



GUYANA



**11TH EUROPEAN DEVELOPMENT FUND (EDF)
REGIONAL PRIVATE SECTOR DEVELOPMENT PROGRAMME (RPSDP)
IMPACT REPORT 2017-2022**

GUYANA BENEFITS

2017-2022

449 stakeholders



1 participant benefitted from the **WE-Xport** programme



8
firms

attended **trade missions, expos, and conferences**

Total Grant Funding for Guyana was USD564,601.26 awarded to

19 FIRMS



8
stakeholders

presented at the **CAIPA** activities

benefitted from at least **44 different in-person interventions and 32 webinars**

123 stakeholders

participated in



1 firm benefitted from the **IICA Youth Accelerator**



3 training and certification programmes held in country

CARIBBEAN EXPORT DEVELOPMENT AGENCY (CARIBBEAN EXPORT)

THE ONLY REGIONAL EXPORT DEVELOPMENT, TRADE, AND INVESTMENT PROMOTIONS ORGANISATION OF THE FORUM OF CARIBBEAN STATES (CARIFORUM).

Caribbean Export works closely with the CARIFORUM Directorate, relevant government ministries across the Caribbean, as well as with other public-private sector agencies that have responsibilities to develop and promote business, trade, and investment.

Caribbean Export is in its fourth year of implementing the 11th European Development Fund (EDF) Regional Private Sector Development Programme (RPSDP), which began in 2017 and will end in 2023. With the funding of USD29,011,075 under 11th EDF RPSP, together with contributions from CARIFORUM beneficiary states, the Agency has been able to support over 12,402 stakeholders in 2017-2022 from the **15** countries across the region, impacting the growth of the regions private sector.

Guyana has seen 449 stakeholders (entrepreneurs, firms, BSOs, and government ministries) benefit from at least 44 different in-person interventions in 2017-2022 and 32 webinars during the 2020-2022 period of Caribbean Export's implementation of the 11th EDF RPSPD.

One of the most direct ways in which Caribbean Export has achieved private sector development is through its flagship funding programme, the Direct Assistance Grant Scheme (DAGS). The Agency has awarded USD3,976,003.06 in direct assistance grants to 108 CARIFORUM firms over the period 2017-2019. Two Calls for Proposals that were made in 2018 and 2019. In Guyana, Caribbean Export awarded a total of USD337,276.80(USD210,798.00 in 2018 and USD126,478.80 in 2019) via the DAGS to **8** firms, representing the manufacturing, renewable energy and transportation, and film production and distribution sectors.



L to R: Cummings Wood Products, products and Cummings Wood Products Team

“The Direct Assistance Grants Scheme (DAGS) is absolutely relevant and indispensable for private sector development.”

Cummings Wood Products

In response to the COVID-19 pandemic, the Agency with funding from the EU developed the Direct Support Grant Scheme (DSGP) a non-reimbursable grant valued between USD5,000 – USD16,000, which is provided for CARIFORUM firms to implement approved projects. Since January 2020, the Agency has launched **2** successful calls under the DSGP. **149** beneficiaries were awarded grants totaling USD3,416,140.11 . From Guyana **8** firms were awarded grants totaling USD 182,324.46.

The Agency also collaborated with the Caribbean Development Bank to launch the Technical Assistance Programme (TAP) on May 31, 2021. The TAP will provide 100% coverage of eligible costs or a maximum of USD15, 000.00 per grant. The collaboration resulted in the disbursement of USD935,289.55 to 61 beneficiaries. **3** firms from Guyana (EcoSolutions Inc, Semple's Farm and Herstillng/ Onvertwagt Multipurpose Cooperative Society Limited) benefitted from the programme receiving USD44,999.99.



Beneficiaries of grant funding originate from a multiplicity of sectors. Manufacturing (6), Agriculture/Agro-processing (4) and Services (6) were amongst the greatest impacted sectors.

Caribbean Export's collaboration with the World Bank's Entrepreneurship Program for Innovation in the Caribbean (EPIC) saw the launch of the Caribbean Investment Facilitation Project (CIFP)/LINK-Caribbean. This programme supports the on-going development of a structured business angel investing ecosystem in the Caribbean (Caribbean Business Angel Network - CBAN) and the distribution of investment facilitation grants (Co-Investment Grant and Investment Readiness Grant). During the period, the Agency awarded a total of USD650,000.00 in Co-Investment Grants to 10 firms and USD350,000.00 in Investment Readiness Grants to 14 firms. USD15,000.00 was also provided through the 5-5-5 Pitch Competitions.

Supporting SMEs through capacity building is a key component to the Agency's work. The delivery of training and certification, and increased access to market intelligence including improving SMEs knowledge of relevant trade agreements contributes towards this component. 123 Guyanese stakeholders participated in 3 such initiatives held in Guyana.

Caribbean Exports also provides export promotion support to SMEs through and market penetration initiatives including trade missions, expos, and conferences. For the period 2017- 2022, Caribbean Export supported and assisted approximately 364 participants from firms within various CARIFORUM States, to attend approximately 29 trade mission and expos. A total of **8** stakeholders from Guyana benefitted from this support.

Caribbean Export also sponsored 93 firms to attend the 4th CARIFORUM-EU Business Forum in Frankfurt, Germany, the flagship event for the Agency in 2019. The Forum provided the platform for firms and BSOs to exhibit their products and services to 68 European buyers and engage with potential investors. **1** stakeholder from Guyana (**Guyana Marketing Corporation Ministry of Agriculture**) benefitted as a participant at the event.

Due to the COVID-19 pandemic, the Agency hosted the Absolutely Caribbean Virtual Tradeshow (ACVT) on November 5, 2020. The event benefitted forty-seven (47) CARIFORUM firms from alcoholic beverages (8 firms), natural cosmetics (10 firms), natural products (18 firms) and sauces and condiments (11 firms) sector.

Investment promotion is another important area of focus for Caribbean Export. As the Secretariat for the Caribbean Association of Investment Promotion Agencies (CAIPA), Caribbean Export's work in investment promotion is focused on capacity building, brand development and promotion, research and information, advocacy, and supporting the sustainability of the CAIPA. 8 stakeholders

During the virtual tradeshow, exhibitors engaged in



two hundred (200) B2B meetings.

Seven themed webinars



based on the **sectors of interest** were hosted with industry experts during the tradeshow.

The ACVT attracted



seventy (70) qualified buyers, four hundred and fifty (450) registrants and two hundred and forty-three (243) attendees.

from Guyana were presented at the five CAIPA activities executed by Caribbean Export.

Caribbean Export continually renews its emphasis on fostering environments to increase employment creation, inclusiveness; particularly for youth, women, and indigenous groups in CARIFORUM states, through targeted interventions that provide new and innovative framework for growth and development.

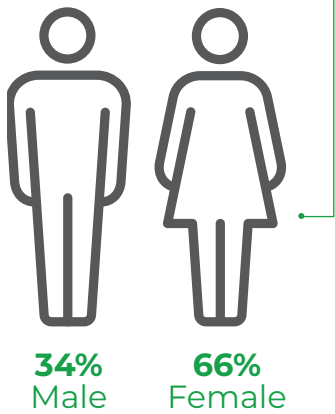


Global Sea Food Distributors products

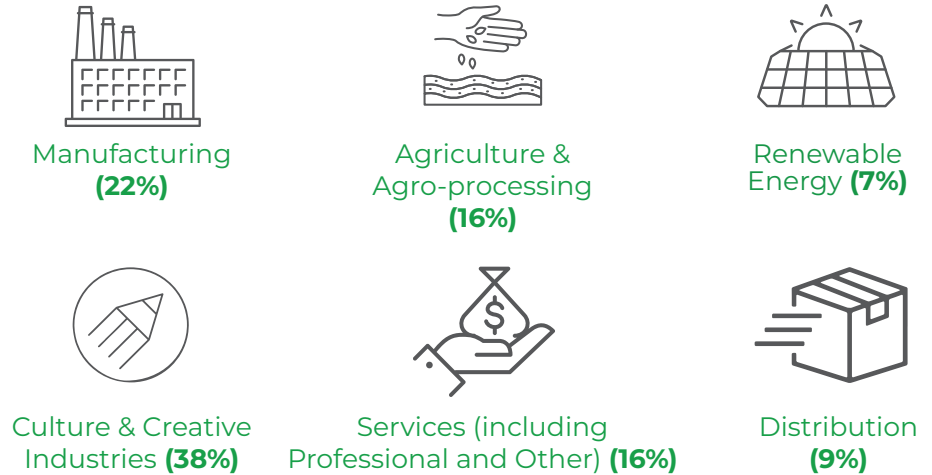
The WE-Xport programme was designed in 2018 to support Caribbean women in business to start exporting or increasing the exports of their products and services. The programme provided support to twenty (20) women-owned businesses within CARIFORUM, towards the improvement of their export development and competitiveness. The WE-Xport programme cohort included the distribution firm Global Seafood Distributors from Guyana, but sadly the owner passed away before completing the programme.

The Agency executed the IICA Youth Accelerator from August 2020 in partnership with the Inter-American Institute for Cooperation on Agriculture (IICA). This accelerator aimed to develop the export capacities and competitiveness of youth owned MSMEs in CARIFORUM. 8 agro-processing firms benefitted from this accelerator. 1 company from Guyana, Diekah's Spices, benefitted from the Accelerator.

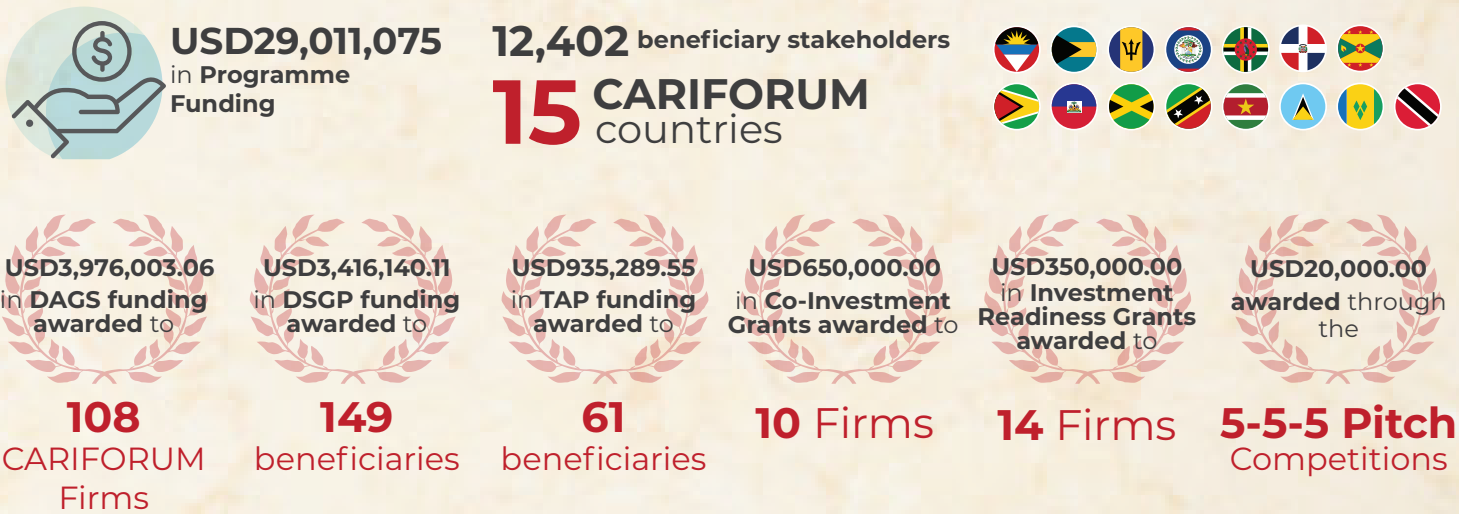
The **gender distribution of Guyanese participants that benefitted from Caribbean Export's interventions over 2017-2022** was



The **sectors that benefitted from the Agency's interventions included:**



11th EDF RPSDP (2017-2022) Statistics at a Glance



Please note that the participants total provided does not reflect the total number of beneficiary firms, as one firm is likely to have participated in multiple Agency interventions and would be counted as a participant for each. Further, a single firm may have sent multiple participants to an intervention.