



The U.S. Commercial Service and the
World Trade Center of New Orleans Present



Third Annual

“Banking on Development” Conference

**PROVIDING SOLUTIONS AND CREATING
BUSINESS OPPORTUNITIES FOR U.S. COMPANIES
AT THE MULTILATERAL DEVELOPMENT BANKS**

March 16, 2007
World Trade Center – The Plimsoil Club
2 Canal Street, New Orleans, LA

MORNING SESSION

7:30am Registration & Continental Breakfast

8:00am Welcome to New Orleans

J. Dwight LeBlanc, Jr., President, World Trade Center

8:15am Opening Remarks & Introduction of Keynote Speaker

Daniel J. Bloom, Director, U.S. Advocacy Center & Multilateral Development Bank Center
U.S. Department of Commerce

8:30am Keynote Address

Faryar Shirzad, Vice President & Director of International Public Policy, Goldman Sachs

9:00am Promoting the Private Sector at the Multilateral Development Banks

Moderator: Barrett J. Wilson, Vice President & Manager of Trade Finance,
Whitney National Bank

Speakers: Mark Sullivan, U.S. Executive Director, European Bank for
Reconstruction & Development

Greg Berger, Senior Advisor to the U.S. Executive Director, World Bank Group

Paul Curry, Alternate U.S. Executive Director, Asian Development Bank

Stephen Hallaway, Senior Advisor, Office of External Relations, Inter-
American Development Bank

To register, please visit: <http://www.wtcno.org/programs/2007/banks3-16.htm>

Mima Nedelcovych, Managing Director, Schaffer Global Group & former U.S. Executive Director, African Development Bank

10:15am Effective Business Strategies for Working with the Multilateral Development Bank Private Sector Arms

Moderator: Alan Beard, Managing Director, Interlink Capital Strategies

Speakers: William Center, Senior Commercial Officer, World Bank Group
Kenneth Reidbord, Senior Commercial Officer, Asian Development Bank
Sanford Owens, Senior Commercial Officer, European Bank for Reconstruction & Development
Christel Fredrikson, Commercial Officer, African Development Bank
Miguel Romano, Business Liaison, Inter-American Development Bank

11:15am Integrating Multilateral Development Bank Financing into a Global Business Strategy

Moderator: Svetoslav Gatchev, Vice President, Delphos International

Speakers: Mini Roy, Managing Director, Export & Agency Finance, Citigroup
Trevor Gunn, Director, International Relations & Project Management, Medtronic
Patricia Nance, General Manager, Funded Agency Business, Oracle Corporation Asia Pacific

12:45pm Luncheon & Keynote Address

Keynote Introduction

by Luncheon Sponsor: Raj Kumar, President, The Development Executive Group

Keynote Address: Nina Shapiro, Vice President, Finance & Treasurer, International Finance Corp. (IFC)

AFTERNOON SESSION

2:00pm Risk Mitigation Case Studies from the MDBs' Private Sector Arms: Emerging Markets, Public-Private Partnerships, Political Risk Mitigation and more...

Moderator: Kenneth Hansen, Partner, Chadbourne & Parke LLP

Speakers: Peter Cleary, General Counsel, Multilateral Investment Guarantee Agency (MIGA)

Ravi Bugga, Senior Manager, Investments Division, Infrastructure Department, IFC
Charlotte Ruhe, Director for Croatia Office, European Bank for Reconstruction & Development
Lori Kerr, Investment Officer, Private Sector Department, Inter-American Development Bank
Mima Nedelcovych, Managing Director, Schaffer Global Group & former U.S. Executive Director, African Development Bank

3:30pm ***Concurrent Sessions***

I. Private Equity Funds, Global Trade Finance Program, and Advisory Services: What Differentiates the IFC & Why Your Business Should Pay Attention

Moderator: William C. Cummins, Senior Vice President, Global Trade Services, JP Morgan Chase Bank

Speakers: Haydee Celaya, Director, Private Equity and Investment Funds Department, IFC
Richard Cabello, Senior Investment Officer, Technical Assistance & Advisory Services, IFC
Bonnie Galat, Head of Marketing & Sales, Global Trade Finance Program, IFC

II. Best & Worst Practices in MDB Procurement

Moderator: Kim Phan, Executive Director, International Law Institute (ILI)

Speakers: Yinguo Huang, Principal Procurement Specialist, Asian Development Bank
Bernhard Zentgraf, Senior Procurement Specialist, Asian Development Bank
Pamela Bigart, Lead Procurement Specialist, World Bank Group

5:00pm **Jazz & Networking Reception**

6:00pm **Adjournment**

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Small Business Exporters Association of the U.S.
U.S.-Russia Business Council**

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