven will be left seated on the Appellate Body (AB). Given disagreement over how the AB has performed in the past, members have not been able to agree to resume the process of seeking to fill vacant positions on the Appellate Body.

The trade dispute between the USA and China is not merely a dispute over the trade deficit between the two countries. The dispute is grounded in the claim by the USA that China is not adhering to the basic principles that have been agreed by WTO members to govern the global trading system. In a paper submitted to the WTO by the USA on July 11, 2018, the USA lays out its arguments in detail, indicating that China does not fulfill its commitment as a WTO member to “participate in a multilateral trading system based upon open, market-oriented policies and adhere to principles of non-discrimination, market access, reciprocity, fairness and transparency”. Further, that “China today maintains a state-led, trade-disruptive economic model not based on those fundamental principles and that imposes substantial costs on and presents severe challenges to WTO Members.”



John Deep Forde (PhD)  
Guyana's Ambassador to the  
United Nations and the World  
Trade Organisation

Prior to its submission to the WTO on China, the broader dissatisfaction of the USA with the functioning of WTO was laid out in the United States Trade Representative(USTR) annual report for 2017 and the USTR 2018 Trade Policy Agenda where it called for “reforming the multilateral trading system” given that the WTO “instead of serving as a negotiating forum where countries can develop new and better rules, it has sometimes been dominated by a dispute settlement system where activist “judges” try to impose their own policy preferences on Member States. Instead of constraining market distorting countries like China, the WTO has in some cases given them an unfair advantage over the United States and other market based economies. Instead of promoting more efficient markets, the WTO has been used by some Members as a bulwark in defense of market access barriers, dumping, subsidies, and other market distorting practices.”

The WTO membership has been forced to respond and work on WTO reform has been launched on two fronts. Inside the WTO this work has so far been concentrated on solving the dispute settlement system impasse over the appointment of judges to the Appellate Body. The General Council has established an informal process, chaired by the Ambassador of New Zealand, to try to address issues such as the length of time taken to resolve disputes, the extension of judges beyond their period of appointment to finish cases they have started and the very difficult area of how judgments are made - interpretation of WTO rules and issues of precedence, among other topics.

Outside of the WTO Canada has been leading what is known as the “Ottawa Group on WTO Reform”. The Group comprises Ministers of Trade from 13 WTO members and have now met twice, in Ottawa in October 2018, and most recently in Davos in January 2019. The Group will meet again in May 2019. The highest priority on their agenda is to safeguard and strengthen the WTO dispute settlement system, while also reinvigorating the negotiation function and strengthening the monitoring and transparency function. They also agreed to explore how the development dimension of WTO’s work, including special and differential treatment, can be pursued in WTO’s rule making.

The efforts continue to address the unprecedented challenges facing the multilateral rules based trading system.

In subsequent notes for the Trade Magazine, the Geneva Mission will address other key matters at the WTO, such as differentiation (country categorization); relevance (the new negotiating initiatives related to Ecommerce, Investment Facilitation, Micro, Small and Medium sized Enterprises (MSMEs); and other regular committee work areas such as Sanitary and Phyto-sanitary Measures (SPS), Technical Barriers to Trade (TBT) and Trade Related Intellectual Property (TRIPS) issues.



Staff of the Guyana Embassy, Geneva, Switzerland

# BUSINESS DEVELOPMENT TIP

## ‘BECOME PROACTIVE WITH STANDARDS COMPLIANCE’

Standards matter, whether you are a producer and supplier of goods or a provider of services, standards can mean the difference between success and failure of your business enterprise. In the context of accessing foreign markets, standards have become the new language of the export supply chain. At every level, there are international guidelines that are prescribed to ensure that quality can be maintained. Standards in effect, resolve what economists describe as information asymmetry, where one party knows more about the quality of a good or service than the other party. Standards help to bridge that knowledge gap and ensure that both consumers and exporters have the same information regarding the quality of products imported from foreign countries. For exporting countries, this is an importance function because it means that consumers can have more confidence in the products coming into their markets. This can help to sustain their demand and therefore market access for exporters.

For consumers, standards are important to ensure that their health is protected against risks that may be associated with imported products. In fact, it is for this reason that there is a growing demand by consumers in developed countries to have their governments put standards in place on imported products. Apart from demand by consumers, governments in importing countries also have an interest in ensuring that standards are in place to minimize risks to the health and life of animals, plants and the environment that might come from imported products. These are the *prima facie* objectives of sanitary and phyto-sanitary (SPS) regulations. This right of importing countries is safeguarded by the World Trade Organisation through the SPS agreement.

However, the agreement recognizes that while standards are legitimate measures that are needed to protect the interests of consumers in importing countries, for countries that are exporting food items, how these regulations are designed or administered, could result in them becoming barriers to trade. In fact, several empirical studies have noted that some developing countries' trade have been substantially hurt by SPS standards due to lost export earnings as a result of their inability to comply with the standards established.

Standards have been noted to act as barriers to trade where countries lack the scientific and other capacity to comply, as is the case with many least developed and low income developing countries; or where standards are heterogeneous so that firms exporting to different markets have to comply with diverging requirements for each export market.

The WTO seeks to safeguard against standards becoming barriers to trade, and so under the SPS agreement, it has stipulated that the standards adopted by countries must be scientifically justified. This is to avoid countries using standards as a subterfuge for protectionism of their domestic competing industries, rather than simply to protect consumers. The agreement also further

identified international agencies that are recognized as having the capacity to set international standards that could be accepted by all WTO members. This is done with the aim of supporting international harmonization of standards. These are the; CODEX Alimentarius Commission for food safety standards; the International Plant Protection Convention (IPPC) for plant standards; and the World Health Organisation for animal standards. Notwithstanding these international agencies, however, the agreement allows members to be able to use the precautionary principle to set higher standards if they believe it is necessary for public health reasons.

While over the course of the WTO's existence, as well as due to regional and bilateral agreements, there has been substantial reductions in tariff rates, a reverse trend has been noted with standards. These have grown, either absolutely or relatively, and have now become very important instruments for accessing foreign markets. Given the objectives they seek to achieve, standards are not likely to be negotiated away, which means that they will remain important trade instruments for a very long time.

Whether they act as barriers or catalysts of Guyana's trade with its trading partners, depends on the response at both the government and individual firm levels. The World Bank notes that where countries' trade have been disrupted due to standards it is often because they have reactive mindset. Having a proactive approach towards standards ensures that the trade impacts are reduced and offers several other advantages. Some countries for instance, are able to attract premium prices for quality export products.

A proactive approach means that countries must seek to stay ahead of the curve regarding standards that are accepted in major international markets, remain adequately informed of planned changes and seek to ensure that they begin to make adjustments to their domestic system to ensure that individual firms are always compliant.

At the government level, it is necessary to ensure that a national quality policy, that benchmarks international principles and guidelines, is in place. This ensures that compliance with internationally-accepted standards become a normal part of doing business in Guyana so that as firms seek to enter foreign markets, there is already some familiarity with complying with international standards.

At the firm level, it is necessary to first appreciate the importance of standards to increasing consumer confidence in your product and ensuring that that they become repeat customers, whether customers are households, businesses or other firms that will use your products as inputs to produce other goods. This appreciation should become an integral part of your marketing strategy so that every time you sell your products you remain committed to ensuring that you give your customers the best quality possible.

Firms also need to ensure that staff assigned to deal with standards compliance matters are fully knowledgeable of the requirements. Therefore training will become necessary for such staff. If capacity building is required in specific areas, it may be wise to bring this to the attention of the relevant government agency or private sector industry association so that support can be provided.

Some countries may make frequent changes to their requirements for market access. Position your firm to be informed of potential changes as soon as possible. This could be done by signing up on portals, where available; or learning what the key online sources of information on standards in individual countries are and regularly visiting such sites. For instance, the United States publishes all of its laws on the website of the United States Food and Drugs Authority, the European Union uses the EU Export Helpdesk. For countries that do not publish their information via the internet, familiarize yourself with key government agencies that have responsibility for standards compliance. If it is necessary, mission and embassy offices can also be approached for guidance on where to obtain information.

If your firm is not an export-ready firm but may become one day, make standards a key part of your marketing strategy. If you are a seasoned exporter, revisit your company's marketing strategy and view standards from a proactive stance, as critical to sustaining demand as opposed to, a reactive stance where the goal is simply to comply because these are mandatory requirements. In fact, in the standards landscape there are many private standard schemes that are voluntary such as Eurep Gap, but because of the growing need to be competitive in the global market place, they have become *de facto* mandatory.

Dianna Dasilva-Glasgow  
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Ministry of Foreign Affairs, Guyana



Brewery fresh, Banks Beer and Banks Malta!

# HAPPENING IN SERVICES TRADE...

## *Taking Guyana's Creative Industries Global*



CREATIVE INDUSTRY TASK FORCE | DEPARTMENT OF FOREIGN TRADE

In an effort to bring greater awareness to Guyanese culture, help organize the creative industry, and provide capacity support for Creatives to enter foreign markets successfully as services providers, the Department of Foreign Trade in February 2019, established a Creative Industry Task Force. The Task Force comprises representatives from key government agencies and the private sector. The objective of the Task Force is to promote the development of the Creative Industries of Guyana. More specifically, to oversee and provide guidance on the effective organisation of the Creative Industries for the purpose

of ensuring increased awareness and appreciation of Guyanese culture; and increased capacity of services providers for market access.

## ***BRINGING GUYANA TO THE GLOBAL MUSIC STAGE***

### **Featuring Guyanese gospel musician- Samuel Medas**

Samuel Medas is a celebrated local Guyanese gospel artiste (writer, singer and producer) who is taking Guyana global through his outstanding gospel music. The artiste has received several awards within the Caribbean region. Recently, he secured two additional awards; regional artist of the year in February and the Sterling Gospel Award, Caribbean Artist of the Year in Jamaica.

The Ministry of Foreign affairs sat down with Samuel to understand his journey and to ascertain what advice he would offer emerging



Guyanese artistes seeking to penetrate foreign markets, especially those seeking to present Guyanese culture to the world in music.

Below are excerpts of the conversation, as conducted by Ms. Keisha Gilkes of the Department of Public Diplomacy.

**Q: How did you get started in music?**

**A:** Well, I hear that music is in my family. I know my mother could sing, but I don't know of anybody else. If there was music in my family before, those people died because I didn't meet them. I was musically inclined ever since I was a child. I started playing piano at age 5 and nobody taught me. So, my parents had a small keyboard and nobody could play so I started messing around with it and I started playing. This was before I found out that I could sing. So, the first three years of my involvement in music, this was like five, six, seven, eight, everybody knew me as the little keyboard player. I used to go everywhere playing, nobody knew that I could sing.

There was probably some Sunday school rally or something and I was forced to sing. I remember everybody being wowed. This was at Charlotte Street. I guess that was when I found out that hey maybe I have a voice. I kind of shelved it for a couple of years because my peers told me that I sing like a girl. I guess that was their best way of telling me that I sing good, so I kind of put the singing down until early teens that is when I picked it back up again. I was always playing and singing in church because my parents are pastors. But that was when the journey really started, like when I hit 13, 14. I used to sing with a group called Crossed Carriers. It was three of us, my cousin and another girl.

My cousin is now in Russia studying and the other group member is at university doing medicine. So now it's just me. But, that was a stepping stone for me launching my solo career in September of 2012. I dropped my first album in November 2012. I dropped *Heart to Heart*. It was a solo project. I was very nervous because Guyana doesn't have a footprint anywhere in the Caribbean or anywhere in the world for music.

Fast forward, I went to a particular country and I went to the radio station and they were replaying my music because a friend of mine who is an artist took me to the radio station. They were playing my music on a Saturday morning and these deejays were talking about my music and they're asking who is this and he [my friend] is like "look the dude in the corner". And they were like where? "Look the singer right there!" And then they had a very awkward conversation on the radio about Guyana not being known for anything concerning music. And I had to sit there and listen to it.

So, I didn't have anybody really to give me any kind of advice or any kind of direction concerning music. It was a solo project and when I say solo I mean solo. I catered at my album launch for like

a 1000 people and maybe I had like 100. But, I believed in this album and project so much that I didn't know that what would unfold afterwards would be very big because, in 2013, the first place that I went to was the United States.

**Q: So, early on in your music career the United States was the first places you visited? How did that happen?**

**A:** I don't know. Someone got a hold of the CD and took it back to the states, and these people who I do not know way up in Schenectady, New York. I went there for one event, ended up going for several events because I spent three weeks there and you know people received the music. And throughout the years, the fact that I am Guyanese and still living in Guyana making music has always been the element of surprise for people. Like "you're from Guyana, you're still living in Guyana doing music". In 2014, I dropped the second album called *This Peculiar Journey* and that is when I really started to turn the heads of people in the Caribbean. I started travelling very frequently throughout the islands of the Caribbean and into North America and to some British territories like Tortola.

And then in 2015, I dropped *Ink of Intimacy* and I got to collab with the bigger heads in the gospel industry like DJ Nicholas, Shermaine Gardener, and Positive, and Jermaine Edwards. And, the fact that I got to collaborate with them and them offering to collaborate with me is testament that the music was really going somewhere and from then everything just took off. But the real break came when I dropped my single called *Royalty* in May of 2017. I was just free styling at a concert in the countryside. I was just, the majority of the crowd was young people and I was just encouraging them, building their self-esteem and I started singing "my daddy is the king and I am royalty". Felt



that I should go in the studio and record it and I did and when I dropped it this thing spread like a wildfire. I didn't even know that it had become a movement, people had t-shirts even before I went into the t-shirt printing and stuff people started printing before me. People from Grenada and St. Vincent sending me like my own lyrics on t-shirts and stuff. It was crazy.

I was kind of unsure whether I should drop the album that year because that same year [x] dropped his album and it was massive, but I went ahead and dropped the album and was able on my own to bring in DJ Nicholas from the United States, John Yarde from Barbados, Stichie from Jamaica, Lieutenant Stichie from Jamaica, Jaron Nurse from Trinidad, Blessed Messenger from Trinidad. I had a stellar cast. It was crazy, it was thousands of people packed up in the Cliff Anderson Sports Hall Tarmac. And that is the real album that really, really, blew up everything. So, ever since then and that was in December of 2017, for the whole of 2018 I had no need to drop another one because that album has been working for me up to now it's causing me to fly all over. Later this year I touch Europe, hopefully, before the end of the year, I touch Africa. But, it's been travels ever since, every month, at least once or twice every month.

**Q: You have a huge discography, do you have a favourite song?**

**A:** Right now, "Blowing My Mind".

**Q: Why?**

**A:** Because every time I produce a song, it becomes a favourite.

**Q: What was the inspiration behind that specific song? What's the story behind it?**

**A:** I made a Facebook post that I wanted to enter the Soca Monarch Competition this year and it kind of created a weird buzz because some people were for it, others were against it. Just to prove that I could do it. I wasn't really serious because the time had passed for me to enter, but just to show that I could do a soca song that I could fit right into any genre of music. I dropped it, I dropped the first verse and the first week I had like 40,000 views and people were calling like 'when is the final one going to be released?' Then I dropped it in February. I have two Facebook pages and both Facebook pages I dropped it on and both of those pages have like 100,000 views plus each, plus Youtube. I mean it's the gospel, it is gospel music, but I really wanted to prove that I could fit into any genre.

**Q: Because you are on your own domestically, do you find that you have stiff competition regionally, or when you travel people may not know you?**

**A:** Not right now, but before.

**Q: What changed?**

**A:** You just have to enter a country once and you make a good impression. That is it. That is the key. You just have to get through that door one time and put your best foot forward. I go to Trinidad so often. There are certain countries that I reject bookings from because I don't want to go there that often and people get too familiar with me. But that is how it is. You just go one time, even if you only have 15 minutes on a show. One time! Give them a stellar performance and leave, best believe you'll quickly see emails trying to book you again.

There's not really competition in the Christian music arena like there is in the secular arena. There's a kind of camaraderie. I mean there is vibes, but not on that level.

**Q: As a Guyanese did you experience any difficulty entering foreign markets?**

**A:** Well kind of, yeah. Because, remember Guyana doesn't have a rich heritage of music, so people finding out that I am from Guyana, finding out how far Guyana is away from them, sometimes they weigh the costs of if it's worth, yes he is talented yeah but, is it worth spending \$1,200 on a ticket plus accommodations, plus his musicians, because now I travel with musicians. When I first started travelling with musicians that was a fight because they didn't think that I was worth four tickets and four people staying in a hotel, and meals and accommodations, plus payment. That was always an issue, up to now it's an issue sometimes. But, if someone from Jamaica says that they're coming, plus they're coming with their full band, plus somebody to wipe their face with a rag, plus somebody to give me emotional support while I am on stage, promoters will buy the ticket and give them because they are from Jamaica, Barbados or Trinidad. Guyana is not like that. The pressure is really on me because I feel like I am the lone soldier, at least in the gospel music industry and in come regards the whole industry as a matter of fact.

**Q: What issues do you encounter as a Guyanese artist trying to market yourself?**

**A:** First of all, for a long time I never bothered with copyright because I didn't understand it. Before I never used to bother with it because I didn't realise how powerful it was until two years ago I was sitting in a conference in Barbados with Caribbean artists and industry professionals from the United States and out of a room of like 30-something people, I was the one that had more music than everybody else, more popular music than everybody else, but the only one in the room whose music was not copyrighted. Everybody looked at me like I was...I don't know, it was very embarrassing.

And so, Guyana doesn't have applicable copyright laws that give credence to anything that we do. And so I had to go to Trinidad at the beginning of this year and copyright my stuff. I sat in the conference room with these people, I went to the Copyright Organisation of Trinidad & Tobago. Those people were just blown away by the amount of music that I have that is on the radio, that is being played, that I could be paid for, and I am not copyrighted. So, the fact that I had to go to do it Trinidad and cannot do this in Guyana readily, and check on my money and my royalties, that

is a big issue for me. Also, the protection of your lyrics and stuff like that, because you know if Guyana had the laws, people couldn't be printing my stuff.

I walk down the street and you hear my music blazing loud, loud and you think it's some car passing, and it's a pushcart man. I guess as a token of appreciation he gave me one of my CDs free, so that is a next issue. So, copyright infringement is crazy.

**Q: In your opinion, how does the lack of copyright laws affect creative?**

**A:** I think it's pushing us way, way back because Guyana has some crazy music producers, some are still unknown and I have sung on their tracks. Even my own sound engineer is a producer and has produced a couple riddims for me, and I have sat in the studio and seen people reach out to him and call him and say 'yo, I'm sending this riddim to you and I'm sending vocals and I want you to mix it' and when he opens the email it is his own riddim that he created, somebody from foreign sending it back. So, then there is really no protection for you and the only thing he could really do is try to negotiate with them and say 'buddy, you really have to pay me for my thing, because this is me thing', then he has to provide proof that it is his own. Whereas, if Guyana had a copyright society, all he would have to do is go on the website and see who is the producer of the riddim and if anyone wants to jump on it, instead of him or all of us just making money from the track being released, every time it's being played on the radio we would get money from it. So, it's not from the artists jumping on it, it is from recorded material being played, you would get to live. That is the issue with the lack of copyright. We can't live. They are artists that go every three months, every quarter and collect a nice fine check. We have to depend solely on CD sales and gigs.

**Q: Have you run into any other issues when you were trying to tap into foreign markets?**

**A:** I don't know if you would call it issues, but my colleagues in the music industry outside of Guyana, they have the backing of their country. Like literally sponsored by their government, whatever they want to do. That's not easily accessible, at least for me, that I know of, that is not easily accessible here. So, a lot of the push I had to do on my own and I think that it is unnecessary now that I know that there's stuff in place that could help people like me and other artists push their stuff. But apart from that not really.

I am a go-getter. I use the internet because the internet makes everything easy.

**Q: Where do you see the music industry going in the next five years?**

**A:** In spite of this copyright thing being a sore issue, in spite of that the kind of push that I see artists have right now and getting themselves out there, because there are some of them who release new music every month, paying their way to go to a foreign country just to get an opportunity, I

think Guyana is in a good place. And the fact that we see people like Drew Thoven who is from Guyana, producing for people like Destra, coming to Guyana and literally want him to migrate from out of Guyana, give him contracts, houses, cars, everything just to keep him in her circle so that she can keep making hits tells you that Guyana is full of creative and we are in a good place as it relates to creation. In terms of protection of that creation, we are in a very, very grave place.

**Q: What advice would you give to up and coming musicians?**

**A:** I think a lot of the artists in Guyana are dependent on people and they don't realise that they have resources available, it might be limited in comparison to other countries but there are resources available especially social media. I looked at an interview with Rick Ross yesterday and he said 'those that take initiative are really the ones that are going to win, not just those that are talented' because there are talented people that are not winning, they are losing.

I saw an interview the other day where people were talking on the radio and they were saying that promoters don't really carry locals, and what about these talented people, they're not getting any gigs, they're not getting invited on shows. There's one advice that I got when I was starting my music career from Sean Sobers, he's now a pastor and a recording artist. He said to me "Sammy if you can't do what you want to do when you get invited to shows, host your own shows," and I have been living by that ever since. So I have held multiple shows, worship experiences, album launches, you name it and I create my own avenue where I can do what I want to do, and I build my own fan base. I also network. I have a very, very huge mailing list for deejays and radio personalities around the Caribbean and around the world for a matter of fact. So whenever I produce music I don't just throw it up and run to HJ and say y'all could please give me airtime, I create good music, which is the first thing I should probably say, I create good music. Spend your money and invest! I have invested millions over the years and getting good music production because that is really what speaks for you. Because, you can hold an album launch and people out of a sense of obligation will come and support you but, if your stuff is not good, you are not going to get that support a second time. If you have good quality music, and there are studios in Guyana that will give you good quality music; that's a next false perception that people actually have that you have to go overseas to get good music done. People are surprised every single time when I tell them that all of my music is recorded in Guyana.

**Q: Every single one?**

**A:** Every single one. Shout out to Paradigm [Recording] Studio on the East Coast. Yeah, create a mailing list, connect, these deejays spend every single day on the internet. Some upload to Soundcloud, some create mixtapes and have a whole of music on Youtube. Find their info, send them your music so that your music gets put on playlists that is how people found out, how a lot of people found out about me. They would listen to the music, ask who is this guy, check the list and see Samuel Medas, check the mailing list, reach out and next thing I'm on a plane going to

their country. So yeah, take initiative, don't be lazy and don't depend on promoters because promoters have this mentality that if they hold a local show with local artists it is not going to get the turnout that they want, so they go behind foreign artists. You create your own hype! Hold your own shows! Do Facebook videos, Facebook live, sing, something so that you create a presence. When you create a presence, you create demand and you control the supply.

**Q: You've said that your accident in 2004 propelled your relationship with God and gospel. What about the accident did that?**

**A:** Well like I said, I'm a pastor's child and growing up and being very, very smaller than your peers and searching for a sense of identity in your head that is worth something it's hard. You're certain when you're in church, but when you're in school you have to have a different type of personality if you're going to attract the attention of a certain crowd. So, it was kind of hard for me. I used to cuss like a sailor and hang with all the bad boys. But, it became a struggle, being a Christian and then living a double life at school. By then, everybody knew that Sammy could sing, but I had this rebellious way about me that I resented anything concerning God. I didn't resent God, I just resented church. I was living this double life and I was selling for my mother. She used to sell some sweet stuff on the road and I was sitting behind a table like this on a street that is a T corner, so you come down the road and you can either turn left or right and there's a six-foot concrete wall behind me. There's this guy, he borrowed his friend's Kawasaki motorcycle, one of those big motorcycles and he comes down the road, it's an asphalt road by the way. He slows down, turns and comes back up five minutes later. So, now he feels like he can handle the motorcycle and he comes down a third time. He comes down very fast. My cousin, who is now studying in Russia, saw the motorcycle coming because he was standing with me and figured that the motorcycle will crash. He told me that the motorcycle will crash and then he moved away and left me and then I see the guy pull brakes. The motorcycle is still coming, bricks on the road are flying, the next time I know there's an impact and then I am coming to and everyone is coming out of their houses. I see my mother kick off her shoe and running down the road. There's this lady there that sells chicken foot and plantain chips and she was riding a bicycle, she comes off the bicycle and brings a water bottle for my back, throwing water on me, everyone is trying to play doctor and the motorcycle is on the road, the table break up, I in pain, and somehow at 14, I am skinny now, so you can imagine me at age 14. So, the cycle is damaged, the table is damaged. The cycle connected with the table that connected with me that paste me into the six-foot concrete wall behind me, so everyone is like what the hell. I had no bones that were broken, all I had was a scar on my knee. Of course, I'm wicked. That was a Saturday, so I planned that I would fake this pain and I don't got to go to church tomorrow, on Sunday and I gone stay home. And the Saturday I planned out my Sunday and was in bed and I just heard the voice of the Lord call me by my name. And of course I am a pastor's child so I know the story about God calling Samuel in the Bible and the Lord said to me "you don't know me, you're just faking this thing, you don't know me. You don't know what I sound like, you don't know what I look like. You just don't know me and you think that you're in control of things but what happened out there this afternoon is to let you know

that you don't run things, I run your life." That was the single most profound moment for me that I said to the Lord "listen, I don't know what the future holds and from the looks of it, the kind of humble family that I come from that is not well off, all of these dreams that I have the only person that can make them come to pass is you. So you can take my life and do what you feel like doing with it." I guess that night was the beginning of the journey of me pursuing the Lord and the Lord putting stuff in my path along the way for me to pursue music. Because I worked for GuySuCo for one year in the office as a planning management clerk, I worked at NIS as a benefits clerk, and I left because it was so unfulfilling for me. I went to UG because they accepted me to do music and then found out that they didn't have all of the lecturers, so they bait me and switch me to do English, then I dropped out of UG because, I was doing well but, that wasn't my passion. But, God put everything in place.

Please also tell the government that Guyana needs a strong music curriculum.

**Q: What would you say has been your biggest achievement in your career so far and what do you expect of yourself in the years to come?**

**A:** I think my biggest achievement career-wise is the "Royalty" album launch and the fact that I was able to do it without any major sponsorship and have that many foreign artists come in and be a part of it. And it wasn't even a business move. They recognise that Guyana has talent and appreciated it and they wanted to be a part of the rise of my career and my success.

I think I will always be producing music but, not always performing as much as I do now. I want to have a record label that finds talent. I actually have on but it's kind of dormant right now. It's called the Comfort Zone Entertainment.

**Q: Why is it dormant?**

**A:** Because when I wanted to do it, at the time I had this amount of time to run behind it because I wasn't travelling so much. When I dropped "Royalty" and everything started happening for me, it was hard to focus on building other artists' careers and managing mine, so I had to just let that go dormant and really focus on my career right now. I mean I am still helping artists but, not on the scale that I want to. But in five years' time I want to be established, the Comfort Zone established, seeking out and investing in talent, and really pushing Guyanese music. Because I also travel a lot, there are a lot of established Jamaican artists that when they travel they carry young artists with them and let them open for them. That is one of my intents before the end of the year, to be travelling with younger artists and giving them the stage.

**Q: Do have your eye on anyone in particular?**

**A:** Yeah, Carl Damon, Yonnick Adolph, and Disi, he's a rapper.

**Q: What advice would you give policymakers to improve the music scene, whether it's copyright infringement or backing artists?**

**A:** I think that there's help out there but, it needs to be like organized help. So, if we can bring in the industry professionals and hold a workshop because that's what I was planning to do before the end of this year and if anyone else wants to take it over that's fine. So, that the artists that are now coming up and are oblivious to what's going on and the opportunities out there can have the scales come off of their eyes and see that we can take this music past the shores of Guyana. I would like to see a lot of the artists becoming the face of tourism and the face of Guyana. Most of the time when you walk through these airports these people celebrate their creative. You walk through immigration and you see that they celebrate them. You walk through Guyana's airport and you see a Digicel sign talking about roaming and that is pretty much it.



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**Register to Join the Department of Foreign Trade’s Database of Manufacturers/Suppliers and Services Providers**

The Department of Foreign Trade maintains a database of Guyanese companies producing/supplying indigenous Guyanese goods; as well as a database of Guyanese Services Providers. The former is an important part of managing the Common External Tariff (CET) suspension process in Guyana which requires that producers of goods in Guyana be first consulted on their capacity to produce particular goods before the country can support a request for suspension of the CET by any CARICOM Member State, which in effect, would allow that Member State to import the goods from non-CARICOM countries without paying the rate of duty stipulated in the CET schedule.

The database of Services Providers is an important part of efforts to improve the services sector for the purpose of ensuring that an effective consultative mechanism could be created to facilitate dialogue on trade-related services matters.

Manufacturers/suppliers/services providers that are interested in registering with the database are encouraged to complete, detach and return this page or contact the Ministry of Foreign Affairs.



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**Manufacturers/Suppliers/Services Provider Registration Form**

Company name \_\_\_\_\_

Business address \_\_\_\_\_

Contact person:

Name \_\_\_\_\_ Designation \_\_\_\_\_

Contact details: Tel # (\_\_\_\_)\_\_(\_\_\_\_)\_\_(\_\_\_\_) Fax#(\_\_\_\_)\_\_(\_\_\_\_)\_\_(\_\_\_\_)

Email \_\_\_\_\_

Product(s) produced (only list out specific products if they fall under different tariff headings or service(s) provided:

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
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- 4. \_\_\_\_\_
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