

25
1986 - 2010
PEDE

Success



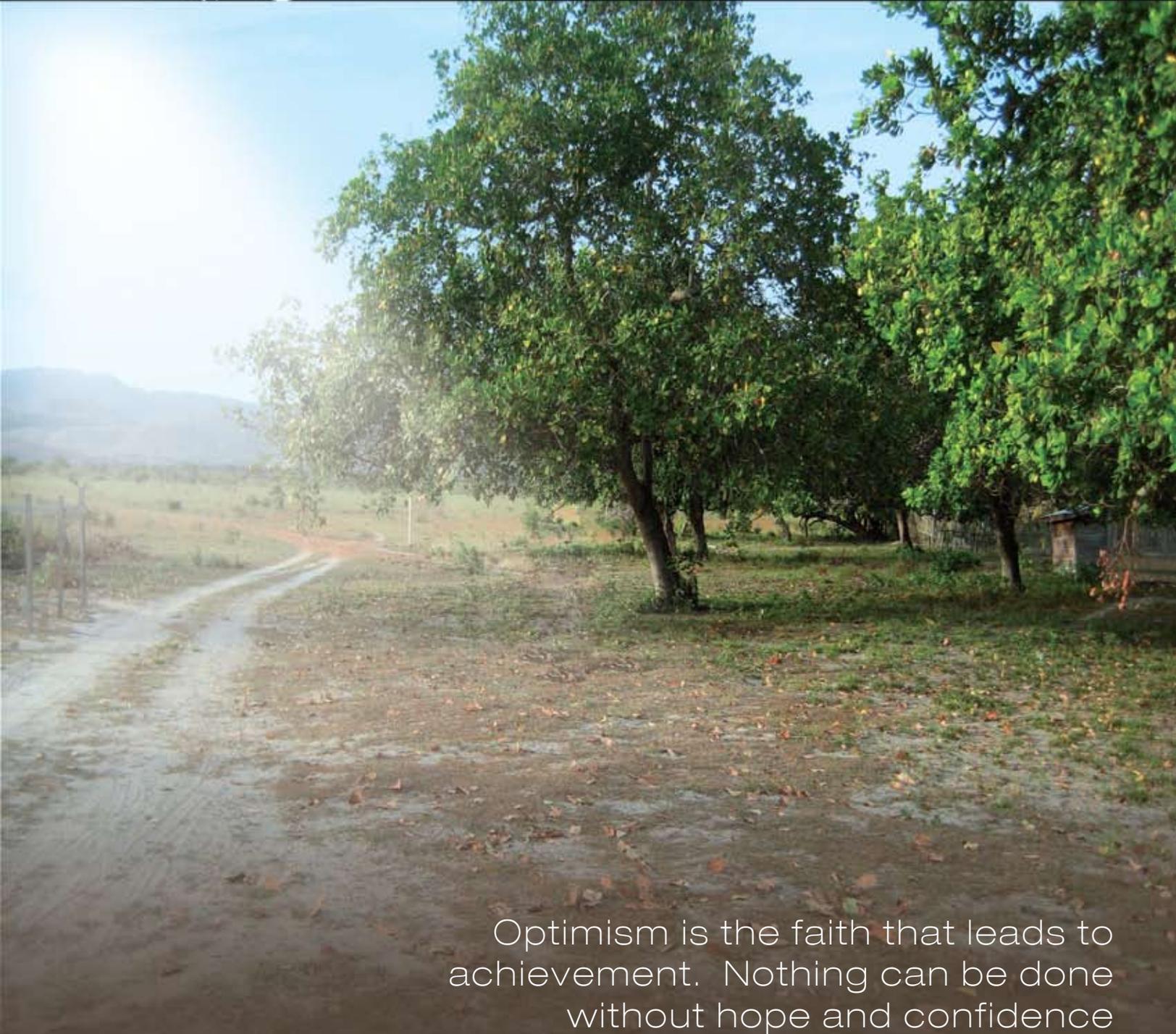
Healthy
Lifestyles

Reflections
1986-2010

Stories of
**TWENTY
FIVE**
Entrepreneurs

INSTITUTE OF PRIVATE ENTERPRISE DEVELOPMENT
Our 25th Anniversary Celebratory Magazine

The contributions IPED has made in the last 25 years to our country is more than remarkable and we are satisfied with the impact we have had on the small and micro entrepreneurs. We will continue to evolve policies and strategies that will foster enterprise development resulting in wealth creation and poverty reduction.



Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence

Helen Keller

Many of the achievements of the world were accomplished by tired and discouraged men who kept on working

Author Unknown



CEO'S MESSAGE

IPED is very much pleased to be a part of the success of so many entrepreneurs over the past 25 years. Those listed in this book are only a handful of the thousands who were successful and their stories have been selected so that our readers and stakeholders can be inspired by their innovation, dedication and hard work. Whilst we celebrate our successes, we are also reminded of the thousands who started and were never able to complete their journey. We are happy that we were able to help people who were willing to help themselves.

IPED is merely a facilitator in the successes of these entrepreneurs. It is their resilience, vision and hard work that have brought them the success they celebrate today. Many look at and admire entrepreneurs who are successful and many try to emulate them and even try to rob them of their fortunes. However, not many are prepared to go through the struggles that entrepreneurs endure. Entrepreneurs have to constantly manoeuvre themselves through turbulent market conditions, natural disasters, personal and domestic crisis, financial setbacks etc. and yet are on top of their game to deliver the best products and services that meet the needs of their markets.

IPED will continue to ensure that more entrepreneurs are successful as we work towards providing the best service to our clients. Our goal is to get the entrepreneurs going and keep them growing. To build a relationship with us is

easy. All you have to do is visit our office and talk to one of our officers or make a phone call and request that we come and visit you at your home or place of business. All you need to start is your idea and we will help you develop it so that it becomes acceptable to meet our financing needs. Do not be intimidated by the loan requirements, collateral or interest rates. We work with everyone who has a good business idea to ensure that their venture is successful. We will also let you know when your ideas are not viable and practical.

In our work to develop enterprises, we were not alone. We are very much grateful to all our stakeholders and partners that have assisted us over the years. We are continuously looking for support and to forge alliances with any similar agencies, corporate entities, NGOs or members of the donor community that have consistent objectives to ours. Join us as we work together to help those who are willing to help themselves.



Ramesh Persaud FCCA
Chief Executive Officer



Promoting the Development of Youth Entrepreneurship



254 SOUTH ROAD, BOURDA,
GEORGETOWN, GUYANA
226 4675, 225 8949
FAX: 223 7834
gybt@solutions2000.net
www.ybi.com

Region 1 Mabaruma	Region 5 11 D'Edward Village West Bank Berbice Tel: 592-327-5367
Region 2 54 Cotton Field Essequibo Coast Tel: 592-771-4298	Region 6 1 Port Mourant Corentyne Tel: 592-336-6171
Region 3 312 Parika East Bank Essequibo Tel: 592-260-4399	Region 9 Lethem, Rupununi Tel: 592-772-2229
Region 4 IPED Building 253 South Road Bourda, Georgetown Tel: 592-226-4675	Region 10 Hand-in-Hand Building Republic Avenue Linden Tel: 592-444-3001

Applicants should:

- Have a good or viable business idea or business plan.
- Be unemployed or underemployed.
- Be classified as being disadvantaged or underprivileged.
- Have no access to capital or funding from commercial financial institution.

Services provided by the Guyana Youth Business Trust include:

- Business or Entrepreneurial Training.
- The provision of credit or loans.
- The assignment of experienced and Trained Business Mentors.
- Ongoing business supervision by Business Counsellors.

GUYANA YOUTH BUSINESS TRUST

open to all Guyanese between the ages of 18 and 35 years.

To date some GYBT has provided (2,565) two thousand, five hundred and sixty-five loans at a value of (\$403,000,000) four hundred and three million dollars, to young Guyanese Entrepreneurs.

GYBT has partnered with the Inter-American Development Bank (IDB), in its quest to provide greater levels of assistance to young entrepreneurs. This support took the form of finance, training and networking with three other international Youth Business Programmes (YBP) in the Caribbean.

GYBT is happy to be of service to its many Entrepreneurs and continues to seek more innovative methods of providing greater levels of support to the Guyanese Entrepreneurs.



Working Together with Our Customers

for 25 years



A rice farmer from Corentyne. A joiner from No. 72. A poultry farmer from No 78, A wild meat trader from Princetown, Corriverton. A jeweller from Rodenrust, East Bank Essequibo. Their lives are worlds apart. But they're all connected by an essential daily need—to access, manage and grow their money. They each need a financial partner that can make those transactions for them fast, securely and accurately, but also one that can find new and better ways, as part of a full relationship, to save them even more time and money. These are 25 of the stories of our 4,153 customers and how we're working together with them to serve them better, satisfy all their financial needs and help them succeed financially.

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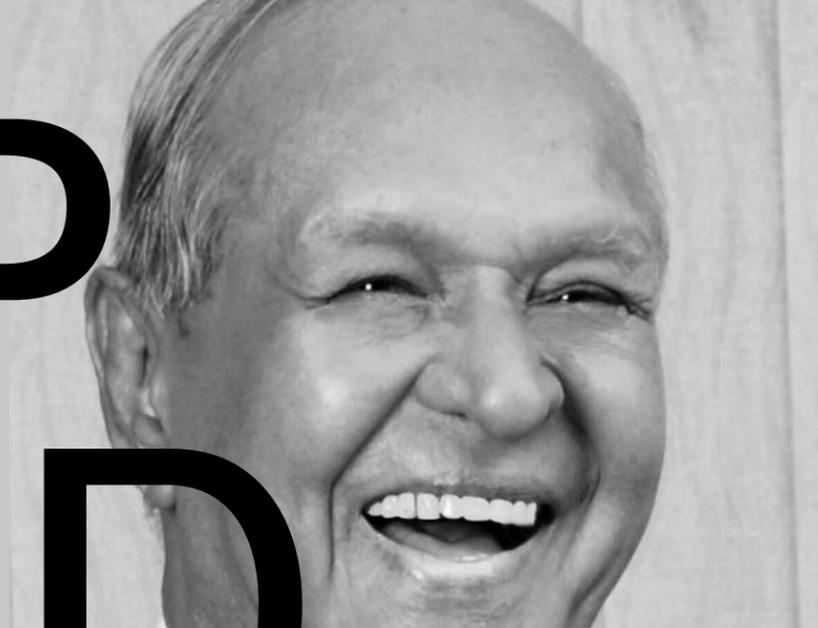
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IPED



THE CAPACITY FOR HOPE IS THE MOST SIGNIFICANT FACT OF LIFE, IT PROVIDES HUMAN BEINGS WITH A SENSE OF DESTINATION AND THE ENERGY TO GET STARTED.

Author Unknown



The origin and history of the Institute - REFLECTIONS BY DR. YESU PERSAUD

Guyana as a country suffered immensely under the yoke of state control and the ideology of Co-operative Socialism. The private sector in the Cooperative Republic was considered exploiter and the word "profit" was considered sinful. The business sector was almost wiped out, a deliberate Government policy to destroy the business sector as the Cooperative Sector, in conjunction with the State Sector, was supposed to be the engine to propel growth. However, both the State and the Cooperative Sectors were colossal failures resulting in the near ruin of the country.

A few companies weathered the storm due to astute management by ensuring that the state did not interfere in the affairs of the company. There was absolute need to rekindle the entrepreneurial spirit and immediate action was necessary to revive the private sector starting with the small business sector. This gave birth to my concept of the Institute of Small Enterprise Development (ISED). This name was changed a few years later to the Institute of Private Enterprise Development (IPED) to reflect the bigger role the Institute was playing in the economy. In September 1985, I discussed my concept of the "Institute" with my good friend and colleague, W.G. Stoll, who hailed it as an inspiration and promised me full support to get it off the ground. A Company limited by guarantee was the starting point. I decided to ask persons with access to the political directorate to be signatories to the Memorandum and Articles of Association, they duly agreed. Mr Eric Clarke, Senior Partner of Clarke and

Martin, a leading firm of Solicitors, a good friend of mine, had prepared the Memorandum and Articles of Association free of cost. Mr Eric Clarke registered ISED as a Company limited by guarantee and it was incorporated on 2nd October, 1985. Management Services Ltd, a Company in which W. G. Stoll and Yesu Persaud had an interest, had done several training courses for Foundation for International Training (FIT) a CIDA-funded Canadian Institution. I had built up a close relationship with the Executive Director, Ranjit Kumar and the Project Manager, Roger Griffin. It was fortuitous that Roger Griffin was on a visit to Guyana in October, 1985. The concept of the Institute was discussed with him and he pledged full support for the "Institute." Once the Institute started business, FIT would finance the services of two Business Counsellors. I subsequently spoke to the Executive Director of FIT, Ranjit Kumar, who supported Roger Griffin's pledge that in addition FIT would provide training

for Business Counsellors. A month earlier, a Guyanese/American Lawrence Correia who was Controller and Project Officer of Pan American Development Foundation (PADF), was in Guyana. I discussed funding with him but he wanted a structure similar to the National Development Foundations of the OECS which were partly funded by PADF. He suggested a few names as Directors who were associates of his when he was living in Guyana. I informed him in no uncertain terms that the structure he was suggesting would not work in Guyana. They were static institutions. I wanted a dynamic institution that would grow and prosper helping people to help themselves. It seemed at the time, that two institutions would be set up,

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Chairman of IPED, Dr Yesu Persaud receiving a cheque from Executive Vice President of PADF Mr. Edward Marasciulo.

Ms. Yasmin, a loan client who benefited in 1986 involved in Balata craft.

First employee of IPED Mr. Jeff Adiken chatting with a client Mrs. Eliza Austin.

Client Mrs Cummings attending to her litter of piglets.

Canadian High Commissioner handing over the keys for a vehicle donated to IPED to Dr. Yesu Persaud.

Mrs Patricia Perreira displaying her locally produced Guava Jelly Cheese.

President Desmond Hoyte presenting an award to client of IPED Mr. Gurocharran.

British High Commission assistance of a metal lathe to client Mr. Abdul Azeez.

First Branch opened in Berbice where business was conducted at Main & Coburg Streets, New Amsterdam.

Mr. Dewan Singh Persaud, a boat builder from Mon Repos, East Coast Demerara.



one modeled on the OECS National Development Foundation and the more dynamic and growth-propelling one I had in mind. Since CIDA, through FIT, had already agreed to jump start the institution, I called Byron Blake, Development Director, Caricom, and discussed the subject with him and Susan Brown, the First Secretary of the Canadian High Commission, Georgetown, who gave me her unqualified backing. A meeting was held the following morning at Miss Brown's Office. Present were, Ms Susan Brown, Byron Blake, Lawrence Correia and myself who all said that it would be a waste of resources to have two development institutions and that the resources should be pooled to form a vibrant institution.

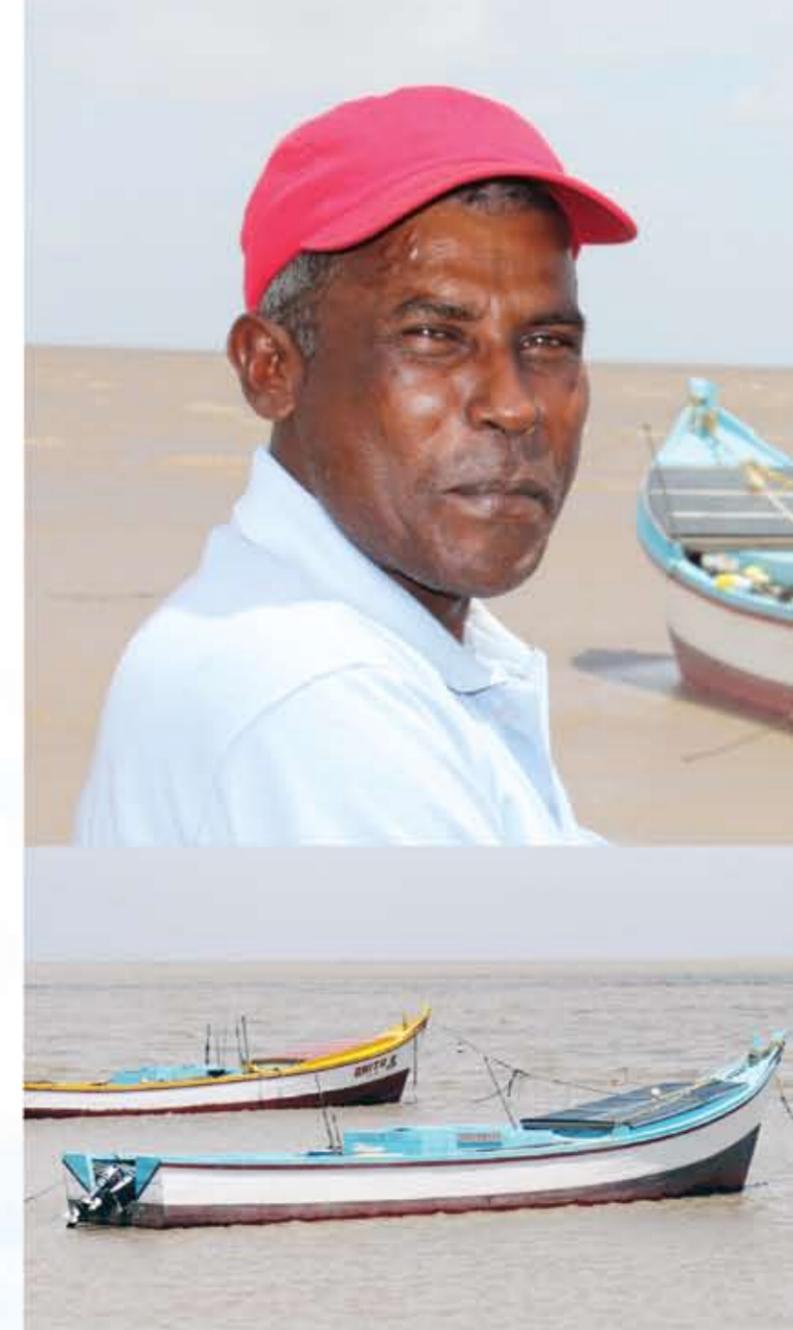
Susan Brown and Byron Blake supported my concept of the "Institute." Lawrence informed us that the decision would have to be made by his Executive Vice President, Mr. Edward Marasciulo. I left Susan Brown's Office confident that I could convince Mr. Marasciulo to back the "Institute." I wrote Mr. Marasciulo inviting him to Guyana to see for himself the need that existed for the development of entrepreneurs and the business sector after the eclipse of Co-operative socialism.

In late October, 1985, Mr. Edward Marasciulo, Executive Vice President and Lawrence Correia, Project Officer and Controller of PADF, arrived in Guyana. They were duly met at the airport and taken to the Pegasus Hotel. That very evening, we started discussions on the concept of the "Institute." Mr Marasciulo was a lawyer and a former US Diplomat, and a great listener. He only intervened to ask a question. At the end of the session, he said to me, "Yesu, you have convinced me that the Institute would train entrepreneurs and create dynamism for rebuilding the entrepreneurial spirit in the country. My challenge to you is on the basis of one to one. You need to raise G\$1M to start so raise

G\$500,000 and PADF will match it with G\$500,000." I replied, "Ed, it's a deal, I will raise it within 3 months, that is guaranteed." He responded, "you are undoubtedly a man who gets things done and please be assured that there is no intention of starting another institution similar to the OECS National Development Foundations. These Institutions have shown very little growth over the years and needs regular injections of new cash." We shook hands and I thanked him for his immediate decision and faith in me. We then moved to the dining room for dinner. I now had the backing of FIT, the CIDA-funded Canadian Institution and Pan American Development Foundation. The next step was President Desmond Hoyte. He was very warm to the concept especially now that it had Canadian and US support. Canada was a helpful country to Guyana and the USA was indispensable for IMF and headed the Donor Support Group for Guyana, which was instrumental for IMF and World Bank re-entry and support for Guyana. I called a meeting of the Board of Directors of the "Institute." I outlined what had been done to date including the support of President Hoyte. I proposed that we launch the "Institute" in great style, never seen before in Guyana, inviting the entire private sector, diplomats, professionals and Ministers and high officials of the Government and the Leader of the Opposition to the launching ceremony. Mr Michael Brassington, Managing Director of Guyana Refrigerators Ltd. (GRL), was allotted the task of being the speaker on incentives, Mr Lawrence

Correia of PADF and Roger Griffith of FIT, had already confirmed their willingness to speak at the launching. We agreed that I would chair the launching, outlining the background of the project and its benefits to the private sector and Guyana. The President, Mr. H. D. Hoyte, would give the feature address. The "Institute" was formally launched at the Pegasus Hotel on 10th January, 1986 in the presence of the largest number of private and public officials and civic organizations ever seen in the country. The launching went like clockwork - all the speakers spoke glowingly of the need for such an institution and the benefits that would accrue to Guyana, helping people to help themselves by becoming their own bosses. The President, H. D. Hoyte, in his message, expressed unreservedly that he backed the Institute and applauded the private sector for coming up with the concept and said that the Government would give all the assistance needed to help the Institute in its formative stage. Mr Brassington, in his presentation, had asked for tax-free concessions, which the President promised to support. The President graciously pledged to make IPED exempt from corporation tax and to exempt all donations to the Institute from income tax. The Government duly honoured this pledge. We received pledges of donations totaling \$163,000 from professionals, and the private and public sectors that morning. In addition, I had approached a number of the large companies that were associated with DDL, including Seagrams (U.K.), Booker Sugar Co. Ltd, W. Breitenstein of Holland, West India Trading

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Anyone can give up, it's the easiest thing in the world to do... .. but to hold it together when everyone else would understand if you fell apart, that's true strength.
 Author Unknown

Total number of nationwide entrepreneurs (2010)

4153

1991	1991	1992	1992	1993	1993	1994	1994	1995	1996
In October 1991, IPED opened a Branch at Anna Regina, Essequibo Coast.	A successful dairy farmer from Crane, West Coast Demerara.	There was a significant increase in rice cultivation loans from 172 in 1991 to 362 in 1992.	Mr. Frank Gomes received assistance to enhance his exhaust fabrication workshop.	Director, Dr. Leslie Chin single handedly researched and implemented the Micro Credit Facility in 1993.	Pineapple Farmer, Mr. Tameshwar Hiralall from Canal No. 1 Polder, West Bank Demerara.	President Cheddi Jagan, declaring open IPED's Branch at Lot 1, Port Mourant, Corentyne.	Mayor of Anna Regina, Mr Sammy Rampersaud disbursing an IPED loan to a micro client.	A Micro Client from Canal No. 1 who benefited from a loan for cassava cultivation.	From 25 loans in 1986 IPED provided a total of 10,016 loans at the end of 1996.

Canada, Texaco (W. I.) Ltd, and the Commonwealth Development Corporation (CDC). All these companies contributed liberally to the cause. In less than 3 months, the target of G\$500,000 was realized which was duly matched by PADF in three tranches. Office accommodation for the Institute was rented from John Willems at 240 Camp Street, South Cummingsburg, in February but physical occupation occurred on 1st April, 1986 with a staff of one, Jeff Adiken, who was Messenger, Clerk, Counsellor, Accountant and Manager all rolled into one. Staff was increased as the business progressed.

The Terms and Conditions of IPED Loan on 1st April, 1986, was that the entrepreneur must have a vested interest in the business and knowledge of the business. The maximum value of the loan was \$30,000. The vested interest could be in the form of fixed assets, stocks etc. The rate of interest was 12% per annum. The "Institute" would provide accounting, technical and managerial training together with counselling services free of cost. There was a screening process introduced to preclude persons applying for loans with no intention of repaying. A culture had developed that loans from state corporations need not be repaid, this was the reason for the failure of the Guyana Credit Corporation and the Small Industries Corporation and subsequently, Guyana Co-operative Mortgage Finance Bank and the Guyana National Co-operative Bank.

The first 5 loans of the Institute were for the production of soft toys and wooden carvings valued at \$16,544 and by the end of October, 4 of the 5 loans were repaid. At the end of December, 1986, the total Loans approved and disbursed were 25 amounting to \$734,852. The Institute had made a small profit of \$5,951 in its first 9 months of operation.

The Institute is a non-profit-sharing institution, all profits earned are ploughed back into the Institute for further development. Furthermore, I had indicated to Directors at our second meeting that they had a moral and social obligation to give something back to society and they agreed to give voluntary services to the Institute free of fees or expenses. In addition, they would pursue the Institute's interests whilst overseas. If the Directors missed three or four meetings, they would be asked to retire gracefully and be replaced by others who could find the time to be at meetings. In addition to attending Board Meetings, the Finance

Sub-Committee of the Board had to approve the loans submitted by Management. This has been the bedrock of the success of the Institute.

The success of the Institute in its first 9 months of operations had put to rest the many "Jeremiahs" who had predicted failure within a few months after starting up in business. The Institute was to go on to be the success story of the Caribbean and is being heralded as such by USAID.

In October, 1986, U.S. PL-480 returned to Guyana, IPED was the first and only private sector organization to queue at the U.S. Embassy seeking to share in the US PL-480 counterpart funds. I remember vividly the day I met the US Ambassador to discuss the subject that IPED be allocated a part of the counterpart funds to stimulate and develop all over again the small business sector. My argument was simple, IPED's aims and objectives were to create an entrepreneurial culture, helping people to help themselves and in the process, creating employment, wealth and increasing the GDP of the nation. At the end of the discussion, he assured me that the Institute would be allotted 15% to 25% of the funds available and that he would be discussing the topic with the Minister of Finance and this became a reality in early 1987.

During the years, loan funds also came from the Inter American Development Bank (IADB) and in 1995, a loan was negotiated with the European Investment Bank (EIB) for the businesses that had graduated to medium-size businesses. The EIB Loan for the IPED medium-size loan sector was the first time in the history of EIB that a loan was negotiated, signed, sealed and delivered the

same day. It still remains a record to this day. I was very pleased with myself when I left the EIB headquarters in Luxembourg that day. I had every reason to feel "on top of the world". On my return home, the Directors were overwhelmed with the result and expressed the view that this could well be an excellent relationship to build on.

Training in the office and the field is indispensable to the success of Micro Sector and Small Business Development. In the beginning entrepreneurs received free training in the areas of business they are engaged in, in addition to basic book keeping and the importance of cash flow. In the field the loan officers provided individual counselling to clients on their monthly supervision visits. The Institute formally established its own Entrepreneurial Development Centre (EDC) in 1999 at a building adjoining its offices in South Road. The EDC now offers more formal courses in simple accounting, costs and expenses, marketing, principles of business administration, entrepreneurship and computer literacy. Clients can also enroll in a Certificate Course in Small Business Management. The EDC has extended its wings and also offers training to corporate clients.

Starting from humble beginnings at rented office in Camp Street, the Institute today owns its own offices in South Road, Georgetown, at Port Mourant, Corentyne and at Cotton Field in Essequibo, with rented offices at D' Edward Village, West Bank Berbice, at Parika, East Bank Essequibo, at Lethem in Region 9, Linden, Region 10 and Mabaruma, Region 1. IPED has sub-offices at New Amsterdam, Corriverton, Bartica, Wakenaam, Charity on the Essequibo Coast and Vreed-en-hoop, West Coast Demerara. IPED provides poor people

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IPED started to fund commercial loans in January 1997 through its rural outreach program.

In 1997, 90% of the Micro borrowers were women. Here one such client is seen receiving advice from an IPED Officer.

In August, IPED extended its services to Parika with the opening of an office at Lot 312 Parika.

President Bharrat Jagdeo, then Finance Minister disbursing a Micro Loan to Ms. Bernice Allen.

A Client is seen receiving a loan cheque from President Bharrat Jagdeo at the opening of IPED's D' Edward Branch.

In May 1999 IPED signed an agreement with UNDP to establish a Credit Scheme at Annai, North Rupununi

His Royal Highness, Prince Charles speaking at the launching of the Guyana Youth Business Trust at IPED on February, 24th.

The PRCSFP Credit Facility provides funding to small rice farmers of Regions 2 and 3.

To further enhance its services, IPED completed construction of its new Head Office at 253 South Road, Bourda, Georgetown.

In October, the Institute embarked on its hinterland thrust establishing its fifth Branch at Lethem, Region 9.



with access to loans in all ten Administrative Regions of Guyana from Crabwood Creek to Port Kaituma to the Rupununi. The May/June rains of 1997 came with a vengeance and was prolonged resulting in floods in several parts of the country. This was followed by the El Nino drought of 1998, the worst in over a decade. The weather phenomena in those two years severely affected the productive sectors including IPED thereby, affecting the ability of entrepreneurs to repay or draw down new loans. We were not deterred and kept faith with the entrepreneurs by extending periods of repayments and providing liberally for possible bad debts. We were able to weather the storm and the growth and expansion of the portfolio continued with great momentum. The USAID has provided resources for institutional strengthening in the early years which were of tremendous significance to the growth of the Institute followed by the IADB over the last 6 years. Help in different forms was also received from the British High Commission and the Canadian High Commission. IPED introduced the Micro Loan Window in 1993 to help the neediest of the needy in our Society. The Micro Loan scheme reaches out to the under-privileged, unemployed

and under-employed women, youths and other segments of the Guyanese population who really want to improve the economic welfare of themselves and their families. The aim and objective of the Micro Loan Window is the reduction of poverty and improvement of the living standards of the poorest of the poor, which would directly impact positively on the nation's development. The philosophy of IPED is to help people to help themselves and to become their own bosses, giving them the independence and the framework to think positively about what they would do for themselves to grow and become bigger businesses in the future. Many of these Micro Businesses have already graduated to the Small Business status each employing several persons. The Micro Loan Window starts at \$30,000 without traditional collateral increasing progressively to \$50,000, \$75,000 and \$100,000 dependent on the success of the micro-entrepreneur. The scheme has been an outstanding success. The astonishing feature of the Micro Sector loans is that 54% are to women, many of them single mothers, who would have been without a source of income and had it not been for the IPED Micro Loan scheme these poor people would have been without any source income for themselves and their families.

In addition to creating jobs, the Micro-loan scheme, like the small and medium size loan schemes, have transformed the lives of people who have moved from the bottom of the heap to become self-supporting members of society. In addition to providing funding to the micro entrepreneurs, the Institute provides the same free services as it does to the Small Business Window of training in managerial, accounting and technical areas together with counselling services to the entrepreneurs. There is no doubt in my mind that these services have helped in no small measure in the outstanding success story of IPED. Since its inception in 1986 and to the end of 2010, IPED has been blazing the trail of private sector development by training and funding the Small and Micro Business Sectors to fuel growth and development of an economy that was in tatters during the 20-odd years of the state-controlled Cooperative Socialist economy. IPED stands out as a brilliant star not only developing people to improve their economic well-being but also in the development process. During the last 25 years to 31st December, 2010, IPED has funded medium, small and micro entrepreneurs with 78,134 loans valued in excess of \$16 Billion at an average loan size of \$205,000 creating over 30,000 jobs and in the process, employing a large segment of the workforce who would have

remained unemployed and living in poverty. Many of these businesses fell by the wayside but many have succeeded beyond expectation. Just imagine what the unemployment rate and social problems would have been in Guyana without IPED. During 2010, IPED loan clients generated profits and paid out wages equivalent to about 2% GDP, a not insignificant contribution to the economy. In addition to helping people to improve their economic status, IPED is conscious that to grow and prosper, it must make a profit and has made a profit in each of the 25 years it has been in business. The profit in 2010 was \$162M as compared to \$113M, an increase of 43% in the preceding year. The Governments of President H. D. Hoyte, President Cheddi Jagan, President Samuel Hinds, President Janet Jagan and President Bharat Jagdeo have all in turn recognized the tremendous contribution of IPED to national development. Yes, indeed, IPED is very dear to my heart and I am very proud of its achievements and accomplishments in helping people to help themselves and in the process improving their standard of living and the creation of national wealth. Over the years the Board of Directors has been giving voluntary services and their service and sense of direction have helped in no small

way to the success of the Institute. Of course, the staff also at all levels have given service of a highly exceptional nature; this is not to say that there was not a few rogues in our midst over the years who have used the Institute for their personal aggrandizement but we have had a few monarchs who have contributed in ways beyond the call of duty, to whom we are eternally indebted. The Institute has moved into the 21st Century with confidence to climb and achieve greater heights way into the future. Undoubtedly, it is an impressive success story of Guyana and the World and is being used by USAID as a real success story that is worthy of emulation by other Third World countries. All Guyanese should be proud of the institution as it has undoubtedly served our people well over the last 25 years and I am certain the future could be even brighter provided there is political stability, which results in confidence in economic development and in attraction of investments, leading to the creation of jobs and the creation of wealth for all the people of Guyana.



WE SHOULD BE TAUGHT NOT TO WAIT FOR INSPIRATION TO START A THING

ACTION ALWAYS GENERATES INSPIRATION, INSPIRATION SELDOM GENERATES ACTION

Author Unknown

2004

2004

2005

2006

2006

2007

2007

2008

2009

2010

IPED partnered with SEBRAE of Brazil to promote fish cage culture in Guyana.

IPED's Entrepreneurial Development Centre (EDC) provides Training and Business Development Services to Entrepreneurs.

IPED consolidated its EDC activities by providing corporate training and knowledge and information sharing services.

In April, 2006 IPED celebrated its 20th Anniversary. Chairman and Founder Dr. Yesu Persaud sharing happy moments with a member of staff.

CEO of IPED Dr. Leslie Chin exchanging anniversary greetings with Chairman, Dr. Yesu Persaud at IPED's 20th AGM held in July, 2006.

In June, 2007 IPED established a branch at Mabaruma to satisfy the needs of Small and Micro Entrepreneurs in Region 1.

One of the many businesses at Port Kaituma which IPED has funded.

One of the many training sessions held by IPED's EDC in 2008.

Chairman Dr. Yesu Persaud presenting an Award for the Runner-up, Best Managed Project in 2009

Woman Entrepreneur of the Year, Banoomattie Singh of East Canje, Berbice



I wanted a dynamic institution...



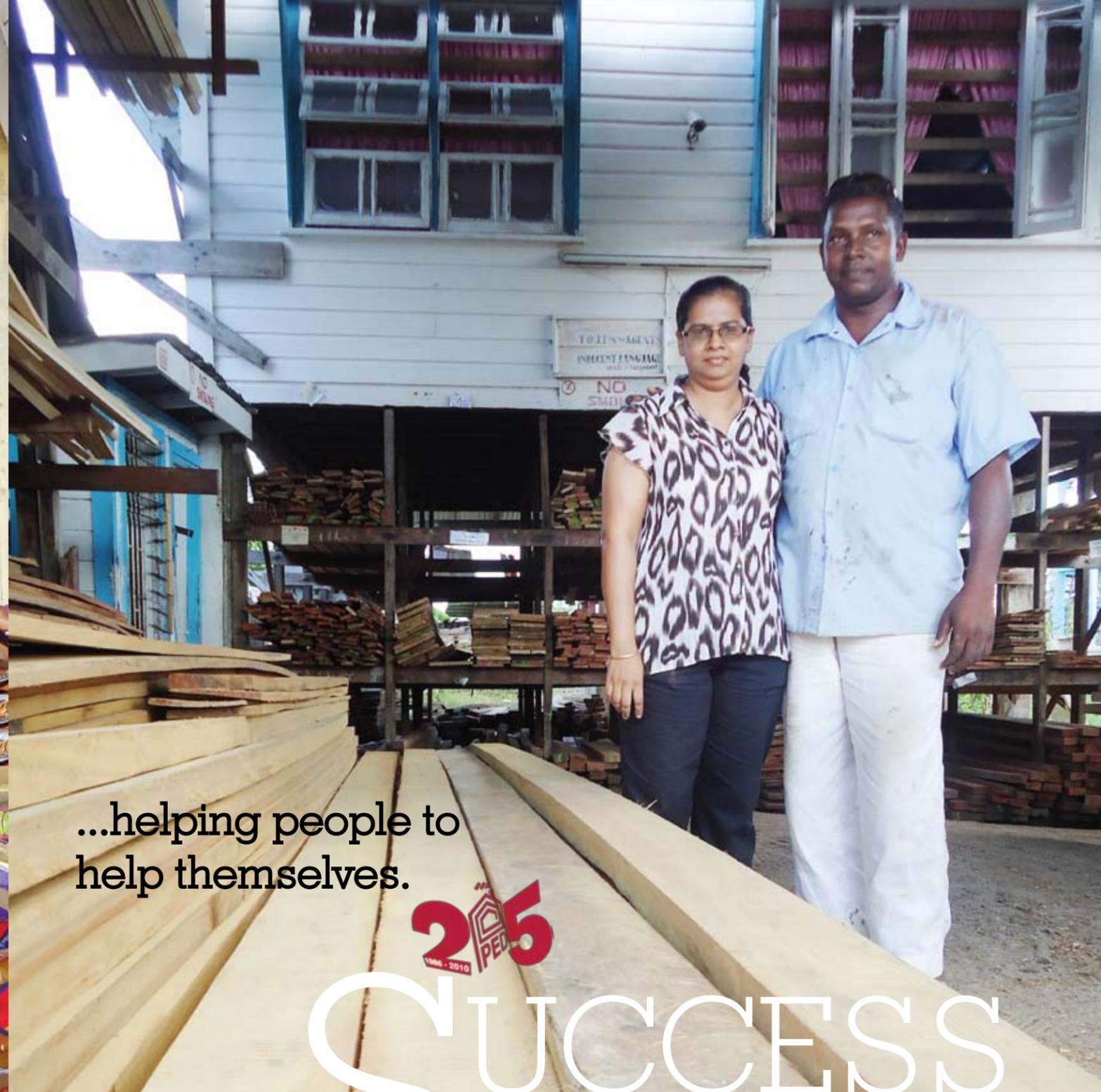
Roy Bennet - Story on pg 16

...that would grow and prosper



Egerton Maxwell - Story on pg 16

...helping people to help themselves.



Koosha Ramdas - story on pg 17



SUCCESS STORIES

compiled with assistance from **Ravena Gildharie**

JUST DON'T GIVE UP TRYING TO DO WHAT YOU REALLY WANT TO DO

.....WHERE THERE IS WILL AND INSPIRATION I DON'T THINK YOU CAN BE UNSUCCESSFUL

Baby Yasmeen

ROY BENNET

Determination and discipline are keys to success no matter the obstacles, the belief of Roy Bennet, a young businessman from Good Intent, West Bank Demerara.

Bennet, as a young teacher some 15 years ago, realized that a small salary could not offer him the standard of living he hunted. So he started a small vending trade selling coals, firewood and kerosene with an inventory of \$20,000. He also had a small chicken farm rearing about 200 birds.

Shortly after, a friend told him about IPED and this brought Bennet to the institution in 1999, when he acquired his first micro loan of \$10,000. At that time, he had no fixed assets to borrow main window loans. But with IPED's micro credit, Bennet moved his small vending to an enterprising grocery store, he now owns today.

During the period of borrowing micro loans, Bennet lived at a relative's property. His profits later allowed him to purchase his own property, of which he used the transport to access a main loan to buy his truck. This vehicle, he currently uses to transport his own goods from Georgetown to the Good Intent store, thereby reducing transportation expenses.

Although he no longer rears his own chickens, Bennet is still in the trade but he acquires regular supplies of about 1000 to 1500 birds from poultry growers nearby. He also continued to use IPED loans to invest in his operations.

So far, this distinguished client has serviced 14 loans with IPED valued a total of \$16.5 million. The largest sum he has borrowed was

\$3 million.

All of the credit he borrowed from IPED aided Bennet to acquire not only the supermarket, his own property and truck but another transported property and a car. Today, his inventory is between \$8.5 million to \$9 million. Also he provides full time employment to four villagers.

"I have definitely moved from the micro level to a level above that... The loans have helped us to have a more comfortable life, a better life," Bennet indicates.

Married with two children, Bennet has undoubtedly made remarkable progress and now he even says he doesn't like to think about where he would have been had it not been for IPED by his side.

"IPED has afforded us the opportunity to do investment and we are happy and glad for that," Bennet relates.

Growing up in a single parent family of 10 members, Bennet was adopted at age 10. In his younger years, he attended the Nismes Primary School, the West Demerara Secondary and then the Critchlow Labour College.

Immediately thereafter he completed studies in Economics at the University of Guyana before taking a teaching post at the Wales Community High for three years until he met IPED.

However, all through those years Bennet recalls one goal: "I always wanted to have my own business. I went to university, I have a degree in Economics but still I want to work with myself and I thank IPED for giving me the opportunity for acquiring the loans."

EGERTON MAXWELL

Egerton Maxwell and his wife, Georgia Maxwell of 101 Third Street Meten-Meer-Zorg, West Coast Demerara, started vending with a small stall on the Parika selling some 15 years ago. Their stocks back then valued just about \$50,000 but with seven children, the Maxwells were in need of larger profits.

A while later, the Parika stelling was put under repairs and the vendors were asked to relocate. The Maxwells took up a spot adjacent to the stelling's entrance. While there, several friends urged the Maxwells to expand their business.

Ideally located, Bartica-bound passengers would walk past Maxwell's stall on their way to board the speed boat. One of those passengers happened to be an IPED Credit Officer, from whom Egerton Maxwell enquired about a loan one day.

In 1992, the Maxwells took their first loan from IPED of \$60,000 to buy more goods, mostly confectioneries. "I started making fortnightly payments," Maxwell relates, adding "and I began expanding. I never stopped and I always taking loans from IPED."

Declaring that IPED is "more convenient," the client has serviced 32 loans to date with the institution. The largest loan is valued \$2 million, which the client is currently servicing. His business today is valued over \$5 million guaranteeing reasonable profits each week.

"A business you don't play with it. It's a commitment," Maxwell says of his venture and of IPED "they never turned me down.

There was no disappointment and I am progressing all the time." Such sincerity guides Maxwell to repay his loans before the scheduled time frame. "You have to set the pace," Maxwell points out. The pace he speaks of, "you have to be honest and you have to make the payments on time. You have to disciple yourself with that."

At age 54, Maxwell is living a very contented life with a successful business. Although some of his children are grown adults, the youngest is still in school. Through his business and its success, Maxwell and his wife have been able to do what all parents desire "to make a comfortable life" for their offsprings.

"My life has improved generally," Maxwell tells. When he got married many years ago, his grandparents gave him a house, which Maxwell relates he has upgraded with profits from his business. He even purchased another transported property and a motor vehicle.

"We are not the sporting type. We just do business, turnover, and settle whatever bills we have to pay, light bill, phone bill, every month," Maxwell explains. He also notes that back when he started business "I wasn't fully equipped with business but now with IPED financing and so, I got more experience. I know how to sell and how to get back."

Noting that other lending institutions require many assets as security, Maxwell is convinced that "IPED makes it easier to get loans to start a business and improve your living."

With this in mind, he puts on record "I encourage anyone to go down to IPED, don't waste time."

KOOSHA RAMDAS

Koosha Ramdas of 11 New Hope, East Bank Demerara, grew up in a logging business owned by his parents and elder brothers. The family had its own forestry concession in the Demerara River and managed a fairly economical business.

Around the 1980s, Ramdas, a young man, migrated. He returned about five years later to Guyana. By then, the family business had changed to mining and Ramdas got involved in the trade with his brothers.

However, with a love and knowledge of logging as well as "a sadness to see miners bulldozing good greenheart trees to dig under the earth for gold" Ramdas started cutting the timber and transporting it out on trucks that would take in fuel for the gold mining operations.

He still remained in the gold mining industry but after getting robbed in Mahdia in 1994, a then just-married Ramdas decided it was time to return to logging. Although the profit margin was less than mining, Ramdas decided to invest in the timber industry. "I told my brother I going back to logging because that is what I know and what I believe in," Ramdas recalls.

He approached IPED in 1994 and secured a loan of \$600,000 to help set up a small saw milling facility at Yarrowcabra, Linden-Soesdyke Highway.

Since he still had a few pieces of equipment and machinery from his father's operations, Ramdas quickly had his own sawmill venture up and running. He couldn't afford any generator or new machinery but the operations were effective.

He initially supplied full-fledged timber to lumberyard dealers on the East Bank Demerara but afterwards decided to invest in the retail sales at his home.

Emphasizing the involvement of his wife in this new business, Ramdas recalls leaving her to sell the lumber while he operates the sawmilling venture. But with no knowledge of wood measurement and calculation, many customers took advantage of the situation.

Nevertheless, Ramdas encouraged his wife to remain in the trade and says he tutored her for six months until she was knowledgeable and mastered the business. Wanting to invest more in the added operations though, Ramdas again approached IPED. He has since received four more credit facilities, all being invested in the lumberyard.

His largest loan is valued \$15 million.

Currently, his stocks at the lumberyard are valued in excess of \$50 million and guarantee him handsome profits. As a result of his successful venture, the client has upgraded his sawmilling operations, purchased two trucks, a tractor and trailer and a car. His four children enjoy a comfortable life and Ramdas believes he can now relax.

Today, while a medium-scale operator, Ramdas is also a member of the Region Ten Forest Producers Group through which he accesses state lands to cut his own woods. Mostly though, he uses the trucks to go into the logging concessions to buy the timber from loggers for his sawmill.

"So I don't have problem getting wood supplies and this is all because of IPED. IPED helped me acquire my own transportation," the client relates.

He currently employs over 40 persons and earns reasonable profits each month.

Always on time with payments, this client looks forward to long and continued relations with IPED.



THE TASTE OF SUCCESS FOR...

...A CLOTHES VENDOR



LESLYN SMALL

Never be discouraged, no matter what the challenge, Leslyn Small, a New Amsterdam retail vendor upholds a personal motto "Keep Going, Keep Growing with IPED."

This award winning client of IPED, not only possesses qualities of a determined entrepreneur but a courageous woman who fights 'tooth and nail' to keep her business going and growing.

Small has been in the retail business for over 16 years, selling clothing and footwear at Pitt Street and the New Amsterdam market in the day and beverages in the evening at another location, Main Street.

She first approached IPED in 2003. Back then her business was very small and wanting to expand, she took the advice of friends and sought after a loan at IPED. Her first credit totaled \$60,000, which she bought a larger stock of goods.

"I was selling before IPED but not as much as this...I now earn about 10,000 to 15,000 per week," Small says.

Since then, she has serviced 38 micro loans with IPED, the largest being \$240,000.

A mother of six, this thriving entrepreneur has not had a life without woes. She has faced a gamut of challenges

over the years, both in her business and personal life.

She has been hit many times by thieves, who broke in her stalls and carted off with significant quantities of stocks.

On another occasion, Small packed two suitcases of clothing and footwear to retail in Linden at the 2010 Town Day event. Sadly, due to unruly touts at the Linden bus-park in Georgetown, she ended up entering a mini-bus without her suitcases, which she never recovered. Again her losses were great.

And as if these troubles are not enough, Small lost her husband and sister within a period of just two weeks in December 2010. Currently, she is a single parent, struggling to keep her business going and to provide for her children.

Despite the despair, Small maintains herself an excellent client of IPED, servicing two loans at the same time. She regularly travels to Georgetown to purchase her stocks from wholesalers and return to New Amsterdam offering to customers, the latest styles and fashions.

She is always on time with payments and in 2009, IPED as part of its annual custom of honouring outstanding clients, awarded Small for her commitment and success in business management.

BOODHNARINE NARINE

"I was a fisherman...but doing fishing work I had a vision that I wish I could be a boss man for my own business and get plenty workers under me and it was a prayer of mine and it came to past."

These are the words of Boodhnarine Narine, a wood furniture producer of Lot 213 No. 72 Village.

At age 42 and married with one son, Narine is today proprietor, manager and 'boss man' of a thriving joinery establishment.

Eleven loans since he walked into the doors of IPED's Port Mourant Branch in 1992, this thriving entrepreneur bestow success to hard work and IPED's support. "IPED is the place to go. If you have a good relationship with IPED, IPED is your family. IPED is the Bank that keep me going all the time."

Narine grew up in a family of merely fishers at Number 78 Village. Soon he too took up the job at sea. But wanting to own a business, Narine at age 15, realized his opportunities were few in fishing. At that time, there was a joinery shop in his community, and there he spent 21 months "learning the work."

Wanting to have a business, the young Narine returned to fishing and worked for two more years, saving money to invest in his newly acquired skill. He bought a few tools and started producing simple wood pieces, mainly "cabinets" at his parent's home in Number 78 Village.

But soon joined by a wife and a baby on the way, Narine yearned for more and assets to call his own.

Driven by these desires, the joiner bought his first land in 1992 at Number 78 Village. Still it wasn't as he dreamt, as Narine recalls the small, choked, wooden shack he once called home when he first moved to his property.

So, in the same year, at then 18 year old, Narine walked into IPED's office one day at Port Mourant and enquired about a loan. No transport

...A JOINER



for his land yet and no major assets to use as security for a large sum, Narine qualified for micro-loan using his tools as collateral.

He started with a credit of \$30,000, used to buy more tools for the trade. That meager sum has since incited the growth of a medium-scale, profitable enterprise, which Narine now proudly boasts.

"As the micro grow, I use the money all the way to step up my business, investing more and more. I follow the loan from \$30,000 upward... as soon as they give me my cheque I go straight and buy more materials," Narine relates.

At his joinery shop, where he crafts fancy kitchen cupboard sets, bed frames, wardrobes and more, Narine says he always has in stock materials worth in excess of \$600,000, made

possible by IPED's loans. He also has a furniture store at Skeldon, where he sells what he produces. In total, Narine explains his stock on hand is usually valued a few million dollars.

Currently, this successful entrepreneur plans to have a showroom next-door the joinery shop on an additional plot of land, which Narine only recently purchased. And as has become customary, he plans to seek IPED's help with this project too.

"I was with another Bank, but I walk away and come solely to IPED... after I get involved with IPED, it was IPED all the way as my backbone," enlightens Narine, as he prepares his child, an 18 year old son, to take charge of the business, once a dream, now reality.



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PREMCHAND BUDHU

Premchand Budhu worked as a 'Tapir' operator on the Corentyne roadway for several years to earn a living for him and family. But the constant harassment of the traffic law enforcers coupled with a major surgery that impacted his health about 15 years ago eventually made the job too stressful and he retired.

...TWO POULTRY FARMERS



Married with three kids, Budhu couldn't just sit idly at his Number 78 Village home; he had to ensure a steady income. He considered poultry rearing a viable option but with no money to invest, he was cornered.

Then while relating his troubles, a friend in the neighbourhood told him about IPED, 'a Bank to get a small business started.' At that time, the friend was a client with IPED for just a few months, with investments too in poultry rearing.

Heeding the encouragement, Budhu took his chances at IPED's sub-office at Corriverton. "I went and explained to Mr Pancham (IPED Officer) that I want to start a loan and he tell me the necessary documents. So I went and get that and I think it take within a week after that and I start."

Meeting requirements for a micro loan, Budhu secured a \$50,000

credit from IPED. With this, he purchased 250 chicks, feedstock and medications for the birds. It was also a small chicken pen he had back in those early years.

However, over the period since then, Budhu received 30 loans from the Institution, all of which went to grow his business. The highest loan he has serviced is valued \$600,000.

Most of the money he borrows from IPED helps to buy feedstock, a very costly input in the poultry business.

As he continued his poultry investments, the challenges were always present: high cost of production due to expensive feed, low prices for his products, little profits and economic demands of the family especially his kids in school.

But Budhu was not daunted and as he says, IPED has always been there for him. "When I having it rough, I would go and explain to IPED about my payments because my kids need

school clothes and books and so, and they understand," Budhu recalls, portraying an image of a friendly institution.

Today, his business has expanded to a very large pen, where Budhu grows no less than 1400 chickens, and an establishment worth no less than \$2 million.

He still takes loans from IPED although he points out that he usually has to invest money from "his own pockets" to help cover some costs of the business venture.

"Truly IPED has made a difference in my life" Budhu says, noting that he has never been with any other Bank and according to him, there is no reason to do that.

"I got a daughter going to UG so I am able to assist in that position. I got one in high school and one in primary, so I am living a comfortable life," he beams.



"I can only say good things about IPED and I would tell anyone about what IPED has done for me."

ESTELLE GRIFFITH

After meeting requirements for a small enterprise credit, Estelle received her first loan of \$30,000. She used this to start a stock of 200 chickens in one small pen.

By 2011, Estelle boasts "I have two pens.....and now I am building a two storey one to house the chicken in different compartments."

Since 1996, she has borrowed from IPED, a total of 21 loans, the highest being \$500,000. These loans, she explains, fund the purchase of the chicks and feed for the birds enabling her to sustain the venture.

Initially, Estelle and her husband, Carl Griffith, managed the poultry business but sadly Mr Griffith died by accident in 2008, leaving Estelle alone at the reigns of the business.

Although sad, Estelle is not ready to give up since she also knows that IPED stands ready at her side.

What would you tell someone about IPED, we ask, and she responds "I can only say good things about IPED and I would tell anyone about what IPED has done for me."

Currently, Estelle is servicing a loan of \$500,000 and improving her pens, making the structures more permanent and convenient for a well assured trade as she continues doing business with IPED and carries on, thriving and growing.

In the village of Hampton Court, Estelle Griffith is another of IPED's most trustworthy and successful clients; currently one of the largest poultry producers of her kind on the Essequibo Coast.

In her early 50s, widowed, Estelle is not reliant on any pension schemes or family-aid to keep her going.

She easily manages a profitable poultry venture that supplies large quantities of meats to scores of popular restaurants, bars, other businesses and individuals across the county, where this thriving entrepreneur has mastered her trade with full support of IPED.

The success of her business also spills into benefits for other individuals such as a few local women in her village who usually helps to prepare the meat birds for sale.

With a usual stock of 3000 birds per crop, Estelle has a prosperous business that earns her and family "a very comfortable living."

Her profits over the years enabled her to acquire two trucks, a house with all modern conveniences and additional comforts for herself, children and grand children.

She even boasts a brand new car she acquired in December 2010 to help transport the meat to the buyers.

A mother of five, Estelle recalled her early years in the business. Back in 1996, she dreamt of having her own business and income to help support her husband and children.

Poultry seems a viable option, but Estelle, like many others, had no finances to get into gear.

Then a friend told her about IPED, "the bank where you could go and get a loan to start your business."

Without much thought, Estelle proceeded to the Cotton Field IPED Branch and sought information on how to get a loan.



... A WILD MEAT TRADER



LALTA SAHADEO

The story of Lalta Sahadeo is nestled on a very unique business, unlike the usual others that IPED has helped nurtured during the 25 years of its existence.

His story is an ideal example of a small new, idea sprouting into a window of opportunity for business excellence with strong commitment and unwavering support from a financial institution as IPED.

From a sugar harvester to a fish vendor, this Princetown, Corentyne resident is a wild meat trader, and a very prosperous one too.

He started selling fish in the 1990s at the Corriverton market but due to stiff competition, Sahadeo soon found the trade unprofitable. He quickly conceived a new business concept, a trade in wild meats; something no else in his village was doing at that time.

By then, he was already a client of IPED and had no problem gaining the Institution's support to "try his hand at the new trade."

His first loan of \$100,000, Sahadeo took from IPED in 1996 to buy and sell fish at the Corriverton market. Instead of fish alone, he started buying wild meats too from hunters in nearby riverain areas such as Orealla and Siparuta as well as neighbouring Suriname. The business 'skyrocketed' from there, allowing Sahadeo to earn handsome profits.

He has since upgraded his house, bought a huge freezer for storage of his meats, two motor cycles for transporting the commodity and currently enjoys an 'easy life.'

He even bought a stereo set that earns him additional income, providing musical entertainment at various events on the Corentyne.



Today, Sahadeo is established as the largest 'wild meat man' in Berbice, reaping a weekly turnover of \$600,000 to \$800,000 on his trade. He supplies wild meats to almost all restaurants and bars located on the Corentyne Coast as well as other businesses and individuals.

He has since serviced over five loans; the highest valued \$800,000. "Me time what they give me, 16 months, 20 months, me take less than a year to pay back. It's a quick turn over business, more we get, the more better for me," Sahadeo beams.

He further adds "a piece of time me used to work with people but since me start with IPED, me stop work with people, me doing me own business now."



... A JEWELLER

AHMAD SALIM

A young man, Ahmad Salim once worked along with his father, producing handcrafted gold jewelry at the family's Roden Rust, East Bank Essequibo, home.

Sometime around 1992, after he got married and started having children, he ventured out into his own operations, valued just about \$30,000. However, the young jeweller wanted to expand and own a larger enterprise to provide better for his family.

"Most of the other Banks then had wanted transport to get a loan but then somebody told me that IPED lend small loans without these things. So I end up going to them and I get through," Salim relates.

In 1994, he borrowed his first loan of \$200,000 from IPED.

The client has since moved his borrowings upward from \$200,000 to loans currently valued \$2 million. He has serviced eight loans to date.

He uses the money to buy raw gold from the Guyana Gold Board and small miners from Bartica and Essequibo to produce the jewelry and according to the client, "without IPED I won't be so big today because at that time all of the other Banks were asking for transport and I didn't have none. It take me a long time before I get a transport."



An established jeweller today, Salim produces fine hand crafted gold bands, bracelets, rings and chains, which he sells daily at the Parika market.

When Salim started selling at the location shortly after his first IPED loan, his stall, operated along with his brother, was very small with stocks valued just about \$500,000.

But with more loans from IPED over time, the jeweller grew that little venture to an enterprise worth over a few million dollars today. "IPED I find is very good for helping small business develop and I really develop from them. That is why I continue taking loans from them to make my business bigger."

The jeweller also informs "I tell a lot of people about IPED. I tell them how I started business and that if it wasn't for IPED, I would not have gotten here today."

A successful entrepreneur, this IPED client boasts being able to send all of his three children to school. "My wife don't have to work," he notes too.

In addition to acquiring his own home and transported property as a result of the thriving business, Salim purchased a car and expanded his jewelry sales to other locations.

"The main reason behind my business success is IPED helping me to get a loan without any heavy security and enabling me to develop myself," the client declares.

Although robbed by bandits twice while transporting jewelry to Parika market, Salim states "I end up keep on borrowing and developing the business with IPED. Up to today I am with them and through them I end up working with myself."

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JENNIFER LYNETTE SAM

More than 15 years ago, Jennifer Lynette Sam of Lethem, Region Nine, started baking and selling bread and other snacks in the community. While she prepared the snacks at home, her husband and three children would sell it on bicycles daily moving house-to-house.

Later, Sam got an idea to set up a stall in the Lethem market. She acquired the stall and with a few cooking utensils, made the move and invested \$20,000 to start the food processing and vending business. "I had a lot of things, cooking utensils like pressure pots and so that friends would usually give me as gifts. So I used these to start at the stall," Sam recalls. Her production was however small and so were sales and profits. She continued baking at home and selling her food at the stall.

As IPED stretched its reach across the country, Sam was the first applicant for a loan when the institution opened its Lethem office in 2003.

Meeting necessary requirements she acquired her first loan of \$150,000 from IPED to purchase more cookery apparatus. That little loan has since molded her to owner of a larger snackette in Lethem market and two additional stalls, selling hardware items and groceries.

When she borrowed the first loan, business was a bit slow and the client relates some setbacks with payments. However, she discussed her circumstances with the Loan Officers at IPED and eventually paid off the loan.

By then, Sam explains, her food business started to expand

and she secured more credit to acquire the second stall to sell groceries. Her second loan was \$360,000 and this added venture also proved successful and so Sam relied on IPED again to invest in another business, this time to sell hardware items and larger household appliances. Her third loan was valued \$600,000.

Now manager of an estimated \$5 million growing business enterprise, Sam no longer has to bake and send her family members to sell on bicycles.

Owing to her hard work and dedication with guaranteed financial support from IPED, Sam speaks proudly of her businesses, "Jenny's Snackette," "Hardware Depot" and "Household Needs."

Currently servicing a loan of \$600,000 with IPED and enjoys savings of no less than \$160,000 on each stock at each of her stalls.

"I believe IPED is there for all small businesses. It really gives you a push in life. It has done this for me and it can do so for anyone else," Sam declares.

She notes too that at times when her business is slow, the IPED officers are always "understanding" and work with Sam to reschedule her payments.

As a result of her thriving enterprises, Sam has built her own house, acquired another land and purchased her own vehicle for private transportation. She still does catering services for various community events in Lethem.

"I am now big in business because of IPED," the client states, even as she plans to seek the institution's help to establish another stall to sell electrical appliances.



... A FARMER AND HIS WIFE

ROOPCHAN & KAMLA SAAKAR

Among the first set of Essequibo clients who took loans from IPED when the Institution opened its Cotton Field Branch in the 1980s, Roopchan Saakar and his wife, Kamla Saakar, recall a journey with IPED that brought them from “nothing” to being one of the most successful families in the Pomeroun/Supenaam region.

Residents of Lot 16 Zorg Public Road, Essequibo Coast, the Saakars have to date accessed from IPED, a total of 46 loans, which have grown their rice farming activity from 10 acres to currently 50 acres. In addition, the clients have massive investments in sheep and pig rearing.

The biggest amount the family has borrowed from IPED is \$600,000. On the personal side, the family has two transported properties, tractors, a canter and motorbike, all acquired through their farming enterprise, which is still being funded to this day with IPED loans.

“Without IPED we won’t ah be no way today. And that’s why I still de with the Bank today. I will remain there all the way. When the Bank close then me gone close,” Roopchan declares. However, while the family currently enjoys all basic luxuries complemented by a thriving business, life wasn’t always this easy and happy for the Saakars.

Back in their younger years, when the couple had just gotten married, they shared a small house on an inland area, which they have since converted to merely rearing pigs, sheep, goat and poultry. “Nothing me nah had then” Roopchan says, recalling that part of his life. His wife quickly adds her bit, “we had a lil mud house and I used to mek coconut oil and sell and then we start rear two pigs. We work and buy the two pigs and when we sell them we

could ah buy a house lot for \$7,000.”

Back then, the couple planted 10 acres of rice fields but the venture was hardly economical due to the high cost of inputs for the crop.

So from the sale of their first two pigs, the couple bought more small ruminants and used the profits gained from the animals to buy fertilizers for their paddy cultivation.

Life had just started seeming brighter for the Saakars but then came more challenges.

“After then we start find it hard after we get children and we say let we go to the Bank. Then we didn’t had no transport or so and he father give we a piece ah rice land so we take that and went to the Bank,” the mother of four relates.

That Bank was IPED and the first loan was \$15,000, which the Saakars used to invest in rice.

From there on life took a productive twist for the family.

They have expanded their rice business, acquired much needed machinery and equipment and uses IPED loans as working capital to continue each crop.

They have also acquired a great deal of small ruminants.

Further, the couple is now heading into cash crop cultivation on another property they have since purchased.

“Life now is more than good. I have everything,” the husband says happily, knowing that his days of struggles are over. “Me never know we would have all ah this, big rice land, tractor, canter, big house and everything,” Roopchan admits.

While thanking IPED for his successes, he adds humbly, “But you also have to be true; true to yourself and to the Bank.”

CLIMBING TO NEW HEIGHTS

Many of the great achievements of the world were accomplished by the tired and discouraged who kept on working

Author Unknown



A GROCER



BEVERLY PATON

In the Essequibo Village called Onderneeming Sand Pitt Road, Beverly Paton owns the largest shop in her community, selling anything and everything from groceries to fuel.

She has been with IPED since 1998 when she took an initial loan of \$30,000 to invest in a small snack vending trade at the popular Essequibo Itiribisi Lake. At that time, she lived in a small home on her mother’s property from where she also operated the small vending trade. At times, she would take her stocks into the Amerindian Mission across the Lake to accelerate the sales.

Back in those years, Paton recalls a hard life with four children to maintain. While her husband struggled with employment, she tried earnestly to make a living through vending.

But after her first loan with IPED, she not only grew her stocks but entire operations.

Thirty-five loans to date with IPED, Paton rose from being a small road-

side vendor with stocks averaging no more than \$20,000 to a medium scale enterprise valued over a few million dollars.

Two hundred and fifty thousand dollars has been the largest loan Paton serviced. All of her loans have gone into acquiring stocks for her business. She services an average of three loans per year.

Over the years, she managed to purchase her own house lot in the Sand Pitt Road, where she built a house and established a larger business operation. In addition, she has all basic conveniences at home and in her business.

“Without IPED I might ah still de living in my small house out by the roadside and selling at the Lake...Now I don’t have to go anywhere anymore and sell. So IPED has really helped me reached where I am today,” Paton declares.

She has since also purchased a truck, which one of her sons now operate, fetching supplies of fuel into the interior regularly.

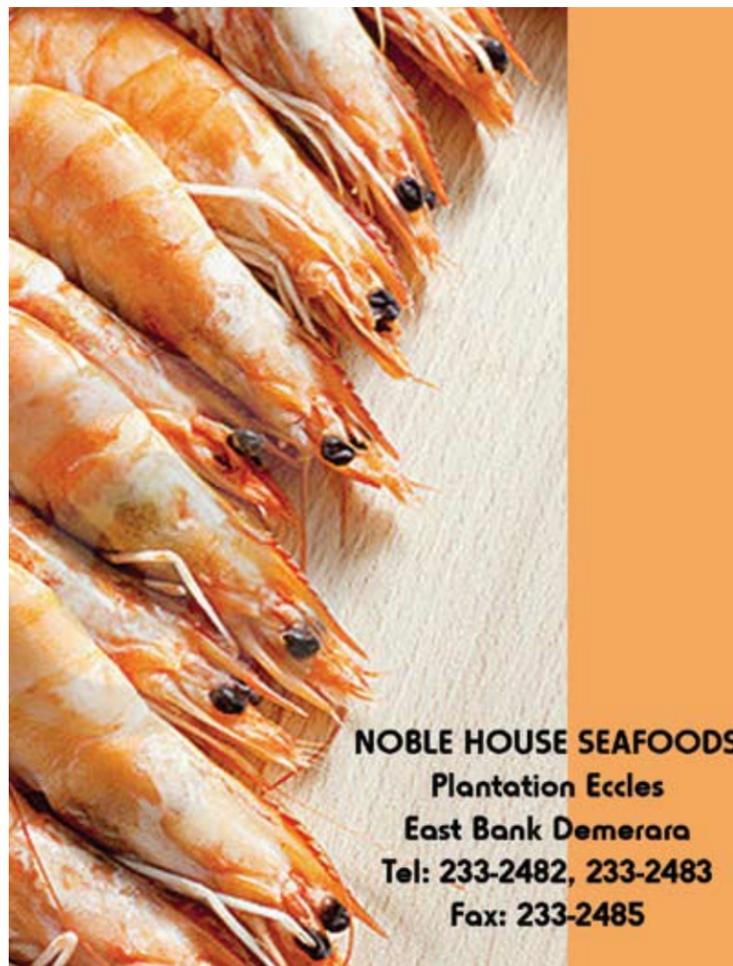
At home easily managing her business, Paton says she enjoys a comfortable life that IPED has provided. A client of IPED’s Lifetime Loan Scheme, Paton accesses additional credit to help another son pursue a Degree in Civil Engineering at the University of Guyana, all of which she is very grateful to IPED.

She always takes the opportunity to encourage new clients to IPED, knowing that anyone can grow and become a successful entrepreneur with IPED.

Still attached to the Lake, Paton currently oversees and serves as a caretaker for the facilities.



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PTOLEMY REID REHABILITATION CENTRE

MISSION: Providing specialized rehabilitative care for persons in Guyana utilizing the wide range of quality services provided by the Centre and to further the interest of persons living with disability.

HISTORY AND BACKGROUND

The Ptolemy Reid Rehabilitation Centre was originally established in January, 1967 by the Ministry of Health to provide rehabilitative services for children who had suffered residual paralysis following the 1960 and 1964 poliomyelitis epidemics. With control of this disease and the subsequent reduction of these types of cases, the Centre developed into an organization providing comprehensive programmes in rehabilitation for children with various types of physical and other developmental disabilities. In 1991 in an effort to improve resource acquisition so as to expand and provide quality service more effectively and efficiently, the Centre was de-linked from the Ministry of Health and is now managed by a voluntary management committee.

The government provides an annual subvention and professional staff. The board raises funds both locally and externally to finance its capital expenditure. With the expansion of the Orthotic & Prosthetic Workshop from a small unit catering for the needs of only the children of the Centre, the facility now has potential to manufacture almost any appliances that may be required by persons with physical disabilities. The Centre is capable of providing services for up to thirty (30) residents while out-patient clinics register as many as (95) new patients annually. The centre has a policy of employing persons with disabilities and presently persons are employed in areas such as nursing, orthotic and prosthetic shop, and in the clerical section.

MAIN OBJECTIVES

1. To provide on a daily basis a range of rehabilitative services, including physiotherapy, special education, speech therapy and occupational therapy, to meet the needs of the clients.
2. To provide a range of other social services including schooling, dormitory, day care, dining and recreational facilities for those children resident at the Centre.
3. To provide counselling and educational services for parents of children in rehabilitation programmes, urging them to be more involved in the programmes.
4. To make provision for orthotic and prosthetic appliances for the physically disabled in Guyana.
5. To strengthen the financial well being of the Centre by attracting resources externally.

MAIN SERVICES PROVIDED ARE:

1. Physiotherapy
2. Occupational Therapy
3. Speech Therapy
4. Social Work
5. Special Education
6. Vocational Training
7. Dormitory/Day Care Services
8. Orthotic and Prosthetic Appliance Workshop
9. Audiology.

... A FRESH PRODUCE VENDOR

SHIZAD ALI

"Before I start this business, I make a dedication, that only death must make me allow farmers perishables to spoil," a personal pledge Rosignol businessman Shizad Ali made 15 years ago when he began buying agricultural produces from Black

property-owner who rents office space to IPED's D'Edward Branch. And with such as guarantor, Ali received his first loan of \$75,000 in 1998.

He used the money to help purchase his



... A RICE FARMER

IJAZ MOHAMED

At the jubilant age of 50, Ijaz Mohamed, a rice farmer of 147 Section D Bush Lot Village, says he enjoys nothing short of a 'fulfilling life.'

... A POULTRY FARMER

CLAUDETTE JOHNSON

Growing just about 25 chickens for over 15 years to complement her full time income as a security at the Blairmont sugar estate, Claudette



Bush Polder and transporting the goods for sale in Georgetown.

Although the trade has since even brought him in the face of death, Ali maintains his promise to this date.

While going to buy goods in Black Bush in 2007, three armed bandits attacked him and shot the businessman five times. The bullets entered his upper arm and existed through his neck, causing severe damages that took his voice.

"I de even doing my business from my hospital bed," Ali boasts, recalling his time in hospital after the attack.

Living today with two pellets lodged in his neck, Ali is still not defeated.

Such courage, abundance of faith and constant backing from IPED transformed Ali's humble \$60,000 venture to one that is now worth millions, making him one of IPED's most successful clients in the West Coast Berbice region.

Importantly too, while the business brought him a great deal of personal progress, the benefits extend beyond his four children and three grandchildren to more than 100 regular farmers who depend on Ali to take off their produce twice weekly.

Prior to 1998, Ali rented a small vehicle to buy farmers' goods in Black Bush Polder and other nearby communities and transport it to the City.

Then a friend from whom he often borrowed money for his trade introduced him to IPED.

That friend happened to be the son of the

own minibus to ply the trade. He even recalls the license number, GCC 7519, the first real asset he acquired. At that time, Ali bought \$60,000 worth of goods with a profit of \$17,000.

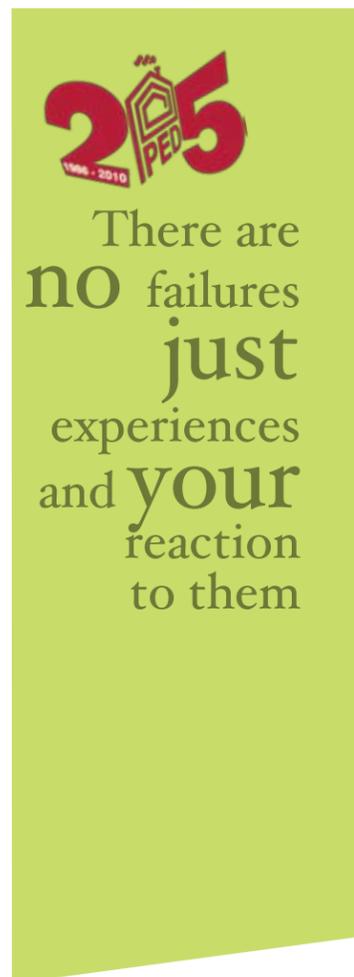
From then, Ali serviced 14 loans totaling \$4.8 million. He currently borrows from IPED in excess of \$1.5 million. With these loans, Ali purchased two canters, one which he later sold; a truck and two cars.

He also makes it clear "not me life alone improve. All my children them because I give meh son-in-law the truck; the bus I give me son and one of my grandson, I give one ah the car."

He also sponsors various humanitarian activities in his community.

"I think honesty can do a business. You will see increase once you spend the income right because you can't take bank money to buy banks beer and chicken," he cautions.

To the many small farmer who often come to Ali seeking to borrow money, he says "I does tell them before them borrow from me, them should go to IPED. They can help you like how they help me."



Married with five children, Mohamed spends most of his days watching 235 acres of rice bloom into millions of income for him and family.

His prosperity in business enabled him to see his eldest daughter through the University of Guyana and acquisition of two transported properties, one on which he is currently constructing a house for his son.

In addition, he owns two combines, four trucks and four tractors, all of which makes his life 'easier.'

Clearly, Mohamed is living his dream. But where did he start and what were those early years like?

At a young age, Mohamed started going into the 'backdam' with his father.

By age 17 he had dropped out of high school and joined his father full-time in the rice fields.

About six years later, Mohamed began cultivating rice on his own on 10 acres of rented lands.

A hard worker, he managed to move this acreage upward

to 30 until he became a client of IPED in 1995.

His first loan of \$600,000 went mainly to purchase costly fertilizers and fuel. Since then, he serviced 22 loans totaling credit of \$22 million, all of which have been used to invest heavily into his rice farming business.

"I invest a lot in farming and as I get bigger, I buy more machinery and keep on growing," Mohamed relates.

Today, he is one of the largest rice farmers in his community, owning 120 acres of lands and renting more from smaller farmers who are unable to plant their fields.

Boasting a reasonable profit on an investment of \$7-8 million on each crop, Mohamed is always reminded that "IPED keeps you growing in business."

He is now owner of assets valued in excess of millions and remains "grateful to IPED" for all he has today.

Awarded IPED's Best Agricultural Project in 2009, this client is servicing a current loan of \$6 million.

"As soon as me get me money from the mill I does pay off me loan," Mohamed says of his fruitful relationship with IPED.

Johnson of Ithaca, says she took a "great fall" in 1999 when a contractor she procured to renovate her house absconded with money she acquired as a loan.

"I took a great fall after the man took my money and went away because the work wasn't done and I still had to repay the loan," Johnson recounts of that situation.

A measly salary, a loan to repay and two children in school at that time, the challenge was so great that Johnson says she even thought about "running and jump into the river."

A neighbor noticed Johnson stopped growing poultry and enquired of the reason. "No money to invest" she responded and that's when the neighbor introduced Johnson to IPED.

Qualifying for a micro loan, Johnson acquired \$30,000 from IPED in the year 2000. She bought chickens and feedstock and re-entered the poultry business.

Over the years, she serviced 32 loans with IPED, the largest being \$120,000.

Excellent performance as a micro borrower, she qualified under IPED's Collateral Improvement Scheme and is exempted from the normal interest rates. For example on a loan of \$120,000, Johnson's interest is \$2000.

Since meeting IPED, Johnson acquired a total of \$3 million in credit to date.

With profits from the poultry business, she repaid the loan she took in 1999 to renovate

cont'd on page 50



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**MAKE EDUCATED AND
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HIV (Human Immunodeficiency Virus) is real, can be devastating and is avoidable. After thirty years of combined efforts and accomplishments globally and nationally, there are still areas that need continued focus and strengthening. As Guyana works towards the HIV vision 2020 of eliminating HIV, prevention efforts continue in homes, schools, workplaces and communities through the National AIDS Programme Secretariat (NAPS) and Non-Governmental Organizations (NGOs). In our families, communities and workplaces, the fact-based knowledge needs to be disseminated so that everyone is in the 'know', and therefore has the responsibility to make informed decisions, that result in safer practices and less risky behaviors. Only through education and behavior change can we truly harness the epidemic. The commonly used phrase, 'Knowledge is Power' immediately comes to mind. In the business community, the USAID/PEPFAR-supported Guyana Business Coalition on HIV/AIDS (GBCHA) is tasked with addressing stigma and discrimination through Workplace Policy and Educational Programmes, Support for Voluntary Counseling and Testing of Employees, Community Investment through Private Sector Partnerships and Advocacy by committed business leaders in keeping with their motto: Leadership in Action. In a world where over 25 million people have died from AIDS, over a 25(plus) year period (Source: Global Health.org , Article: The Impact of HIV/AIDS), it is heartening to know that many countries, such as Guyana, now have treatment options that can both improve and extend life. As Guyana focuses on combination prevention, treatment, care, and support there is growing recognition that the virus does not discriminate by age, race, gender, ethnicity, sexual orientation, or socioeconomic status. While all groups are vulnerable, certain groups are at particular risk of HIV, including men who have sex with men (MSM), injecting drug users (IDUs), and commercial sex workers (CSWs) and their clients. A sharper focus needs to be made to strengthen the prevention efforts among these groups, as they can potentially serve as bridge groups to spread the infection to the broader population. Continued focus needs to be made with youths as well, to help them make educated and healthy choices.

To prevent infections, we need to enlist help from organizations such as NAPS, the GBCHA, the Guyana Red Cross, Youth Challenge Guyana and other NGOs and arm ourselves with information that will help to protect and save our lives and those of loved ones. It is our personal responsibility to know our status. Not only can it help protect our spouses, partners, and children, but knowing one's status and receiving the appropriate treatment if positive, can improve and extend your life!

The GBCHA now has one of the most visited VCT sites in the country, so please stop by the Secretariat (or another VCT site) to get tested and act responsibly at all times. Helpful agencies and programs are located at various locations throughout Guyana, so it is our charge to build on our collective strengths and resources and continue to move employees and the community towards healthy behaviours that ultimately affect us all.



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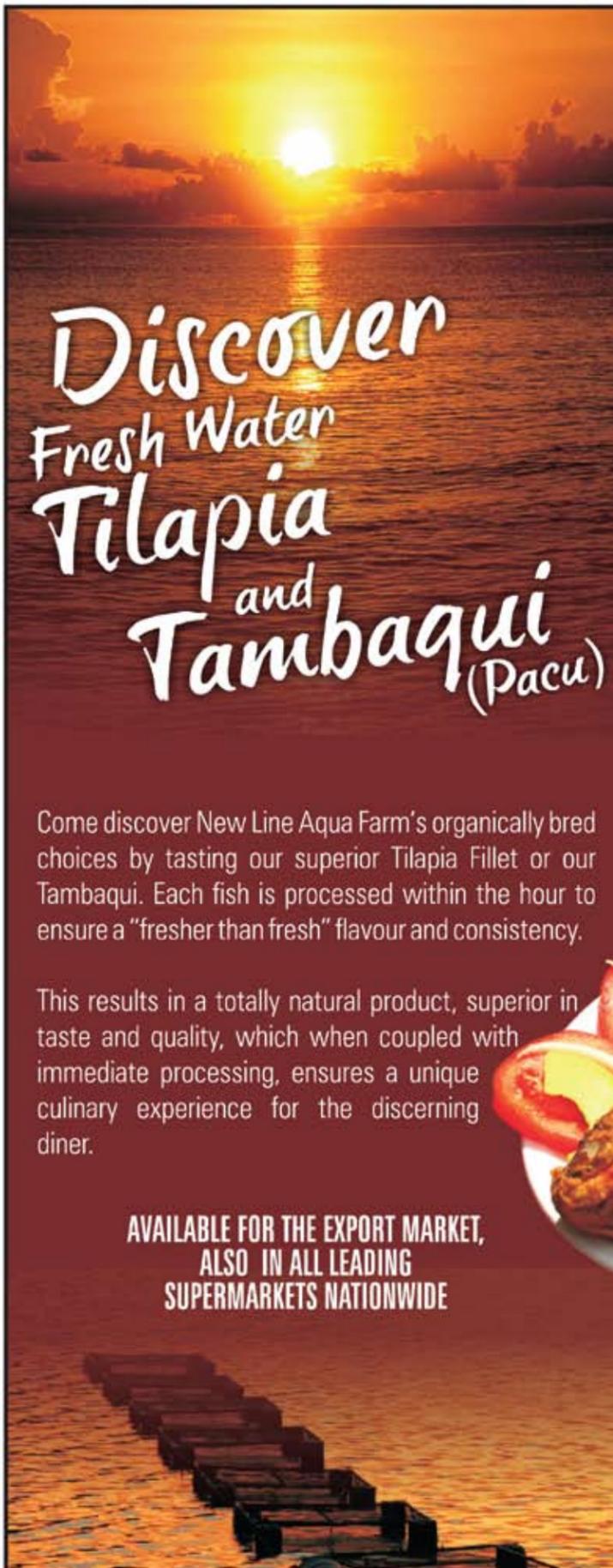
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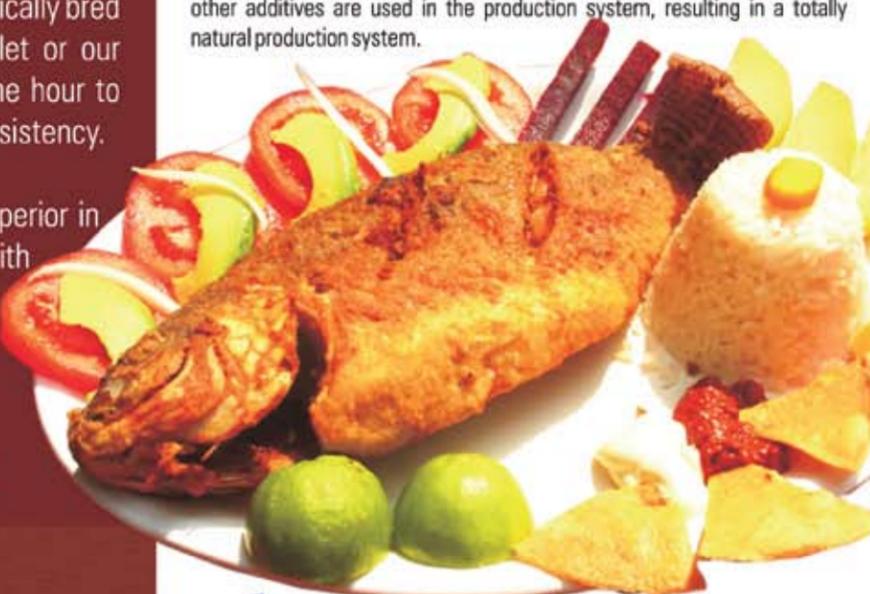


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However, the enormous demand for aquaculture products has led to this land being acquired by New Line Aqua-Farm Inc., for production of Tilapia, Tambaqui and Hassar.

New Line Aqua-Farm's Mission is: "To become the leader in the aquaculture industry in Guyana by providing high quality products through a highly skilled workforce, practical education and training that will support competitiveness and sustainability.

The farm produces the world popular Red Tilapia, as well as Tambaqui and Hassar.

New Line Aqua Farm has hatcheries for both Tilapia and Tambaqui, producing over two million fry per month.

The farm has a monthly production capacity of 200,000 pounds each of Tilapia and Tambaqui, as well as several thousand pounds of Hassar.

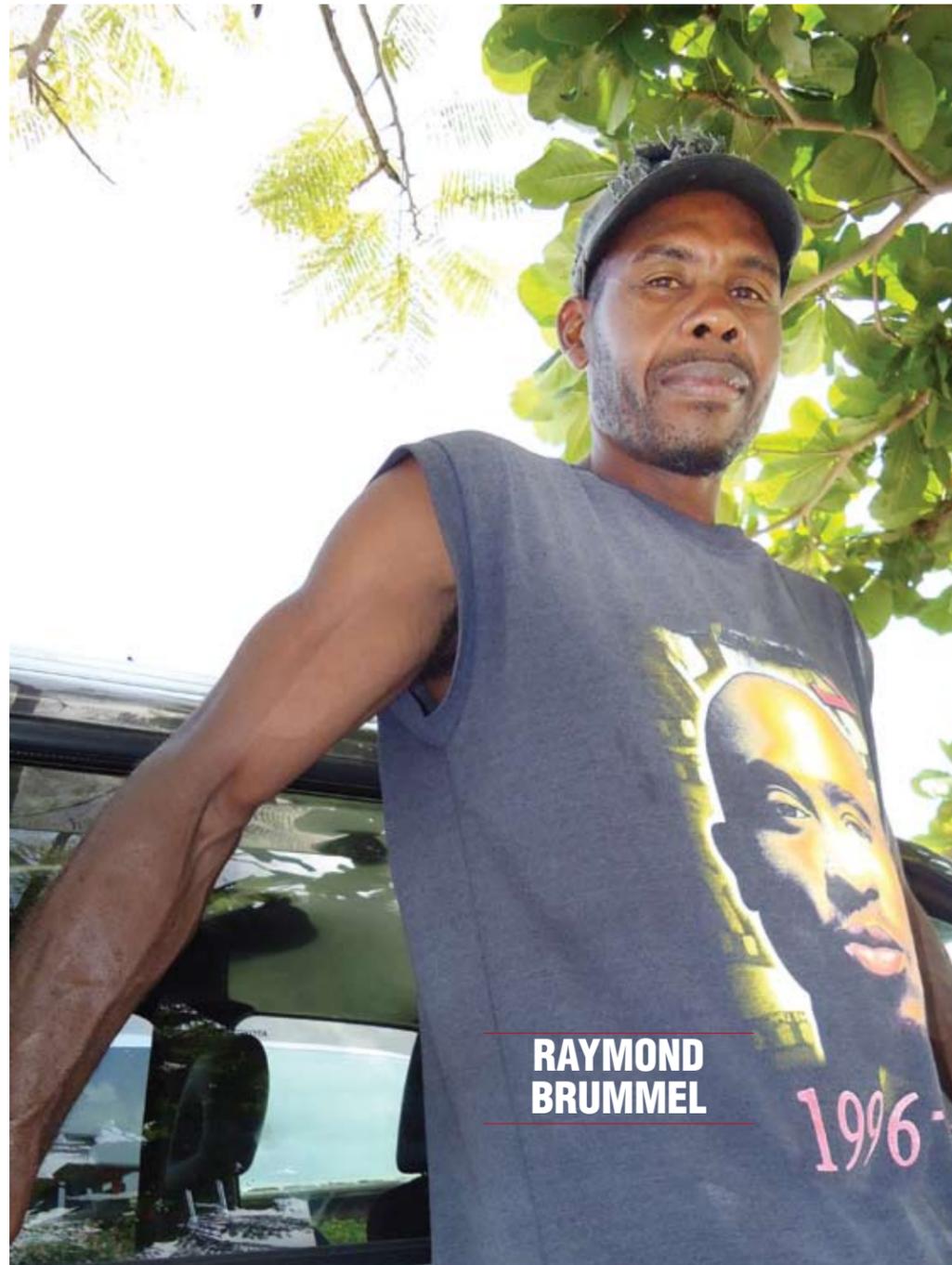
New Line Aqua-Farm is at the forefront of environmentally friendly aquaculture. The farm practices zero-effluent discharge, ensuring that there is no pollution of waterways. Water is naturally filtered by regulated flow through a 500 acre swampland, thereby naturally trapping nutrients from drainage water, contributing to the productivity of the area. All the irrigation water comes from rainfall, and is stored in a 300 acre reservoir, ensuring that ground water is not depleted. All feed is formulated on the farm, using natural, local ingredients. No hormones, antibiotics, growth promoters or other additives are used in the production system, resulting in a totally natural production system.

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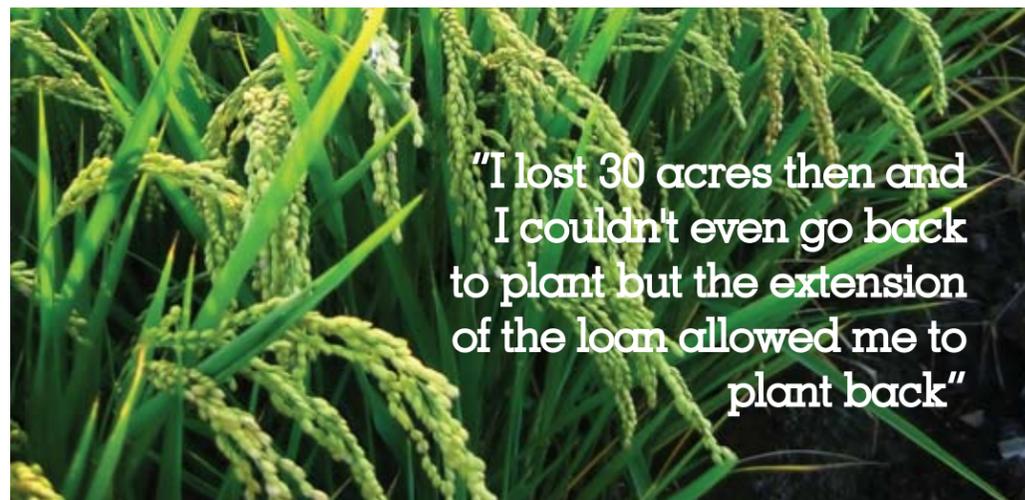
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RAYMOND BRUMMEL

1996



"I lost 30 acres then and I couldn't even go back to plant but the extension of the loan allowed me to plant back"

A rice farmer of Lot 305 Dartmouth, Essequibo Coast, Raymond Brummel grows 130 acres of paddy, earning significant profits that afford him, wife and two grown children, a "very modern and happy life."

The largest rice farmer in his village, Brummel today owns a house on transported property, two tractors and a vehicle and is very much "well-off." His neighbours dub him the "most successful rice farmer in Dartmouth." Why?

Back some 15 years ago, Brummel, a young man then, grew rice on 50 acres of land he mostly rented from larger farmers.

Most of the residents in Brummel's community are employed with other rice farmers on the Essequibo Coast. Very few plant their own rice and those that do are very small in scale.

For Brummel, life in the rice sector was of many challenges with constant flooding, expensive inputs, huge expenses and yet small profits.

Several of his friends encouraged him to try IPED, which at that time, had been on the Essequibo Coast for a few years and by then, a well-known friend to scores of farmers especially those into rice cultivation.

In 1996, Brummel took the encouragement and sought after an IPED loan. He acquired his first loan of \$400,000, which he used to buy fertilizers and seed paddy to get his crop going.

That initial credit led to a long-lasting relationship with IPED up to this date. The client has since borrowed 22 loans, the largest being \$1 million. He still uses the loans each crop to secure fertilizers and seed paddy, thereby allowing him to use his profits and savings from the venture to expand his rice activities and at the same time, improve his livelihood.

"Since I start with IPED, I improve a lot. No doubt about that," Brummel beams.

Enjoying an "easier" life now, the client says without IPED he would have been at "square one."

He even recalls one time when his fields were ravaged by floods causing major losses on Brummel but IPED worked with the client and granted him extended time to repay the credit. "I lose 30 acres then and I couldn't even go back to plant but the extension of the loan allow me to plant back and stay in business," Brummel relates.

"IPED change my life because it allow me to make more investments," the client explains.

He has never applied to any other lending institution and says he plans to say with IPED to get his business growing.



HARRINAAM HARRICHAN

"IPED changed my life, it allowed me to..."

This client started cultivating 1.5 acres of cash crops on the once forested Tiger Island located just off the shores of the Essequibo Coast. With a loan of \$60,000 from IPED in 2000, this farmer toil the land and has reaped significant progress with IPED at the helm of his trade.

A resident of Lot 130 Section D Pomona, Essequibo Coast, Harrinaam Harrichan has since borrowed 20 loans from the institution and has grown to a cultivation of 250 acres. His crops are mainly plantains, watermelons and pumpkins which he sells at the Parika market fortnightly.

A productive farmer, Harrichan reaps no

less than 10, 000 pounds of plantains, 15,000 pounds of watermelons and 15,000 pounds of pumpkins per crop.

He has since acquired several transported properties, an excavator to emploder his farmlands, a tractor to prepare the lands for cultivation and a vehicle of his own.

Providing employment for over 10 persons, this client enjoys an easy and happy lifestyle. "Life really good with IPED" he says, adding that "IPED make me business successful. Without IPED, I couldn't ah been anywhere today."

Additionally, Harrichan has invested significantly in livestock rearing as he currently owns 97 goats, which ensure more income for the family.

Married with one child, Harrichan is not ashamed to say "from 1.5 acres I end up with 250 acres. Now I buy me own tractor plus a car lately."

He recalls years of hardship before while trying to invest in a venture. Rearing cattle for many years since he was a young man, Harrichan wasn't satisfied with his living conditions. He applied to several

commercial Banks for funding but was always turned down.

Then he met IPED. "It's a very friendly Bank to farmers. A lil security and you can get a loan quick to start up yuh business," the farmer relates.

He has since used IPED to invest in his farming venture, covering cost of production such as labour, fuel and inputs. IPED's loan has also helped him to improve the drainage and irrigation on his farm, which ensures that his crop is not affected by flooding.

He is now one of the largest cash crop farmers in his village earning a reasonable sum from his business per month and values his venture in excess of \$30 million with land, basic equipment and crops.

Currently servicing a loan of \$100,000, Harrichan notes "we de really poor but now we de pon top through IPED."

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RAISING AWARENESS ON GENDER BASE VIOLENCE ESPECIALLY VIOLENCE AGAINST WOMEN (VAW)

Violence against women (VAW) hinders the realization of a wide range of development goals, from the elimination of poverty to the fulfillment of human rights. Ending VAW requires the collaboration of all stakeholders including citizens and community members not excluding corporate entities. There is a growing awareness that men, in partnership with women, can play a significant role in ending VAW. This has led to an increase in programmes and activities that focus on men's roles in the prevention of violence.

on common issues in relationships for partners with the hope of fostering positive communication in a non violent way and ultimately Gender justice for all. Here are some "Inequitable" Gender Norm questions for discussion, do you believe or not:

- A couple should decide together if they want to have children.
- In my opinion, a woman can suggest using condoms just like a man can.
- If a man gets a woman pregnant, the child is the responsibility of both.
- It is important that a father is present in the lives of his children, even if he is no longer in a relationship with the mother.
- A man and a woman should decide together what type of contraceptive to use.
- It is important for a man to have a colleague, mentor with whom you can discuss your problems

With-holding money from your spouse is not a form of violence.

It is okay for a man to determine (have power over) where his spouse is allowed to go.

A woman deserves to be beaten if she does something very wrong.
OR
Sometimes women "ask for" the beating they get (receive).

OR
Some women provoke abuse by the things they do.

Only poor uneducated women are victims of domestic violence.

It is genetically determined that some men will beat their partners.

Forced sex in a marriage is not rape.

Men must be key players in the evolution of the global gender equality movement. As key decision-makers at the global, regional, national, community, family, and individual levels, they hold the key to ensuring gender equality and the elimination of all forms of discrimination, including VAW.

Male support for gender equality has increasingly been recognized as a critical area, especially since the 1994 Population and Development Conference in Cairo, Egypt. Involving males in their roles as siblings, partners, fathers, leaders, and decision-makers at different levels in the movement towards gender equality is an important critical strategy.

In recognition of this fact, at IPED we are prepared to play our role in raising awareness on the negative impact VAW can have on the family, their health and ability to earn a livelihood. Henceforth we are offering an open discussion

If you answer yes or believe the statements are correct above, then you may have serious issues with your partner should the person disagree with them? Please rethink your views and practice more "Equitable" Gender Norms for justice.

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AUBREY BILLY

After working with Omai Gold Mines Limited for a number of years since his youth, Aubrey Billy of 1344 Central Amelia's Ward, Linden, started selling cigarettes on the roadside to earn an income for him and family. "After my contract ended, I didn't have work and so I started selling the cigarettes," Billy relates. A meager vending trade, Billy barely earned a small income to maintain his livelihood. A father of three and led by the need for greater earnings to meet the demands of his family, Billy became interested in a television advertisement promoting IPED, and so he

enquired about a loan to set up a shop at his home. Using his household items as security for the credit, Billy acquired his first loan of \$300,000 in the early 1990s. "It was easy getting the loan. There was no complications," the client states. He was familiar too with the IPED Loan Officer who served at the Linden Branch Office at the time and who advised Billy on the requirements and procedures to acquire a loan with the institution. Although that "friendly" officer later departed IPED, Billy stayed with the institution and continued taking loans to invest. With the initial loan, Billy

JOYLYN MOORE

With 23 loans from IPED over a period of 11 years, Joylyn Moore of 44 'B' Buxton, East Coast Demerara, worked her way up from selling "a pallet of goods" on the City's pavement to owner of a progressive \$20 million vending trade. "IPED really make a big difference in my business and home with everything... I believe they are people looking out for others and helping small businesses," Moore points out. From a first loan of \$250,000 in the early 1990s, Moore stretched her small stall to three big vending establishments located along Water Street, Georgetown. Estimating her stocks around \$20 million, Moore along with her husband sells

clothing, footwear, bags, accessories and a host of other items. She usually travels to neighbouring Suriname and Curacao to buy her items. She reports a turnover of no less than \$4 million on her investments. Managing a profitable enterprise, she has since acquired two transported properties in addition to her home in Buxton and a bus too which she uses daily to transport her stocks. An entrepreneur with a keen eye for new business prospects, Moore also invested in a beverage stall situated opposite her street-side boutique. At age 40, married with three kids, Moore and her family shares an "excellent life" as she says, knowing that with her business, she can "afford

MOHAN JANGBIR

Although this client started out with some 'bad payments' for his first loan with IPED in 1986, Mohan Jangbir of 243 Good Hope, East Coast Demerara, returned years later, determined to settle his scores and secure the Institution's aid when he was really "down and out." A productive furniture maker today, Jangbir recalls "I had \$100 in my name," speaking of the day, more than five years ago, when he borrowed \$1,000 from a friend in his neighborhood to buy fuel for his trip to IPED's Head Office in Georgetown. His first loan with IPED more than a decade before had been for a fishing business. But after the

crew escaped with the boat and left him in arrear at IPED, Jangbir turned to selling watermelons at Mon Repos market. This venture proved rather successful and he was able to purchase three trucks over a period of time. With the vehicles, a few big companies such as Bank DIH and Courts Guyana Limited contracted Jangbir to transport products from Georgetown to outlying locations in Berbice and Linden. He was doing well in business. However, as fast as the money came, Jangbir recalls having to spend all on medical expenses for his ailing wife, who later succumbed to her sickness. It was due to the...



RODWICK CAMERON

A mechanical engineer by profession, Rodwick Cameron of South Ruimveldt, Georgetown, lived and worked in the United States of America for a number of years. He returned to Guyana in 2004 with the intention of opening his own business. He conceived an idea to bottle water, something that seemed lucrative at that time. He approached several of the local commercial Banks to help start up the business but according to Cameron "they all said bluntly 'no.'" I even then started questioning how people get started to do business in this country." With some knowledge of the institution, he decided to approach IPED and in latter 2004, he secured his first loan of \$1.5 million using

his parents' property as security for the loan. That initial credit started establishment of Cameron's 'Kaieteur Spring Waters.' The loan enabled him to build the water bottling factory at a location he rented at 2061 Methoholizer Festival City. There, he started with a small purification system and just three bottles. But with three more loans from IPED, Cameron grew the venture to one that is now valued in excess of \$10 million with several pieces of very expensive equipment. According to the businessman, one of his equipment is valued way over \$700,000. Also in 2008, he opened another operation at Vreed-en-Hoop, West bank...



AUBREY BILLY CONT'D

established his shop under his house, selling groceries and other needed items in the community. He has since borrowed seven more loans with IPED to expand his enterprise. Currently, the client is servicing the largest loan he has acquired of \$1 million. His business venture is now valued over \$4 million and Billy is looking to expand further. "As I see more things that customers want, I add to my shop," he mentions. Borrowing an average of two loans per year, Billy says he also secures short time credit under IPED's special lending facility for lifetime events and holidays. Although not one of the largest shops in Amelia's Ward, Billy's operations is highly profitable allowing him to invest \$500,000 to \$600,000 almost fortnightly, which provide good profits "Everything really good" the client responds when asked about the impact of the business on his life. He eagerly reports purchasing a minibus that operates a public transportation service, earning more income for Billy and his family. This venture provides employment for two persons outside of Billy's family. At present, the client happily tells of expanding his once three-bedroom house to accommodate another room and more convenience for his family. "My wife say the kitchen too small so I put in an extra 20 feet. Now my house is 50 feet by 29 feet," the client explains. Recently, he purchased a car used strictly for private transport for the businessman.

JOYLYN MOORE CONT'D

to do many things" as she wants. Currently, she is upgrading her other two houses at Sophia and Bladen Hall. "I plan to put my son 19-year old to live in the one at Sophia. He has a girlfriend and they will be getting married soon," the proud mother boasts. The other house, she plans to rent. Reflecting on her business through the years, Moore recalls when she started selling slippers, spoons and 'hard brushes' on the busy pavement at Water Street, Georgetown, 18 years ago. Her stocks at that time were valued just about \$20,000. A young woman in her twenties back then, Moore was part of a group of Water Street vendors who accessed small group loans from another commercial Bank in the City to ply their trade. But due to bad payments from some of the vendors, the Bank stopped lending to the group. "Because I was good with making my payments, the Bank offered me a single loan but I refused because it was me alone and I was a small vendor." Despite the setback, Moore continued with her small venture. One day while watching television, she saw an advertisement saying "IPED help in developing small businesses." Driven by interest, she went to IPED's South Road Head Office and enquired about a loan. She had no assets but her mother, who owned a property, stood guarantor for Moore to secure a loan with IPED. That proving to be the starting point, Moore return 22 times again and borrowed more money to invest and grow her trade. The largest sum she has borrowed from IPED is \$6.0M. Owning up to the business as well, Moore's husband, son, daughter and daughter-in-law now work along with the businesswoman. She employs one full-time worker. Still an IPED client, Moore has her eyes set on importing containers of goods from Panama. And, she is also looking to IPED to help further expand.

RODWICK CAMERON CONT'D

Demerara. Although the trade is not too profitable due to the current stiff competition, Cameroon reports distribution of 250 bottles of water per day at each location. Towards the latter part of 2010, he ventured into production of a smaller one-litre bottled water. "I had nothing. So everything I have today in this business is because of IPED...I must give them kudos because when all the other Banks were not lending to start up business, IPED was there. So it is a good organization for small enterprises," Cameron observes. At age 39 and married, the businessman has two properties, one minibus and one pickup vehicle. He previously owned several other vehicles and motorcycles which were used to distribute the bottled-water but Cameron subsequently sold these assets. Currently, he uses contracted vehicles and motorcycles to deliver the products, a more cost effective activity. Apart from the contract riders and driver, he provides full-time employment for five persons. Illustrating "a simple life," the client admits "there are improvements but of course those improvements have not been without headaches. However, life is one of challenges. It is about rising to the occasion as the need arises but definitely IPED has been of great assistance to me." Cameron acknowledges too that "there are many other people out there with lots of ideas but no security and that's where IPED is helpful." Still as passionate engineer, the client is considering various ways of reentering the trade, perhaps setting up another business venture.

MOHAN JANGBIR CONT'D

costly medical expenses Jangbir exhausted all of his money and ran his business down to closure. No money and nowhere to turn, he got an idea to set up a 'rum shop,' the fastest way of earning much needed income. Knowing that he would need security for a loan, Jangbir got a friend to sell him a stock of concrete blocks on credit to prepare his property for the business before he went to IPED. Due to his 1986 arrears, IPED Credit Officers turned down his application on previous visits to the Office. But on that day, Jangbir had "a feeling of making headway." He recalls on that day when the Credit Officer brought out files, showing IPED's records of the outstanding payment and took him to the Manager. After relating his desperation for a chance, the Manager agreed to grant Jangbir a loan of \$300,000. This money he used to pay off the block supplier and invest in stocks for his trade. "As God musse wanted, the rum shop business didn't work out for too long and I decided to go to furniture," Jangbir relates. By then he has cleared his arrears and completed timely payments with IPED, so he secured another loan to invest in furniture. It has been four years since and Jangbir has progressed significantly. Still investing to grow his business further, this client is currently servicing his fourth loan of \$1.5 million with IPED. His business is currently valued more than \$4 million in stocks and once more he is living a thriving life. Remarried with five children, Jangbir supplies high quality furniture to several big stores on the East Coast Demerara. He even has his own store at Better Hope, where he markets more furniture. "If it wasn't for IPED money, I won't ah got anything, no business and I won't ah be nowhere today," Jangbir divulges.

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CHERYL CARRINGTON



In the mining town of Linden, Cheryl Carrington of 218 Wisroc Housing Scheme, is another of IPED's most successful and responsible client, who rose from selling flour in the 1980s to a rewarding vending enterprise.

She entered the business of vending more than two decades ago when she started selling flour in Linden and Berbice River communities. In the latter 1980s period, her husband secured a job in the bauxite industry at Aroraima and the family relocated to the mining settlement. There, she continued selling various items in small quantities.

About 13 years ago the Carringtons returned to Wisroc, where again Cheryl sold small, basic household items such as clothing and confectioneries. At that time, Carrington's daughter, was a client of IPED and encouraged her mom to seek a loan too and invest further in the shop business.

In the year 2000, Carrington made a move and borrowed \$500,000 from IPED. This money, she used to purchase bigger items such as stoves for resale in the community.

She has since secured eight more loans with IPED, the largest being \$1.5 million, and all of these credits, she used to keep investing and expanding her trade. "I really improve after I go to IPED because the more money I borrow the more my business grow," Carrington explains. Her fine entrepreneurial skills led Carrington to add an ice cream parlour to her shop a few years ago after she noticed that there were lots of children in the community. Proving very lucrative, the businesswoman is planning to enlarge this venture and also intends to seek IPED's help again.

"With IPED I have seen great improvements in my business. I am doing really good, thanks to IPED," Carrington says, proudly adding, "I got plenty stocks now and I buy a car recently too." Today, she estimates her business at \$5 million. A mother of three, Carrington enjoys enough profits from this venture which affords her and family "a very improved kind of life." At home with her husband and three-year-old granddaughter, Carrington runs a highly successful enterprise. Apart from growing into a bigger business enterprise and acquiring various personal

assets, Carrington mentions paying off a mortgage for her house as well.

Her success also extends beyond home as Carrington says the business enables her to help many other people in the community.

Additionally, while she busily manages the shop at her home, Cheryl's husband uses the car, she recently acquired, to operate a taxi service in the area, gaining more income for Cheryl to invest in her vending enterprise and secure the Carrington's livelihood.

Founded on her experience, Carrington recognizes IPED as "a great help to small entrepreneurs" and gladly urges anyone to "go to IPED and start up their business."



SHARON JUMAN

Twelve years ago you would have seen Sharon Juman pushing a cart selling clothes in Bartica to earn a decent and honest living for herself and family.

However, with 19 loans from IPED over a period of 11 years, Juman now owns three boutiques and three stalls at Vreed-en-Hoop and Parika locations.

She operates a successful retail clothing trade that guarantees her adequate profit each year and above all, a very comfortable and progressive life with her husband and two children. Juman happily mentions too, her ability to help her brothers, due to her business, a dream she held for years.

An active businesswoman, this Lot 2 Cornelia Ida, West

Coast Demerara, resident met IPED in 2000 at a time when she says she had a "great fall" and IPED was there to "pick" her up and move Juman to a future she never imagined back in those harsh years.

"Without IPED I might ah dey still pushing meh cart in Bartica with me small business," Juman speculates.

"Oh gosh I can't go back to those years at all," she adds. Originally from the Island of Wakenaam, in the Essequibo River, Juman got married at a young age and moved to Anna Catherina, West Coast Demerara, to join her husband. A couple struggling to make ends meet, Juman worked at a fisheries, where she started buying and selling a few pieces of clothes to her co-workers. A while after she started selling at the Parika market and later

2015 IPED ... 3 BUSINESS WOMEN

took the trade to Bartica, using the carts.

"Then I fall and after I fall I go to IPED and from there I started to grow. I started with \$30,000 and from that I grow till I reach \$6 million with them," Juman recalls.

Managing six stalls, Juman is a well established clothing and footwear vendor in her region.

She buys clothing from Suriname, the United States and Curacao.

While manning the Vreed-en-Hoop operations, she has her daughter and niece managing the other stalls at Parika but also provides employment to several other young women.

Juman adamantly declares, "if I didn't take my loans I won't ah be like this today. It's the loan push me and I still taking. Its all because of IPED I here."

Further, she says of her business success, "I buy my own vehicle. Through my business I build a big house because before I had a small house. Also I buy a stall in the Parika marketing centre and I help my brothers them too. IPED changed my life."



RADIKA PERSAUD

Rice farming is predominantly led by males, perhaps due to the laborious work. However, in Guyana, there are a number of women, who brave the fields and uncertainties of the trade. Radika Persaud, of Johanna South, Black Bush Polder is one of these women.

Not just any rice farmer, Radika, in her early 40s, is a productive individual who managed to not only save a venture on the verge of collapse but harboured the failing fields to a lucrative industry. How did she do it? According to her, it is due to IPED's funding that complemented her hard work and determination.

Married with four children, Radika and her husband have been growing rice for decades. The family lived for a short period overseas but later returned home, back to rice. At that time, in the 1990s their cultivation was 100 acres. That period in Guyana however saw a historical downturn in the rice industry due to market changes in Europe. The challenges were too much and forced many farmers out of the fields. A primary rice farming area, Black Bush Polder, suffered the blows.

"Them time was hard because when you plant you rice and loss, you nah got the

money to go back in...you even used to had to beg workers to go and reap the paddy and take it out the fields in boats," recalls Radika.

Due to the hardships, she began thinking to "pull out of the industry" and return overseas.

Yet with a pinch of belief that the industry would recover, she longed to invest and keep the fields going. But she was constrained. "I didn't have enough money, so me say let me go and borrow the money from IPED to invest."

Another woman in her community, she relates, at that time relied on IPED to grow rice and she advised Radika to do the same.

So in 1999, Radika secured her first loan of \$640,000. She has since serviced 18 loans, most of which have been used to acquire costly inputs for each crop. She has also used IPED's funding to help purchase a number of rice farming equipment and machinery such as tractors, combines and grain carts.

She now has two combines used to harvest the paddy, three grain carts to transport the commodity from the fields, thereby reducing costs, and a truck to take the paddy to the mills. These inputs grew Radika's rice farming to 240 acres, which assures a crop of no less than 6000 bags of paddy.

Dubbing IPED a more "friendly to farmers," Persaud now reflects on her strides over the years.

"Me gain a lot from IPED because with the business,

I get to do a lot more...With IPED you does get money to pay back the loan and invest back in the business... now I can buy more things and get up to date with machines and so in my business," she states.

Personally, Persaud has a more improved level of life, a vehicle, affords her four children private schooling at Port Mourant and "can buy anything she wants."

Feeling confident with IPED, Persaud now believes she has reached a point where she can sustain herself in the business.

Nonetheless, she is reminiscence that without IPED, her "business might have flopped."

ANTHONY JODHA

.....PHOTO ON CONTENT PAGE

Anthony Jodha operates a medium-scale \$4-5 million printing enterprise at Sussex Street, Georgetown.

A well established printer, Jodha has several very big and well-known customers – Guyana Telephone and Telegraph Company (GT&T), Demerara Harbour Bridge, ANSA McAl Trading, Demerara Oxygen Company, Ministry of Housing and Water, and Georgetown Public Hospital Corporation (GPHC).

This client started with IPED in 2000 when he acquired an initial loan of \$30,000. He has since borrowed over 40 loans, all under IPED's micro scheme and the largest amount being \$300,000. The loans he uses to buy printing stocks such as inks and paper.

Offering full-time employment to two workers, Jodha reaps reasonable profits to keep his business going. He is always timely with repayment of his loan and has excellent managerial skills. In 2007, IPED awarded him for his strides in business, a very proud achievement Jodha boasts about.

With two printing machines, a guillotine and other very costly equipment, the entrepreneur is still growing. He eyes an even bigger establishment with greater capacity to print more, owning his own vehicle and property to operate his business. Further, he is looking to IPED's continued help to realize these goals.

He recalls his entry into the business in 1997 when he returned home after living abroad for several years.

A resident of Sussex Street, Jodha used his savings to invest in one small printing machine and a few basic pieces of equipment to kick start his venture. He has since been renting the property on which he still operates for a small sum of \$10,000 per month.

However, the small operations were not very profitable and that's when Jodha decided to approach IPED. "Without IPED I couldn't have gone to any normal commercial banks because I had no assets to use as security," the client outlines.

But with IPED his life has become "wonderful." Apart from the business expansion, Jodha highlights being able to send his children to schools in the City, a very costly venture but one that he believes is very necessary for them to emerge with quality education. He also uses a regular taxi each day to transport him from home to his business location, thereby contributing to the wellbeing and income of another individual through his operations.

Based on his experience, this client truly believes that IPED is a most convenient and supportive lending facility for small entrepreneurs. As such, he is always eager to tell someone about IPED and even recommends to IPED, new clients.



LEARNING TO RECOGNIZE AN OPPORTUNITY

(becoming an entrepreneur)

Do you recognize ENTREPRENEURSHIP as a viable career?

Here are your five (5) questions to help you by convincing others either to be an employee or an entrepreneur:

Let's reason: Your job is to convince others that there are more advantages to being an employee or entrepreneur. How would you go about doing that? Hey bro! Yes you.....I heard you received the employee for the year award.....congratulations...I was doing some thinking and thought of sharing my thoughts with you.

- What are the top three reasons it is better to be an employee/entrepreneur?
- What are the risks or downsides of being an employee/entrepreneur?
- Which is better for family life, being an employee or an entrepreneur?
- Who does better financially, employees or entrepreneurs?
- Which is more satisfying, being an employee or an entrepreneur?

Did you choose what I thought? I know you did.

When last you had an idea you felt could make millions of dollars?, fine what have you done with that idea.... Once again I guess correctly Part of learning how to be an entrepreneur is learning how to look at the world differently. The art of observation and listening carefully becomes the vital tool. Strange enough these two vital elements are seldom used by individuals to recognize business opportunity that could be anywhere!. Careers including entrepreneurship are important for every individual because they constitute a variety of benefits and functions that color the individual's life. Yet, seldom have we taken the time to be like an architect in designing our career path.

Look around and think about the following things:

1. Look at how your friends and family use certain products. Do they change the usage? Do they find some aspect inconvenient? How could it be improved?
2. Do your friends complain constantly about something in particular? Can you think of a creative solution?
3. What about your brothers or sisters? Is there something that annoys them? If so, it probably annoys other kids their age. Resolve it and you may have a business idea!
4. If you have pets, think about their habits. Is there something they like to eat which was not designed as pet food? Is there something bothersome about your pets that you'd like to correct? Did your family come up with a clever way to accommodate your pet in your house? or on a trip?

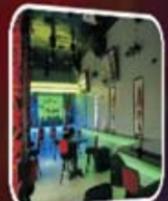
Here's a set of thought provoking questions for you*.

Jot down your ideas and observations. Don't feel you have to write complete sentences or paragraphs. (You'll have plenty of time to polish your ideas later.) This is an activity you can do outside of class – in the bus, in the mall/ Airplane, at home, at sports practice... anywhere.



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Living a Healthy Life

Hypertension & Type 2 Diabetes Mellitus

Dr. Olicia Henry, M.B.B.S., University of Guyana

Hypertension-Blood pressure of 140/90 and greater.¹

Diabetes mellitus-a condition whereby the body is not able to regulate the amount of sugar in the blood, resulting in high blood sugar.

Hypertension and Diabetes are two of the most common diseases affecting people worldwide. These conditions can result in damage to various organs in the body that can lead to diseases (e.g. heart disease and stroke) and affect the quality and length of your life. Having these conditions can affect your ability to work in order to provide for yourself and family.

Both conditions are preventable by simply adopting a healthy lifestyle, which should include regular medical check ups. There are some factors which are known to increase your chances of developing diabetes and hypertension. These are listed below. Some of these risk factors are common to both diseases.

RISK FACTORS COMMON TO BOTH DISEASES^{1,2}

AGE - People over 40 years have a greater risk of developing diabetes and hypertension.

GENDER - Men have a greater risk of developing hypertension before age 50. Women have a greater of risk of developing diabetes.

RACE - Blacks have a higher risk developing hypertension than people of other races.

FAMILY HISTORY - Type 2 diabetes runs in families. Having a family member with diabetes or hypertension increases your chances of developing the disease.

OVERWEIGHT - the Body mass index (BMI) ≥ 25 can be used to determine this. The BMI is used to determine the correct weight for your height. See figure 1 below.

UNHEALTHY EATING HABITS - High in fat, salt and sugar.

INADEQUATE PHYSICAL ACTIVITY

RISK FACTORS FOR DIABETES²

- See risk factors common to both diseases.
- Hypertension and high cholesterol.
- History of Diabetes in pregnancy- having diabetes during a pregnancy increases your risk of developing diabetes later in life.

RISK FACTORS FOR HYPERTENSION¹

- See risk factors common to both diseases
- Smoking- Tobacco use increases the risk of developing hypertension
- Excess alcohol consumption- hypertension is linked to alcohol use

PREVENTION OF DIABETES AND HYPERTENSION^{1,2}

- ▶▶ Healthy diet
low sugar, low fat, low salt, high in fruits and vegetables. See figure 2 below.
- ▶▶ Regular physical activity
at least 20 minutes 3-5 times per week.
- ▶▶ Maintaining a healthy weight
BMI 18.5 – 24.9.
- ▶▶ Avoid smoking
- ▶▶ Moderate alcohol use-
Beer: 12 ounces/day
Wine: 5 ounces /day
80-proof distilled spirits: 1.5 ounces/day
- ▶▶ Regular medical check-ups at a frequency determined by your doctor

cont'd on page 52

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CLAUDETTE JOHNSON

From page 33

her house, completed the upgrading works and enjoys a very convenient lifestyle. At age 51, her sons have grown and ventured out into the world of work. Yet Johnson continues to strive.

Still a security at Blairmont, she currently grows more than 100 chickens and has three pens. She recently bought a car for herself and "don't even have to trouble" her salary unless she chooses to do so.

But even as she revels in success, she doesn't forget "when them people go away and left me with no money, my whole salary at the estate went to pay back loan. Plus I had phone bill and food to eat...So I believe IPED brought me a great lot."

Based on such an experience, Johnson is ready to advise anyone to approach IPED. "Go for it," she urges, adding that "once people budget and plan wisely they can improve. Take the loan and use it wisely."

Cheerily speaking too of "inspiration and encouragement" she receives from IPED, Johnson knows all too well that a small salary cannot do much but with a bank like IPED, there are endless possibilities.

"IPED really improve my life and I thank god for them."

cont'd from page 51

If you have been diagnosed with hypertension or diabetes it is important for you to adopt and maintain a healthy lifestyle. Following the lifestyle plan given to prevent diabetes and hypertension would be useful. You should ensure that you use your medication as directed by your doctor and have regular measurements of your blood pressure and blood sugar to ensure they are within the normal ranges. It is also important for people living with diabetes to examine their feet on a regular basis to ensure that there are no ulcers developing.

Remember, diabetes and hypertension are both preventable and treatable conditions. By following the guidelines given you will be playing an important role in both preventing and treating these conditions.



Figure 1 Body mass index chart. Find your height on the chart and follow along that line to your weight. Use the color index to determine if you are in the healthy weight range.¹

FOOD GROUP	SERVINGS/DAY	EXAMPLES
Whole grain	7-8	Whole wheat bread, cereals, oatmeal
Vegetables	4-5	Tomatoes, calaloo, carrots, cabbage, bora
Fruits	4-5	Bananas, melon, oranges, apples
Dairy	2-3	Skimmed milk, low fat milk, low fat, cheese
Meats, poultry, fish	<2	Chicken, fish. Avoid red meat-use only the lean cuts if necessary. Avoid frying
Seeds and legumes	1	Peanuts, lentils beans

Figure 2 Healthy diet plan. Use this as a guide to determine how many servings of each food group you should consume each day. Note that it promotes a low fat, high vegetable and fruits diet.¹

¹ Managing Hypertension in Primary care in the Caribbean, CHRC, 2007

² Managing Diabetes in Primary care in the Caribbean, CHRC, 2007

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In March 2004, the Government of Guyana passed the Small Business Act to provide incentive regimes and support programmes for small businesses.

The Act mandated that a Small Business Council and a Small Business Bureau be set up to oversee the achievement of the long term strategic objectives set out in the Act. It also provides for the establishment of a Small Business Development Fund.

As a result, two entities were set up by law; these are the Small Business Council and Small Business Bureau.

SMALL BUSINESS COUNCIL

The Council is a corporate body comprising eleven members from the private and public sectors.



SMALL BUSINESS BUREAU

THE SMALL BUSINESS COUNCIL IS RESPONSIBLE FOR:

- REVIEWING LEGISLATION PROPOSED BY THE GOVERNMENT RELATING TO OR AFFECTING SMALL BUSINESSES
- PREPARING SMALL BUSINESS POLICY AND ADMINISTRATIVE REFORM
- MANAGING AND ADVISING THE SMALL BUSINESS BUREAU
- PREPARING AND PRESENTING ANNUAL WORK PROGRAMMES AND BUDGET TO THE MINISTER
- PREPARING SMALL BUSINESS PROCUREMENT PROGRAMMES
- REPORTING ON THE STATUS OF GOVERNMENT PROCUREMENT OF GOODS AND SERVICES FROM SMALL BUSINESSES.

The Bureau functions as the Secretariat of the Council and is responsible for the achievement of goals and fulfillment of the functions of the Council.

ACTIVITIES INCLUDE:

- Promoting developmental issues in the small business sector
- Coordinating programmes for Small businesses
- Improving access to finance for Small businesses
- Addressing developmental issues relating to or affecting small businesses.
- Maintaining a register of Approved Small Businesses
- Facilitate access to financing for small businesses

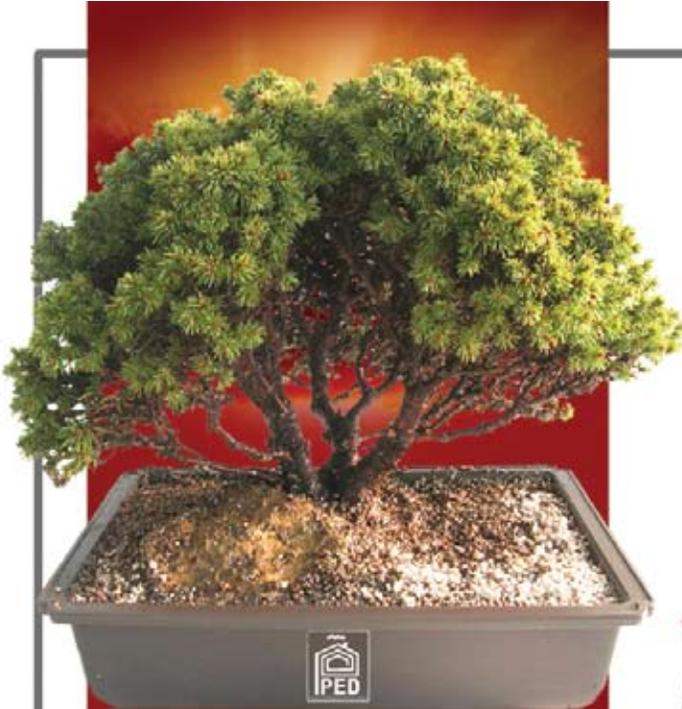
SMALL BUSINESS IS DEFINED AS:

1. Any person or persons carrying on business in Guyana for gain or profit.
2. Any business registered under the Laws of Guyana that satisfies at least two of the following criteria:
 - Employs 25 persons or less
 - Has gross annual revenues of not more than \$60,000,000
 - Has total business assets not exceeding \$20,000,000



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