



U.S.-AFRICA INFRASTRUCTURE CONFERENCE
BUILDING DYNAMIC GROWTH IN AFRICA
WASHINGTON, D.C., APRIL 27-29, 2010

Infra 2010: AGENDA

(Updated March 29, 2010)

*All conference events/sessions will take place at the JW Marriott unless otherwise indicated

Tuesday, April 27

- 2:00 – 5:00 p.m. **Registration**
- 5:30 – 7:00 p.m. **Welcome Reception** (The Willard Intercontinental Hotel)

Wednesday, April 28

- 8:00 – 9:00 a.m. **Continental Breakfast: “Show me the Money!” : Your Road Map to the Conference**
Learn how to open up international donor markets, strategically position for projects, and navigate through the complexities of bidding in these emerging markets.
Ms. Diane Willkens, CCA Board Member
Sponsored by Development Finance International
- 9:00 a.m. **Welcoming Address**
- 9:15 a.m. **Opening Plenary: Financing for Infrastructure**
Ms. Katherine Sierra, Vice President for Sustainable Development, The World Bank
- 10:00 – 10:20 a.m. **Networking Break**
- 10:30 a.m. – 12:00 p.m. **Plenary II: “New and Improved Funding Sources”**
This panel offers insights from leading private equity firms from North Africa, including EFG-Hermes and Citadel Capital, controlling a combined over \$9 billion in investment experience. Their extensive business knowledge will help to identify innovative financing solutions for infrastructure development in Africa. The Panel will also discuss the “missing middle”
- Speakers:**
Mr. J. Skyler Fernandes, Principal, Centripetal Capital Partners
Ms. Colleen Harkness, Managing, Director, Global Growth Markets, GE Capital - Energy Financial Services

- Citadel Capital
- EFG- Hermes

Moderator: Mr. Terry Dunmire, CCA Board Member

12:15 – 1:45 p.m.

Luncheon: “Build It and They Will Come”

2:00 – 3:30 p.m.

Concurrent Sessions

Round Table: “Future of Power in Africa”

Following in the path of advanced cellular technology development, new approaches to power in Africa have the potential to set the standard for the global industry. This session will illustrate an example of such success by showcasing an award-winning power project led by the private sector. This project incorporates many elements of innovation by providing cost-effective, quality energy sources to an underdeveloped market.

Speakers:

Mr. Bobby Pittman, Jr., Vice President, Infrastructure, Private Sector and Regional Integration, African Development Bank Group

Mr. Joseph Brandt, President and Chief Executive Officer, Contour Global

Mr. Darryl L. Wilson, President and CEO, Aeroderivative Gas Turbines for GE Power & Water

Moderator:

Ambassador Herman J. Cohen, President, Cohen and Woods International

ICT and the Financial Sector: New Opportunities in Africa

Across sub-Saharan Africa, central banks are looking to modernize their ICT infrastructure to improve efficiency, transparency, and overall financial sector management. These efforts are strengthening the public and private financial sectors across the continent, while creating significant business opportunities for companies that provide the latest ICT solutions in areas such as network security; real-time cash balance information; IT banking architecture and core banking; data warehousing, disaster recovery and business continuity planning; and payments switch, automated clearing house, and Smartcard technologies. This session will highlight upcoming modernization projects at the central banks of Nigeria, Rwanda, and Tanzania, as well as other opportunities in the pipeline at bilateral and multilateral donor institutions.

Speakers:

Ms. Samia Melhem, Sr. Operations Officer, Policy Division (CITPO), The World Bank Group

Mr. Paul Marin, Regional Director for Sub-Saharan Africa, U.S. Trade and Development Agency

3:30 – 4:00 p.m.

Networking Break

4:00 – 5:30 p.m.

Concurrent Sessions

Round Table: Water

With its far-reaching uses and effects, water is a crucial natural resource for Africa and the world. The consequences of poor water management range from health to agriculture to industry. Managing this resource is a daunting yet crucial task, and deserves attention on a systematic level. In this session, speakers will address the challenges of water resource management and suggest sustainable solutions to current water inadequacies.

Speakers:

Dr. Leslie Shoemaker, Vice President, Strategic Initiatives, TetraTech, Inc.
The Honorable Dr. Mahmoud Abu-Zeid, President, Arab Water Council
Mr. Humberto Goyen Fros, Deputy Managing Director, CSI Ingenieros SA

Moderator:

Dr. Aaron Salzberg, Lead for Water, Bureau of Oceans, Environment, and Science, U.S. Department of State

Creating an Environment for Project Finance (Session organized by Dept. of Treasury)

Speakers

The panel discussion will build upon two sessions of the Virtual Working Group (WG) hosted by the U.S. Treasury and the Infrastructure Consortium for Africa (ICA). The WG will be used to discuss the process of identifying and allocating the risks found in a given project within a project finance context. The WG will also examine how to identify bottlenecks under financing agreements in power PPPs in order to understand how these can be mitigated and how capacities of partners around Power Purchase Agreements (PPAs) can be further enhanced.

Speakers

Mr. Didier Rotsaert, Partner, AES
Mr. Jeffrey Humber, Director, Africa Infrastructure Program, USAID Africa Bureau AFR/SD/EGEA
Ms. Hela Cheikhrouhou, Infrastructure Finance Division Manager, African Development Bank
Mr. Ben Donovan, Partner, Dewey & LeBoeuf LLP

Moderator:

- Treasury (TBD)

5:30 – 7:00 p.m.

Networking Reception Sponsored by GE and AECOM

7:00 – 9:00 p.m.

Dinner in Honor of Ministers of Finance and Central Bank Governors

Mr. Stephen Hayes, President and CEO, The Corporate Council on Africa

Thursday, April 29

8:00 – 9:00 a.m.

Continental Breakfast

9:00 – 10:15 a.m.

Plenary: Doubling US Exports to Africa in the Next 5 Years: *What Help Can You Expect from the US Government Agencies*

The Obama Administration has launched a single, comprehensive strategy to promote American exports called the National Export Initiative (NEI). On March 11, 2010, President Obama signed an Executive Order that instructed the Federal Government to take all steps to support an ambitious effort to marshal the full resources of the United States government behind American businesses that sell their goods and services abroad. The panelists will highlight their agencies efforts in support of the private sector.

Speakers:

The Honorable Daniel W. Yohannes, CEO, Millennium Challenge Corporation

10:15 – 10:30 a.m.

Signing ceremony with the Honorable Ray LaHood, Secretary, U.S. Department of Transportation

Networking break *Sponsored by Boeing*

10:45 a.m. – 12:15 p.m.

Concurrent Sessions

Round Table “Climate Change: The Private Sector Response”

This session will highlight opportunities and solutions in this burgeoning field.
(Clean technology Fund; EBID fund)

Speakers:

Mr. Christian Adovelande, President, ECOWAS Bank for Investment and Development (*EBID*)

Mr. Jay Wileman, Region Executive – Africa, GE Energy Infrastructure

Mr. Mark J. O'Brien, CEO EcoFuel Global/ERS Corporation

Moderator:

Dr. J. Peter Pham, Senior Fellow and Director of the Africa Project, National Committee on American Foreign Policy

Procurement Opportunities in Power and Infrastructure

With a wealth of projects in the pipeline, investors in Africa have many new opportunities to bid in the power and infrastructure sectors. This session will highlight upcoming projects in these important sectors.

Speakers:

Mr. Jason Bauer, Director, Private Sector Initiatives, Millennium Challenge Corporation MCC

Airport Infrastructure Development and Economic Growth

Airport and aviation development greatly contribute to the overall economic growth in an economy. This session will highlight what some African countries have done to support airport infrastructure development, which has directly led to increases in trade.

Speakers:

Mr. Van Rex Gallard, Vice President for Sales, Africa, Latin America and the Caribbean, Boeing Commercial Airplanes

Moderator:

Ms. Heather Pedersen, CCA Board Member

12:15 – 1:45p.m.

Luncheon: "Africa's Got Talent" (a luncheon highlighting new business leaders)

Description: Investment in Africa, whether large or small, requires extensive local knowledge to achieve success. However, when that knowledge is applied in new and dynamic ways, the result is a business that not only achieves, but excels and inspires others. We will showcase a series of intrepid business leaders whose organizations are attaining positive community impact through effective, innovative business responses to local social problems. Their sustainable solutions are driving change in a way that creates opportunity and serves as an example of innovative development in Africa.

Speakers: Two minute pitches by entrepreneurs selected from winners of recent USAID contest.

Mr. Ronald Mutebi, President, Tek Consults Ltd

Mr. Kojo Benjamin Taylor, Founder and CEO, MicroClinic Ltd.

Moderator:

Ms. Lorraine Hariton, Special Representative for Commercial and Business Affairs, Department of State

2:00 – 3:30 p.m.

Concurrent Sessions

From Ports to Rural Roads: the Last Mile

From the management of African seaports, to the development of efficient and sustainable road networks, providing a consistent supply chain has been a difficult logistical task. Panelists will provide solutions to achieving a reliable conduit for delivering sustenance and infrastructure.

Speakers:

Mr. William Killeen, President, Acrow Bridges

Mr. Bradford Cahill, Africa Logistics, SDV/Bolloré

“Seven Secrets of Success”

Description:

Doing business in Africa was once perceived as a difficult and complex undertaking. The reasons: the numerous processes associated with conducting business, combined with a fragile investment climate and inadequate infrastructure.

But, with fewer conflicts, more democratic elections, and economic growth rates that gradually have begun to compete with those of other developing regions, Africa is proving itself to be the continent of positive change.

This workshop will cover the following topics to increase your chances of success:

- Structuring your business (JV, subsidiary, etc)
- Licensing and registration
- Tax implications
- Partner identification and vetting
- Cultural understanding and sensitivities
- Working with US and African governments
- Developing local market channels

Speakers:

Mr. Haskell Ward, Senior VP. Seacom

Dr. Mima Nedelcovych, Director for Business Development and Government Relations, Buchanan Renewables

Mr. Gilles de Vignemont, Africa Desk, PWC

3:30 – 3:50 p.m.

Networking Break

4:00 – 5:30 p.m.

Concurrent Sessions

“Securing Your Infrastructure”

This session will explore ways in which governments can keep their infrastructure safe from negative elements. Panelists will discuss a range of options for infrastructure security, as well as best practices for operating in a diverse set of locations and political climates.

Speakers:

Mr. Richard Orth, Director, Strategic Plans, AECOM

Moderator:

Mr. Nigel Sutton, CDR (USN-Ret), Director / Staff Executive to the CEO, Raytheon International, Inc.

5:30 – 6:30 p.m.

Closing Reception (TBC)

--The VAULT to be open from 2-5 pm, Wednesday and Thursday--

Hermes * Citadel * Zephyr * MCC * World Bank * AfDB * ECP * OPIC * IFC * Standard Bank * UBA *
USTDA * Wambia Capital * Pan African Capital * ExIm * M&T Bank

The Vault

Termed "The Vault" the two day interactive session will run simultaneously with the Infrastructure Conference. Financial representatives will have the opportunity to present their institutions, their capabilities, and be available to interact with the participants in a specific way. Projects shopping for funding will have the opportunity to meet relevant prospective funders; funders can widen their portfolios by meeting with and learning about prospective projects.

By having the financial sector centralized and working in an interactive basis the purpose is to have the participants from all sectors learn about the financing available and for the financing institutions to learn more about prospective projects.