



GUYANA OIL & GAS
ASSOCIATION INC

PROTECT, PROMOTE, ADVANCE THE RESPONSIBLE DEVELOPMENT OF OUR OIL AND GAS ECONOMY

Marak Alliance



**First Guyanese Oil and Gas Local Content Conference - A
Roadmap to Advancing Value Addition and Sustainability**

Date: Dec 04 – 05 2018

**Venue: International Conference Centre, Railway Embankment
Road
Georgetown, Guyana**

**Organizers: Guyana Oil & Gas Association in conjunction with
Marak Alliance, Calgary, Canada**

AGENDA

Contact:

General enquiries: info@marakconsulting.com

Lorcenda Ozi

Client Relations Manager

Marak Alliance



Agenda:

8.00 – 10.00: Exhibition on display

10.00 – 10:30 Guest note speaker: Minister of State, Ministry of the Presidency

“An update on the petroleum legislation and local content policy.”

10:45- 11:15 Guest note speaker: Minister of Business.

“Guyana vision for local content development in the oil and gas sector”

11.15-12:00 Guest note speaker (industry): Exxon Mobil Country Manager

“Exxon- Mobil Liza Project development plan, and update”

12:00-1:00 Lunch/ Exhibition on display

1.00 – 1.45 An update about Guyana local content policies in the oil sector

This session will provide an opportunity to update participants on EM local content and supply development programs and strategies and share those ideas with the views and expectations from the local business community, and the experience currently developed in other countries, and finally the expected impact on the economy.

- Head, Government Affairs, ExxonMobil
- Tony Paul, ACES Director
- Bobby Gossai Jr. Guyana oil and gas association
- Representative from Ministry of Finance, Guyana

2:00-2:45 Defining local content: What is it? Why does it matter?

This session will provide some clarity of the definitions of local content and requirements to make local content policies work for the benefit of the economy.

- Representative from the World Bank
- Hon. Minister of Business – Guyana
- Tony Paul, Principal Energy & Strategy Consultant
- Columbia Center on Sustainable Investment



- Isabell Ramdoo Senior Associate and Development Economist, International Institute for Sustainable Development
- Executive Secretary, Nigerian Local Content Board
- ENH, Mozambique
- Ugandan - Petroleum Authority, Ugandan

2:45-3:00: Coffee break

3:00-4:00 learning from others: local content policy developments in Latin America and Africa

Moderator: Roger Tissot

This session will focus on the different policy/regulatory approaches used in different countries for the development and implementation of local content. Key issues to discuss are the importance/benefits or costs of mandatory targets vs induced ones.

- Director, Oil for Development, NORAD
- Uganda speaker: - Petroleum Authority, Ugandan
- Brazilian speaker: Nelson Narciso Filho, former director, ANP, Brazil
- Trinidad speaker: Tony Paul, Managing Director, Principal Consultant, ACES, Caribbean Energy Specialists
- Marcelo Neuman, Associate professor and researcher at National University of General Sarmiento, Argentina

4:00-5:00 What's the role of the NOCs?

Moderator:

This session will bring into the discussion the role of the NOC. NOC have been fundamental in the development of a local supply industry in Latin America (Brazil, Argentina, Colombia, etc). However, creating NOC is often viewed as controversial due to the numerous cases of inefficiencies and bad management. This is particularly relevant in Africa in cases such as Sonagol. The role and

participation of a NOC also becomes more challenging when the activity is offshore and requires large capital investments.

Colombian NOC: Ecopetrol (TBD)

Nigerian NOC: NNPC Nigeria (TBD)

Uganda National Oil Company

6.00 – 8.00 Cocktail and Gala Night



Day two

08.00 – 10.00: Exhibition on Display/Coffee

10:00-10:15: Recap day one. Roger Tissot

10.00 -11.00: The view of the industry

This session will bring into perspective the views and experiences of the industry participants, from the oil companies to the large EPC and also local service companies. The idea is to provide a forum where each of these participants present in an open and candid way what is possible, desirable and what are their expectations and strategies related to local content

Oil company speakers: Anadarko, Repsol, Tullow, HESS (TBD)

EPC company: Schlumberger, Baker Hughes, Halliburton (TBD)

Local service company: Guyana Shorebase Inc., Eldorado Offshore Guyana Inc., Edison Chouest Offshore

Local Recruitment Company

11.00-12.00: Supply development programs

A central aspect of local content is the development of a supply chain – that may or may not be related to the oil industry –. This session will present specific examples of how to make a supply chain work from the perspective of oil and gas company:

- *perspective of the issues and challenges for those in Guyana who are likely to participate in that supply chain.*
- *Collaboration between private and public sector to develop supplier development programs that'll meet the need of the oil/gas companies*
- *Finally the session will offer a broader view of how other Caribbean/Latin American oil producing countries have addressed these issues.*

Speakers

- Oil company: ExxonMobil, Tullow (TBD)
- Mining company (gold, etc)
- Marcelo Neuman

- Guyana Oil and Gas Association
- Georgetown Chamber of Commerce and Industry



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- Guyana Manufacturers and Services Association
- Private Sector Commission
- Rep from service oil industry association Latin America (Argentina oil service sector; ARPEL director)

12.00-1.00: Lunch/Coffee break/Exhibition on display

1.00-2.00 Forming human capital

This session will discuss the very important issue of skill development including the examination of skills gap analysis in Guyana. Specific examples from other countries will be shared while also addressing some of the issues and challenges facing Guyana technical/education system.

Collaboration between private and public sector to develop supplier development programs that'll meet the need of the oil/gas companies

- Representative from Guyana university
- Institutions in charge of Petroleum Training Fund, scholarships for technical courses, secondary/high school/University mentorships
- Representative from oil company/service company to discuss cross posting trainings by oil/gas companies and on the job training
- Colombia SENA Director (technical workers training program)
- Representative from international petroleum technical school , NAIT, Canada

2.00-2.45 The experience of Trinidad Tobago

This session will focus on the why, how and outcomes of Trinidad Tobago policies and strategies. The focus on T&T is because of their importance in the area of local content policy design in the Caribbean and Africa.

- Tony Paul
- Rep from suppliers' association of T&T
- Rep from NOC of T&T
- Rep from BP or BG

2.45 – 3.15: Coffee break

3.15- 4:00 conclusions

Rene Roger Tissot

Bobby Gossai