Driving Private Sector Development through Structural Transformation in Belize

November 5, 2010

McField Conference Centre
4792 Coney Drive
Belize City, Belize

BIOGRAPHIES — SPEAKERS & PANELISTS

Keynote Speaker

Dr. Ricardo Hausmann,
Director of the Center for International Development at Harvard University
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Ricardo Hausmann is Director of the Center for International Development and Professor of the Practice of Economic Development at Harvard University.

Previously, he served as the first Chief Economist of the Inter-American Development Bank (1994-2000), where he created the Research Department. He has served as Minister of Planning of Venezuela (1992-1993) and as a member of the Board of the Central Bank of Venezuela. He also served as Chair of the IMF-World Bank Development Committee.

He was Professor of Economics at the Instituto de Estudios Superiores de Administracion (IESA) (1985-1991) in Caracas, where he founded the Center for Public Policy. His research interests include issues of growth, macroeconomic stability, international finance, and the social dimensions of development. He holds a PhD in economics from Cornell University.

Hausmann earned a Bachelor's degree in Engineering and Applied Physics (1977) and a PhD in Economics (1981) at Cornell University.

PANEL 1
The Role of the State in Economic Transformation: From Theory to Practice

Moderator: Mrs. Celene Cleland-Gomez, BCCI

Panelists: Osmel Manzano, IDB
David O'Donovan, Ireland Industrial Development Agency

Mr. Osmel Manzano
Senior Research Economist, IADB
Osmel Manzano is Senior Research Economist in the Country Department for Belize,

Central America, Mexico, Panama and Dominican Republic at the Inter-American Development Bank, where he leads economic research on development challenges in the Central American Isthmus, with emphasis on Agriculture, Energy and Competitiveness. He co-coordinates the research agenda for Central America and the country dialogs with Guatemala, Belize, Dominican Republic and Honduras and Nicaragua.

Prior to this appointment he was Assistant Director and Coordinator of the Research Program at the Andean Development Corporation (CAF), leading the research agenda on the institution as well as the Program for the Support for Research on Development Issues which support local researchers that work on topics related to CAF Agenda. He was founding co-editor of "Perspectivas", a bi-yearly journal published by CAF

He has also being Adjunct Professor at Universidad Catolica Andres Bello and IESA. He has been invited to teach at different Latin American universities. He is the author of different publications on resource policy and development. He has also been a Visiting Fellow at the Mossavar-Rahmani Center for Business and Government of the John F. Kennedy School of Government (Harvard University) and Analyst at the Office of the Chief Economist of Petróleos de Venezuela.

Mr. Manzano holds a Ph.D. Degree in Economics from the Massachusetts Institute of Technology. He received the "Jose Felix Ribas" Order from the Venezuelan Government and different fellowships and grants for his studies.

Mr. David O' Donovan

Ireland Industrial Development Agency

David O'Donovan, a citizen of the Republic of Ireland, has been an independent consultant in investment promotion since 2001, working with a broad cross section of clients that includes the European Union, Inter-American Development Bank (IDB), World Bank/International Finance Corporation/Foreign Investment Advisory Service, United Nations Industrial Development Organization (UNIDO), United Nations Development Programme (UNDP), Economic Commission for Latin America and the Caribbean (ECLAC), Andean Development Corporation (CAF), and Irish government development agencies. His consulting activities have taken him to Africa (Tanzania), Eastern Europe (Kosovo and Macedonia), the Middle East (Egypt, Iran, Kuwait, Jordan, Turkey, United Arab Emirates, and Yemen), and Latin America and the Caribbean (Colombia and Peru).

For more than three decades (1968-2001) he worked in various capacities for the Industrial Development Agency (IDA) of Ireland, participating in and garnering first-hand experience of Ireland's successful structural transformation. He was initially involved in the development and regulation of IDA-Ireland's first industrial parks. Subsequently, he moved to geographical sourcing of foreign direct investment (FDI), being responsible for attracting FDI into Ireland from the East Coast of North America and the United Kingdom. His last fifteen years were spent in attracting FDI into specific sectors. First, he was in charge of attracting FDI into Ireland in consumer products sub -sectors, such as clothing and textiles, plastic products, toys and games, and engineered consumer products. Subsequently, he was responsible for the development of the information and communications technology (ICT) and internationally trade service sectors sectoral clusters in Ireland.

Mr. O'Donovan holds a Bachelor of Commerce degree from the University College, Dublin and a Master of Science degree in Strategic Management from Trinity College, Dublin. He co-authored a paper on "Is the Irish Model of FDI Attraction relevant to the countries of Latin America and the Caribbean?", which was published by ECLAC, Chile in 2006.

PANEL 2
Lessons and the Possibilities for Belize

Moderator: Ricardo Hausmann, Harvard University

Panelists: Yvonne Hyde, CEO, Economic Development
Michael Singh, CEO, of Tourism, Culture and Civil Aviation
Emile Mena, Director, Mena Group of Companies

Ms. Yvonne Hyde,

CEO, Economic Development

A respected leader and manager with over 20 years experience in executive

management, project development and implementation, loan negotiations and development issues. Degrees in Economics and Management along with professional courses in Public Finance, Project Investment and Marketing have contributed to strong evaluation skills and analytical abilities. Membership on the Boards of Directors of various development agencies has resulted in extensive knowledge of topical development issues including poverty reduction and macro economic management. In addition, a recent assignment as a senior diplomat in Europe has resulted in increased capacity in the area of international diplomacy and trade.

Academic Accomplishments/Honours

1. Master of Science in Management, National Louis University, July 1992,
2. Diploma in Investment Appraisal and Management, Harvard University, August 1989

1. Certificate in International Marketing, Boston College, August 1986
2. Certificate in Public Finance, International Monetary Fund, October 1983

B.Sc (Hons) in Economics, University of the West Indies, June 1972

Mr. Michael Singh,
CEO, of Tourism, Culture and Civil Aviation

Michael Singh is the Chief Executive Officer in the Ministry of Tourism, Civil Aviation and Culture in Belize. As the CEO, Michael is leading an innovative development strategy for Tourism that combines a corporate business approach with the principles of responsible tourism development. Michael views Belize's future as a leading example of how sustainable tourism development can be done right, and has been instrumental in convincing Belize's government leaders, planners, investors, stakeholders, and a number of international development banks on the importance of making sustainable tourism development a national priority.

Michael comes to government following a distinguished career in the private sector in the US, the Caribbean and Belize. He is the founder and president of BTALCO Limited, a diverse holding company with interests in technology, transportation, hotels, tour operations, heavy equipment and real estate. During his 20 plus years in business development, Michael was instrumental in the introduction of several global brands into Belize and Central America.

Michael has served on the Boards of Directors of several NGO's and Charities including the Belize Audubon Society and the Rotary Club, and continues to serve several regional cooperative associations including the Corporacion Centroamericana de Aviacion Civil (COCESSNA), the Central America Tourism Agency (CATA) and the Caribbean Tourism Organization (CTO).

Mr. Emile Mena,
Director, Mena Group of Companies

Mr. Emile Eugene Mena was born on September 24th, 1969 in Belize, Central America. He received both Primary and Secondary education in Belmopan, Belize. He continued his tertiary level education in the USA and holds a Bachelor of Science Degree in Electrical Engineering from Louisiana State University, and a Master's Degree in Business Administration from the University of New Orleans. Mr. Mena worked with the Belize Electricity Limited for a short period as a Loss Reduction Engineer. Since 1994, he has been in the family business working as a Director of the Mena Group of Companies, which comprised of: The Wood Depot Co. Ltd., JEBCO Construction Ltd., and Fresh Catch Belize, Ltd.

Mr. Emile Mena presently resides in Belmopan, Belize with his wife daughter and two sons and has and continues to be an active member of many Governmental and Private Sector organizations.

PRESENTATION

Market Based Solutions to Social Challenges

Presenter:

Luis Ros,

Opportunities for the Majority of Sector Manager

Luiz Ros was appointed Manager for the Opportunities for the Majority (OM) Sector Office in January 2008, with responsibility for promoting and coordinating activities corresponding to the OM initiative. He joined the IDB in 2007, as Principal Business Development Specialist for the OM Office.

Before entering the Bank, Ros was the Global Manager for Markets and Sustainable Enterprise at the World Resources Institute (WRI), where he built partnerships with venture capitalists, large corporations, business schools, and enterprise development institutions in key emerging economies to support sustainable investment that brought opportunities to underserved sectors of the population. He was an advisor to the DuPont company's presidency for Latin America, which was simultaneously the vice presidency of emerging markets growth.

Ros has served as a member of the strategic board for VC III Stratus Investment Fund, based in São Paulo, Brazil, that supports small, sustainable businesses. He also served as a member of International Finance Corporation's advisory panel under the Sustainable Finance Initiative and the Latin America Financial Initiative Advisory Group of the United Nations Environmental Programme. Ros lectured at the Harvard Business School on private sector strategies to serve low-income markets in Latin America.

Prior to joining the WRI, Ros was the director of the National Environmental Fund at the Ministry of Environment in Brazil, where he was in charge of funding more than 100 projects, including those involving local communities and indigenous peoples in the Amazon region. He managed World Bank managing projects in Brazil financed by the Global Environmental Facility.

Ros has undergraduate and graduate degrees in economics and a Master of Science in International Relations and Environmental Economics from the University of Brasilia, Brazil. He was a visiting scholar at the state university of New York in Syracuse.

PRESENTATION

The IDB Group's Support to the Private Sector and General Overview of its Private Sector Windows

Steven J. Puig

Vice-President for Private Sector and Non-Sovereign Guaranteed Operations, IDB

Steven J. Puig, an experienced Latin American corporate banker, assumed the position of Vice President for Private Sector and Non-Sovereign Guaranteed Operations of the Inter-American Development Bank on November 7, 2007.

Prior to joining the IDB, Mr. Puig had a distinguished career at Citigroup. Between 2004 and 2007, he served as Citigroup's Trade Business Head for Latin America growing the bank's Trade Finance portfolio from $2.9 billion to over $5 billion. From January 2001 through June 2004, he was President of Citibank Colombia and Chairman of the Board of Colfondos. For his active involvement in social programs, Mr. Puig was awarded the Colonel Ferguson Medal of Honor by President Andrés Pastrana.

Previously, he was President of Citibank El Salvador for three years and member of the Boards of Citigroup's private pension fund management companies in El Salvador and Costa Rica. From February 1997 through May 1998 Mr. Puig was Citibank's Corporate Banking and Corporate Finance head in the Dominican Republic.

Mr. Puig obtained his Master in International Management degree with honors at the American Graduate School of International Management in Arizona. He holds an undergraduate degree from Georgetown University's Edmund A. Walsh School of Foreign Service.

PANEL 3

IDB Instruments for Private Sector Development

Moderator: Mr. Steven J. Puig, Vice-President for Private Sector and Non-Sovereign Guaranteed Operations, IDB

Panelists: Jose Jorge Saavedra, Private Sector Development Senior Specialist, IDB

Warren Weissman, Chief, Industries and Services, Structured and Corporate Finance Department, IDB
David Levy, Private Finance Operations Senior Specialist, Inter-American Investment Corporation Development Agency

Mr. Jose Saavedra,

Private Sector Development Senior Specialist, IDB

A Bolivian national, has worked for the Inter-American Bank (IDB) since 2003. In 2008, he moved to Barbados as the Senior Private Sector Development Specialist - Caribbean Region. He is responsible for leading financial and technical assistance programs in the areas of private sector development and competitiveness in the Caribbean. He recently led the establishment of the COMPETE CARIBBEAN program, the largest IDB grant-program to support private sector development and competitiveness projects in CARIFORUM countries. The program will provide technical assistance and investment funding for productive development policies, business climate reforms, clustering initiatives and SME development activities within a comprehensive private sector development framework.

In the public sector, he worked in Bolivia as Senior Advisor to the Minister of Economic Development, where he was responsible for private sector development policy reforms; and as Executive Director of the Technical Unit on Productivity and Competitiveness. In Peru, he worked as advisor to the Presidency of the Council of Ministers, supporting initiatives to improve competitiveness.

In academia, he worked as Academic Dean of the MBA Program of Maestrias para el Desarrollo (Universidad Católica Boliviana / Harvard Institute for International Development), where he was professor of general management, leadership and strategy. He was visiting professor hired by Harvard University to teach at the Lee Kuan Yew School of Public Policy at the National University of Singapore. He has taught executive programs at Universidad Católica in Paraguay, Universidad de los Andes in Colombia and The University of the West Indies in Jamaica.

In the private sector, he worked as Executive Vice President of the FCALP Railroad, as General Manager of Grupo Metrobol S.A., a transportation and communications holding, and as advisor to the CEO of ENTEL, the largest telecommunications company in Bolivia.

JJ, as he is known in the Caribbean, holds a Master's Degree in Public Administration from Harvard University, a Master's Degree in Public Policy and Management from the Universidad Católica Boliviana / Harvard Institute for International Development, a Master's Degree in International Political Economy and a Bachelor's Degree in Economics and Political Science from the Catholic University of America. Additionally, he completed graduate programs at Harvard Business School, Massachusetts Institute of Technology and Stanford Graduate School of Business Administration.

He has completed consultancies for private companies and international organizations in Europe, Asia, and Latin America. He has published four books and over a dozen papers. Among his publications are the following: Management for Social Development: An Integrated Approach to the Management of Social Policies and Programs (2006), Competitiveness Issues in Bolivia (2002) and Worker and Business Cultures (1999).

Mr. Warren Weissman,

Chief, Industries and Services, Structured and Corporate finance Department, IDB

Warren Weissman heads the Industries & Services Division of the Inter-American Development Bank's Structured and Corporate Finance department. The Division is responsible for non-sovereign guaranteed lending by the IDB to extractive and productive industries, and to the services sector (tourism, education and healthcare).

Warren joined the IDB in September 2007, after a 20-year commercial and investment banking career, most recently as head of Latin America syndicated finance for Bank of America. Prior assignments have included leadership roles in syndicated finance, relationship management and credit risk management for Bank of America and other financial institutions, based in the US as well as in Buenos Aires, Hong Kong, Madrid and Sao Paulo.

Warren is a graduate of Oberlin College (BA) and the Fletcher School (MALD with

concentration in economics).

Mr. David Levy,

Private Finance Operations Senior Specialist, Inter-American Investment Corporation

David Levy is an investment officer in the Operations Division of the IIC with responsibility for Mexico, Suriname, and the English speaking countries in the Caribbean. The Operations Division is responsible for originating, identifying, developing, negotiating, and approving operations and programs with private companies and financial institutions and for developing structured finance and capital market products.

David has more than 20 years of experience in financing and has worked in transactions in almost every sector and country in Latin America and the Caribbean. Before joining the Inter-American Investment Corporation David worked for Shell and Gillette.

David graduated as an industrial engineer from the Universidade Federal do Rio de Janeiro and has an MBA in finance and marketing from the University of Maryland.