

PROJECT SUMMARY



Project Title: Establishment of a Gas Station

Name of Business: R. Prasad Industries (Registered)

Residential Address: Lots 27 & 28, Crabwood Creek, Corentyne,
Berbice

Developer's Name: Mr. Rabindranauth Prasad

Contact Number: 623 6800

Sector of Operation: Energy – Gas Station

Project Location: 50 'E', Mibikuri South, Black Bush Polder,
Corentyne, Berbice

Date Prepared: October 28, 2025

Prepared By Whom: Dhanpaul Dhanraj

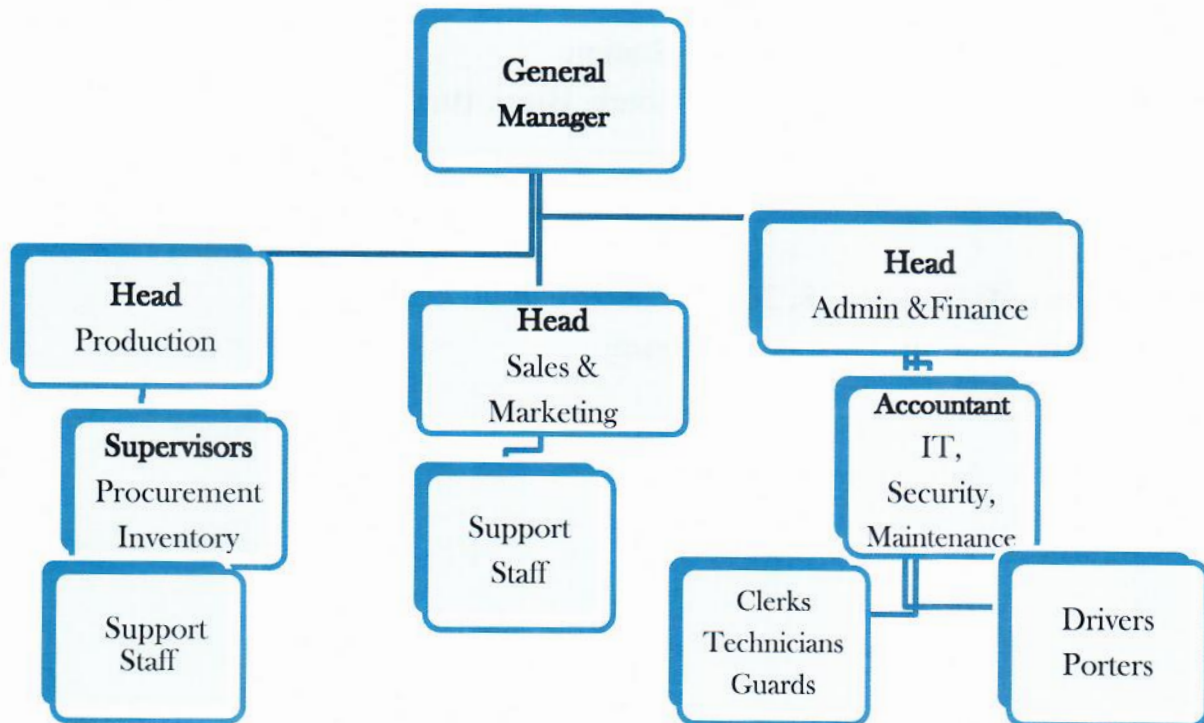
1) Brief Project Description: The Project will entail:

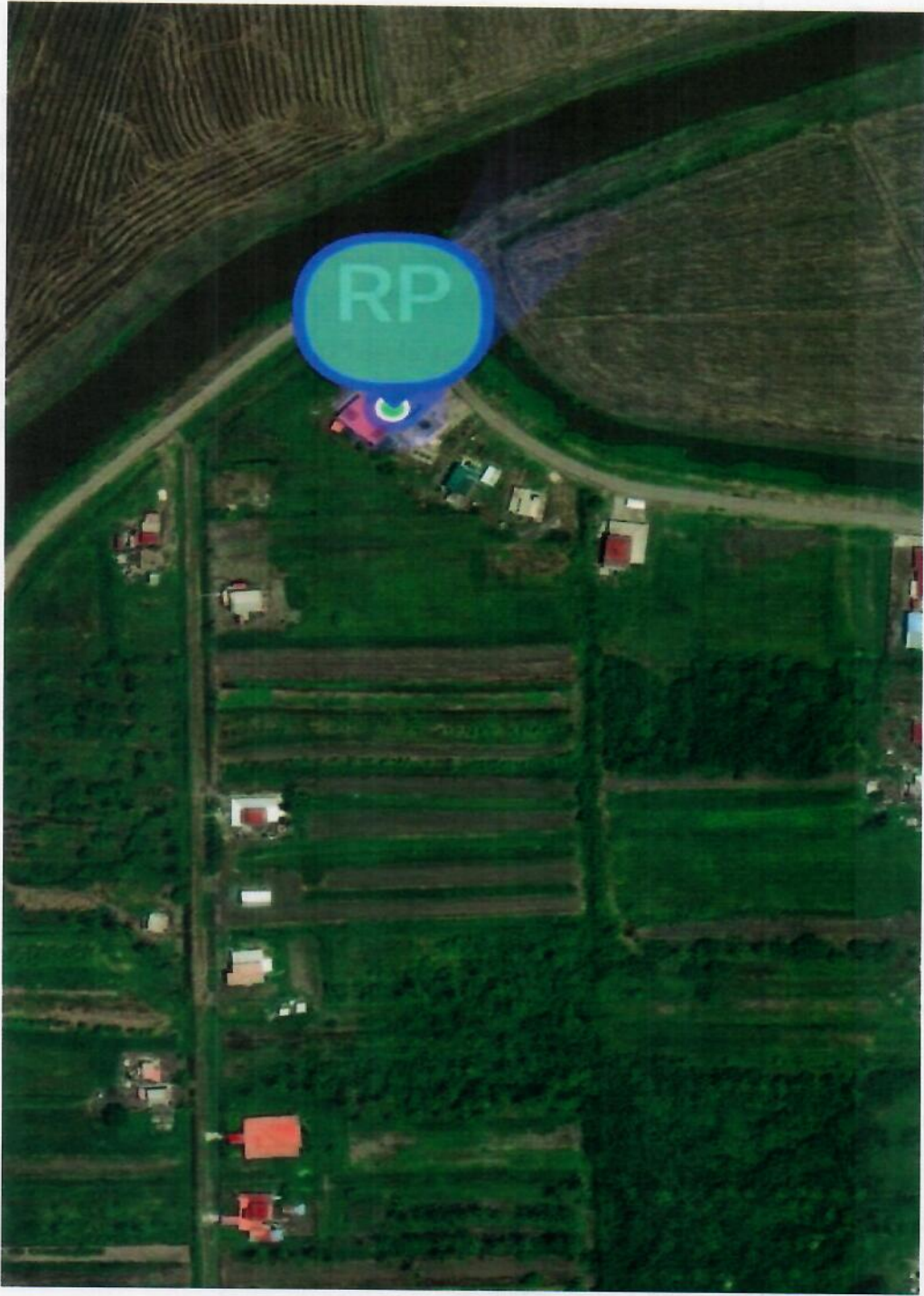
R. Prasad Industries (RPI), is an entity that has been registered under the Business Names Registration Act. Mr. Prasad is an established businessman who is involved in a range of activities including logging and sawmilling operations, the operation of gas stations and the distribution of petroleum products, general merchandising and agriculture - cane farming, etc.

The business is in the process of expanding its operations through the establishment of a Filling (Gas) Station and a Mini Mart and is seeking approval (an Operation Permit) from the Environmental Protection Agency (EPA). This will allow the applicant to implement the project and provide customers with high-quality products and services and in the process create employment opportunities and support business development.

Over the years the applicant has invested in new technologies - machinery and equipment and training of staff. This has allowed him to operate efficiently and provide customers' with high quality products and services.

Management: The project will be managed by the applicant who possess years of managerial experience. He will be assisted by persons who possess the required skills and competences to be hired. These include a General Manager, and Heads of department - Sales & Marketing, Admin & Finance and an Accountant, Supervisors and Support Staff - Technicians, Mechanics, Drivers and Security Personnel. An estimated twenty – five (25) persons are expected to gain employment. The following chart gives an idea of the Organizational Structure and Staffing:





Map Showing the area where the gas station is located

2) Project Design

The applicant has recognized the opportunities and potential which exists within the energy (fuel) sector and is desirous of investing further in this sector through the establishment of a filling station at Mibikuri, Black Bush Polder. A study has been conducted on the proposed investment, which has confirmed the viability of the operation. The facility was previously in operation and when it becomes operational will play a major role in the development of the area through the supply of fuel and other products and services.

The reopening of a gas station facility, which was closed (non – operational) for a number of years. The applicant has entered into an agreement to lease the facility for an initial 5 years, with an option to purchase. A retail and storage licence was issued to the previous operator by the Guyana Energy Agency (GEA).

Structural / Operational

Proposed Employment: The project will generate employment for an estimated five (5) persons. These will include persons from within the area, where there is dire need for creating employment.

Working Hours:

The business will open from 6 am to 6 pm daily, six (6) days per week.

Training:

This will be provided by GuyOil. The applicant will be guided by his many years of experience in this type of operation.

Features:

Features of the two (2) businesses will include:

The Gas Station:

- The gas station will be equipped to supply fuel, lubricants and other automotive products.
- Eight (8) pumps/dispensers will be installed as follows:
- 4 gas dispensers, 2 diesel dispensers
- 1 kerosene dispenser and 1 ulsd dispenser.

Bulk Terminal:

This will be at the back of the gas station. The operation will be designed to have a gantry on both sides to accommodate two (2) at a time – 2 diesel, 2 gasoline, 2 kerosene, and 2 ulsd.

The operation will be equipped to supply fuel, lubricants and other products. 1- 3,000 gal. gasoline tank, 1- 3,000 gal. diesel and 1- 1,000 gal. kero tank along with three (3) pumps – 1 gasoline, 1 diesel and 1 kero will be installed. Fuel will be purchased from the Guyana Oil Company (GuyOil).

Marketing Strategies - Fuel:

Marketing strategies will be implemented by the applicant. These will include the procurement, stocking and sale of reputable brands at competitive prices. The applicant is familiar with the sources of the popular brands of lubricants and other supplies. Some of these brands are available within the Caribbean and North America.

A competitive pricing policy will be instituted and after sale services will be provided.

In addition to the sale of reputable brands, the quality of human resources is also an important factor. As such training will be provided in the areas such as product information, public relations and customer care.

Operating in a dynamic world requires being up-to-date with what is happening in the market place. The use of modern technologies and various methods of marketing have been constantly evolving. The “Gulf” methodology has been a striking one:

Evolving With Technology:

Gulf is preparing for tomorrow by staying on the cusp of retail technology, including mobile payment. Gulf introduced a loyalty and mobile payment app called Gulf Pay in July 2017, which presents new payment incentives to customers each quarter. Currently, if c-store customers link a MasterPass account within the Gulf Pay app, they get 20 cents off per gallon on their first three fill-ups. The app itself also offers regular incentives to inspire customers to use the app, such as five cents off per gallon with an in-store purchase.

The Mini Mart:



A Mini Mart will be established to provide consumers with their daily necessities. This facility will be done to international standards and its features will be in keeping with emerging trends of convenience and comfort.

Trend:

More and more these stores are designed to include restaurants and fast foods either inside (typically in reduced-footprint formats) or attached. Having additional food choices makes the convenience store more attractive to customers. Plus, travelers stopping for fuel and other supplies may prefer to get food at the same time, so there are mutually beneficial synergies to be had. Because of the nature of a convenience store, you should be prepared for a significantly larger investment. Extensive coolers, lots of fixtures, and the necessary square footage make for relatively high costs, not to mention the fact that a successful store needs a high-visibility, easily accessible location both of which drive cost.

3. Sources of Utility Services

Utilities such as electricity, water and telecommunication will be provided by GPL, GWI and GTT (One Communication), respectively.

4. Waste Management

- **Solid Waste Management:** Waste disposal will be done by the NDC (Neighbourhood Democratic Council) and Private Companies.
- **Storage of garbage (on site, before disposal):** Will be stored in designated bins and removed regularly.
- **Toilet facilities:** Will be put in place – ladies and gents for staff, customers and visitors.
- **Septic tank on site:** Will be put in place.
- **Drainage system on site:** The area will be properly drained via concrete drains.
- **Maintenance of good house-keeping:** The aesthetics of the compound will be kept in a properly maintained condition. Landscaping will be done to create green spaces. Measures will be put in place for the sustenance of a clean surrounding. This will include placement of bins, reuse / recycling of disposable materials and the development of green spaces (landscaping). These steps will support the country's Low Carbon Development Strategy (LCDS). As such, systems will be put in place for cleaning and maintenance of the facility. Bathrooms will be kept clean and waste will be disposed of regularly.

4. Project Size

- Proposed Investment: **GS 50 Million** (machinery, equipment, and infrastructure in place)
- Proposed Employment: Five (5) persons

5. Non-Technical Summary

The reopening of a gas station facility, which was closed (non – operational) for a number of years. The project entails the establishment of a Gas Station and a Mini Mart.

The operation will be equipped to supply fuel, lubricants and other products. A 1- 3,000 gal. gasoline tank, 1- 3,000 gal. diesel and 1- 1,000 gal. kero tank along with three (3) pumps – 1 gasoline, 1 diesel and 1 kero will be installed. Along with Eight (8) pumps / dispensers will be installed as follows: 4 gas dispensers, 2 diesel dispensers 1 kerosene dispenser and 1 ulsd dispenser.

6. Duration of the Project: The applicant has entered into an agreement to lease the facility for an initial 5 years, with an option to purchase.

7. Potential Effects and Mitigation Measures

Measures to minimize/avoid adverse impact on environment: **Adequate system will be put in place for sanitization and waste disposal.**

Potential Effects	Sources	Mitigation Measures
Air	Noise from Generator - (27 KVA Perkins)	Silencers will be installed.
	Air emissions from the generators	An extended exhaust pipe will be installed.
Land /Soil	Solid Waste	Solid waste will be placed in bins, reuse / recycling of disposable materials. Waste disposal will be done by the NDC (Neighbourhood Democratic Council) and Private Companies.
	Fuel Spill from fuel transfer	A fuel spill kit will be kept as well as drip pans
Water	Hazardous waste (Waste oil, oily water, and Sludge)	Waste oil will be reused as a lubricant at the sawmill.
	Fuel Spill	An oil water/separator will be constructed to treat oil discharge A fuel spill kit will be available, and a slop tank.
Hazard - Fire	There will be storage of	These will be handled in

	<p>ignitable material that can burst into flames easily such as Gasoline, Diesel, Kero.</p>	<p>keeping with national standards and requirements (GNBS). The Applicant will construct two (2) underground tanks/reservoirs for the storage of water. Also, buckets will be kept with sand, which is in abundance on location (Black Bush) and firefighting equipment (Extinguishers) 5 fire buckets and 5 fire extinguishers will be put in place.</p>
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MARKET ANALYSIS

OVERVIEW – DEMAND:

The demand for fuel and other automotive products has been increasing rapidly. This demand is being driven by the increasing number of cars and other vehicles which are imported into the country.

In meeting this demand businesses need to consider changing customer needs and trends, which are being influenced by technology, disposable income and marketing strategies.

Personalizing Customer Experience:

Just meeting expectations isn't enough. Customers also want a personalized shopping experience. There are several ways businesses can introduce personalization, including:

- **Loyalty** – Loyalty programs are one of the most common forms of personalization. Using apps or loyalty cards, customers opt-in to receive promotions based on location and purchase history.
- **Safety** – Customers want to feel at ease. Keep the store and parking lot well-lit. Greet customers as they enter. Create a bright and inviting environment with plenty of visibility. Alternative sources of energy will be considered.
- **Technology** – Using technology like mobile apps for order-ahead or smart screens at gas pumps, stores can make it easier for the customer to place orders and learn about promotions before they even enter a store.
- **Community** – Stores can integrate into the neighborhoods they serve by building promotions around local events like sports games and partnering with local charities.
- **Responsiveness** – Make shopping easy for customers. Keep top selling items where they're easy to find. Have staff available to answer customer questions. Don't let checkout lines get too long.

If customers don't feel comfortable in the store or can't find what they're looking for, they may complete their purchase, but they won't become repeat customers.

Optimizing labor is key to achieving a spotless, welcoming store. Having the right people working at the right time means that customer expectations are met consistently.

These methods build brand awareness with customers and add value to their in-store experience. Added value for customers means increased sales for stores.

Enhance Competitiveness: The business will provide consumers with fuel and other supplies at a competitive price, and thus enhance their business operation.

Contribution To National Treasury: The applicant will continue to contribute to the national treasury by way of taxation – PAYE and other taxes.

Sustainability: The project will further integrate and diversify the applicant's operation and thus enhance the sustainability of his business.

Value Addition: The project will add value to local products by making them available to consumers in a presentable manner.

Improved Shopping: The applicant will provide a convenient and improved way of refueling and shopping.

Provision of Service: The business will provide a high quality service to customers within the services sector. This will boost the sector since there is need for improving the quality of customer service in Guyana.

Improvement Of Aesthetics: Rehabilitation and operation of the facility will enhance the aesthetics of the area.

CONCLUSION

The applicant sees great opportunities for investing in Guyana's economy and is desirous of establishing the proposed facility, which will generate a host of benefits.

These will include the creation of jobs, the transfer of technology, value addition, and improvement in the provision of services (the sale of fuel, etc.) for local Guyanese.

The applicant has been in business for over 30 years and has been working diligently to achieve greater success. Approval will allow him to expand his business portfolio.

He looks forward to the Government's (EPA's) assistance in providing approval/permit for the implementation of this project.