

**MOBILIZING AID FOR TRADE:
LATIN AMERICA AND THE CARIBBEAN**

***PRIVATE SECTOR AND THE AID FOR TRADE INITIATIVE
WORKSHOP***

**September 12, 2007
Miraflores Park Hotel
Room: Splendido
Lima, Perú**

The WTO Task Force on Aid for Trade has foreseen an important role for the private sector in Aid for Trade. It recognized that "an increased dialogue between the public sector and private entrepreneurs would improve effectiveness in assessing aid for trade needs, in diagnostics and in implementation as well as in evaluating effectiveness in implementation." Organized by the Inter American Development Bank and the International Trade Centre (ITC), this event will provide an opportunity to take stock of successful initiatives in the role of private sector on the formulation of trade policy and regulations, public-private sector partnerships to build trade-related infrastructure, overcoming supply-side constraints and trade finance. Based on presentation of experiences drawn from different parts of Latin America and the Caribbean (LAC), the event is designed to foster a dialogue and gather insights into the public-private collaborations for trade development as well as supporting private sector initiatives aimed at increasing and strengthening trade flows within the region, as well as between LAC and the rest of the world.

The Private Sector and Aid for Trade Initiatives Workshop is open to all participants of the "Mobilizing Aid for Trade: Focus Latin America and the Caribbean" Meeting.

LINKS:

International Trade Centre <http://www.intracen.org/>

Inter American Development Bank <http://www.iadb.org/>

The Multilateral Investment Fund <http://www.iadb.org/mif/>

World Bank <http://www.worldbank.org/>

World Trade Organization <http://www.wto.org/>

International Trade Forum <http://www.tradeforum.org/>

TENTATIVE AGENDA

8:30 – 9:00 **REGISTRATION**

9:00 – 9:20 **Key Note Address**

Ana Maria Rodriguez, IDB Representative Country Office Peru
Patricia Francis, Executive Director, International Trade Centre (ITC)

9:20 – 10:45 **SESSION 1: ROLE OF PRIVATE SECTOR IN TRADE POLICY MAKING AND SUPPLY CAPACITY BUILDING**

Brief Presentation

Mr. Eric Alvarez, Chief Office for Asia, Pacific, Latin America and the Caribbean, International Trade Centre (ITC)

The governments are increasingly involving the private sector in the formulation and implementation of trade policy for (i) better diagnosis of the problems and design of appropriate trade policy reform for creating a business friendly environment, (ii) making policy reforms easier to implement by promoting better understanding of the reform package, (iii) building an atmosphere of mutual trust and understanding between public and private sectors and (iv) promoting transparency and good governance. In developing countries therefore, trade policy support and supply-side assistance go hand in hand for businesses to reap the benefits of trade liberalization.

Panel Discussion:

How private sector groups, and particularly those representing SME interests, can be empowered to articulate and express their views, make proposals and monitor the public policy-making, institution building and project planning.

The panellists might focus on the following questions:

Why is it important for the private sector to be involved in formulating trade policy?

How can private sector involvement improve the design and implementation of trade policy?

How can the private sector leverage international organizations to influence trade policy?

What are the success models in private sector involvement?

Mr. Oswaldo Barriga Karlbaum, General Manager CADEX, Camara de Exportadores de Santa Cruz (Bolivia)

Mr. Enrique S. Mantilla, Camara de Exportadores de la Republica Argentina (CERA) (Argentina)

Mr. Stephen Lande, President, Manchester Trade Ltd

Mr. Anthony O' Sullivan, Head of Division, Private Sector Development OECD

10:45 - 11:15 **Networking Break**

11:15 - 12:30

SESSION 2: INFRASTRUCTURE TRENDS AND FINANCING

Brief Presentation

Mr. Rafael Fuentes, Commercial Counsellor of the Spanish Embassy

Public-Private partnerships in building trade related infrastructure come in many forms. For example, an enterprise group, composed of public and private interests, produces a public service for profit. These include build, own and operate (BOO) and build, operate and transfer (BOT) schemes for the development of trade related infrastructure, such as road networks, airports, ports etc. It may also include partnerships such as, the joint management of a cold storage at the airport with the equity put into the venture by the partners being paid through user fees, or partnerships for the delivery of "public" services like the customs through establishing a single window for imports and exports.

Panel Discussion:

Issues that can be addressed are:

What is the state of infrastructure investments and infrastructure deficit in Latin America and the Caribbean?

What are the key factors, which trigger, help design and successfully execute the joint ventures of this type?

Were regulatory changes necessary to facilitate the creation or the operation of the partnership?

Do aid agencies or development finance institutions have a role in promoting such services or participating in them as partners, sponsors or facilitators? Was any such agency involved in the specific case?

Mr. Michael E. Lucente, Managing Director, Merrill Lynch Global Markets & Investment Banking

Mr. Antonio Henrique Pinheiro Silveira, Deputy-Secretary For Economic Monitoring, Ministry of Finance, Brazil

Mr. Ricardo Carciofi, Director, Institute for the Integration of Latin America and the Caribbean of the Inter-American Development Bank

12:30 – 2:30 **Lunch Break**

2:30 – 4:00

SESSION 3: HELPING SMES TAKE ADVANTAGE OF OPPORTUNITIES OF TRADE LIBERALIZATION

Brief Presentation

Donald Terry, *Manager, Multilateral Investment Fund (MIF), IDB*

Overview of MIF activities in support of SME involvement in foreign trade. Activities will include the Facilitation of International Trade and Investment projects as well as other lines of action such as access to markets through global value chains and clusters, support to new exporters, programs to raise the awareness of SMEs on opportunities generated by trade liberalization, and the dissemination of best practices on export promotion. The goal is to present specific cases of projects and/or client institutions that could illustrate current good practices as well as potential new approaches to private sector and the aid for trade agenda

Panel Discussion:

Ms. Sonia Solari, Executive Director, Fundación Fortalecer, (Argentina)

Mr. Ricardo Estrada, Executive Director, CORPEI (Export and Investment Promotion Corporation), (Ecuador)

Ms. Fany de Estrada, Director, AGEXPRONT (Guatemala)

Ms. Dinah Hippolyte, Trade Policy Officer, Caribbean Association of Industry and Commerce (Trinidad & Tobago)

4:00-4:30 **Networking Break**

4:30-6:00

SESSION 4: TRADE FINANCE AS A TOOL FOR AID FOR TRADE

Brief Presentation

Hans U. Schulz, *Manager, Structured and Corporate Financing (SCF) Department, IDB*

The SCF will present an overview on its trade finance products, outlining the structure, rationale and impact of the Trade Finance Facilitation Program (TFFP) and the IDB's support for Investment Funds active in trade finance in the LAC region. Special focus will be given to initiatives on how to increase and deepen the outreach of these trade finance products in the region through donor support, which could play an important role in overcoming resource and risk-taking constraints. For instance, increasing access to international markets for Micro, Small and Medium-Sized Enterprises (MSMEs) in LAC to enable them to grow, create employment and wealth by taking advantage of opportunities arising from trade through the expansion of the TFFP to MSMEs and boost its pro-poor impact by increasing the supply of trade finance through their partner banks.

Panel Discussion:

Mr. Raul Baltar, CEO, Banco Interamericano de Finanzas (Peru)

Mr. Wayne Wray, President, First Global Bank (Jamaica)

Banco Economico (Bolivia)

Mr. James Prusky, Chief Operating Officer, Crecera Finance Company (Trade Finance Investment Fund, US)

Mr. Franco Naranjo Jimenez, Manager, Banco Improsa (Costa Rica)

6:00 –6: 20

CLOSING REMARKS: IADB, ITC
