



THE U.S. DEPARTMENT OF COMMERCE
AND
THE WORLD TRADE CENTER OF NEW ORLEANS



PRESENT

“OPEN THE BANKS”

A CONFERENCE ON PROVIDING SOLUTIONS AND CREATING OPPORTUNITIES FOR U.S. COMPANIES AT THE MULTILATERAL DEVELOPMENT BANKS

March 30, 2006

8:30am to 5:00pm (Registration starts at 7:30am)

WORLD TRADE CENTER – THE PLIMSOLL CLUB

2 Canal Street, New Orleans, LA 70130

- 7:30am-8:30am** **Registration and Continental Breakfast**
- 8:30am-8:40am** **Welcome to New Orleans**
Charles W. Nelson, *President, World Trade Center*
Don Hutchinson, *Executive Assistant to the Mayor for Economic Development, City of New Orleans*
- 8:40am-8:45am** **Opening Remarks**
Daniel Bloom, *Director Advocacy Center*
- 8:45am-9:00am** **The Accelerating Importance of the Multilateral Development Banks**
The Honorable Israel Hernandez, *Assistant Secretary for Trade Promotion and Director General for the U.S. & Foreign Commercial Service*
- 9:00am-11:30am** **Senior Commercial Officers at the Multilateral Development Banks will discuss their role and provide an overview of their respective Banks.**
- Panelists: Gene Harris, *Senior Commercial Officer*
European Bank for Reconstruction and Development
Frank Foster, *Senior Commercial Officer*
Asian Development Bank
Rashida Petersen, *Acting Senior Commercial Officer*
African Development Bank
Brian McCleary, *Senior Commercial Officer*
Inter-American Development Bank
Will Center, *Senior Commercial Officer*
World Bank
- Moderator: Diane Willkens, *President and CEO, Development Finance International*

11:30am-12:30pm *Visiting U.S. Executive Directors' perspectives on the strategic direction of the MDBs, how the Banks are improving governance and transparency in less-developed countries, and advancing U.S. procurement opportunities.*

Invited Panelists: Ambassador Cynthia Perry, *U.S. Executive Director
African Development Bank*

Ambassador Paul Speltz, *U.S. Executive Director
Asian Development Bank*

The Honorable Hector Morales, *U.S. Executive Director
Inter-American Development Bank*

The Honorable Robert B. Holland, III, *U.S. Executive Director
The World Bank*

The Honorable Mark Sullivan, *U.S. Executive Director
European Bank for Reconstruction and Development*

Moderator: Michael Olivier, *Secretary of Economic Development, State of Louisiana*

12:30pm-1:30pm **Lunch**

Informational Training Sessions

1:45pm-3:15pm **Session A. Success Stories: Constructing A Winning Bid**
Susana Florian, *Senior Vice-President, Parsons Brinckerhoff*
Session B. Banking on the Private Sector: How to obtain MDB money for your project in emerging markets
William A. Delphos, *Managing Director, Delphos International, Ltd.*
Session C. ADB – Procurement of Goods & Civil Works – Part I
Ignatius Santoso, *Principal Procurement Specialist, ADB*
Session D. ADB – Procurement of Consulting Services – Part I
Huang Yinguo, *Principal Consulting Services Specialist, ADB*

3:15pm-3:30pm **Break**

3:30pm-5:00pm **Session A. Success Stories: Constructing A Winning Bid**
Susana Florian, *Senior Vice-President, Parsons Brinckerhoff*
Session B. Banking on the Private Sector: How to obtain MDB money for your project in emerging markets
William A. Delphos, *Managing Director, Delphos International, Ltd.*
Session C. ADB – Procurement of Goods & Civil Works – Part II
Ignatius Santoso, *Principal Procurement Specialist, ADB*
Session D. ADB – Procurement of Consulting Services – Part II
Huang Yinguo, *Principal Consulting Services Specialist, ADB*

5:00pm-6:30pm **The Finale – A Closing Jazz Reception**

CONFERENCE CO-SPONSORS

Delphos International	Parsons Brinckerhoff	Development Finance International, Inc.
Louisiana Economic Development	City of New Orleans	Port of New Orleans
Louis Armstrong New Orleans International Airport		