

R. PRASAD INDUSTRIES

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**

Sector of Operation: **Energy – Gas Station**

Project Location: **Yarrowkabra, Linden Soesdyke Highway**

Brief Project Description: The Project will entail:

The gas station will be equipped to supply fuel, lubricants and other automotive products. Eight (8) pumps / dispensers will be installed and a Bulk Terminal.

Proposed Investment: **G\$ 300 Million**

Proposed Employment: **Twenty – Five (25) persons**

Summary of Activities to be Undertaken by the Operation: **See attached.**

**A Description of Activities to be undertaken in the following areas:
Operation, Waste, Noise and Hazardous Waste / Material
Management, Compliance, Monitoring and Reporting**

Operation

Structural / Operational: **Sound engineering structures, which are aesthetic pleasing will be established**

Fire-fighting equipment on site: **In addition to fire Buckets and Fire Extinguishers, Underground Tanks / Reservoirs will be constructed.**

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

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.**

Noise Management

Equipment on site that generate noise: **Generators – Silencers will be installed.**

Noise Reduction: **Not Applicable.**

Any complaints, regarding operation: **None**

Hours of operation, of sound making operation: **To be determined.**

Hazardous Waste / Material Management

State if operation will produce any of the following:

- a) Waste oil: **None**
- b) Lead acid: **None**
- c) House-hold acids: **None**
- d) Chemical solvents: **None**
- e) Pesticide residues: **None**
- f) Medical waste: **None**
- g) Paint sludge: **None**
- h) Thinner residues: **None**
- i) Other: **Not Applicable**

Using the table as a guide, classify each type of waste produced / stored on site:

Ignitable – a material that can burst into flames easily (gasoline, paint, furniture polish, solvents, etc.): **Fuel – Gasoline, Diesel, Kero. These will be handled in keeping with national standards and requirements (GNBS).**

Corrosive – burns skin on contact: **None**

Reactive – can cause an explosion or create a poisonous gas when combines with other chemicals: **None**

Toxic – hazardous, poisonous to humans, plants and animals upon exposure or consumption: **None**

Quantities (kilograms) of each of the above: **Not Applicable**

Does any of the waste have to be treated before disposal: **Not Applicable**

Compliance Monitoring and Reporting

Will be done in keeping with EPA requirements.

Permit Condition:

In keeping with the EPA Permit, no construction, alteration, expansion or replacement of any plant, structure, equipment, apparatus will be done without approval.

Adequate fire protection measures will be put in place in accordance with the Guyana Fire Service (GFS).

The applicant will construct and maintain a suitable drainage system and avoid pollution of nearby water resource, soil and liquid waste.

R. Prasad Industries

Lots 27&28, Grant 1802, Crabwood Ceek, Corentyne, Berbice, Guyana, S. A.

Tel. No. (592) 339 2628, 663 6800

Email: rprasadind@yahoo.com

November 10, 2024

The Executive Director

Environmental Protection Agency

Ganges Street

Sophia

Georgetown

Dear Sir

Application for Operation Permit (Gas Station)

I hereby seek your assistance in obtaining approval (permit) for the operation of a Gas Station at Yarrowkabra, Linden Soesdyke Highway.

As you are aware, I am involved in the operation of Gas Stations at Crabwood Creek and Good Hope, E.C.D. Over the years I have been adhering to the conditions / requirements of the EPA and other regulatory agencies and as such I have gained much experience in the operation of these stations.

I am in the process of expanding my business by establishing the proposed facility, which will also integrate my existing operations. I have a lease for the area I intend to establish the gas station and I am currently involved in a sawmilling operation at this location.

An investment of G\$ 300 million is projected and employment will be created for an estimated 25 persons. Several other benefits are expected to be derived including the availability of a filling station at this location and the provision of a high quality service to customers.

I am submitting the attached **Project Document** and would be willing to provide any additional information, which you may require.

I look forward to an early and favourable reply.

Regards,

Rabindranauth Prasad

Att. Project Document

PROJECT DOCUMENT



ESTABLISHMENT OF A GAS STATION & A MINI MART

(APPLICATION FOR ENVIRONMENTAL PERMIT)

R. Prasad Industries

Lots 27 & 28, Grant 1802, Crabwood Ceek, Corentyne, Berbice, Guyana, S. A.

NOVEMBER, 2024

TABLE OF CONTENTS

PURPOSE OF DOCUMENT

PROJECT SUMMARY

INTRODUCTION

THE APPLICANT

THE PROJECT

TECHNICAL CONSIDERATIONS

MARKETING

FINANCIAL REQUIREMENTS

BENEFITS TO BE DERIVED

CONCLUSION

ATTACHMENTS

(Supporting Documents)

PURPOSE OF DOCUMENT

R. Prasad Industries (RPI), an entity which has been registered under the Business Names, Registration Act, is involved Mr. Prasad is an established businessman who is involved in a range of economic activities within the forestry, energy and retail sectors.

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.

CONFIDENTIALITY CLAUSE:

The information contained in this document is being shared with the understanding that the receiving agency will not disclose its contents or ideas with third parties without the written consent of the applicant.

INTRODUCTION

Guyana's economy has continued to grow, thus creating opportunities for investments. The country's development is guided by a National Development Strategy (NDS), which was developed after widespread consultations with stakeholders – government, private sector, civil society, etc. The NDS consists of a set of policies and programs which are geared to promote private businesses, with government providing the enabling environment.

Guyana has achieved remarkable progress in its efforts to open its economy through market-oriented reforms and improvements in the investment climate, while at the same time stabilizing inflation, reducing fiscal and balance of payments deficits and strengthening infrastructure, health services and education system.

The country is natural resource – based having an abundance of arable land and suitable water, valuable forestry resources, precious and semi-precious minerals and natural sceneries- mountains, waterfalls, rivers, savannahs, etc. and rich bio-diversity - flora and fauna.

The geographic location of the country allows Guyana to be classified as part of the Caribbean and South America, acting as a gateway to these trading areas. Other advantages include access to key export markets, having an English-speaking population and the availability of affordable labor.

Guyana has started to earn vast amounts of revenues from oil and gas which are being utilized for the development of the other sectors and the building of much needed infrastructure. This sector has created many opportunities for investment (local content).

The investor, in recognition of these opportunities, is desirous of being part of this exciting journey by implementing the proposed project.

THE APPLICANT

(BACKGROUND INFORMATION)

The Applicant (Investor), R. Prasad Industries (RPI), is a legally registered entity, which is owned by Mr. Rabindranauth Prasad. Mr. Prasad functions as the Director of the business operations.

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 merchandizing and agriculture - cane farming, etc.

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

Mr. Prasad has become recognized as a reliable supplier of high quality products such as lumber, fuel – diesel, gasoline, kerosene etc., lubricants, automotive products from his outlets.

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 Yarrowkabra on the Linden Soesdyke Highway. He has been operating a sawmill at this location and is familiar with the area. Also a study was conducted on the proposed investment which has confirmed that the undertaking will be a viable one.

THE PROJECT

DESCRIPTON:

The project entails the establishment of a Gas Station and a Mini Mart.

FEATURES:

Features of the two (2) businesses will include:

1. 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 kero and 2 ulsd.



2. 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 features will be in keeping 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.



SAFETY AND OTHER CONSIDERATIONS:

The facility will be designed to provide customers with a “safe, clean, comfortable and frustration-free” experience. This will include:

- **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.

***Fire:** 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 (Yarrowkabra).*

- **Cleanliness** – No one wants to shop in a dirty environment. 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.
- **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.

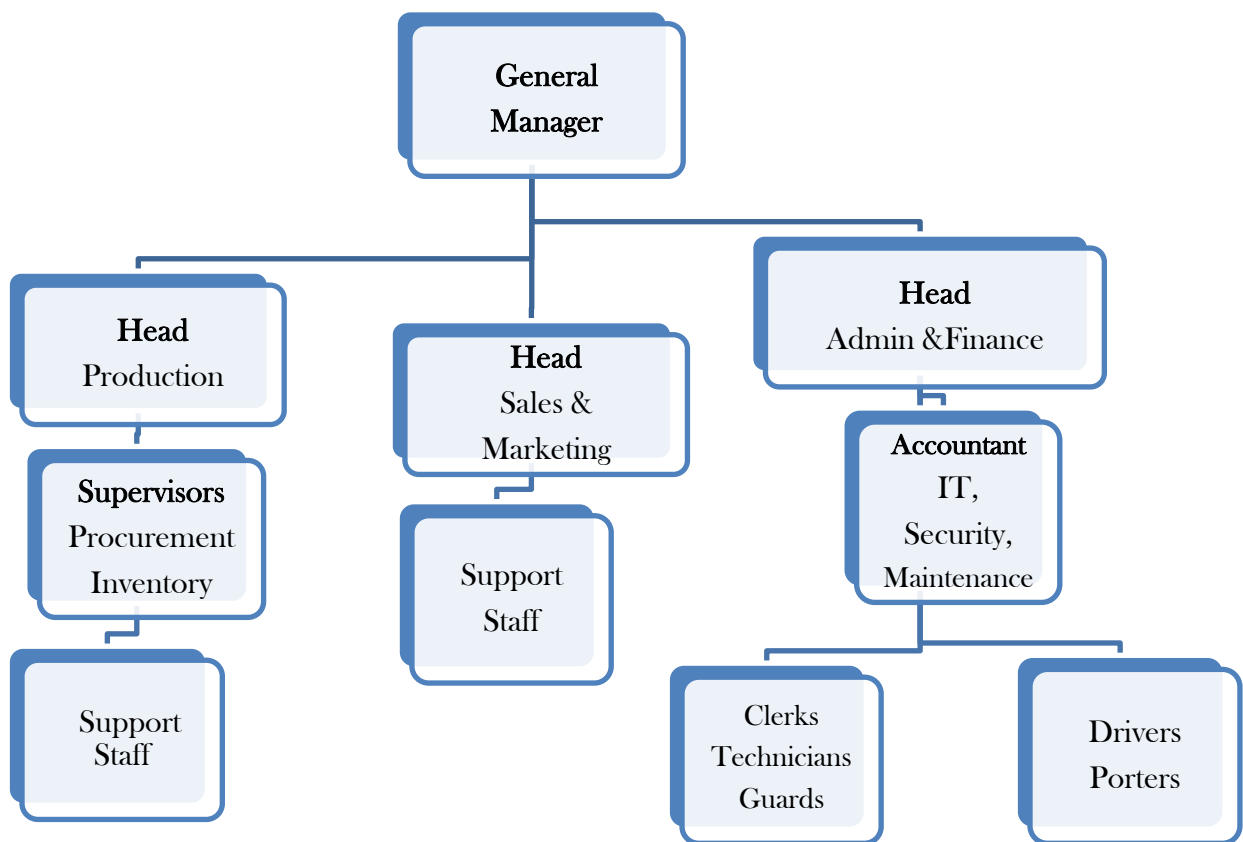
ENVIRONMENTAL CONSIDERATIONS:

Measures will be put in place for the sustenance a clean surrounding. In doing so, the applicant will develop green spaces (landscape) the area, using selected trees, etc. This will support the country’s Low Carbon Development Strategy (LCDS).

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:



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.
- **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.

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

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.

FINANCIAL REQUIREMENTS

INVESTMENT SCHEDULE:

To implement the project, an amount of G\$ 300 million will be invested, as follows:

<u>Item #</u>	<u>Particulars / Activities</u>	<u>Estimated Cost (G\$)</u>
1	Preliminary & Pre-Operative Expenses	2,500,000
2	Land - Development	25,600,000
	Buildings & Erections, Equipment:	
3	Perimeter Fence	17,200,000
4	Gas Station - Equipment (Pumps, etc.)	85,840,000
5	Mini Mart	18,200,000
6	Security - Cameras, Monitors, etc.	7,800,000
7	Offices - Furnishings & Appliances	8,500,000
	Vehicles:	
8	Fuel Tankers	74,360,000
9	Pick-up Trucks, etc.	28,500,000
10	Power Supply – Generators	12,300,000
11	Utilities - Water, Telecommunication	8,800,000
12	Sanitation & the Environment – Landscaping	5,800,000
13	Miscellaneous	4,600,000
	Total	300,000,000

BENEFITS

The project will generate several socio - economic benefits for the investor, the community and the sector. These include:

EMPLOYMENT:

The project will generate employment for an estimated twenty – five (25) persons. These will include persons from within the area, where there is dire need for providing employment opportunities.

CONVENIENCE:

At the moment there is no fuel station along the Linden Soesdyke Highway, with a huge gap between the last available gas station located at Soesdyke Junction and the next station located in Linden. The establishment of a gas station with a mini mart at Yarrowkabra will narrow this gap and facilitate convenient refueling and shopping.

ENHANCE COMPETITIVENESS:

The business will provide consumers with fuel and other supplies at a competitive price, and thus enhance their efficiency.

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 enhance the sustainability of the applicant's 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

An architecturally sound building will be constructed which 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 Government's (EPA's) assistance in providing approval / permit for the implementation of this project.

ATTACHMENTS

(Supporting Documents)