

USAID/GEO

Guyana Economic Opportunities

Trade Capacity-Building Strategy for Guyana

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PART I: Overview

Guyana is a small, developing country that is highly dependent on access to foreign markets for traditional exports, and is seeking to expand and diversify its commercial opportunities. In an effort to enhance and rationalize the flow of technical assistance from international organisations and other partners, the trade-related institutions of the Government of Guyana cooperated with civil society and the donor community to identify and prioritise needs in this field.

Guyana's trade policy has changed radically over the past generation. In its first two decades of independence, Guyana's policies were dominated by a state-centric approach to trade and other aspects of economic policy. Government exercised control over trade in many sectors, and tight foreign exchange controls were in place. Guyana's policies have been progressively liberalized since the adoption of the Economic Recovery Program in 1988. Restrictions on trade have been significantly eased through a combination of autonomous reforms, trade agreements, and reform packages negotiated with international financial institutions.

Trade reform is a key element in the more market-oriented development strategy that Guyana is now pursuing. In addition to autonomous reforms, this has entailed the negotiation of substantial commitments with partners at all levels. These include subregional agreements in the Caribbean Community (CARICOM), regional negotiations for a Free Trade Area of the Americas (FTAA), and more active participation at the multilateral level in the World Trade Organisation (WTO), as well as a variety of complementary initiatives in bilateral and plurilateral fora. These negotiations collectively make for a very ambitious set of goals, and put great strains on the limited resources of Guyana's nascent trade policy community. It is therefore necessary to obtain greater technical assistance in order to prepare for, participate in, and implement the results of these multiple initiatives.

Guyana now places a high priority on this field. This emphasis is exemplified by the creation of the Ministry of Foreign Trade and International Cooperation in 2001, and the recent completion of a National Trade Strategy. The Strategy promotes an approach that is market-oriented and insists upon adherence to Guyana's international obligations, but also recognizes that the country faces significant challenges. The task for Guyana's trade strategy is to manage the threats and opportunities of a global market, which will require an expansion in the country's abilities to collect, assess, and act upon information. It will also require reforms in many different areas of public policy.

The presentation of this capacity-building strategy represents a continuation of these reform efforts. It is the product of surveys conducted with several segments of Guyana's policy community, for which trade policy is a core element in the country's development strategy.

Note that while this document adheres to the model provided for in the *Guidelines For Drafting National And/Or Regional Strategies to Strengthen Trade Related Capacities of FTAA Countries* (FTAA.sme/11 of 30 January 2003), some adaptations were made to reflect the specific circumstances of Guyana. One such adaptation is the absence, for the time being, of a separate chapter on "General and Specific Needs for the Implementation of Commitments." Under the present circumstances of Guyana's preparations for the FTAA and other negotiations, such a chapter would be too forward-looking. It may be assumed for now that all of the main points that might be provided in such a chapter would represent variations on themes already identified in earlier chapters (especially with respect to horizontal matters).

Chapter 1. Institutional framework for trade policies and trade negotiations

A. Trade-related institutions

(i) The principal institutions

Several ministries in Guyana have jurisdiction over aspects of trade policy. While one ministry takes the lead in negotiations, the widening scope this field requires that responsibility is vested in others as well.

The **Ministry of Foreign Trade and International Cooperation** (MOFTIC) is the lead ministry for trade. MOFTIC was established in 2001. Prior to that time, trade policy was principally within the shared jurisdictions of the Ministry of Foreign Affairs and the former Ministry of Trade, Tourism and Industry. Each of these ministries, for example, represented Guyana at various ministerial meetings of the WTO prior to the creation of MOFTIC. The establishment of MOFTIC represented an elevation of the issue, and underlined the desire to ensure coherence and consistency in the country's commercial policies. According to the mission statement drafted upon the establishment of MOFTIC —

A coherent and effective Trade Policy will ... be crucial to advancing, over the next decade, Guyana's efforts to increase exports beyond the current level and diversify away from dependence on the exports of primary commodities.

The Ministry of Foreign Trade and International Cooperation will be responsible for the formulation and advocacy of this trade policy, a principal objective of which will be to advance Guyana's multilateral, regional and bilateral trade interests through the resources of Guyana's diplomatic network *inter alia*.¹

The **Ministry of Foreign Affairs** is the country's principal foreign policy agency, and is the only ministry that has permanent representation abroad. Due to budgetary restrictions, Guyana currently has embassies or high commissions in only nine countries (i.e., Belgium, Brazil, Canada, China, Cuba, Suriname, the United Kingdom, the United States, and Venezuela), as well as a permanent mission to the United Nations in New York. Neither this ministry nor MOFTIC have a permanent mission in Geneva. Guyana is thus one of the several "non-resident" WTO Member States in the developing world.

The **Ministry of Tourism, Industry and Commerce** has some trade-related functions. This is the former Ministry of Trade, Tourism and Industry,² an agency that was renamed the upon the establishment of MOFTIC. This ministry administers import-licensing arrangements, and is

¹ Ministry of Foreign Trade and International Cooperation, "A Dynamic, Responsive Trade Policy to Serve All Guyanese" (2001), page 1.

² Note that the names and jurisdiction of this industry have undergone a series of changes over the decades. In 1987 the former Ministry of Trade and Consumer Protection was renamed the Ministry of Trade and Tourism, which then became the Ministry of Trade, Tourism, and Industry in 1991, prior to becoming the present Ministry of Tourism, Industry and Commerce in 2001.

developing export-processing zones. This is also the parent ministry for the newly established Tourism Authority, and is (together with GO-INVEST, described below) responsible for investment policy in Guyana.

The **Ministry of Finance** is responsible for the various incentive regimes for investment. It also has an important role to play in Guyana's trade policy. Guyana is unusually dependent on trade taxes; the consumption tax to imports accounted for 27.7 percent of budgeted revenue in 2002, while the actual tariffs imposed on imports accounted for 8.8 percent of budgeted revenue.³ This dependence requires that any initiatives leading to significant changes in tariff rates be coordinated with the country's fiscal authorities. The ministry's responsibilities in government procurement also make its input in that field especially important.

Responsibility in agriculture is jointly held by the **Ministry of Agriculture** and the **New Guyana Marketing Corporation** (NGMC). The ministry has chief responsibility for dealing with issues affecting the country's traditional agricultural sector, and works jointly with NGMC on matters affecting non-traditional sectors. The NGMC acts in both an advisory and a commercial role for producers of fresh produce, fresh fish and marine products, and processed agricultural products. NGMC's brief covers all agricultural sectors other than sugar and rice. The organization supplies overseas market information, acts as a matchmaker between producers and exporters, and assists in such commercial activities as export documentation and freight forwarding.

The **Guyana Office on Investment** (GO-INVEST) is in charge of promoting and facilitating local and foreign investment and provides services to actual and potential investors. Among its identified tasks are to serve as a primary contact for investors and liaising with government agencies throughout the investment process, provide information on incentives available to investors and regulations relevant to the sectors of interest, develop profiles on investment opportunities in Guyana, advise the Government on national investment policies, provide current and potential exporters with trade information, assist exporters in promoting their products through participation in national and international exhibitions and trade missions, recommend to the government practical measures to stimulate export trade, and advise the Government on the formulation of national export policies and the implementation of such policies.

Other agencies of the Government of Guyana have at least intermittent authority in the development or execution of policy in trade-related areas. For example, the **Guyana National Bureau of Standards** is responsible for enforcing technical standards for both imported and domestic merchandise.

³ Revenue projections from Ministry of Finance, *Estimates of the Public Sector Current and Capital Revenue and Expenditure for the Year 2002* Volume 1 (2002), Table 6.

(ii) Coordination among the principal institutions

The National Trade Strategy recognizes the overlapping nature of trade issues, and emphasizes the need for ministries and agencies to collaborate in this field. As a new and relatively small agency, MOFTIC must rely on other line agencies for information and technical support. It must also coordinate policies in any topics where trade negotiations may affect other areas of public policy, or *vice versa*.

The National Trade Strategy identified a series of other subtopics in which inter-ministerial coordination is especially critical. These include the following:

- Reform of the **tax system** — including the development of new sources of revenue to replace lost revenue from reduced tariffs — is principally the responsibility of the Ministry of Finance, and is also the subject of a technical assistance project of the International Monetary Fund. MOFTIC has an important role to play in ensuring that any changes are consistent with the country's CARICOM and WTO obligations.
- Issues related to the implementation of **sanitary and phytosanitary** (SPS) laws are principally the responsibility of the Ministry of Agriculture, both with respect to imports of foreign agricultural products and to exports of Guyanese products to foreign countries. MOFTIC must nevertheless monitor events to ensure that SPS laws at home and abroad are executed in compliance with the WTO Agreement on SPS Measures, and also provide assistance to the Ministry of Agriculture in any representations to foreign governments' SPS agencies.
- The New Guyana Marketing Corporation and GO-INVEST have principal responsibility for the **promotion of exports and investment** in their respective areas of expertise. While MOFTIC has neither the resources nor the mandate to act as a trade-promotion agency, it should work closely with these bodies to identify foreign barriers to Guyanese exports.
- Improvements in ports, harbours, and other components of the national **transportation infrastructure** are primarily the responsibility of the Ministry of Public Works and Communication. The high cost of shipping goods from Guyana is a very serious impediment to the promotion of trade and investment. The strategy calls upon MOFTIC to work with the Ministry of Public Works and Communication to explore whether commitments on transportation services in the WTO and FTAA negotiations may aid in attracting further foreign investment in infrastructure projects.
- **Reform of the public service** is an issue for all agencies of the Government of Guyana, and especially for the Ministry of Public Service Management, but reform in the Revenue Authority has especially significant implications for the country's trade policy. Moreover, MOFTIC's capacity to carry out its mandate is determined in part by the level of salaries that it, like other ministries, is able to offer its employees.⁴

⁴ See Omer Gokcekus *et al.*, *Institutional Environment and Public Officials' Performance in Guyana* World Bank Technical Paper No.506 (2001).

The country has established a set of bodies to handle the coordination of trade policymaking among the ministries. One is the National Advisory Committee on External Negotiations (NACEN). It was established in 1997 as the domestic complement to CARICOM's Regional Negotiating Machinery.⁵ Like its counterparts in other CARICOM member countries, NACEN is intended to facilitate effective coordination and preparation for the region's economic negotiations. Due to the resource constraints of MOFTIC, NACEN does not presently have sufficient personnel to perform the secretariat tasks that have been assigned. NACEN has therefore functioned thus far in a largely *ad hoc* fashion.

Chaired by the minister of MOFTIC, the members of the committee represent the public and private sectors, labour, and academia. Its secretary is a high-level MOFTIC official. Its objectives are:

- To identify issues of national concern to Guyana pursuant to the country's strategic trade and economic policy objectives.
- To provide advice to the Government of Guyana on the multiplicity of issues in the area of international trade policy.
- To coordinate national positions on trade and economic negotiations at the regional, hemispheric and global levels.
- To facilitate Guyana's effective, informed and timely preparation for and participation in the negotiations related to the —
 - ACP/EU Lome arrangements, the Free Trade Area of the Americas (FTAA) and the World Trade Organisation (WTO).
 - To ensure national input into the Regional Negotiating Machinery (RNM) process by serving as the designated national focal point[.]⁶

The Government of Guyana created a National Trade Negotiations Committee (N-TNC) that is supported by a series of technical working groups (TWGs). The purpose and structure of the N-TNC and its TWGs are described in appendices 1 and 2 of this chapter. These bodies provide the institutional machinery to ensure that all relevant ministries have a voice in the development and pursuit of trade policy objectives.

In 2002 the Government of Guyana created a National Trade Negotiations Committee that is supported by a series of technical working groups. These bodies provide the institutional machinery to ensure that all relevant ministries have a voice in the development and pursuit of trade policy objectives.

⁵ For background on the origins, mission, and structure of NACEN see Ministry of Foreign Affairs, *A Vibrant and Relevant Foreign Policy* (January, 1999), pages 25-31.

⁶ *Ibid.*, page 28.

B. Coordination with the private sector

The National Trade Strategy recognizes that consultations both between Government ministries and with civil society is imperative, but also acknowledges that this is an area where Guyana is still in the process of establishing its institutions, procedures, and political culture. The effective participation of the private sector is highly desirable but, as yet, imperfect.

Businesses could be the most important source of information on other countries' trade barriers, apparent violations of trade agreements, and related matters. Public officials nevertheless note that it is difficult to get detailed input from the private sector in advance of negotiations. Plans to include private sector representatives in negotiating teams have been stymied by the lack of money and trained personnel. Similarly, the country's academic community has not played a major role yet in NACEN. It is hoped that capacity-building initiatives and related efforts will help to overcome this problem, by involving non-governmental bodies from the start.

The development of this capacity-building strategy is one in a series of steps intended to promote closer collaboration between public and private entities. Organisations representing segments of the private sector were consulted in the identification of needs and priorities, and will be invited to participate in any training that is suitable for public-private collaboration.

C. Institutional capacity in statistics, information technology, and documentation

(i) MOFTIC's research capabilities

As a newly established agency, MOFTIC is beset with even greater constraints than most other ministries in Guyana. At present the ministry is still developing those resources — human, print, and electronic — to keep abreast of the current status of the WTO and FTAA negotiations, research economic issues, and to develop and pursue national objectives in trade talks. It has an inadequate ratio of computers per staff, insufficient connections to the Internet, and other shortcomings in its information technology. Those few computers that do have Internet access are handicapped by the narrow bandwidth that is currently available in the country. This physical plant is inadequate for the execution of the ministry's functions. The National Trade Strategy emphasizes that the present levels of funding, staffing, and physical plant of MOFTIC fall well below what is needed for an active agency in a dynamic field of public policy.

Although it was originally intended to have a staff of some 60 people, MOFTIC presently has a staff of 33. Less than half of these officials are permanently assigned to trade-related functions. Moreover, five of the staffers have been provided from international organizations or voluntary programmes. All MOFTIC staff are based in Georgetown; the ministry has no permanent presence in Geneva. MOFTIC suffers from the same constraints that are endemic in Guyana's public sector. Many of the MOFTIC staff are relatively young persons; the Government

acknowledges that “critical masses of well-trained and experienced Public Servants do not exist in many areas.”⁷

(ii) Trade data

“One of the major problems in formulating economic policy in Guyana,” according to a recent study, “is the absence of reliable, accurate, timely, and consistent official economic and social statistics.”⁸ That point is especially true in the case of trade policy.

Perhaps the most serious obstacle for Guyana’s trade analysts, policymakers, and negotiators is the lack of detailed and user-friendly trade data. At present, the only precise figures that are generally available are those developed by the private sector groups representing the traditional export industries (i.e., sugar, rice, and bauxite). The import and export figures that the Government collects are rudimentary, and are limited in the following respects:

- These data are typically available at only two levels of abstraction (i.e., global and partner totals on the one hand, and 10-digit HS figures on the other). The HS data are not further aggregated into broader categories such as agricultural versus non-agricultural, or according to other systems of industrial categorisation (e.g., SIC, NAIC, or the like).
- Data are not presented as time series, but are instead distributed in discrete monthly or annual formats.
- The only regional distinctions made in the partner data are between CARICOM and non-CARICOM partners. Data are not aggregated to show total trade with (for example) the European Union, the FTAA negotiating partners, or other groupings that would be analytically useful to have in advance of a negotiation.
- Trade data are not directly integrated with tariff data. Neither the rates established in the tariff schedule of Guyana nor the actual tariffs collected are entered into the system.

These and other shortcomings pose serious problems for analysts seeking to unearth patterns in the data, or to prepare for negotiations, or to assess the fiscal impact of proposed deals, or perform the many other analytical tasks that are typically assigned to trade ministries or associated government agencies. For Guyana’s trade negotiators, this state of affairs might be compared to demanding that a pilot navigate a ship in the dark without charts.

The raw material for improved analysis are available. Guyana adopted the Automated System for Customs Data (ASYCUDA) in 1996. The ASYCUDA system has a few considerable virtues, such as the speed with which it is made available. The system nevertheless requires considerable reprogramming in order to address the shortcomings identified above. The system should be adjusted to allow for the easy creation of time series data (monthly, quarterly, and annual); to permit analysts to choose the level of aggregation (e.g., providing the option of examining data at the 2-, 4-, or 6-digit level within the Harmonised System of tariff nomenclature); to allow for the

⁷ *National Development Strategy*, page 13. See also the identification of problems in Stephen Lande, *Data, Information and Analytical Training Needs of the Government of Guyana in the Performance of International Trade Functions* (2000). See also Gokcekus et al., *op.cit.*

⁸ Ebrima Faal, *Currency Demand, the Underground Economy, and Tax Evasion: The Case of Guyana* IMF Working Paper WP/03/7 (Washington, D.C.: International Monetary Fund, 2003), page 3.

aggregation of partner data (country, region, and world); and to relate the data with the relevant rates of Guyana's import and export taxes, and — for at least the larger partners — applied tariffs on their imports from Guyana.

In addition to improving its ability to analyse trade data, the Government of Guyana needs to enhance its dissemination of the information to decision-makers in both the public and private sectors. This may mean the regular distribution of data and analyses in the form of compact disks, and/or the posting of information to the Internet, as well as expansion of MOFTIC's current program of issuing statistical bulletins. MOFTIC has recently begun the publication of a periodic publication entitled *Review of Guyana's Foreign Trade*. With improved data, it could supplement this with monthly updates on the more important trends.

Appendix 1 to Chapter 1: Structure of the National Trade Negotiations Committee

In 2002 the Government of Guyana installed a system of coordination among its trade-related ministries.⁹ This appendix summarises the purpose of the system; see Appendix 2 for the organisation of the related technical working groups.

(a) National Trade Negotiations Committee (N-TNC)

- (i) The N-TNC will be coordinated by MOFTIC. The meeting of the N-TNC will be scheduled at regular intervals.
- (ii) The work of the N-TNC will be assisted by the various Technical Working Groups (TWGs).
- (iii) The representatives of the Lead Agencies of each TWG and the designated Alternates will comprise the core membership of the N-TNC. The Private Sector Commission/Private Sector will be represented on all the TWGs and the N-TNC.

(b) Technical Working Groups (TWGs) – Annex II

- (iv) Each TWG will be coordinated or chaired by a designated Lead Agency. The Lead Agencies have been recommended based on area of competence and policy responsibility (Example: the Ministry of Agriculture will be the Lead Agency for the Technical Working Group on Agriculture). Alternate Lead persons may be designated in each TWG.
- (ii) The TWGs will be specific in their focus (for e.g. Agriculture, Intellectual Property Rights, Services etc.) and comprised of those public/private sector agencies which have a direct or specific interest in the subject areas to be addressed.
- (iii) The TWG will meet as often as it sees fit. Meetings will be convened by the Lead Agency Representative (or Alternate where necessary). The TWG will set its own agenda and meeting times.
- (iv) The Lead Agency Representatives (or Alternates) will report on activities of the TWGs to the N-TNC.
- (v) The Agencies comprising the core membership of each TWG will identify their representatives who will serve as the contact points (competent official) in each

⁹ “Report on Inter–Agency Meeting on The Proposed Establishment of a National Trade Negotiations Committee (N-TNC)” (February 21, 2002).

agency to facilitate quick and easy communication, including transmission of documentation and input/feedback on specific matters. The information concerning these contact points would be communicated to MOFTIC within a week.

(c) **Other**

- (vi) MOFTIC will circulate to the various agencies, the information on the FTAA Groups contained in the **Summary Report of the Meeting of Officials Preparatory to the Twelfth Meeting of the Council for Trade and Economic Development (COTED)**.
- (vii) (ii) The TWGs on Agriculture and Market Access should convene early to deliberate on the issue of Methods and modalities of tariff elimination” in the FTAA.

Appendix 2 to Chapter 1: Organisation of Technical Working Groups (TWGs) of the N-TNC

TECHNICAL WORKING GROUPS (TWGs)	NEGOTIATING FORA		PARTICIPATING AGENCIES	LEAD AGENCIES
Ministry of Foreign Trade and International Cooperation - Coordinator (overview of entire process of the negotiations)	WTO -	Trade Negotiations Committee est. at Doha (WTO-TNC)	Ministry of Foreign Trade & International Cooperation	<i>Ministry of Foreign Trade & International Cooperation</i>
	FTAA -	Trade Negotiations Committee (FTAA-TNC)		
	ACP/EU -	Joint ACP-EC Ministerial Trade Committee		
	CARICOM	Council for Trade and Economic Development (COTED)		
MARKET ACCESS (incl. Technical Barriers to Trade (TBT)) [TWG-ma]	WTO -	- WTO-TNC - Negotiating Group on Market Access est. by the WTO-TNC	<ul style="list-style-type: none"> - Ministry of Foreign Trade and International Cooperation (MOFTIC) - Ministry of Agriculture, including other agencies (GRDB, GUYSUCO, etc.). - Ministry of Fisheries, Crops & Livestock. - Ministry of Tourism, Industry & Commerce. - Customs & Trade Administration. - Guyana National Bureau of Standards. - Guyana Bureau of Statistics. - Guyana Office for Investment. - Private Sector Commission. 	<i>Ministry of Foreign Trade & International Cooperation</i>
	FTAA -	- Negotiating Group on Market Access (NGMA)		
	ACP/EU -	- Preparations for Economic Partnership Agreement (EPA) nags		
	CARICOM	- Council for Trade and Economic Development (COTED)		
AGRICULTURE (incl. Sanitary and Phytosanitary (SPS) Measures) [TWG-ag]	WTO -	- WTO-TNC - Committee on Agriculture - Committee on SPS	<ul style="list-style-type: none"> - Ministry of Agriculture, incl. other agencies (GRDB, GUYSUCO etc) - Ministry of Fisheries, Crops and Livestock incl. other agencies (National Dairy Development Programme etc). - Ministry of Health. - New Guyana Marketing Corporation. 	<i>Ministry of Agriculture</i>
	FTAA -	- Negotiating Group on Agriculture (NGAG)		

TECHNICAL WORKING GROUPS (TWGs)	NEGOTIATING FORA		PARTICIPATING AGENCIES	LEAD AGENCIES
	ACP/EU -	<ul style="list-style-type: none"> - Joint ACP/EU Working Party on Rice - Ministerial Sugar Bureau etc. - Preparations for EPA negs 	<ul style="list-style-type: none"> - Private Sector Commission. - Rice Producer's Association (RPA). - Guyana Poultry Producers Association (GPPA) - MOFTIC. 	
CARICOM	<ul style="list-style-type: none"> - Working Group on the Regional Rice Industry - COTED - Regional Agricultural Planners Forum (RPF) 			
SERVICES [TWG-sv]	WTO -	<ul style="list-style-type: none"> - WTO-TNC - Council for Trade in Services 	<ul style="list-style-type: none"> - MOFTIC. - Ministry of Tourism, Industry & Commerce. - Private Sector Commission. 	<i>Ministry of Foreign Trade & International Cooperation</i>
FTAA -	<ul style="list-style-type: none"> - Negotiating Group on Services (NGSV) 			
ACP/EU -	<ul style="list-style-type: none"> - Preparations for EPA negs 			
CARICOM	<ul style="list-style-type: none"> - CARICOM Working Group on Services - Completion of Protocol II discussions 			
SUBSIDIES, ANTIDUMPING AND COUNTER-VAILING DUTIES [TWG-adv]	WTO -	<ul style="list-style-type: none"> - WTO-TNC - Negotiating Group on Rules est. by TNC 	<ul style="list-style-type: none"> - Ministry of Tourism, Industry & Commerce. - Ministry of Finance. - Customs & Trade Administration. - Guyana Manufacturers' Association - Private Sector Commission. - MOFTIC. 	<i>Ministry of Tourism, Industry & Commerce</i>
FTAA -	<ul style="list-style-type: none"> - Negotiating Group on Antidumping and Counter-vailing Duties (NGADCV) 			
ACP/EU -	<ul style="list-style-type: none"> - Preparations for EPA negs 			
CARICOM	<ul style="list-style-type: none"> - CARICOM Single Market & Economy (CSM&E) 			

TECHNICAL WORKING GROUPS (TWGs)	NEGOTIATING FORA		PARTICIPATING AGENCIES	LEAD AGENCIES
INTELLECTUAL PROPERTY RIGHTS [TWG-ip]	WTO -	- WTO-TNC - TRIPS Council	- Ministry of Legal Affairs. - MOFTIC. - Ministry of Tourism, Industry & Commerce. - Customs & Trade Administration. - Ministry of Agriculture. - Ministry of Fisheries, Crops & Livestock. - Ministry of Culture, Youth & Sports. - Ministry of Amerindian Affairs. - Private Sector Commission.	<i>Ministry of Foreign Trade & International Cooperation/ Ministry Legal Affairs</i>
	FTAA -	- Negotiating Group on Intellectual Property (NGIP)		
	ACP/EU -	- Preparations for EPA negs		
	CARICOM	- CARICOM Working Group on Intellectual Property Rights		
DISPUTE SETTLEMENT [TWG-ds]	WTO -	- WTO-TNC - Dispute Settlement Body	- Ministry of Legal Affairs. - Ministry of Tourism, Industry & Commerce. - MOFTIC. - Private Sector Commission.	<i>Ministry of Legal Affairs</i>
	FTAA -	- Negotiating Group on Dispute Settlement (NGDS)		
	ACP/EU -	- Preparations for EPA negs		
	CARICOM	- CSM&E - Caribbean Court of Justice		
INVESTMENT [TWG-in]	WTO -	-Working Group on Trade and Investment - Preparation for negs beginning after 5 th WTO Ministerial	- GOINVEST. - Ministry of Tourism, Industry & Commerce. - Ministry of Finance. - Bank of Guyana. - Private Sector Commission. - MOFTIC.	<i>Guyana Office for Investment (GOINVEST)</i>
	FTAA -	- Negotiating Group on Investment (NGIN)		
	ACP/EU -	- Preparations for EPA negs		
	CARICOM	- CSM&E		

TECHNICAL WORKING GROUPS (TWGs)	NEGOTIATING FORA		PARTICIPATING AGENCIES	LEAD AGENCIES
GOVERNMENT PROCUREMENT [TWG-gp]	WTO -	- Working Group on Transparency in Government Procurement - Preparation for negs beginning after 5 th WTO Ministerial	- Ministry of Finance. - Ministry of Public Works & Communications. - Auditor General’s Department. - Guyana National Bureau of Standards. - MOFTIC. - Private Sector Commission.	<i>Ministry of Finance</i>
	FTAA -	- Negotiating Group on Government Procurement (NGGP)		
	ACP/EU -	- Preparations for EPA negs		
	CARICOM	- CSM&E		
COMPETITION POLICY [TWG-cp]	WTO -	-Working Group on Trade and Competition Policy - Preparation for negs beginning after 5 th WTO Ministerial	- Ministry of Tourism, Industry & Commerce. - Ministry of Finance. - Ministry of Legal Affairs. - Guyana Office for Investment. - Private Sector Commission. - MOFTIC.	<i>Ministry of Tourism, Industry & Commerce</i>
	FTAA -	- Negotiating Group on Competition Policy (NGCP)		
	ACP/EU -	- Preparations for EPA negs		
	CARICOM	- CSM&E		
ELECTRONIC COMMERCE [TWG-ecom]	WTO -	- Work Programme on Electronic Commerce	- Ministry of Tourism, Industry and Commerce. - Ministry of Legal Affairs. - Customs & Trade Administration. - Private Sector Commission. - MOFTIC.	<i>Ministry of Tourism, Industry & Commerce</i>
	FTAA -	-Negotiating Group on Electronic Commerce (ECOM)		
	ACP/EU -	- Uncertain if e-com will be included in EPA negs		
	CARICOM	- CSM&E		

Appendix 3 to Chapter 1: List of Organisations and Contact Persons Involved in Trade Issues in Guyana

(List is not exhaustive)

Government Ministries and Agencies

Organisation	Contact Person (s)	Designation	Telephone Number
Ministry of Foreign Trade and International Cooperation (MOFTIC)	Mr. Clement Rohee	Minister	592-226-8427
	Mr. Neville Totaram	Coordinator, NACEN	592-225-4160
Ministry of Tourism, Industry and Commerce (MTIC)	Mr. Manzoor Nadir	Minister	592-226-8695
	Mr. Hamilton	Permanent Secretary	592-225-6710
Inland Revenue Department (IRD)	Mr. Kurshid Sattaur	Commissioner	592-225-9260
Customs and Trade Administration (CTA)	Mr. Iqram Ali	Assistant Commissioner	592-225-6934
Government Food and Drug Department (GFDD)	Ms. Marilyn Collins	Director	592-226-3711
Bureau of Statistics (BoS)	Mr. Lennox Benjamin	Chief Statistician	592-227-1155
	Ms. Maxine Bentt	Trade Statistician	592-225-6150
Bank of Guyana (BoG)	Dr. Gobin Ganga	Director of Research	592-226-3251
Insurance Commission of Guyana	Ms. Maria Van Beak	Commissioner	592-225-0319
Ministry of Legal Affairs	Mr. Fung-a-Fat	Senior State Consul	592-226-2616
	Ms. Jagnandan	State Consul	592-231-7388
Guyana National Bureau of Standards (GNBS)	Dr. Chatterpaul Ramcharran	Director	592-225-6226
	Mr. Jowala Somai	Head, Certification Division	592-225-9041
Ministry of Human Services, Social Security and Labor	Mr. Phulander Khandai	Permanent Secretary	592-223-7585
Ministry of Agriculture (MoA)	Mr. Satyadeow Sawh	Minister	592-225-6768
	Mr. Michael Wheathead	Officer, APU	592-225-3850
Ministry of Fisheries, Crops and Livestock (MFCL)	Minister Satyadeow Sawh	Minister	592-225-6768
	Ms. Kellman	SPS Officer	592-220-2950
Ministry of Public Works and Communications	Mr. Minister Samuel Hinds	Prime Minister	592-227-3101
	Ms. Maxine Alexander	Legal Consul	592-226-6955

Organisation	Contact Person (s)	Designation	Telephone Number
Ministry of Finance	Mr. Sasenarine Kowlessar	Minister	592-225-6088
	Mr. Tarachand Balgobin	Head, Project Cycle Unit	592-225-7262
Guyana Environmental Protection Agency (GEPA)	Mr. Doorga Persaud	Executive Director	592-222-2277
New Guyana Marketing Corporation (NGMC)	Mr. Nizam Hassan	Head(ag)	N/A
Guyana Office for Investment (GO-INVEST)	Mr. Geoff Da Silva	Chief Executive Officer	592-225-0653

Private Sector and Academia

Organisation	Contact Person (s)	Designation	Telephone Number
Private Sector Commission (PSC)	Mr. Bal Persaud	Executive Director	592-225-0977
	Ms. Grace Perry	Research Assistant	592-225-0977
Guyana Manufacturers Association (GMA)	Mr. Derrick Cummings	Executive Director	592-227-4295
	Mr. Fitz Fletcher	Member	592-222-2506
Guyana Bankers Association	Mr. Kwebena Griffith	President	592-226-1705
Georgetown Chambers of Commerce (GCC)	Mr. Edward Boyer	Chairman	592-227-0097
	Mr. Mark Harris	Executive Member	592-226-5156
Institute of Development Studies (IDS)	Prof. Clive Thomas	Director	592-222-5409
Guyana Trades Union Congress	Mr. Lincoln Lewis	President	592-226-1493

Chapter 2. Trade agreements and trade negotiations

A. Overview

Trade negotiations are a key element in Guyana's economic reforms. Guyana is now engaged in several negotiations, and may enter into others as well. The current initiatives are as follows:

- At the subregional level, the Caribbean Community (CARICOM) is still perfecting the economic integration of its member states through the Caribbean Single Market and Economy, while also working through the Regional Negotiating Machinery (RNM) to coordinate information and efforts in other negotiations.
- Both on its own and as a CARICOM member, Guyana is negotiating agreements with such partners as Canada, Costa Rica, MERCOSUR, Jordan, and Thailand.
- At the hemispheric level, Guyana participates in the Free Trade Area of the Americas negotiations.
- At the multilateral level, Guyana is taking a more active role in the Doha Round of the World Trade Organisation negotiations.
- As one of the African, Caribbean, and Pacific (ACP) countries, Guyana is negotiating with the European Union over the terms of its preferential access for products such as sugar and rice.

Of these negotiations, the FTAA represents the largest concentration of Guyana's current trade. The FTAA partners (including CARICOM) account for over half of the country's imports and three-quarters of its exports.

B. Guyana's GATT and WTO status

Guyana is a founding Member of the WTO, and was a contracting party to the GATT during 1966-1994. Before independence, Guyana had applied GATT *de facto* as part of the metropolitan territory of the United Kingdom. Guyana became a GATT contracting party on 5 July 1966, just six weeks after becoming an independent state.

Guyana is seeking to become a more active participant in the deliberations of the WTO. Its past participation in GATT and WTO negotiations was hampered by the country's non-resident status, an economic strategy that did not stress market reforms, and the terms by which it entered the system. Like half of the developing countries that joined the GATT during 1947-1994, Guyana entered not through *accession* but *succession*.¹⁰ Countries that gained their independence from colonial powers in the post-war period had the option of entering GATT under the special terms of Article XXVI:5(c). This provision, which now has no equivalent in the WTO, allowed former colonies of GATT contracting parties to convert their *de facto* status into full GATT contracting party status by succession, a process that involved much less stringent scrutiny of its trade regime and the negotiation of fewer new commitments than did the ordinary accession process of GATT Article XXXIII (now replaced by WTO Article XII). Never having gone

¹⁰ Of the 128 countries that joined GATT, fully half (64) did so through accession. See GATT Secretariat, "De Facto Status and Succession: Article XXVI.5(c); Note By The Secretariat," MTN.GNG/NG7/W/40 (1988).

through the more onerous process of accession, Guyana had relatively little invested in its GATT status.

Guyana is “non-resident” in the WTO. The country is represented in the WTO and other Geneva-based institutions on a selective basis from Georgetown and by its mission in Brussels.¹¹ Guyana’s non-resident status limits its ability to monitor and participate fully in negotiations and related activities conducted under the auspices of the WTO. While it would be ideal for Guyana to establish a mission, that is presently unaffordable. The National Trade Strategy proposed a compromise between maintaining the *status quo* and establishing a permanent mission. The Agency for International Trade Information and Cooperation (AITIC) provides free services for non-resident missions. These include the use of office space, meeting rooms, telephones, and computers. AITIC is very conveniently located *vis à vis* the headquarters of both the WTO and the United Nations Conference on Trade and Development, and is staffed by people who can provide excellent guidance on the sometimes mysterious ways of Geneva. Guyana may follow the practice of other non-resident countries that send ambassadors or other officials to Geneva for specific meetings or missions, using the AITIC facilities as a base of operations.

Guyana is still in the process of incorporating some of the results of the Uruguay Round into domestic legislation. This is particularly notable in the case of the Agreement on Trade-Related Aspects of Intellectual Property Rights, with Guyana still working on the development of a new copyright law. Prior to the establishment in early 2002 of an internal mechanism to deal with notifications, the country was unable to comply with many of the requirements for notification of laws and measures related to WTO agreements. Since that time, Guyana has made several notifications on such matters as import licensing procedures, intellectual property rights, and sanitary and phytosanitary measures.¹²

At present the WTO is conducting a Trade Policy Review (TPR) of Guyana’s trade regime. The process will culminate at the end of October, 2003 with a meeting of the Trade Policy Review Body (TPRB) in Geneva, which will examine the reports from both the Government and the WTO Secretariat, and allow WTO Members to pose questions to the Government. This exercise offers a major opportunity for the country to conduct a comprehensive examination of its laws and policies, and to ensure that its measures are consistent with WTO obligations. The Government of Guyana considers this exercise to be essential in ensuring its own understanding of, and compliance with, the country’s commitments under the agreements administered by the

¹¹ Guyana’s interests had previously been represented by the mission in London.

¹² Guyana’s notifications can be found in the following documents: “Agreement on Import Licensing Procedures: Notification under Articles 1.4(a) and 8.2(b): Guyana” (10 April 2002), “Main Dedicated Intellectual Property Laws and Regulations Notified Under Article 63.2 of the Agreement: Guyana” IP/N/1/GUY/C/1 (10 December 2002), “Main Dedicated Intellectual Property Laws and Regulations Notified Under Article 63.2 of the Agreement: Guyana” IP/N/1/GUY/C/2 (10 December 2002), “Main Dedicated Intellectual Property Laws and Regulations Notified Under Article 63.2 of the Agreement: Guyana” IP/N/1/GUY/I/1 (10 December 2002), “Main Dedicated Intellectual Property Laws and Regulations Notified Under Article 63.2 of the Agreement: Guyana” IP/N/1/GUY/T/1 (10 December 2002), “National Enquiry Points: Note by the Secretariat” G/SPS/ENQ/14 (30 October 2002), “National Notification Authorities: Note by the Secretariat” G/SPS/NNA/4 (30 October 2002), “Notification” [export subsidy commitments] G/AG/N/GUY/8 (2 August 2001), “Notification” [domestic support commitments] G/AG/N/GUY/5 (2 August 2001), “Replies to the Questionnaire on Import Licensing Procedures: Notification under Article 7.3 of the Agreement on Import Licensing Procedures: Guyana” G/LIC/N/3/GUY/1 (12 April 2002).

WTO. It is anticipated that issues arising in the course of the TPRB deliberations in October may lead to some supplementary or revised components in this capacity-building strategy.

C. Bilateral and regional negotiations

Caribbean regional integration is an important aspect of Guyana's trade policy. Guyana became a charter member of the Caribbean Free Trade Association (CARIFTA) in late 1965 (i.e., prior to gaining independence in 1966); CARIFTA later became the Caribbean Community (CARICOM) in 1973. As a member of CARICOM, since 1998, any bilateral trade agreement negotiated between Guyana and third countries must be subject to notification and review by the organisation's Council for Trade and Economic Development (COTED). Guyana is one of 25 members of the Association of Caribbean States (ACS), initiated on 29 July 1994, and aimed at coordinating trade policies to boost trade within the region and strengthen regional development.

Guyana and its CARICOM partners have negotiated agreements with several regional partners, as summarized below:

- The CARICOM-Venezuela Agreement on Trade and Investment was signed in October 1992 and entered into force on 1 January 1993. It is a one-way preferential agreement aimed at promoting CARICOM exports to Venezuela. Guyana enjoys tariff reductions in some of the products not covered by the CARICOM-Venezuela agreement, in virtue of the unilateral Guyana-Venezuela Partial Scope Agreement described below.
- CARICOM signed an agreement with Colombia on 24 July 1994 providing for trade liberalization and facilitation (including the exchange of preferences), as well as the promotion and protection of investment.
- An agreement signed on 22 August 1998 establishes a free trade area between CARICOM and the Dominican Republic. In addition to trade in goods, the agreement deals with services, investment, and government procurement.
- An agreement signed between Cuba and CARICOM on 5 July 2000 provides for duty-free treatment on specified goods. In addition to trade in goods, the agreement deals with taxation, trade promotion and facilitation, services, tourism, investment, intellectual property rights, and other topics.

Other regional negotiations are possible. CARICOM is in the process of negotiating an agreement with Costa Rica, and it was agreed among CARICOM heads of government in February, 2003 "to explore with MERCOSUR the latter's offer of an asymmetric partial scope trade agreement in favour of CARICOM."¹³ Another agreement under contemplation is an FTA between Canada and the CARICOM countries.

Guyana has subscribed to a series of bilateral agreements. For example, Guyana and Venezuela signed a Partial Scope Agreement on 27 October 1989. The Agreement provides for tariff preferences to Guyanese exports to Venezuela and the elimination or reduction of non-tariff barriers. It is an agreement of limited scope, and has since been superceded for some products by the CARICOM-Venezuela Agreement noted above. A Partial Scope Agreement

¹³ "Communiqué" from the 14th Inter-Sessional Meeting of the Conference of Heads of Government of the Caribbean Community (16 February 2003), page 12.

between Guyana and Brazil, signed on 27 June 2001, has yet to enter into force. On the basis of the issues raised by other CARICOM member states, Guyana has made a revised proposal to Brazil. Discussions are also underway for a bilateral Guyana-Argentina Agreement, as well as agreements with Jordan and Thailand. In the framework of CARICOM, Guyana participates in a number of other bilateral trade agreements with regional partners:

In addition to engaging these negotiations, Guyana is a member of several organizations that deal with international economic matters. In addition to the WTO and CARICOM, these include the African, Caribbean, and Pacific countries; the Caribbean Development Bank; the Commonwealth; the Group of 77; and the IADB. Guyana joined the Organization of American States in 1990.

Chapter 3. Cooperation for strengthening trade

In lieu of a narrative presentation on the status of recent, current, and potential projects funded by the donor community, please see Appendix 1 to this chapter. It is an exhaustive list of these projects, and is adapted from a matrix produced by a local consultant for the InterAmerican Development Bank. The information in this appendix is current to August, 2003.

Appendix 1 to Chapter 3: Assistance Projects Related to Trade

TRADE POLICY FORMULATION				
Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
USAID/GEO Title: A National Trade Strategy for Guyana (Draft) Duration: NA Date: 2003-03-25 Ref # 22	<ul style="list-style-type: none"> To provide a framework within which Guyana can manage the threats and opportunities of the global market place. To devise a trade strategy for Guyana that advances the country's development objectives in the context of increasing globalization. 	<ul style="list-style-type: none"> Met with Government and Private Sector Organizations to obtain their input Circulated draft strategy Sought inputs on the draft from Government and Private Sector Organizations 	<ul style="list-style-type: none"> Document presented to national forum and consultations held. Was subsequently presented to cabinet and cabinet to pronounce on the recommendations made in the document shortly. 	<p>Hon. Minister Clement Rohee, Ministry of Foreign Trade and International Cooperation (MOFTIC), Takuba Lodge Tel: 592-226-5064</p> <p>MOFTIC, Ministry of Finance, Go-Invest, GMA & PSC</p>
NEGOTIATIONS				
CIDA/IDS Title: The Caribbean Regional Trade Policy Responsive Fund Duration: 2003 – 2004 Budget: CDN\$100,000	<ul style="list-style-type: none"> The training of negotiating agencies to ensure awareness of the new trading environment under the WTO 	<ul style="list-style-type: none"> Sensitize individual producers and companies of the implications of the WTO and opportunities for development 	<ul style="list-style-type: none"> 6 Seminars were held (2 at the national level, one for the services sector and another for the agricultural sector, and 4 regionally). First report on activities including financial statement is being prepared and should be completed in two weeks time. Another series of workshops are planned for the future. The lack of human resources nationally, in specific sectors, such as insurance services pension plans, to act as trainers continues to be a set back in some instances. 	<p>Hon. Minister Clement Rohee, Ministry of Foreign Trade and International Cooperation (MOFTIC), Takuba Lodge Tel: 592-226-5064 or Prof. Clive Thomas, Institute of Development Studies, University of Guyana, Turkeyen Campus Tel: 592-222-5409</p> <p><i>Ministry of Trade, Industry and Commerce, Ministry of Foreign Affairs, Ministry of Agriculture, Trade Unions and Civil Society members</i></p>

Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
MECHANISM FOR IMPLEMENTATION ON TRADE AGREEMENTS				
<p>USAID/GEO</p> <p>Title: Caribbean Basin Trade Preference Act (CBTPA) Action Plan for Guyana</p> <p>Duration: NA</p> <p>Ref. # 9</p>	<ul style="list-style-type: none"> To identify specific actions that Guyana must take if it is to position itself to reap fuller benefits under the Caribbean Basin Initiative 	<ul style="list-style-type: none"> Consultant was contracted to undertake this study 	<ul style="list-style-type: none"> Seminar was held but no requests were made subsequently by government nor the private sector for the implementation of the recommendations. There is general apathy shown by these bodies. 	<p>Ministry of Foreign Trade and International Cooperation (MOFTIC) Ministry of Finance, Go-Invest, GMA & PSC</p> <p>Contact: Kim Stephens Tel: 592-226-1607 (MOFTIC)</p>
CONSULTATIONS WITH CIVIL SOCIETY				
Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
<p>USAID/GEO</p> <p>Title: Guyana Investment Code (Draft)</p> <p>Duration: NA</p> <p>Ref # 10</p>	<ul style="list-style-type: none"> To assist the Government of Guyana and the private sector in drafting an investment code 	<ul style="list-style-type: none"> Drafting of code was completed by an expatriate and a local consultant 	<ul style="list-style-type: none"> Government and the Private Sector met and have agreed to make the code an Act and to include an incentive section as a separate part of the document that would add transparency to the incentive regime available to all stakeholders. Document to be taken to parliament short. 	<p>Government of Guyana and the Private Sector Commission</p> <p>Contact: Mr. Paul Chung Tel: 592-225-0977 (PSC)</p>

Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
TRADE PROMOTION				
<p>European Union</p> <p>Title: Linden Economic Advancement Program (LEAP)</p> <p>Duration: 2002-2008</p> <p>Budget: 12.5m (Euros)</p>	<ul style="list-style-type: none"> Creation/strengthening of viable and competitive companies, generating new, long-term jobs in Linden, Region #10 	<ul style="list-style-type: none"> Business Development Support Unit Business Incubator Inward Investment Facility Delivery of Technical and Management training Local capacity building of the public and private sector organizations Identification of infrastructure constraints to economic development and implementation of rehabilitation works 	<ul style="list-style-type: none"> Not all components are fully active and they are in the process of commencing business incubator. They have completed a few workshops and research is being undertaken to determine and identify the infrastructure constraints. They are still trying to fill vacancies but encountering difficulties sourcing the necessary expertise. 	<p>Ministry of Finance, Regional Council of Region #10, City Council of Linden, Linden Chambers of Commerce</p> <p>Contact: Mr. Donald Nurse Project Manager Tel: 592-444-4057</p>
<p>CIDA - 440-002</p> <p>Title: Improving the competitiveness of the Guyana Poultry Industry through Human Resource Development</p> <p>Duration: 2001-2002 (to be extended to 2003)</p> <p>Budget: \$CDN\$96,662</p>	<ul style="list-style-type: none"> To gradually improve the economic competitiveness of the poultry industry through human resource development and institutional strengthening. 	<ul style="list-style-type: none"> GPPA Business Plan produced Processors benchmarked Register of small processors done and improvement programs outlined Standards completed for large and small processors 70 persons trained and certified in HACCP, quality control, and risk management techniques 100 pluck shops sensitized to small processors standards/operating procedures as designed by the Caribbean Poultry Association and adopted by the GNBS 	<ul style="list-style-type: none"> Constant upgrading continuing. Workshop was held recently. Major challenge remains getting local producers to be more health conscious. Local market share has increased for the GPPA with increased production, enhanced quality and customer confidence Effective project implementation was affected in some cases due to weaknesses of the recipient organization. 	<p>Guyana Poultry Producers Association, Ministry of Health</p> <p>Coordinator: Ms. Marilyn Collins Tel: 592-225-5052</p>

Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
<p>USAID/GEO Title: Guyana Economic Opportunities</p> <p>Duration: 1998 - 2003</p> <p>Budget: US\$7.25m (approximately US\$2.5m was for investments)</p>	<ul style="list-style-type: none"> To improve the climate for private investment 	<ul style="list-style-type: none"> Increase the capacity of the GOG to implement policy for growth with equity Strengthen the private sector organizations to influence public policy Support to micro and small enterprise 	<ul style="list-style-type: none"> Drafted an investment code and Small Business Bill presented to government. Further modifications to be made to both documents. Investor’s Roadmap completed and is being utilized by Go-Invest and is posted on Go-Invest’s website. Completing Matrix of WTO obligations. Providing institutional strengthening to Go-Invest and GNBS. Assisting private sector organizations to develop advocacy skills. Nine regional chambers of commerce formed an umbrella Association of Regional Chambers of Commerce Developed strategic plans for seven regional chambers of commerce and three product-based association in Georgetown Institutional strengthening of IPED to meet best practice standards 	<p>Ministry of Finance Tel: 592- 225-6088</p> <p>Ministry of Foreign Trade and International Cooperation Tel: 592- 226-5064</p> <p>Contact: Mr Thomas Whitney Program Coordinator Tel: 592-223-7144</p>
<p>CIDA - 440-001</p> <p>Title: Improving the competitiveness of the Guyana Seafood Industry through HRD at the Institutional and Industrial Levels</p> <p>Duration: 2001-2002</p> <p>Budget: CDN\$86,060</p>	<ul style="list-style-type: none"> To improve the economic competitiveness and export potential of the seafood industry through international HACCP certification. 	<ul style="list-style-type: none"> An inter-sectoral, inter-disciplinary HACCP Committee established 30 managers in the Seafood Industry sensitized to the objectives of this project, the current international trade environment and practices related to food safety Benchmarking exercises 	<ul style="list-style-type: none"> First phase has been completed. Second phase has commenced and is based on recommendation from the first phase. 	<p>National HACCP Committee in collaboration with Ministry of Health, Min. of Fisheries, Crops and Livestock and Trawler Owners’ and Seafood Processors’ Association</p> <p>Coordinator: Ms. Marilyn Collins Tel.: 592-225-6482</p>

		<p>completed for eight (8) selected seafood companies.</p> <ul style="list-style-type: none"> 100 persons trained and certified in HACCP (as trainers, auditors, quality control inspectors, risk management techniques) 		
		<ul style="list-style-type: none"> National standards for seafood products developed and issued, and the analytical capability of Training Laboratory upgraded to monitor compliance Public Awareness Program on the project and HACCP conducted 		
<p>CIDA - 470-002</p> <p>Title: Guyana Tourism Competitiveness Project</p> <p>Duration: 2002 – 2003</p> <p>Budget: CDN\$136,465</p>	<ul style="list-style-type: none"> To enhance the competitiveness of Guyana’s tourism products in the international market place and enhance the sector viability 	<ul style="list-style-type: none"> Delivery of training programs, product planning assessment, tourism awareness programs Delivery of successful international product/market match conference Improve policy and project management at THAG Industry database and research program instituted at THAG THAG Website enhanced to serve as resource center 	<p>This is the second phase of the tourism project (470-001)</p> <p>Deliverables:</p> <ol style="list-style-type: none"> Occupational Training for the Accommodation Sector Hotel Plant Maintenance Training Tour Guide Training Accommodation facilities Assessment. International Conference for Product/Market Match Assessment of Tourism product. Mobile Tourism Awareness Program Capacity. School System Awareness Program THAG institutional strengthening <p>Deliverables 1, 6 and 8 have been completed. Tour guide training (3) is due to commence in July 2003. The outstanding deliverables should be completed by March 2004.</p>	<p>Tourism Hospitality Association of Guyana</p> <p>Coordinator: Ms. Indira Anandjit Tel: 592-225-0807</p>

<p>CIDA</p> <p>Title: Enhancing Food Safety and Nutrition in Food Processing</p> <p>Duration: NA</p> <p>Proposed Contribution CDN\$100,000 (Tentative)</p>	<ul style="list-style-type: none"> Improving the competitiveness of the small scale food processor 	<p>Being Developed</p>	<p>In the Pipeline:</p> <ul style="list-style-type: none"> The content of this concept has now been subsumed into the New Guyana Marketing Corp. Proposal (#7). However, the proposal has still not been approved by Cabinet 	<p>Caribbean Food and Nutrition Institute/Ministry of Agriculture</p> <p>Contact: Dr. Fitzroy J Henry Tel: 1-876-927-1540 Fax: 1-876-927-2657</p>
<p>CIDA</p> <p>Title: Improving the Competitiveness of Fresh Fruits and Vegetables</p> <p>Duration: not available</p> <p>Proposed Contribution CDN\$70,000 (Tentative)</p>	<ul style="list-style-type: none"> Providing training in post harvest handling and institutional strengthening initiatives for the New GMC 	<p>Being Developed (NB. The GEO project is also currently assisting the New GMC and exporters with post harvesting techniques. Dr. Picha, an International Consultant came to Guyana and conducted a number of hands-on training with the SME sector)</p>	<p>In the Pipeline:</p> <ul style="list-style-type: none"> PDS Contracted. Proposal writing completed on Jan 31/03 Proposal is still to be presented to Selection Committee. 	<p>New Guyana Marketing Corporation</p> <p>Contact: Mr. Nizam Hassan Tel: 592-226-8255</p>
<p>CIDA - 460-003</p> <p>Title: Enhancing Economic Competitiveness of the Jewellery Industry in Guyana Through Skills Training and Standards Setting</p> <p>Duration: 2002 – 2003</p> <p>Budget:CDN \$129,590</p>	<ul style="list-style-type: none"> To gradually improve the economic competitiveness of the Jewellery industry in Guyana 	<ul style="list-style-type: none"> Institutional strengthening of the GGMC Local jewellery standards improved Trainers trained Jewellers received elementary and advanced training Construction of web sites The GNAGJ Business Plan developed 	<ul style="list-style-type: none"> One deliverable is outstanding i.e. trainers in diamond cutting. The challenge in completing that deliverable is the lack of technical expertise to train jewelers. The GGMC tried recruiting overseas consultants but the budget could not accommodate the sum charged by the consultants. Budget constraints have also resulted in training courses being reduced from 3 months to 1 month. A subsequent program is expected to handle technicalities of cutting diamonds. 	<p>Guyana Geology and Mines Commission and Guyana National Association of Goldsmiths and Jewellers</p> <p>Coordinator: Mr William Woolford Tel: 225-2274</p>

PLANNED				
Funding Agency and Project	<i>Objectives</i>	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
CIDA & DFID Title: Guyana Cluster Competitiveness Program Duration: 2003-2006 Budget: CDN\$2.5Mn	<ul style="list-style-type: none"> To increase the competitiveness of selected industry cluster groups in Guyana To build a competitive private sector as a basis for increased employment 	<ul style="list-style-type: none"> Technical Assistance 	Mission is expected in September 2003 to validate the project.	Contact: Ms. Anna Isles Program Officer Canadian High Commission Tel: 227-2081-5
INSTITUTIONAL STRUCTURES AND FUNCTIONING				
Funding Agency and Project	<i>Objectives</i>	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
CIDA, DFID & USAID Title: Private Sector Commission Economic Policy Unit Duration: 2002-2005 Budget: CDN\$0.85	<ul style="list-style-type: none"> Institutional strengthening of PSC through the creation of an economic research unit 	<ul style="list-style-type: none"> Payment of Canadian Cooperant's salary, salary support for Guyanese economist and research officer Short-term technical assistance, i.e., the provision of four computers, one printer, a photocopier, a scanner, one vehicle, and experts to assist the sector on areas of particular concern, such as smuggling and the need to lower the rate of the consumption tax Short term training for PSC staff, both technical and secretarial. 	<ul style="list-style-type: none"> Contract of Canadian Cooperant terminated January 2003. Significant re-organization taking place at the PSC The PSC continues to be faced with a high staff turnover rate. There is the need to broaden the membership base of the commission for sustainability 	Contact: Dr. Peter De Groot Chairman Private Sector Commission Tel: 592-225-9311

<p>CIDA</p> <p>Title: Guyana Business Advisory Services</p> <p>Duration: 1996-2003</p> <p>Budget: CDN\$3.4m</p>	<ul style="list-style-type: none"> Strengthen the operation of Guyana’s private and public sectors through a business advisory program drawing on Canadian volunteer advisors Assist small- and medium-sized enterprises 	<ul style="list-style-type: none"> Approximately 50 Canadian advisory service missions per annum, with special emphasis on handicraft, furniture, tourism and agro-processing Fostered the establishment of the Guyana Volunteers’ Consultancy (GVC) 	<ul style="list-style-type: none"> Project evaluation was completed and sent to CIDA for comments. Based on the findings a further extension was granted up to 2004. They are in the process of doing a sector analysis for the submission of a new proposal. 	<p>Guyana Volunteer Consultancy</p> <p>Contact: Mr. Felix Gerard Tel: 592-227-3133</p>
<p>CIDA 460-002</p> <p>Title: GMA Strengthening the Competitiveness of the Guyana Garment Industry Through Training and Capacity Building</p> <p>Duration: 2001 –2003)</p> <p>Budget: CDN\$82,112</p>	<ul style="list-style-type: none"> To improve labour productivity, exports and the economic competitiveness of the garment industry through training and institutional strengthening 	<ul style="list-style-type: none"> 25 stakeholders complete roundtable 3 day workshop to train and sensitize at least 16 manufacturers/managers from the targeted companies in quality control 3 day workshop to train supervisors to improve production systems In-plant assistance for the factories targeted Strengthening capacity of related organization 8 experts/managers visit Jamaica for observation of better practices in the sub-sector Development of information data bank 	<ul style="list-style-type: none"> Round table discussion took place in June 2003. Consultant visited companies that were a part of the project to discuss their challenges. These include designer’s lack of knowledge in displaying their products – need more exposure so that they will be able to capitalize on export market. Further funding is needed for entrepreneurs to attend trade fairs etc to gain more experience and see the standards against which they are expected to compete. 	<p>Guyana Manufacturers’ Association</p> <p>Coordinator: Mr. George Drakes Tel: 592-227-3133</p>

Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
<p>DFID</p> <p>Title: The Financial Sector and Private Sector Institutional Development</p> <p>Duration: 2000-2003</p> <p>Budget: US\$4.8m</p>	<ul style="list-style-type: none"> Improving the regulatory framework for the financial sector to support private sector activity and achieve synergies among the banking, insurance, non-banking, and securities sectors Assisting in the transfer of state-owned enterprises to the private sector to promote an enterprise led economy Supporting the modernization of the public sector through improved service delivery in the areas of procurement, auditing and public sector management, in order to provide an enabling transactional environment for private sector business 	<ul style="list-style-type: none"> Financial Sector development: Technical assistance to put in place a procedural framework for handling banks with short-term solvency or liquidity problems, restructure the remaining state-owned bank, improve financial reporting, update the regulatory framework Private sector development: Technical assistance to support the second phase of the privatization program. The component will also develop a framework for offering the shares of privatized enterprises on the market, in conjunction with the development of securities sector regulations Public Sector Business Services: The development of revised public procurement procedures and regulations. Strengthening of the public sector’s external auditing capacity. Modernization of the payroll budget system 	<ul style="list-style-type: none"> Framework developed and implementation complete. Stock Exchange (self regulatory body – GASCI) fully operational for shares to be traded. The project component for developing procedures for the intervention and resolution of problem banks had slowed due to government’s uncertainty about funding sources The Public Sector Modernization consultation completed. Government is in the process of improving first draft. Procurement Bill has been endorsed by Parliament. 	<p>The Project Implementation Unit is located in the Office of the President. The</p> <p>Coordinator: Mr. Coby Frimpong. The EIU coordinates activities in the relevant institutions including the Privatisation Unit, the Central Bank, the GNCB and the Ministry of Finance</p>

<p>IADB</p> <p>Title: Regional Harmonized Investment framework (ATN/MT-7123-RG)</p> <p>Duration: 2000 - 2002</p> <p>Budget: US\$410,000.</p>	<ul style="list-style-type: none"> Facilitate decision-making process among national and regional authorities in investment policy matters 	<ul style="list-style-type: none"> Diagnostic of existing institutional and organizational framework for private investors in Caribbean. Identify “Best Practices” in investment policy and regulatory and administrative procedures for harmonizing investment principles for CARICOM Regional workshop Draft regional investment policy. 	<ul style="list-style-type: none"> Draft diagnostic report under review 	<p>CARICOM Secretariat</p> <p>Contact: Mr. Ivor Carryl (ext. 6847), Evelyn Wayne (ext. 7123) Tel: 592-225-2961</p>
<p>IADB</p> <p>Title: Agricultural Sector Loan TC (ATN/SF-5098-GY)</p> <p>Duration: 1997 - 2002</p> <p>Budget: US\$2.5m</p>	<ul style="list-style-type: none"> Support policy reforms under Agricultural Sector Program 	<ul style="list-style-type: none"> Five components in total. Public land administration and regularization is still in implementation 	<ul style="list-style-type: none"> Support implementation of policy reforms in agriculture Sector; strengthen capacity of National Drainage and Irrigation Board and the Lands and Surveys Commission. Disbursement period extended to August. 	<p>Ministry of Agriculture Lands and Survey Commission</p> <p>Contact: Mr. Bernard Carter Tel:592-227-3751 or 592-226-2452</p>
<p>IADB</p> <p>Title: Strengthening Systems for Property Rights (ATN/SY-6671-GY)</p> <p>Duration: 2000 - 2004</p> <p>Budget: US\$940,000.</p>	<ul style="list-style-type: none"> Encourage higher levels of financial intermediation 	<ul style="list-style-type: none"> Improvement of legal framework Strengthening of Deeds Registry Project Management 	<ul style="list-style-type: none"> Major delays by GOG in recruiting consultants. Draft legislation under review. Contract signed with consulting firm to improve Deeds Registry. First deliverable under review. 	<p>Ministry of Legal Affairs</p> <p>Contact: Mr. Mitra Devi Ally Tel: 592-227-6066 or 592-226-2616-8</p>

<p>IADB</p> <p>Title: Strengthen Bank Supervision (ATN/SF-7597-GY)</p> <p>Duration: 2002 - 2005</p> <p>Budget: US\$700,000.</p>	<ul style="list-style-type: none"> • Provide public and private sector training • Develop supervisory processes and implement. • Regulatory reporting and information technology • Establish financial stability Committee • Anti-money laundering and strengthen BOG legal dept. 	<ul style="list-style-type: none"> • Public and private sector training and coordination. • Strategy formulation and development of supervision processes 	<ul style="list-style-type: none"> • Training started. Bids received for the Supervisory strategy and are being reviewed. 	<p>Bank of Guyana</p> <p>Contact: Mr. Ramnarine Lal Tel: 592-227-1535 or 592-226-3251-6</p>
<p>CIDA- 460-001</p> <p>Title: GMA Technical Vocational Education Project GMA/TVET</p> <p>Duration: 2001 - 2003</p> <p>Budget: CDN\$147,020</p>	<ul style="list-style-type: none"> • To improve the regional and international competitiveness of Guyanese Construction and Engineering Companies within the Other Manufacturing Sector 	<ul style="list-style-type: none"> • Consultations on effective Coordination of a TVET Project • Public Awareness Campaign for TVET training program • Institutional Capacity Strengthened for the GTI, GITC and the Board of Industrial Training • Organisation and Management Systems of BIT, GMA, and mould-making companies reviewed • GMA Data Storage capacity enhanced • Trainers and Curriculum Writers trained • Trainees trained 	<p>On-going</p>	<p>Guyana Manufacturers' Association</p> <p>Coordinator: Mr. Roderick Nurse Tel: 592-225-8280</p>

<p>CIDA - 460-004</p> <p>Title: GMA Institutional Strengthening Projects</p> <p>Duration: 2002 – 2003</p> <p>Budget: CDN\$174,075</p>	<ul style="list-style-type: none"> To improve the operating effectiveness, cohesiveness, financial stability of GMA and its delivery of services to members 	<ul style="list-style-type: none"> Amended Articles of Association; revised government system New relationship between Executive Committee and Executive Director Team-building workshop and Executive planning session held Training program held in modern association management practices New marketing and communication plans developed, and new systems in use Sustainability strategy introduced 	<ul style="list-style-type: none"> New GMA Secretariat established and training for leaders, updating GMA Governance system and GMA MIS, HRD Project Management capacity upgrading are all in progress. There are three outstanding deliverables namely: <ul style="list-style-type: none"> Training program held in modern association management practices and techniques Comprehensive Operations Manual produced and staff trained GMA Financial sustainability strategy introduced. 	<p>Guyana Manufacturers' Association Coordinator: Mr. Derrick Cummings Tel: 592-227-4295</p>
<p>CIDA - 470-001</p> <p>Title: Tourism Training and Capacity Building for the Guyana Tourism and Hospitality Industry</p> <p>Duration: 2002 – 2003</p> <p>Budget: CDN\$97,080</p>	<ul style="list-style-type: none"> Increase awareness of international standards for the industry 	<ul style="list-style-type: none"> Build awareness, knowledge and understanding of issues associated with tourism as an economic development option for the country and specific communities Develop and improve the visibility and industry leadership of THAG Provide opportunities for networking with international tourism resources and promote awareness of, and advocacy for, the industry among various target groups 	<ul style="list-style-type: none"> Project Completed Final Report submitted. Final invoices and financial reconciliation being completed Recommendations from this phase were implemented with only minor constraints – no serious impediments encountered. 	<p>Tourism and Hospitality Association of Guyana (THAG) Coordinator: Mr. Indira Anandjit Tel: 592-225-0807</p>

<p>CIDA</p> <p>Title: GNBS ISO Quality Management Systems Training</p> <p>Duration: not available</p> <p>Proposed Contribution CDN\$120,000</p>	<ul style="list-style-type: none"> To make seven (7) manufacturing companies competitive by assisting them to implement quality management systems according to ISO 9001:2000 	<p>Being finalized</p>	<ul style="list-style-type: none"> Approval was granted on 15-07-03. Implementation to start shortly. 	<p>Guyana Bureau of Standards Contact: Mr. Anthony Ross Tel: 592-225-6226</p>
<p>CIDA</p> <p>Title: Institutional strengthening and capacity building of the Shipping Association of Guyana</p> <p>Duration: not available</p> <p>Proposed Contribution CDN\$165,000 (Tentative)</p>	<p>Providing training and institutional strengthening to members of the Shipping Association</p>	<p>Being developed</p>	<ul style="list-style-type: none"> Draft proposal under review by CPEC. 	<p>Shipping Association of Guyana Inc. Contact: Mr. Clinton Williams Tel: 592-226-0882</p>
<p>CIDA</p> <p>Title: Canadian Cooperation Fund</p> <p>Duration: 2003-2008</p> <p>Budget: Cdn\$18.5Mn (for Caribbean Region)</p>	<ul style="list-style-type: none"> Enhance capacity of government institutions to provide services on an equitable and sustainable basis Provide the policy framework and technical capacities in favour of private sector development 	<ul style="list-style-type: none"> Strengthening public sector entities for effective and efficient delivery of services Address investment bottlenecks to private sector development and business investment 	<ul style="list-style-type: none"> Funding arrangements for local administration of the project being finalized. 	<p>Contact: Mr. Vishal Kapur Third Secretary Canadian High Commission Tel: 592-227-2081-5</p>

USE OF INFORMATION TECHNOLOGY				
Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
IADB Title: Modernization of Telecommunications (ATN/MT-7047-GY) Duration: 2000 – 2003 Budget: US\$1,100,000.	<ul style="list-style-type: none"> Modernize the Telecommunications sectors of Guyana 	Strategy Formulation	<ul style="list-style-type: none"> The Bank had requested a hold on the project until completion of the mid-term evaluation. This is now completed. Mission visited in April/May, 2003 	Office of the Prime Minister Contact: Mr. Gita Raghubir Tel: 592-231-7366/225-9866
IADB Title: Institutional Strengthening for IPED (ATN/ME-7182-GY) Duration: 2000 - 2003 Budget: US\$142,000	<ul style="list-style-type: none"> Increase financial services to micro and small businesses by strengthening capacity of IPED 	<ul style="list-style-type: none"> Development of management information system, perfecting credit methodologies and improve financial management system 	<ul style="list-style-type: none"> Design of computerized accounting and loan management system completed and design of reports in progress. Updating of manual – 70% completed 	IPED Contact: Mr. Hemant Indar Singh Tel: 592-225-8949
IADB Title: Air Transport Modernization Program (LO-1042/SF-GY 1&2) Duration: 2000 – 2004 Budget: US\$30m	<ul style="list-style-type: none"> Modernize the Air Transport Sector in Guyana 	<ul style="list-style-type: none"> Sectoral Policy, Regulatory and Institutional reforms Improvements for the safe operation of the international airport and to make it ICAO compliant Creation of civil aviation authority, privatization of municipal airport Improve Ogle airport to International standard. 	<ul style="list-style-type: none"> First tranche disbursed on loan. Financing being sought for physical upgrading of Ogle. 	Ministry of Public Works and Communications. Contact: Mr. Doodnauth Sharma Tel: 592-223-9006/ 225-9866

<p>USAID/GEO</p> <p>Title: MIS Assessment for the Trade Policy Unit</p> <p>Duration: NA</p> <p>Date: August 2000</p> <p>Ref # 6</p>	<ul style="list-style-type: none"> • To determine the training and technical assistance needs of the former Ministry of Trade, Tourism and Industry • To determine the feasibility of implementing information systems within the TPU • To determine informatics requirement of the TPU • To develop procedures for data collection • To determine the functional specifications for the design, development and implementation of a customized Management Information System 	<ul style="list-style-type: none"> • Production of a technical report, with recommendations 	<ul style="list-style-type: none"> • The Ministry has been unable to implement the recommendations from this study due in the first instance to a delinking of the TPU from the MTIC and in the second instance due to limited staff and computing facilities 	<p>Contact: Hon. Mr. Mansoor Nadir, Minister Ministry of Tourism, Industry and Commerce Tel: 592-225-2280</p>
TECHNICAL STUDIES				
<p>USAID/GEO</p> <p>Title: Data, Information and Analytical Training Needs of Guyana in the Performance of International Trade Functions</p> <p>Date August 2000</p> <p>Duration: NA</p> <p>Ref. # 8</p>	<ul style="list-style-type: none"> • To assess the data and training needs of the various agencies in Guyana to take cognisance of the impending WTO and FTAA negotiations 	<ul style="list-style-type: none"> • Production of a technical report, with recommendations 	<ul style="list-style-type: none"> • Some of the training needs identified nationally are being catered for under the CIDA/IDS Trade Policy Response Fund • Data and information needs are still to be addressed, though numerous documents have cited the need for a trade reference library/documentation centre. The major impediment appears to be the absence of the necessary resources to operationalise this library 	<p>GOG, Ministry of Foreign Trade and International Cooperation (MOFTIC) Ministry of Finance, Go-Invest, GMA, PSC, etc.</p> <p>Contact: John Isaacs/Kim Stephen (MOFTIC) Tel: 2261607</p>

Funding Agency and Project	Objective	Components/Activities	Status	Contact Person & Local Partner(s) Associate(s)
USAID/GEO Title: Communication Strategy for the Guyana National Bureau of Standards Date: June 2001 Duration: NA Ref # 24	<ul style="list-style-type: none"> To assist the GNBS sensitizing the general public of the importance of standards and the role of the GNBS 	Hosting of seminars, workshops and disseminating information about the needs for standardisation.	<ul style="list-style-type: none"> The GNBS has held in excess of 7 seminars nationwide for producers in the jewellery, poultry, fresh fruits and vegetables, and processed food sectors. A significant amount of the recommendations were implemented, however, for the implementation of the others (i.e., a regular newsletter, establishing a website, etc) will require technical support. 	Guyana National Bureau of Standards Contact: Mr. Jowala Somai Tel: 592-225-6226
IADB Title: Strategic and Investment Planning for Rice Industry (ATN/SF-6483-GY) Duration: 2000 - 2002 Budget: 150,000.	<ul style="list-style-type: none"> Study on rice production and growth 	<ul style="list-style-type: none"> Strategy for GRDB Trade and support policy for rice 	<ul style="list-style-type: none"> Plans are afoot to utilize remaining resources to contain paddy bug infestation 	Guyana Rice Development Board Contact: Mr. Jagnarine Singh Tel: 592-225-8717/225-1215
IADB Review of Common External Tariff – CARICOM (ATN/SF-6847-RG) Duration: 2000 - 2002 Budget: US\$90,000.	<ul style="list-style-type: none"> Regional Study 	<ul style="list-style-type: none"> Rectify technical problems related to the current CET Structure Review Trade Policy instruments and administrative practices in the region. 	Completed	CARICOM Secretariat Contact: Mr. Joseph Farier or Desmond Alfred Tel: 592-226-9281/9

<p>IADB</p> <p>Title: Implementation of WTO Commitment in CARICOM (ATN/SF-7075-RG)</p> <p>Duration: 2000 - 2002</p> <p>Budget: US\$550,000.</p>	<ul style="list-style-type: none"> • CARICOM Study 	<ul style="list-style-type: none"> • Diagnostic on status of WTO commitments in region • Support for implementation of recommended actions 	<ul style="list-style-type: none"> • Draft diagnostic for all 14-member states under review. 	<p>CARICOM Secretariat</p> <p>Contact: Mr. Joseph Farier or Desmond Alfred Tel: 592-226-9281/9</p>
<p>USAID/GEO</p> <p>Title: A Framework for Reorganizing and Empowering the Go-Invest</p> <p>Duration: NA</p> <p>Date: July 2001</p> <p>Ref # 11</p>	<ul style="list-style-type: none"> • To re-organize and revitalize export and investment promotion in Guyana 	<p>-</p>	<p>Many of the recommendations have been implemented:</p> <ul style="list-style-type: none"> • New agency structure in place • New policies and procedures manual developed and implemented • All existing applications at the time of this report have been reviewed and dealt with • Review process has been greatly speeded up with waiting time cut in half • Workplans are now done annually at Go-Invest • Many of the other things are on-going, i.e., policy issues such as investment code, small business act have been on-going with Go-Invest and the PSC for 3 years. 	<p>Contact: Mr. Geoffrey Da Silva Chief Executive Officer Go-Invest Tel: 592-225-0658</p>

<p>USAID/GEO</p> <p>Title: GMA’s Position Paper for the Reform of the Consumption Tax</p> <p>Date: July 2001</p> <p>Duration: NA</p> <p>Ref # 16</p>	<ul style="list-style-type: none"> To replace existing consumption tax rates by an across the board 15% tax or duty on raw materials and inputs to manufacturing locally produced manufactured goods Retention of current rates for alcoholic beverages, tobacco and tobacco products, petroleum and flour pending a separate study into the C-tax effect on these sectors Retention of existing exemptions on inputs available to manufacturers 	<p>Preparation of Position Paper on the Consumption Tax Regime in Guyana</p>	<p>This document is being used by the PSC to articulate the entity’s position to get the GOG to reform the current tax system</p>	<p>Private Sector of Guyana and General tax payers Tel: 592-225-0977 (PSC)</p>
<p>USAID/GEO</p> <p>Title: Study into the Proposed Reduction of the Rates of Consumption Tax paid by Manufacturers in Guyana</p> <p>Date: July 2001</p> <p>Duration: NA</p> <p>Ref # 17</p>	<ul style="list-style-type: none"> To assist the GMA in developing a position paper which makes a case for the reduction of the rates of Consumption Tax payable by domestic manufacturers To assist the GMA to respond to Government’s concern over any loss of revenue resulting from any reduction in rates 	<p>-</p>	<ul style="list-style-type: none"> Completed and private sector is now using this document to lobby government for a reduction in the consumption tax. Draft position paper prepared and will be presented to GOG shortly 	<p>Contact: Mr Derrick Cummings - Guyana Manufacturers’ Association Tel: 592-227-4295</p>
<p>USAID/GEO</p> <p>Title: Design of an MIS to Identify Costs and Revenues for the Cost Centres of the GNBS</p> <p>Date: Sept 2001</p> <p>Ref # 3</p> <p>Duration: NA</p>	<ul style="list-style-type: none"> To allow the Bureau to better estimate the costs of services it currently provides, which can lead to cost recovery for some services, thus ensuring the sustainability of the entity 	<p>-</p>	<p>The GNBS has not been able to pursue this avenue due to limited human and financial resources</p>	<p>Guyana National Bureau of Standards</p> <p>Contact: Jowala Somai Tel: 592-225-6226</p>

<p>USAID/GEO</p> <p>Title: Market Information Training Needs Assessment</p> <p>Date: February 2002</p> <p>Duration: NA</p> <p>Ref # 7</p>	<ul style="list-style-type: none"> • To provide training in market information analysis and dissemination for the staff of Go-Invest • To carry out an assessment of the agency’s information needs and capabilities, and to recommend information-related services that Go-Invest can feasibly provide in light of its staff size, budgetary constraints, and client needs 	<p>-</p>	<p>Many of the recommendations have been implemented, i.e.,</p> <ul style="list-style-type: none"> • Go-Invest has added 2 new staff • Its website is being updated and re-engineered • New information products are being produced that include the Investor’s Roadmap, Exporter Roadmap (in draft), Market contact lists, and market surveys • Information on investment sector to commence shortly • New investment guide is to be produced over the next few months <p>The actual production of the market bulletins is now be the task of the NGMC.</p>	<p>Contact: Mr. Geoffrey Da Silva Chief Executive Officer Go-Invest Tel: 592-225-0658</p>
<p>USAID/GEO</p> <p>Title: Governance and Management of Go-Invest</p> <p>Date: September 2001</p> <p>Duration: NA</p> <p>Ref # 18</p>	<ul style="list-style-type: none"> • To identify good governance and management practices to assist the Go-Invest in more effectively delivery of its objectives 	<p>-</p>	<p>Completed</p>	<p>Contact: Mr. Geoffrey Da Silva Chief Executive Officer Go-Invest Tel: 592-225-0658</p>
<p>USAID/GEO</p> <p>Title: Guyana Market and SME Sector Overview</p> <p>Date: February 2002</p> <p>Duration: NA</p> <p>Ref #1</p>	<ul style="list-style-type: none"> • To begin the process of identifying Guyanese SME businesses, entrepreneurs, products and exporters and to assist the Go-Invest to built up a data base 	<p>-</p>	<ul style="list-style-type: none"> • This study formed the basis for a number of other rapid market reconnaissance for Guyanese produce to be completed. These included studies in the UK, USA, Canada, Barbados, Northern Brazil, Antigua and Barbuda, and Martinique 	<p>Contact: Mr. Geoffrey Da Silva - Go-Invest, Guyanese SMEs Tel: 592-225-0658 (Go-Invest)</p>

<p>USAID</p> <p>Title: Post harvest Handling Analysis of Fresh Produce Date: July 2002</p> <p>Duration: NA</p> <p>Ref # 13</p>	<ul style="list-style-type: none"> To assist in a feasibility analysis for upgrading packing and storage facilities for fruit and vegetables in Guyana so as to meet the quality needs and requirements for export markets To assess current post harvest handling along the entire chain from harvest through actual export from Guyana 	<p>-</p>	<ul style="list-style-type: none"> Dr. Picha (international Consultant) came into Guyana and worked with the New GMC and SME exporters to improve the marketing quality of their produce. Some exporters have reported more than 400% increase in export volume due to this training. Major transportation (internal and external) difficulties still remain a major bug-bear to the exporting sector. 	<p>Go-Invest, New Guyana Marketing Corporation, farmers and exporters</p> <p>Contact: Geoffrey Da Silva Tel: 592-225-0658 (Go-Invest)</p>
<p>TRAINING</p>				
<p>IADB</p> <p>Title: Regional TC Non-Traditional Training for Women (ATN/MY 5523-RG)</p> <p>Duration:</p> <p>Budget:</p>	<ul style="list-style-type: none"> Increase level of skilled labour 	<ul style="list-style-type: none"> Design of training program Training delivery and job placement Promotional and regional dissemination 	<p>Completed</p>	<p>Institute of Distance and Continuing Education</p> <p>Contact: Mr. Samuel Small Tel: 592-226-6637</p>
<p>European Union</p> <p>Title: Guyana Training Agency</p> <p>Duration: 2001-2003</p> <p>Budget: 1.8Mn (Euros)</p>	<ul style="list-style-type: none"> Restore and improve the productive capacity of the private sector in Guyana through the enhancement of the competence of the work force 	<ul style="list-style-type: none"> Establishment of Guyana Training Agency to organize short- and long-term courses according to market demands Organizing of training needs analysis, and based on this organize tailor made courses 	<p>On-going</p>	<p>Coordinator: Ms. Denise Beresford Project Private Sector Commission Building 157 Waterloo Street North Cummingsburg GEORGETOWN Tel: 592-226-2142/3557 Fax: 592-226-3667</p>

<p>CIDA & IADB</p> <p>Title: The Micro Enterprise Training Services Market</p> <p>Duration: 2000 – 2005</p> <p>Budget: CDN\$0.34Mn US\$900,000.</p>	<ul style="list-style-type: none"> • Test and demonstrate the feasibility of establishing, on a small scale, a sustainable market for training services to entrepreneurs in order to improve their competitiveness and productivity 	<ul style="list-style-type: none"> • Information/reference services on supply of micro enterprise training services and micro enterprise needs and preferences; training voucher distribution system 	<ul style="list-style-type: none"> • Project implementation began in the Summer of 2001. So far 30 institutions have been selected to participate in the project. A total of 4,634 vouchers have been distributed as of January 2003. • The Project now has four information centres, one each in Georgetown, Linden, Berbice and Anna Regina • Guyana Volunteers’ Consultancy (GVC) is experiencing financial and human resource difficulties, which puts at risk the sustainability of this project. This is a concern for donors who are closely monitoring the developments with the organization 	<p>Guyana Volunteer Consultancy</p> <p>Contact: Mr. Felix Gerard Tel: 592-227-3133</p>
<p>CIDA</p> <p>Title: The Caribbean Regional Human Resources Development Program for Economic Competitiveness – Guyana (CPEC)</p> <p>Duration: 1998 – 2004</p> <p>Budget: G\$5.0Mn</p>	<ul style="list-style-type: none"> • Improve the base of skills needed for increased competitiveness within the private sector and the public sector through HRD, while providing capacity development of selected academic institutions and coordinating bodies 	<p>Technical assistance, short-term training, institutional building in four sectors:</p> <ul style="list-style-type: none"> - agro-processing - forestry and wood products - tourism - other manufacturing 	<ul style="list-style-type: none"> • Nine (13) sub-projects approved since launching in December 1999. 	<p>Guyana Manufacturer’s Association</p> <p>Coordinator: Ms. Joycelyn Williams Tel: 592-227-4295</p>
<p>Title: EMPRETEC Capacity Building to Foster Entrepreneurial Small and Medium Scale Enterprises and Regional Business Linkages</p> <p>Duration: 2002-2006</p> <p>Budget: US\$1.5Mn</p>	<ul style="list-style-type: none"> • To identify the most promising entrepreneurs of Guyana, enhance their social responsibility, and mobilize their entrepreneurial potential to help them create, expand, and internationalise their business ventures • To develop national capacity to train entrepreneurs • To generate, in close cooperation with the 	<ul style="list-style-type: none"> • Set up the entrepreneurship and innovation office within the PSC/GMA training center • Install EMPRETEC methodology • Identify potential trainers • Training up to 9 local trainers by UNCTAD consultant 	<ul style="list-style-type: none"> • Negotiating commitment and contribution by GMA • Agreements being drafted with UNCTAD/GOG and GOG/GMA • Local positions filled • Program launched 	<p>Guyana Manufacturers Association</p> <p>Contact: Derrick Cummings Tel: 227-4295</p>

	<p>cooperation with the PSC/GMA, bankable, innovative project proposals in Government priority sectors and promising export activities</p> <ul style="list-style-type: none"> • To assist select project promoters, in close cooperation with the GMA Training Center, to turn their investment proposals into successful ventures • Stimulate networking among entrepreneurs at the national, regional and international levels • To contribute to regional economic integration through cross border joint ventures, trade agreements and other business arrangements • To strengthen SMEs and accelerate technology transfer through productive, stable and equitable linkages with larger enterprises, including TNCs 	<p>consultant</p> <ul style="list-style-type: none"> • 150 well-structured business plans • Conduct workshops on business plan formulation • 100 SMEs created, modernized, or expanded, thus generating 1000 new jobs • Assist project promoters to secure finance and get ventures underway • Assist suitable smaller and micro companies to team up into larger joint partnerships in order to improve competitiveness and market leverage • Facilitate access to quality consultancy services and specialized technical and business training for SMEs participating in the program • Facilitate access to expert advice on technology upgrading option for SMEs participating in the program • Establishment of a Guyana EMPRETEC Entrepreneurs Association which will guide the program according to the entrepreneurs' needs and will initiate and maintain cross-border contacts with EMPRETEC 	<ul style="list-style-type: none"> • First workshop held at the beginning of July 2003 	
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		<p>Entrepreneurs Association in other countries</p> <ul style="list-style-type: none"> • Assist participators of EMPRETEC Guyana to participate in the international network of EMPRETEC country projects and EMPRETEC Entrepreneurs Associations • Identify and assist with the development of 20 cross-border and regional joint ventures, trade agreements and other business arrangements between SMEs in the Caribbean, Central America, and South America, thus generating some 200 jobs • Identify some linkages between SMEs and larger enterprises, ranging from technical advice to sub-contracting, technology transfer, marketing and joint venture arrangements, thus generating some 150 new jobs. 		
<p>UNCTAD/IMF</p> <p>Title: Organisational Strengthening and Capacity Building in the Customs and Trade Administration</p> <p>Duration: 2003- 2005</p> <p>Budget: G\$43 Mn</p>	<ul style="list-style-type: none"> • To keep customs administrators current in terms of developments in the world trade arena and technological changes • To reduce the level of smuggling in Guyana 	<ul style="list-style-type: none"> • Reduce smuggling • Computerise the operations at the CTA • Review Local Consumption Tax • Improve the operations of the CTA 	<p>Submitted to, and approved by the IMF in principle in 2002</p>	<p>Contact: Mr. Lambert Marks Commissioner Customs and Trade Administration Guyana Revenue Authority Tel: 592-225-6932-8</p>

TRADE STATISTICS DATABASE REQUIREMENTS				
Funding Agency and Project	Objectives	Components/Activities	Status	Contact Person & Local Partner(s)/Associate(s)
<p>Title: A Post Implementation Review and Technical Feasibility Study</p> <p>Duration: Oct 21-30, 2002</p> <p>Budget: NA</p>	<ul style="list-style-type: none"> Determine the extent to which the current ASYCUDA System (Version 2.7) in the Customs and Trade Administration had met its objectives Measure the benefits of the existing systems in terms of revenue collection, reduced transaction time and costs, and improved availability of accurate and up to date trade data Examine the current infrastructure for the adoption of the ASYCUDA++ (Version 3) 	<ul style="list-style-type: none"> Meetings were held with persons from various Government Departments and agencies 	<ul style="list-style-type: none"> The study noted that 92% of total imports and exports declaration in Guyana are captured by the ASYCUDA system. ASYCUDA system continues to operate at the Main Office of the Customs and Trade Administration. This is the only system in Guyana specially designed to capture trade data. 	<p>Contact: Ms. Ingrid Griffith Deputy Commissioner Customs and Trade Administration Guyana Revenue Authority Tel: 592-225-6932-8</p>

PART II. Strengthening trade-related capacities

Chapter 4. General and specific needs for participation in negotiations

A. Horizontal needs

The horizontal needs of Guyana are summarized in Table 4.1, which presents them in roughly declining order of priority. The first three areas can be considered to be distinct aspects of the same, over-arching problem: Guyana at present does not have available a sufficient array of information resources in order to plan for, conduct, and implement the results of complex trade negotiations. These information needs can be further broken down into the three categories shown here — software, hardware, and printed materials — but such distinctions are quickly blurred in a multimedia age.

Answering this most horizontal of needs is a prerequisite for addressing all of the other issues identified in this strategy. It is difficult or impossible to engage in the training of Government officials, or prepare for negotiations, or to ensure that the country's regulatory procedures comply with WTO obligations, etc., if the relevant agencies and institutions do not have the necessary means to keep track of these matters.

(i) Improved collection, analysis, and dissemination of data

The single most important shortcoming in Guyana's trade policymaking bodies is the lack of reliable, detailed, and user-friendly data on imports and exports. The raw figures are available, but Guyana needs assistance in improving the collection, analysis, and dissemination of these figures. This point was already examined in section (C)(ii) of Chapter 1. Each of the points made there need to be addressed in a reprogramming of the system, for which Guyana needs assistance. Moreover, the Bureau of Statistics requests specifically that it be assisted in obtaining better software required such as ASYCUDA++ and Eurotrace.

(ii) Improved information technology and Internet access

A related problem is the inadequate information technology currently available in most ministries, as well as the lack of rapid and affordable connections to the Internet. This is a point that arose repeatedly in the canvassing of views from public and private agencies, the results of which are summarized in Table 4.2. Nearly all trade-related institutions in the country express the need for assistance in the area.

At the time of this writing it appears that the Inter-American Development Bank may provide assistance to address this problem. The scope of that assistance is not yet known. It is therefore recommended that this matter be revisited once the current projects are completed, in order to prepare an inventory of any further work that might be required in this area.

Table 4.1
Horizontal Cooperation Needs During the
Stage of Participation in Negotiations

Listed in roughly declining order of priority

Category	Specific need
Software, statistics and information	Guyana needs assistance in the improvement of its trade statistics. Reprogramming is needed to permit greater manipulation of the data that are now entered for imports and exports, allowing for aggregation by sector and partner, time series, and the association of trade flows with the applicable Guyanese and foreign tariffs. The data that are thus developed need to be made more readily available to analysts and policymakers, distributed in the form of compact disks and/or Internet postings.
Hardware and Internet access	[See Table 4.2 for details]
Trade reference library	Current and archival information on trade negotiations need to be housed in a centralized, accessible institution with proper maintenance and cataloging.
Training in trade negotiations, institutional strengthening of negotiating teams, and civil society consultation	Guyana's negotiators require training both in the substance of trade policy and in the conduct of negotiations, especially steps that are preparatory to actual talks with partners. This training must be done on an inter-agency basis, with input from academia and the private sector, so as to encourage teamwork in actual negotiations.
Impact of free trade on public finance	Given Guyana's high level of dependence on customs revenue, coordination between fiscal and trade authorities is imperative. Further advances in this area are dependent on the above-mentioned need to improve the available trade data, and to relate the data directly to revenue estimates.

Table 4.2
Information Technology Needed in Guyana:
Priorities Identified by Public and Private Entities

Listed in alphabetical order

Entity	Expressed Needs
Bankers Association of Guyana	Reliable and affordable high-speed Internet communication
Bureau of Statistics	Better coordination between data-generating agencies More space and improved IT facilities for data management
Customs and Trade Administration	Hardware, software, networking environment, UPS system Structure to encourage networking LAN and WAN to the relevant departments and agencies respectively Databases developed for risk assessment, selectivity, valuation, in-transit traffic, manifest, warehousing, documentation flow, etc.
Environmental Protection Agency	Development of GIS capacity for GIS-based reporting Greater networking and better database management Enhanced communication and information management
Georgetown Chambers of Commerce	Better computing equipment and software
Guyana Manufacturers Association	Need for more efficient valuation system and record-keeping of trade information
Guyana National Bureau of Standards	Access to information sources and great need for information technology Need for computer hardware and Internet access, linkages with CROSQ, CODEX, ISO, IEC, etc.
Private Sector Commission	More updated IT equipment required
Ministry of Agriculture	Greater cohesion and coordination between the various scientific and technical agencies working in the agricultural producers, i.e., sharing of information, WANS, LANS, etc. Fast and affordable Internet access. Additionally, there is need for scientific journals, periodicals, and a documentation center
Ministry of Legal Affairs	Better and more computing hardware

(iii) Trade reference library

Numerous agencies, both public and private, identified the lack of research facilities as a horizontal problem. The country has few of the requisite books, journals, electronic collections, and other reference material that are so necessary for training, analysis, and real-time research into pending issues. MOFTIC does not even have a collection of foreign tariff schedules, apart from those that were assembled in electronic form for an August, 2003 training session. Moreover, those few materials that are available are scattered throughout and within institutions.

Guyana needs assistance to acquire books, journal subscriptions, and other printed and electronic data sources. A decision has yet to be made on where the collection should be housed; among the options are to build upon the existing holdings of MOFTIC, the Central Bank, the National Library, or the Ministry of Foreign Affairs. Wherever a collection might be housed, it must be adequately maintained, and its materials must be made available to all researchers in the trade policy community.

At present it appears that the Food and Agriculture Organisation may be prepared to provide some assistance in this area. The project should be given a high priority.

(iv) Training in trade policy and negotiations

Guyana's trade policymaking institutions have little institutional memory in this field, with MOFTIC being a new agency and most of its personnel having little training or practical experience. It is vitally important that the ministry's staff, as well as personnel from other public and private institutions, receive extensive training both in the substance of trade policy and in the conduct of negotiations. The need is especially acute for pre-negotiation analytical skills such as those identified in the section below on market access.

First steps are now being taken in that direction. In August, 2003 a dozen Guyanese officials (including two from outside Government) received a week of training in the preparation for trade negotiations, using the Cancún Ministerial Conference of the WTO as a practical exercise. This in-country training was funded by USAID. The production of a briefing book for negotiators provided an opportunity to learn how to conduct basic research into current issues, and produce practical guidance for a delegation. While the exercise was generally successful, it also served to highlight some of the shortcomings that have yet to be overcome (e.g., the availability of data, the quality of information technology, and officials' familiarity with core concepts and analytical methods). This experience will be followed in September-October, 2003 by the training of two MOFTIC officials in a two-week course taught at Harvard University.

It is anticipated that substantially more training of this sort will be needed. This training should be done on an inter-agency basis, with input from academia and the private sector, so as to encourage teamwork in actual negotiations.

(v) Impact of trade on public finance

Taxes on trade, including those collected on imports and exports as well as consumption taxes, account for more than one-third of Government revenue. Given the country's unusually high level of dependence on trade taxes, it is imperative that Guyana's trade policymakers work closely with its budget planners in preparing for all negotiations that may lead to a reduction in tariffs. As the International Monetary Fund noted,

steps need to be taken to counteract the threat to the overall tax base represented by the prospective consequences of the growing economic and financial integration (including regional trading arrangements) and to provide competitive incentives to attract private investment in Guyana.¹⁴

Coordination between the Ministry of Finance and the trade ministry has been a determining factor in the speed with which Guyana has been able to capitalise on the benefits of trade agreements. Legitimate concerns over the revenue implications require that agreements be thoroughly reviewed, but such reviews should be conducted with deliberate speed in order to ensure that they do not lead to self-defeating delays in the benefits for Guyana's exporters. The National Trade Strategy noted that that the trade and budgetary interests of the country would be better served if the trade and fiscal authorities were to redouble their efforts to coordinate action at all three stages of trade negotiations (i.e., preparation, negotiation, and implementation).

This horizontal issue is directly related to the need, as noted above, for better trade data. The reprogramming of the country's trade data systems should incorporate information on the tariffs that are imposed on both imports and exports, as well as associated revenues (especially the consumption taxes on imports), so as to provide an adequate basis for estimating the fiscal impacts of any tariff concessions that might be under consideration.

B. Cooperation needs for specific issues and sectors

(i) Market access: Tariff measures and rules of origin

The National Trade Strategy directed the country's trade policymakers to give highest priority to market-access issues in their negotiations. This priority must also be reflected in capacity-building. Some officials require training in even the more rudimentary concepts and facts of this field, such as the structure of tariff schedule and formula approaches to tariff negotiations. More arcane issues such as rules of origin are understood by a very small circle of policymakers, and cannot be properly addressed for other officials until more basic issues have been covered in training.

Cooperation needs with respect to market-access issues are summarized in Table 4.3. The most urgent needs are those related to the aforementioned horizontal problems regarding trade data.

¹⁴ Angelo Faria, Robin Adair, and Dwight St. Louis, *Guyana: Toward a Medium-Term Strategy for Reforming Tax Policy and Administration* (International Monetary Fund, 2000), page 6.

Table 4.3
Cooperation Needs with Respect to
Tariff Measures and Rules of Origin

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Tariff offers preparation and negotiation analysis of trade and fiscal impact -consultation mechanisms	2	Customs and Trade Administration	Data-extraction program formula
Monitoring trade flows	1	Customs and Trade Administration	Software development –Eurotrace, and training in the use of different software
	1	Ministry of Tourism, Industry and Commerce	Updating the ASYCUDA system to ASYCUDA++, hiring an IT specialist on the best way forward and implementation of said initiative
Public outreach	3	Ministry of Tourism, Industry and Commerce	Funding to host seminars, workshops, etc. to sensitise the public about the FTAA process, what are the challenges and opportunities that Guyanese will have to confront
Harmonized System	1	Customs and Trade Administration	Training in the usage and interpretation of the harmonized system
Substantial criteria for determining the origin of goods	2	Customs and Trade Administration	Training in negotiations on rules of origin
	3	Georgetown Chambers of Commerce	Procedures need to be harmonized and consistent across sectors and borders
Certification and verification of origin	2	Customs and Trade Administration	Training in investigation techniques
	3	The Private Sector Commission	Improve capacity to ascertain the types of products coming into Guyana
Physical infrastructure (including customs laboratories)	3	Customs and Trade Administration	Equipment and training in laboratory procedures and practice

(ii) Non-tariff measures and technical barriers to trade

Table 4.4 summarizes the cooperation needs with respect to non-tariff measures and technical barriers to trade. The most pressing needs at present concern technical matters affecting the ability of regulatory agencies to perform their tasks. These include the Bureau of Statistics's need for simplified processes, which can be achieved through better software for data analysis, and the need of the Food and Drug Department to upgrade its laboratories and train laboratory assistants and inspectors.

The Guyana National Bureau of Standards (GNBS) is the focal point for the development of standards and technical regulations. The National Trade Strategy notes that the Government and private sector should collaborate to devise and implement a national conformity-assessment system that would facilitate improvements in the quality of products produced in Guyana and diversity the range of products that Guyana exports. It also observes that it may be necessary to provide additional support to the Guyana National Bureau of Standards in order to ensure that it can effectively develop a national conformity assessment system for imports and ensure that the country is in compliance with its international obligations. The GNBS urges that the government and private sector collaborate and put in place a national conformity assessment system to facilitate improvements in the quality of products produced in Guyana and increase the number of products being exported out of Guyana. Its recommendations involve such steps as establishing a calibration laboratory to provide support services for measuring equipment to ensure accuracy; upgrading skills in laboratory management and ISO 17025 standard; increasing awareness in the principles outlined in the ISO 17020 standard, SPS agreements and CCFICS on the requirements for inspection bodies; securing the accreditation of inspection bodies to internationally recognised ISO 17020 standard for management, to give credibility to certificates issued; establishing Memoranda of Understanding (MOUs) with other countries where possible; and promoting private sector and government collaboration to develop management systems in the companies with the aim of certification.

(iii) Customs procedures

The cells in Table 4.5 summarize Guyana's cooperation needs with respect to customs procedures. The most acute need in this area is training in the GATT Valuation Agreement, as required by the Customs and Trade Administration. Guyana enacted the GATT/WTO Customs Valuation Agreement with effect from 1 January 1991 and operationalised the system in 1993, but this fact was not notified to the WTO. Although the procedures laid out in the Agreement are followed, training is needed to ensure consistency with obligations and to deal with problems arising from a widespread practice of under-invoicing by importers. Training would also be welcome in other areas of the Customs and Trade Administration's responsibilities, as noted in Table 4.5.

Table 4.4
Cooperation Needs with Respect to
Non-Tariff Measures and Technical Barriers to Trade

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Definition and identification of non-tariff measures	3	The Private Sector Commission	Greater sensitization of members about FTAA issues
International regulation of non-tariff measures	2	Customs and Trade Administration	Training in various international agreements in non-tariff measures
Intra-governmental coordination related to implementation of tariff-elimination program	2	The Private Sector Commission	Better systems to develop and encourage greater data sharing
Procedures and material criteria	1	Guyana National Bureau of Standards	Need for accreditation and equipment which will allow it to conduct conformity assessments
Statistical requirements	1	Bureau of Statistics	Simplify process through better software for data analysis
Assistance in undertaking required regulatory adjustments	1	Food and Drug Department	Upgrade laboratories and training of laboratory assistants and inspectors
	2	Guyana National Bureau of Standards	Need to build up its testing and calibration facilities to provide traceability to industries
Monitoring trade flows	2	New Guyana Marketing Corporation	Improved software (ETIS) to determine point of exit entries
Identification of the Notification Authority and establishment of procedures to guarantee compliance with notification obligations	2	Guyana National Bureau of Standards	The GNBS is the enquiry point for the WTO, its staff therefore require training in the operation of an enquiry point.
Establishment of an Information Service	2	New Guyana Marketing Corporation	Establishment of a trade information centre
Control, inspection, and approval procedures	2	New Guyana Marketing Corporation	Updating laws to provide Plant Health Division of the Ministry of Agriculture the ability to enforce laws pertaining to packaging, labeling requirements, etc.
Labelling	2	New Guyana Marketing Corporation	Need for software to do nutritional labelling

Table 4.5
Cooperation Needs with Respect to
Customs Procedures

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Customs regimes	2	Guyana Office for Investment	Improvements in the customs regimes and better understanding of the customs regime in the various markets
	2	Customs and Trade Administration	Module preparation on all customs procedures
	2	Guyana Manufacturers Association	Better organization of the customs procedures. Improving the management systems and also upgrade the system.
Special regimes	3	Guyana Manufacturers Association	Greater transparency of incentive regimes for all materials to industry. Remove the discretionary nature of incentives
Risk assessment	2	Customs and Trade Administration	Training in risk assessment and selectivity
	3	Guyana Office for Investment	Increased procedures need to understand the implications of the FTAA
Customs valuation	3	Guyana Manufacturers Association	Need better staffing to expedite the customs process.
	1	Customs and Trade Administration	Training in the GATT Valuation Agreement
	2	Guyana Office for Investment	Establishment and functioning effectively of the customs tribunal
Special issues, i.e. environment; intellectual property	3	Customs and Trade Administration	Investigation on intellectual property, e-commerce, subsidies and anti-dumping
Public outreach	3	Customs and Trade Administration	Leaflet publication in the above items

(iv) Investment and regulation

This is an area where Guyana has already received substantial assistance, as noted in the previous chapter. With USAID assistance, the Government and the Private Sector met and have agreed to the terms of a new Investment Code. They plan to enact the code into law, and to include an incentive section as a separate part of the document. These plans are expected to be taken to Parliament shortly.

Several investment-related matters remain undone, as noted in Table 4.6. These include some regulatory issues that are not exclusively related to investment, as in the case of insurance. Given the fact that the most significant new development in the field of investment is expected to be completed soon, none of these other steps are currently given a top priority. It is anticipated that they may receive greater attention after the initial period of experience with the new code, which may lead to the identification of additional areas where work is needed.

(v) Services

Table 4.7 summarizes the cooperation needs with respect to trade in services. The greatest need here is in the regulation of energy services, where Guyana has recently faced acute problems.

This is a relatively new field for Guyana, and one where the institutional machinery is still being formed. The new National Coalition of Service Providers may offer a useful model for collaboration between the government and the private sector. This umbrella organisation can help policymakers and negotiators identify specific objectives in trade negotiations, both with respect to the services that Guyana exports and the services that it imports.

(vi) Dispute settlement

Guyana has little experience with dispute-settlement in trade agreements. In CARICOM these issues are handled through a consultative mechanism, while in the WTO Guyana has never been either a complainant or the target of a complaint. The issue is now being forced, however, by the current case in which Australia and Brazil are challenging the sugar policies of the European Union, including the allocation of quotas to countries such as Guyana.

The Ministry of Legal Affairs has identified needs in this area, as reported in Table 4.8. Those needs relate principally to the structure of domestic laws, and the ministry's ability to follow developments outside of Guyana. It may be necessary to supplement this list at a later stage with requests for assistance regarding the structure and use of dispute-settlement provisions in trade agreements, including training of personnel in the relevant Government ministries.

Table 4.6
Cooperation Needs with Respect to
Investment and Regulation

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Formulation of investment policies	3	Insurance Commission of Guyana	Regulators need the capacity to regulate. Additionally, the dollar risk on investment needs to be lowered. Finally, the sector needs the sophistication to understand the market, asset valuation and verification
	2	Georgetown Chambers of Commerce	Need for a national export strategy
	2	Guyana Office for Investment	Need for a more transparent incentive regime and the finalization of the Small Business Bill
	3	Guyana Manufacturers Association	Need for greater sectoral focus, particularly on the SME sector
Enhancement of national statistics capacities	2	Guyana Office for Investment	Better systems of regulation and capturing of the necessary information and technology information document
	2	Bureau of Statistics	Better data management, data sharing and data collection
Technical information and documentation	2	Insurance Commission of Guyana	Need for legislative review to make the laws consistent with Guyana's multilateral commitments
	2	Guyana Office for Investment	Need for sector and regional profiles and value chain analysis
	3	Georgetown Chambers of Commerce	Better forum for the engagement of agencies on issues pertaining to investment

Table 4.7
Cooperation Needs with Respect to
Services

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Regulation of services sectors	2	Bankers Association of Guyana	Assistance in the revision of the Financial Industries Act to bring it up to international standards. There is also a need to give 'teeth' to the Anti-Money-Laundering Act and designate the relevant regulatory body
Creation or upgrading of regulatory entities in specific services sectors (finance, telecommunications, insurance, etc.)	1	Prime Minister's Office and the Public Utilities Commission	Assistance is sought to promote greater liberalization in the electricity distribution sector. The Public Utilities Commission's capacity to better police the Utilities Sector needs to be improved.
Analysis of the current enforcement and monitoring of regulations, liberalization of standards, and privatization, with a view to a needs assessment	3	Bankers Association of Guyana	Greater security and confidentiality in the sector. Also, need to implement anti-money laundering activities to determine origin of money, cash flow, traceability, etc.
Improvement of statistics, data bases and/or technical information on services	3	Bureau of Statistics	Better laws and enforcement of same to get the private sector to meet their data-submission obligations
	2	Insurance Commission of Guyana	Better data management and more consultation amongst stakeholders
	2	Bankers Association of Guyana	Need to improve information flow among the sector (possibility for a Credit Bureau) and better quality information on the economy and government policy towards investment in specific sectors
Inter-institutional coordination and consultation with the private sector and civil society	3	Prime Minister's Office	Greater information sharing amongst stakeholders, change in the culture and attitudes regarding information flow
	3	Bankers Association of Guyana	Work closer with an entity like Go-Invest to obtain sector profiles, indicate growth areas, trend analyses, investment interests, etc.

Table 4.8
Cooperation Needs with Respect to
Dispute Settlement

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Staff experience with existing means of dispute settlement	2	Ministry of Legal Affairs	Revision of laws to be more relevant and contemporary
Technical information and documentation	2	Ministry of Legal Affairs	Journals, cases, and better networking to learn from the experiences of others in the field

(vii) Agriculture and sanitary/phytosanitary measures

Table 4.9 summarizes the cooperation needs of Guyana with respect to both agriculture and sanitary/phytosanitary measures. Some of these issues reiterate points made earlier regarding the country's needs in market-access issues generally. The more significant and immediate needs relate to sanitary/phytosanitary measures.

The Plant Health Unit is currently reviewing draft legislation from the Food and Agriculture Organization (FAO) on SPS documentation. The same unit has been implementing some of the FAO International Standards for Phytosanitary Measures (ISPMS) in areas such as farm certification, export certification, pest risk analysis, surveys, and surveillance.

(viii) Intellectual property rights

Guyana is now in the process of updating its intellectual property legislation to comply with the provisions of the TRIPs Agreement. In 1999 a draft Copyright Bill was inspired by the principal international agreements affecting copyright, including the copyright section of the TRIPs Agreement. Guyana will meet its commitments under the TRIPs Agreement when the Draft Copyright Bill is enacted.

The Deeds Registry, under the Ministry of Legal Affairs, has direct responsibilities for the implementation of Guyana's intellectual property legislation. The Registry is the office responsible for the processing of applications as well as other administrative works related to intellectual property protection. Guyana is currently involved in activities related to the modernization of the Technical and Administrative Infrastructure of the Deeds Registry and in upgrading the services it provides in its offices in Georgetown and New Amsterdam. The Government, with financing and technical support from the Multilateral Investment Fund (MIF) of the Inter-American Development Bank (IADB), initiated in 2000 a Project to strengthen the system of property rights, which includes a review of the current legal framework, and an institutional strengthening of the Deeds Registry. Guyana is also benefiting from a regional Project for the Implementation of WTO Commitments in the Caribbean Community (CARICOM), with technical assistance from the Inter-American Development Bank (IDB).

These activities need to be complemented with other initiatives and assistance. Table 4.10 summarizes the cooperation needs with respect to intellectual property rights.

Table 4.9
Cooperation Needs with Respect to
Agriculture and Sanitary/Phytosanitary Measures

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Tariffs - Variable and seasonal tariffs - Specific/mixed tariffs	3	Customs and Trade Administration	Amendment of current legislation to take cognizance of the global market phenomenon
Risk assessment	2	Ministry of Agriculture	Training in risk pest management, hiring of risk pest analyst
Control, Inspection and Approval Procedures	2	Ministry of Agriculture	Need for pesticide residue equipment and for persons to be trained to conduct pesticide residue analysis
Mechanism(s) to guarantee domestic implementation of WTO obligations	2	Customs and Trade Administration	Training for middle management in the FTAA
Establishment of an information reference on standards, technical regulations, etc.	1	Ministry of Agriculture	New Plant and Animal Health laws needed and these need to be harmonized with those in the CARICOM
	2	Customs and Trade Administration	Training for middle managers
Training on sanitary and phytosanitary standards	1	Ministry of Agriculture	Training in sanitary and phytosanitary issues
	3	Ministry of Agriculture	Training for middle managers
Training in monitoring, inspection, and approval of procedures and systems	1	Ministry of Agriculture	Qualified and trained personnel in entomology and pathology, identification of pests and diseases
Information technology systems	2	Ministry of Agriculture	An incubator for diagnostic studies, laboratory equipment and IT hardware for more efficient data management
Physical infrastructure	2	Ministry of Agriculture	There is need for scientific journals, periodicals, and a documentation center

Table 4.10
Cooperation Needs with Respect to
Intellectual Property Rights

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Formulation of policies on Intellectual Property	2	Ministry of Legal Affairs	Training in the area of IPR
Application of laws and regulations for the protection of intellectual property rights (civil, administrative, criminal, and/or border measures)	1	Customs and Trade Administration	Training in identification of goods and intellectual property at border crossings
	2	Environmental Protection Agency	Legal aspects of IPRs need to be modify to take cognizance of indigenous knowledge, trans-boundary movement, access and benefit sharing
Establishment or upgrading of domestic offices or organizations	1	Ministry of Legal Affairs	Computerisation of the cases, etc. everything is currently done manually, need for better IT hardware and software
Inter-institutional coordination and consultation with the private sector and civil society	1	Environmental Protection Agency	Need for environmental networking amongst stakeholders and in the region
	2	Environmental Protection Agency	Assistance in developing modules of institutional coordination
	3	Environmental Protection Agency	Training in negotiation skills and techniques
	3	Environmental Protection Agency	Development of public awareness, communication and research skills
IPR statistics, data bases and/or technical information and documentation	1	Ministry of Legal Affairs	Guyana needs to sign on to a number of IPR Treaties to protect its products, while at the same time keeping an up-to-date database on events taking place in the area, treaties signed, commitments under those treaties, etc.

(ix) Subsidies, antidumping and countervailing duties

The expressed needs of ministries with respect to cooperation on subsidies, antidumping and countervailing duties are summarized in Table 4.11. It should be noted that at present Guyana has no domestic laws governing these matters, although they are provided for in both WTO and CARICOM law. The National Trade Strategy recommended on antidumping that Guyana take advantage of the regional facilities now being developed in CARICOM, but that it not devoted limited resources to the creation of a national authority. For the time being, additional training people on customs valuation is a more pressing need.

(x) Competition policy

Table 4.12 summarizes the cooperation needs with respect to competition policy. This is another field of public policy that is relatively new for Guyana, and the need for basic training here is reflected in the prioritisation. The country does not have a full-fledged competition law in place, although the Civil Law Act does prohibit monopolies.¹⁵ CARICOM is working to establish a regional fair trading commission, and has distributed a model law on competition policy that is based on Jamaica's legislation.¹⁶ That model law has been sent out to stakeholders in Guyana for their consideration.

(xi) The environment

Guyana's cooperation needs on the environment are shown in Table 4.13. Guyana's Environmental Protection Agency requires assistance in acquiring the skills and equipment needed to execute its tasks. The area most directly related to trade is in the implementation of Multilateral Environmental Agreements.

¹⁵ Cap. 6:01.

¹⁶ Barbara Lee, "Hemispheric Developments in Competition Policy: Experiences and Future Challenges" (mimeo, 2002).

Table 4.11
Cooperation Needs with Respect to
Subsidies, Antidumping and Countervailing Duties

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Establishment or upgrading of the national office or organization responsible for antidumping and countervailing rights	3	Ministry of Tourism, Industry and Commerce	Funding to conduct study to determine what will be required to set up an anti-dumping agency and to cover the start up cost of such an agency
Staff experience	3	Georgetown Chambers of Commerce	Greater sensitization of issues through workshops seminars, conferences, etc.
	3	The Private Sector Commission	Training in specific areas of interest to the PSC on anti-dumping, countervailing duties, and subsidies
Development of statutes	3	Customs and Trade Administration	Laws and regulations amended and/or developed

Table 4.12
Cooperation Needs with Respect to
Competition Policy

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Data compilation procedure and policy	2	Guyana Manufacturers Association	Improving data compilation through the research data centre
Current laws and regulations in this area and assessment of staff experience	1	Ministry of Legal Affairs	Improvement in the laws, with amendments and revisions where necessary. Staff need to be better trained to handle some of the esoteric issues involved
	1	Ministry of Tourism, Industry and Commerce	Study of the adequacy of the court system to implement competition laws and the cost of setting up a domestic competition body
	3	The Guyana Private Sector Commission	Amend laws to 'level the playing field'
Establishment or upgrading of responsible national competition office or agency	3	Georgetown Chambers of Commerce	The need for state entities to operate as facilitators and to change the mind set that currently prevails
	3	Guyana Manufacturers Association	Know where to source information in the most cost-effective way
Other (specify)	3	Guyana Manufacturers Association	Need for improving research capabilities

Table 4.13
Cooperation Needs with Respect to
The Environment

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Intra-governmental coordination	3	Environmental Protection Agency	Training in project preparation and appraisal
Staff experience levels and participation in international bodies	1	Environmental Protection Agency	Implementing Multilateral Environmental Agreements
	2	Environmental Protection Agency	To be au fait with the various Conventions and Protocols
Trade and investment related regulatory process	2	Environmental Protection Agency	Testing equipment for GMO products and germplasm
	2	Environmental Protection Agency	Ecological and industrial activities and impact assessment
Sustainable development	2	Environmental Protection Agency	Environmental Management and assessment
	2	Environmental Protection Agency	Environmental audit reporting
Ability to monitor changes in the environment and adverse environmental practices	2	Environmental Protection Agency	Ability to conduct noise, dust, water quality assessment

Chapter 5: Assessment of general and specific needs for adaptation to the new integration framework

The principal focus of Guyana's trade policymaking institutions at present is on the preparation for the negotiations themselves. It is as yet too early to assess what will be needed to implement such commitments as may be made in these negotiations.

Table 5.1 summarizes the cooperation needs of Guyana with respect to the country's adaptation to the new integration framework. Many of the points raised by Guyana's public and private institutions in this area concerned issues that were also raised in the previous chapters as either horizontal or sectoral matters (e.g., the Bureau of Statistics reiterated its need for training in basic and advanced research methodology techniques). Those points are reflected elsewhere in this document; the items in the table represent only those matters not already mentioned.

Three broad areas identified here are particularly important in aiding the transition of Guyana to a more integrated trading system. Each of these proposed reforms can complement the market-oriented initiatives that are now underway, such as the presentation of the National Trade Strategy and the development of a new Investment Code.

One such step is the development of a national export strategy. The principal focus of the National Trade Strategy was on the institutional and procedural issues that arise in the making of trade policy; it did not deal in great depth with the specific steps that need to be taken in order to promote the exportation of goods from Guyana. A national export strategy would be the logical next step, building upon the foundation of the National Trade Strategy and related initiatives. The development of such a strategy will require close cooperation between the public and private sectors, as well as inter-ministerial collaboration.

Another needed reform is the revision of the Financial Institutions Act, which is recognized as an outdated instrument. According to the expert opinion both inside Government (i.e., the Central Bank of Guyana) and outside (i.e., the Bankers Association of Guyana), this law requires substantial revision. It must be adapted to international best practices.

Finally, reform of the tax base is necessary. As noted above, Guyana is unusually dependent upon taxes on trade — including import tariffs, export taxes, and consumption taxes on imports — as a source of Government revenue. One likely consequence of FTAA and WTO negotiations is a reduction or even elimination of tariffs applied on certain imports. The Government of Guyana needs assistance in order to assess the likely impact of tariff-reduction commitments, and to plan for alternative sources of revenue. The Inland Revenue Department in particular seeks aid in the reform and simplification of the current tax structure, widening of the tax base, and to conduct studies on what will be an acceptable level of corporate taxes.

Table 5.1
Cooperation Needs During the Stage of Adaptation to Integration

<i>Category</i>	<i>Priority</i>	<i>Entity</i>	<i>Specific needs</i>
Broadening and strengthening physical infrastructure	2	Inland Revenue Department	Greater linkages between the business sectors for traceability of natural persons and be able to identify who is doing what
	2	The Private Sector Commission	Greater capacity building, i.e., recruit specialist staff, and build up data management capabilities
Strengthening human resources	3	Georgetown Chambers of Commerce	Need for greater sensitization and training
	2	The Private Sector Commission	Improve quality control and standards on presentation and content of products for the export market
	3	Insurance Commission of Guyana	Training for insurers in insurance and pension issues and the need for legal officer within the commission
	2	Guyana Office for Investment	Development of trade points
Programs to promote competitiveness and benchmarks for competitiveness in the principal export markets	2	Central Bank of Guyana	Implementation of 'best practice' principles and better data tracking of price and exchange rate variables
	1	Inland Revenue Department	Upgrade the current tax system to increase the tax base and have studies done to ascertain what will be an acceptable level of corporate taxes
	2	Bankers Association of Guyana	Greater implementation and enforcement of agreements reached
	2	Ministry of Tourism, Industry and Commerce	Funding to conduct market research and company surveys to determine industry awareness of relevant issues
Transition of fragile sectors: facilitation of adjustment in order to mitigate negative impacts	3	Bankers Association of Guyana	Structured training, retooling of employees to be more relevant and competitive
Maximize the benefits of trade agreements: linkages of SMEs with the export sector,	2	Food and Drug Department	Better regulating of the SMEs and special provisions to improve the conditions under which they operate to

regional and rural development, etc.			enhance their product quality
	2	Insurance Commission of Guyana	Technical assistance to brokers and small firms
	3	Inland Revenue Department	Need to have a system where the informal sector is integrated into the formal sector for improved fiscal position in the country
Improvement of the business environment and investment climate	2	Insurance Commission of Guyana	Building awareness and access to the re-insurers. Need to improved the capacities to undertake research and stay abreast with market trends, and global and regional occurrences.
	1	Central Bank of Guyana and Bankers Association of Guyana	Revision of the Financial Institutions Act to adapt to international best practices and develop unambiguous government policies towards investment
	2	Inland Revenue Department	Have studies conducted that will indicate the effects on the Guyanese economy of reducing the corporate and consumption taxes
	2	Guyana Office for Investment	Need for better information sharing or working to have workshops, training of staff and have greater involvement of those directly involved
Adapting the revenue collection and fiscal reform systems	1	Inland Revenue Department	Reform and simplify the current tax structure and widen the tax base
Programs to support activities such as: business development, export promotion, environmental impact assessment, and labor market programs	1	Georgetown Chambers of Commerce	Development and implementation of a national export strategy