

GUYSIG INC PROJECT SUMMARY

Premium Cigar and Tobacco & Export Operation Guyana

1. Executive Summary

Project Name: GUYSIG INC.

Location: Lot 17 Supply, East Bank Demerara, Guyana

Industry: Tobacco Manufacturing – Cigars & Tobacco Products

Model: Importation of raw tobacco → Processing → Hand-rolling & machine-assisted cigar production → Aging → Packaging → Export.

GUYSIG Ltd. aims to establish the first large-scale premium cigar and tobacco manufacturing operation in Guyana, leveraging imported high-quality tobacco from Central and South America. The company will produce a line of premium and boutique cigars for regional markets (CARICOM) and international markets (U.S., Canada, Europe, and Asia).

With Guyana's competitive labor costs, strategic geographic location, and favorable investment incentives, the business will operate with lower overhead than cigar-producing nations such as the Dominican Republic and Nicaragua while offering unique "Made in Guyana" premium blends.

The project is designed to achieve profitability by Year 2 and scale exports significantly by Year 3.

2. Company Overview

2.1 Vision Statement

To become the leading producer of premium, handcrafted cigars in the Caribbean, recognized globally for craftsmanship, quality, and innovation.

2.2 Mission Statement

To manufacture exceptional cigars using superior imported tobacco while creating jobs, supporting local industry growth, and establishing Guyana as a competitive player in the global cigar market.

2.3 Core Values

- Quality craftsmanship
- Ethical sourcing
- Innovation
- Sustainability
- Export-driven growth

2.4 Legal Structure

Private Limited Liability Company (Inc.) registered in Guyana.

2.5 Products

- Hand-rolled premium cigars
- Machine-pressed cigars
- Cigarillos
- Humidor gift sets
- Private-label cigars for hotels, clubs, resorts, and duty-free shops

3. Market Analysis

3.1 Global Cigar Market Overview

- Global cigar market valued at over **USD 22 billion** and growing ~5–7% annually.
- Rising demand for **craft premium cigars** driven by lifestyle trends.
- U.S. remains the largest market (over 300 million premium cigars imported annually).
- Growth in Europe, Middle East, and Asia for boutique blends.

3.2 CARICOM Market

- Limited regional production creates opportunity for a **CARICOM-origin premium brand**.
- Duty-free access within the region under the **CARICOM Single Market and Economy (CSME)**.
- Strong tourism markets in Barbados, Trinidad, Jamaica, Saint Lucia, etc.

3.3 Guyana Market

- Small but expanding luxury consumer base due to oil-driven economic growth.
- Growing tourism sector and corporate gifting opportunities.

3.4 Competitive Landscape

Competitors include Cuba, Dominican Republic, Nicaragua, Honduras, and boutique micro-factories globally.

Guyana Advantage:

- Low-cost, trainable labor
- Attractive investment climate
- First-mover advantage (no major cigar manufacturer currently)
- Access to unique branding opportunities tied to Guyana's identity.

Operational Plan

Location

The proposed warehouse take up approximately 3 acres land space, the proposed facility/manufacturing space will take up approximately: **5,000–10,000 sq ft**

Features:

- Tobacco aging rooms (temperature/humidity controlled)
- Rolling room for trained cigar artisans
- Packaging and branding area
- Storage warehouse
- Administrative offices
- Backup generator

Importation of Tobacco

All Tobacco will be Sourced from:

- Dominican Republic
- Nicaragua
- Ecuador (wrappers)
- Brazil (Arapiraca and Mata Fina)

Materials include:

- Long-filler tobacco
- Binder leaves
- Wrapper leaves

All imports comply with Guyana customs and international tobacco regulations.

Manufacturing Process

1. **Tobacco Receiving & Sorting**
2. **Aging & Rehydration**
3. **Blending by Master Blender**
4. **Hand-Rolling or Machine-Assisted Rolling**
5. **Pressing (if required)**
6. **Final Aging (2–8 weeks)**
7. **Quality Control Testing**
8. **Packaging & Branding**
9. **Distribution / Export.**

Production Capacity

Year 1 Target:

- Hand-rolled: 150,000–250,000 cigars
- Machine-pressed: 300,000–500,000 cigars

Year 3 Target:

- Over 1 million cigars annually (combined)

Staffing Requirements

- Master Blender (contracted internationally)
- 10–20 trained cigar rollers
- Tobacco processing technicians
- Packaging staff
- Sales, marketing & admin
- Export/logistics officer

Marketing & Sales Strategy

Target Customers

- Premium cigar distributors
- Duty-free shops
- Luxury resorts, casinos & hotels
- Private clubs & lounges
- Online boutique cigar retailers

- Corporate clients for gift sets

Branding Strategy

Brand messaging will highlight:

- “Made in Guyana” craftsmanship
- Exotic, unique blends
- Tropical aging environments
- Sustainable artisanal production

Distribution Channels

- CARICOM retailers (duty-free and local)
- Export to U.S. via licensed distributors
- Online sales through company website
- Export partnerships with European cigar importers

Promotion

- International cigar expos
- Influencer marketing (cigar reviewers, YouTube, cigar forums)
- Social media: Instagram, TikTok, YouTube Shorts
- Strategic hotel and tourism partnerships

Regulatory & Compliance

The business will comply with:

- **Guyana Food & Drug Act**
- **Tobacco Control Act & Regulations**
- **Customs importation laws**
- **Workplace safety & health regulations**
- International cigar export requirements (especially U.S. FDA guidelines)

Packaging will include required health warnings and export documentation.

Financial Plan

Note: Replace estimates with your actual numbers if needed.

Startup Costs (Estimated)

Category	Estimated Cost (USD)
Facility renovation	\$150,000
Machinery & equipment	\$250,000
Humidity control systems	\$80,000
Tobacco imports (initial stock)	\$120,000
Packaging materials & branding	\$60,000
Licensing & permits	\$10,000
Working capital (6 months)	\$150,000
Total Estimated Startup Cost	\$820,000

Sustainability & Social Impact

- Use of recyclable packaging
- Waste tobacco composting or disposal in line with EPA guidelines
- Local skill development (craftsmanship training programs)
- Job creation: 30–60 direct jobs by Year 3

Manufacturing Process

Step 1: Bulk Tobacco Preparation

1. Tobacco arrives in large quantities.
2. Leaves may be:
 - a. Cut
 - b. Shredded
 - c. Ground
3. Reconstituted tobacco sheets may be used.

Step 2: Mechanical Blending

1. Tobacco will be blended in industrial mixers. The automated systems ensure consistent composition.
2. The blend recipes are digitally controlled then tobacco passes through conditioning drums. The Steam or mist systems then adjusts the moisture levels for the tobacco.
3. Sensors monitor humidity and temperature continuously.

Step 3: Continuous Filler Formation

1. The conditioned tobacco is then fed into a forming machine. This machine produces a continuous, uniform tobacco rod.
2. Density and diameter are electronically regulated.

Step 4: Binder Application

1. Binder material is then wrapped around the filler rod.
2. Binder may be natural or reconstituted tobacco.
3. Adhesive is applied automatically.

Step 5: Wrapper Application

1. Wrapper material is then applied over the binder.
2. Wrappers are typically reconstituted tobacco sheets.
3. Seam sealing is performed mechanically.

Step 6: Cutting to Length

1. Continuous cigar rod is then cut into precise lengths.
2. High-speed blades ensure uniform sizing.

Step 7: End Sealing / Capping

1. Cigar ends are sealed using:
 - Pressure
 - Heat
 - Food-grade adhesive
2. Open-end or closed-end designs may be produced.

Step 8: Drying and Conditioning Tunnels

1. The finished cigars are passed through controlled drying tunnels.
2. Moisture content is then reduced to specification.
3. Prevents deformation and microbial growth.

Step 9: Automated Quality Control

1. Systems check:
 - Weight
 - Length
 - Diameter
 - Visual defects
2. Reject mechanisms remove non-conforming products.

Step 10: Automated Banding and Packaging

1. Bands are applied mechanically.
2. Cigars are packed into boxes, tins, or bundles.
3. Labeling and sealing are integrated into the line.

Step 11: Storage and Distribution

1. The finished cigars are then stored in climate-controlled warehouses.
2. Inventory systems track batches and production dates.
3. Products are prepared for shipment and export.



MK-8D with MAX-15 Cigar Machine

Based on the machine manual, it operates at various speed, as such at low speed, the decibel is approximately 58dB while at high speed it is approximately 71dB. Additionally, given that the machine will be placed in a warehouse, noise emanating at the boundary at the property will be lower.

Potential Impacts

Cigar Manufacturing (Cutting, Rolling, Assembly)

Potential Environmental Impacts

a. Solid Waste Generation

- Tobacco scraps and offcuts.
- Paper, cardboard, and rejected cigar materials.

b. Indoor Air Quality Impacts

- Tobacco dust accumulation.

- Nicotine residues settling on surfaces and entering waste streams.

c. Energy Consumption

- Electricity use for lighting, ventilation, and machinery.

Mitigation Measures

- All tobacco scraps will be collected and reused where product quality allows.
- **Dust extraction and filtration systems will be assembled above and around the facility for proper air flow.**
- Recycled materials will be Segregate at source.

Drying, Quality Control & Storage

Potential Environmental Impacts

1. Mold and Spoilage

- Poor humidity control can result in mold growth and waste.
- Disposal of spoiled cigars increases organic waste volume.

2. Energy Use

- Continuous climate control for storage rooms.
- Inefficient insulation leading to higher energy demand.

3. Pest Infestation

- Infestations may lead to product disposal and chemical use.

Mitigation Measures

- Implementation of integrated **pest management (IPM)** rather than chemical fumigation.
- Work area will have a precise temperature and humidity to prevent molding and damage of tabacco
- Waste will be recycled or safely dispose of unusable products and locked to prevent any pest infestation.
- Installation of extractor system with filters.
- Storage of tobacco leaves in a covered and controlled area.

Packaging Operations

Potential Environmental Impacts

4. **Packaging Waste**

- Excessive use of cardboard, cellophane, plastic wraps, and wooden boxes.
- Non-recyclable materials entering the waste stream.

5. **Chemical Waste**

- Adhesives, inks, and coatings may contain VOCs.
- Improper disposal can contaminate soil and water.

Mitigation Measures

- Usage of **recyclable, biodegradable, or FSC-certified materials**.
- recycling programs for paper, cardboard, and plastics.

Waste Management (Facility Space)

Potential Environmental Impacts

6. Accumulation of organic waste attracting pests.
7. Improper disposal of hazardous materials (inks, cleaning agents).
8. Leachate from waste storage contaminating soil and water.

Mitigation Measures

- **Waste segregation system will be implemented for proper and safe disposal.** (organic, recyclable, hazardous).
- Tobacco waste will be reused once feasible to minimize wastage and unnecessary disposal
- Hazardous waste will be segregated and stored within **bunded, labeled containers and locked from outside use.**
- Only licensed and EPA approved waste contractors will be used for final disposal such as Cevons waste management.

Monitoring, Management & Administrative Controls

- Develop and implement an Environmental Management Plan (EMP)
- Conduct regular air quality monitoring (PM, VOCs)
- Train employees on emission control practices
- Maintain records of fuel use, chemical consumption, and maintenance
- Ensure compliance with local air quality standards

Cumulative & Long-Term Environmental Impacts

Potential Impacts

- Community complaints related to odor, traffic, and waste.

Mitigation Measures

- **Environmental Management System (EMS) will be established and used.**
- Environmental audits will be done.
- Stakeholders will be engaged with and address environmental concerns proactively.

Power Generation

The main source of power generation at the location will be from the Power Grid (GPL) additionally, a 75 KVA generator set (PERKINS) will be on site in the event of power outage. Additionally, the generator system will be fully enclosed with its manufacturing casing with a fuel storage compartment below, thus, eliminating the need to store fuel at the location.

Reuse/Recycle

In the cigar manufacturing process, tobacco reuse plays an important role in reducing waste and improving efficiency. Leftover tobacco from trimming and sorting such as short filler, scraps, and imperfect leaves is often repurposed for machine-made cigars, or as filler blends, rather than discarded. Some byproducts are also recycled into reconstituted tobacco sheets, which help maintain consistency in flavor and burn. This practice supports sustainability while preserving the value of the tobacco crop.

Conclusion

GUYSIG Ltd. is strategically designed to capitalize on global demand for premium cigars while establishing Guyana as a new producer in the industry. With competitive labor costs, importation of world-class tobacco, and well-planned operational systems, the project has strong potential for profitability, growth, and long-term regional leadership.