

Data Sheet

USAID Mission:	Guyana
Program Title:	Environment for Sustained Growth of Exports
Pillar:	Economic Growth, Agriculture and Trade
Strategic Objective:	504-007
Status:	New in FY 2004
Planned FY 2005 Obligation:	\$1,485,000 DA
Prior Year Unobligated:	\$0
Proposed FY 2006 Obligation:	\$1,500,000 DA
Year of Initial Obligation:	2004
Estimated Year of Final Obligation:	2008

Summary: USAID's program focuses on strengthening the enabling environment for the sustained growth of value-added exports from Guyana. USAID and its partners work to strengthen the trade negotiation and trade policy framework to enable Guyana to participate effectively in and reap greater benefits from international trade. USAID provides technical assistance and other support to targeted business sectors such as tourism, furniture manufacturing, seafood, and agricultural products to enhance these firms' competitiveness and facilitate their participation in high value, niche markets.

Inputs, Outputs, Activities:

FY 2005 Program: Improved Economic Policy and Governance (\$550,000 DA). USAID will collaborate with the Government of Guyana (GOG) to develop and implement trade and trade-related investment policies. USAID will assist the Ministry of Tourism, Industry and Commerce (MTIC), Ministry of Finance (MOF) and the Guyana Office for Investment to effectively implement the Small Business Act and the Investment Act. Mechanisms will be strengthened to allow private sector organizations to have greater input into economic policy making, which is currently driven by the government. In this respect, two open public symposia, one trade workshop for the media, and training for 15 private sector representatives are planned. The principal contractors are Carana Corporation and the Economic Competitiveness Institute.

Increase Participation in Global Trade and Investment (\$535,000 DA). USAID will undertake two major tasks to enhance Guyana's attractiveness as a destination for foreign direct investment. First, USAID will provide technical assistance to develop standard guidelines for good corporate governance and assist the GOG with a more stable and efficient securities exchange. This activity is designed to improve corporate transparency and address problems with disclosure requirements. It will lead to a greater number of firms being listed on the Guyana Stock Exchange, increased trading, and enhanced sustainability. In collaboration with the Guyana Office for Investment, USAID will complete an Investor's Guide to accompany the investment law that was passed in March 2004. The guide will outline the fiscal concessions relevant to investing and promote investment opportunities in Guyana. The principal contractor is Carana Corporation.

Increase Private Sector Growth (\$400,000 DA). USAID will focus on the specific needs of firms in the nontraditional sector by helping targeted firms develop management and accounting systems, assure environmental standards, International Organization for Standardization (ISO) laboratory testing, and the capability to grow and become competitive. A business diagnosis of 25 firms will be conducted to screen those eligible for participation within cluster groups such as tourism, agricultural products, non-timber wood products and seafood. Selection will be based on criteria such as firm structure, product design, and strategic marketing of niche products. Selected firms will receive targeted technical and business development assistance. USAID will also work with umbrella private sector organizations, including the Private Sector Commission and the Association of Regional Chambers of Commerce, to help these organizations broaden their focus

from advocacy to providing a greater array of business services to their members. USAID will further develop the competitiveness of export-oriented firms within various sectors, such as tourism, agricultural products, non-timber wood products and seafood, by providing implementation assistance for strategic action plans and instigating cluster development projects. The principal contractor is Carana Corporation.

FY 2006 Program: Improve Economic Policy and Governance: (\$700,000 DA). USAID will build on work aimed at supporting the public sector to implement existing trade commitments under the Caribbean Community (CARICOM), World Trade Organization (WTO), and the Free Trade Area of the Americas (FTAA). Priority legislative and regulatory issues will be determined and an action plan developed to translate the Government of Guyana's commitments into action. A trade certificate course will be developed in conjunction with the University of Guyana as part of an effort to attain a critical mass of trained trade officials in the country. Training workshops in trade, business standards and investment issues will be conducted. Principal contractors will not change.

Increase Participation in Global Trade and Investment (\$450,000 DA). USAID and its partners will undertake followup actions in the area of corporate governance and securities market development to raise accounting standards, strengthen the Institute of Chartered Accountants of Guyana, as well as provide technical assistance to the Guyana Securities Council (regulatory body), the Guyana Association of Securities Companies, and Intermediaries (association of brokers). The principal contractor will not change.

Increase Private Sector Growth (\$350,000 DA). USAID will provide international trade show training to an expected 20 Guyanese firms, 12 of whom will be selected to participate in two international sales trips. USAID will work to build a public-private partnership between a Guyanese firm and an international firm seeking to finance improvements in its supplier base, and investigate the possibility of a Development Credit Authority (DCA) loan guarantee to finance upgrades in local firms' production and standards systems. Actions on strengthening the development of cluster groups will be intensified where local firms have coalesced and shown interest and initiative in working together. The principal contractor will not change.

Performance and Results: At the end of the program, the Government of Guyana will have developed and implemented trade-related policies and established mechanisms that encourage significant inputs from the private sector. It is expected that Guyana will be participating effectively in major trade negotiations and fully implementing its commitments. The Guyana stock exchange will be operating in a sustainable manner with a larger number of firms listed and trades executed. Listed firms will adhere to disclosure requirements in an environment of good corporate governance practices. Additionally, the Guyana Securities Council will operate more effectively, thereby allowing it to supervise securities market development. Strengthened tourism and export-oriented clusters in wood furniture, agricultural products, and seafood will participate in niche markets overseas and efficiently export a wide array of high-value, nontraditional products.

US Financing in Thousands of Dollars

Guyana

504-007 Environment for Sustained Growth of Exports	DA
Through September 30, 2003	
Obligations	0
Expenditures	0
Unliquidated	0
Fiscal Year 2004	
Obligations	1,000
Expenditures	200
Through September 30, 2004	
Obligations	1,000
Expenditures	200
Unliquidated	800
Prior Year Unobligated Funds	
Obligations	0
Planned Fiscal Year 2005 NOA	
Obligations	1,485
Total Planned Fiscal Year 2005	
Obligations	1,485
Proposed Fiscal Year 2006 NOA	
Obligations	1,500
Future Obligations	6,015
Est. Total Cost	10,000