

# 2006 UNITED STATES-AFRICA INFRASTRUCTURE CONFERENCE

REVISION DATE: 10/25/2006

## WEDNESDAY, SEPTEMBER 27, 2006

2:30 PM  
Grand & Pool Foyers

**REGISTRATION OPENS**

6:30 PM  
Maryland Suites

**OPENING DINNER RECEPTION**

7:30 PM  
Grand Ballroom

**OPENING DINNER**  
**THEME: THE IMPORTANCE OF INFRASTRUCTURE IN AFRICA**

### *Speakers*

- Mr. Jeffrey N. Shane, Under Secretary for Policy, U.S. Department of Transportation
- Professor Firmino Mucavele, Executive Head, The New Partnership for Africa's Development (NEPAD) Secretariat

8:00 PM  
Grand & Pool Foyer

**REGISTRATION CLOSES**

## THURSDAY, SEPTEMBER 28, 2006

7:00 AM  
Grand & Pool Foyer

**REGISTRATION OPENS**

7:00-8:45 AM  
Grand Foyer/Ballroom

**CONTINENTAL BREAKFAST**

9:00-10:00 AM  
Grand Ballroom

**OPENING PLENARY**  
**THEME: WHY INFRASTRUCTURE?**

Panelists will highlight the growing momentum behind infrastructure development in Africa and assess key priorities for ensuring the completion of new projects. Specific opportunities for U.S. companies to support African infrastructure development will also be discussed.

### *Introduction*

Mr. Frank Fountain, Sr. Vice President of External Affairs and Public Policy Daimler Chrysler (Auburn Hills) and Chairman of Board of Directors, the Corporate Council on Africa (CCA)

*Speakers*

- Ambassador John Danilovich, Chief Executive Officer, Millennium Challenge Corporation (MCC)
- Mr. Desi Lopez Fafie, Vice President and Managing Director, Oracle Africa Operations
- Mr. Michael Mah'moud, Director, The New Partnership for Africa's Development (NEPAD), Regional Integration and Trade Department, African Development Bank (AfDB)

*Moderator*

- Mr. Timothy Richards, Director, International Energy Policy, General Electric (GE)

**SERIES A, THREE WORKSHOPS**

**10:15-11:15 AM**  
**Rockville/Chevy Chase**

**REGIONAL PROJECTS: SOUTHERN AFRICA**

This workshop will highlight infrastructure projects in the Southern African region. Panelists will provide potential investors with a clear understanding of current regional infrastructure project development, including financing vehicles for these projects. Downstream opportunities for contract bidding will also be discussed.

*Speakers*

- The Honorable Jacob Nkate, Minister of Education, Republic of Botswana
- Ms. Siobhan Cleary, Senior Manager of Strategy, Johannesburg Stock Exchange
- Mr. Siyabonga Simayi, Coega Development Corporation
- The Honorable Mr. Bernard Sande, Ambassador, Republic of Malawi

*Moderator*

- Mr. Craig Allen, Senior Commercial Officer, South Africa, U.S. Department of Commerce

**10:15-11:15 AM**  
**Grand Ballroom**

**TELECOMMUNICATIONS**

This workshop will address current challenges impacting telecommunications infrastructure development in Africa such as privatization, licensing, contract vehicles, and strategic partnerships for new investors. Panelists will also highlight new telecommunications projects and assess opportunities for future investment on the continent.

*Speakers*

- Dr. Joseph O. Okpaku, Sr., President and Chief Executive Officer, Telecom Africa International Corporation
- Mr. Leon Ntalé, President, MicroCom
- Mr. Todd Giacobbe, Vice President of International Business Development, Lucent Technologies

- Ms. Michelle O'Neill, Deputy Under Secretary for International Trade, U.S. Department of Commerce

***Moderator***

- Mr. Philippe Dongier, Manager, ICT Policy Division, World Bank

**10:15-11:15 AM  
Bethesda/Potomac**

**ROADS AND BRIDGES**

This workshop will address the challenges and opportunities for the development of new roads and bridges that link rural areas, cities, industrial hubs, and African countries and regions. Panelists will assess ways in which African governments are working with multilateral financing institutions and private banks to fund and develop road and bridge infrastructure, dramatically increasing Africa's trade and growth potential. Panelists will also assess recent projects' successes and explore opportunities for future investment in the sector.

***Speakers***

- Ms. Carol Hessler, Managing Director for Infrastructure, Millennium Challenge Corporation (MCC)
- Dr. David Wheeler, Lead Economist, World Bank Development Research Group
- Mr. Henry Nevares, Director, Office of International Programs, Federal Highway Administration, U.S. Department of Transportation
- Mr. Elvin Harris, Chief Director of Transport, Department of Public Enterprises, Republic of South Africa

***Moderator***

- Mr. Bill Killeen, President, Acrow Bridges Corporation

**SERIES B, THREE WORKSHOPS**

**11:30-12:30 PM  
Rockville/Chevy Chase**

**REGIONAL PROJECTS: EAST AFRICA**

***Sponsored by General Electric Rail***

This workshop will address regional infrastructure development in East Africa, including project development primarily managed through the region's two leading organizations: the Common Market for Eastern and Southern African States (COMESA) and the East African Community (EAC). Panelists will discuss the essential role of the private sector in the development and success of new projects established by the regional organizations. Panelists will also discuss leading infrastructure development priorities in East Africa and assess challenges and opportunities for private sector participation in these projects.

***Speakers***

- Mr. Micah Ajijo, Principal Transport Economist, African Development Bank (AfDB)
- Mr. Luca Mazzei, Strategic Marketing Leader, General Electric (GE) Transportation

***Moderator/Speaker***

- Mr. Mark Ball, Managing Director, Emerging Sun

**11:30-12:30 PM  
Grand Ballroom**

**BUILDING THE INFRASTRUCTURE: THE ROLE OF IT**  
***Sponsored by Oracle and Hewlett Packard***

This workshop will address the opportunities and challenges for investment in the national telephone, satellite, broadband, and database management systems in Africa. Panelists will also discuss the role for ICT in generating fiscal reform and will explore the development of new e-government solutions.

***Speakers***

- Mr. Desi Lopez Fafie, Vice President and Managing Director, Oracle African Operations
- Mr. Olivier Suinat, Managing Director of Africa, Hewlett Packard (HP)
- Mr. Michele A. Castegnaro, Director, Business Development, Emerging Africa & IOI, Cisco Systems

**11:30-12:30 PM  
Bethesda/Potomac**

**ENERGY AND ELECTRICAL GRIDS**  
***Sponsored by General Electric***

This workshop will address energy infrastructure development opportunities and constraints in both African metropolitan and rural areas. Panelists will assess the development, expansion, and improvement of energy infrastructure in Africa essential to accelerating a broad-based economy on the continent. Panelists will also discuss efficient and reliable access to energy and electrical power resources and services, one of the most important requirements for improving quality of life for African citizens.

***Speakers***

- Dr. Joseph Makoju, Chairman of the Executive Board, West African Power Pool
- Mr. Amadou Diallo, Secretary General, West African Power Pool
- Ms. Helen Tarnoy, Commercial Director, Aldwych International Ltd.
- Mr. Fulton Eaglin, Project Development Associate, The AES Corporation

***Moderator***

- Mr. Mark Digby, Region Executive for Africa, General Electric (GE) Energy Global Sales

**12:30-1:45 PM  
Grand Foyer/Ballroom**

**BUFFET LUNCH**

**1:45-2:45 PM**

**PLENARY TWO**

**Grand Ballroom**

**THEME: REGIONAL INTEGRATION**

***Sponsored by U.S. Department of Transportation***

This plenary will focus on regional infrastructure development and its role in promoting regional economic development and trade. Panelists will discuss their collaboration with key regional organizations such as NEPAD, COMESA, SADC, and ECOWAS on current projects. Panelists will identify some of the leading projects available to U.S. investors. The U.S. Department of Transportation will highlight and discuss the facilitative role that cooperation between nations can play by speaking to recent engagements with African nations in regard to the *Open and Safe Skies* initiatives and the *Safe Skies for Africa* program.

***Speakers***

- Professor Firmino Mucavele, Executive Head, The New Partnership for Africa's Development (NEPAD) Secretariat
- Dr. Paul Jourdan, Chief Executive Officer, Mintek (NEPAD Projects)
- Ms. Susan McDermott, Deputy Assistant Secretary for Aviation and International Affairs, U.S. Department of Transportation

***Moderator***

- Mr. Timothy Richards, Director, International Energy Policy, General Electric (GE)

**SERIES C, THREE WORKSHOPS**

**3:00-4:00 PM**

**Rockville/Chevy Chase**

**PORTS**

This workshop will discuss effective management of port infrastructure development and port management in Africa. Panelists will assess the foremost challenges faced in developing and maintaining ports in Africa, as well as the importance of ports to trade and economic growth on the continent. Panelists will also highlight areas where partnerships can be forged; particularly the development of supporting infrastructure such as railways and roads to service trade cargo to and from key ports.

***Speakers***

- Ms. Maureen Harrington, Vice President of International Policy, Millennium Challenge Corporation (MCC)
- Ms. Audrey Adams, Deputy Assistant Commissioner, Office of International Affairs, U.S. Customs and Border Protection, Department of Homeland Security

***Moderator***

- Mr. Don Breazeale, Don Breazeale and Associates, Inc.

**3:00-4:00 PM**

**Bethesda/Potomac**

**REGIONAL PROJECTS: NORTH AFRICA**

***Sponsored by Waterstone***

This workshop will assess current obstacles (to) and opportunities for investment in key national and regional projects in North Africa. Panelists will assess the normalization of U.S. trade relations with Libya and the opportunities this creates for U.S. businesses. Panelists will also discuss the expansive regional opportunities that exist for the development of energy, power, rail, and telecommunications infrastructure throughout North Africa.

***Speakers***

- Mr. Jean Charles Crochet , Economics Department, The Middle East and North Africa Region, World Bank
- Mr. Fadi Abdulkhalek, Vice President, Middle East and Africa Public Services, Oracle

***Moderator***

- Mr. Stephen Hayes, President, Corporate Council on Africa

**3:00-4:00 PM  
Grand Ballroom**

**MANAGING COMMERCIAL RISK**

***Sponsored by General Electric and Hunton & Williams LLP***

The purpose of the panel is to address the specific challenges of doing business in Africa faced by international suppliers, investors, and participants in the infrastructure sector, with special reference to commercial risks. Panelists will suggest practical strategies and options for minimizing those risks and thereby encouraging inward investment and trade. The panelists will cover the following four areas:

- Deal Structuring
- Enforceability of Contracts and Dispute Resolution
- Risk Management
- Insurance and Related Products for Mitigating Risk

***Speakers***

- Mr. Rashad Kaldany, Director, Oil, Gas, Mining and Chemicals, International Finance Corporation (IFC)
- Mr. Jim Williams, Regional Director, Africa and the Middle East, Political Risk, U.S. Overseas Private Investment Corporation (OPIC)
- Mr. Tim Stanley, Vice President, Strategic Risk Consulting, Control Risks North America

***Moderator/Speaker***

- Mr. Robert H. Edwards, Jr., Partner, Hunton & Williams LLP

**SERIES D, THREE WORKSHOPS**

**4:15-5:15 PM  
Rockville/Chevy Chase**

**AIRPORTS AND AVIATION**

***Sponsored by DynCorp International***

This workshop will discuss the requirements for air transportation development in lesser developed economies; the need for ongoing skills training; the development of human

resources to maintain air transportation safety requirements and air transportation facilities; the unique vulnerabilities of air transportation infrastructure; and the financial requirements of physical facilities and transportation fleets. Panelists will assess air transportation infrastructure development including commercial, private, passenger, and cargo, essential requirements for any country seeking domestic and international trade growth.

***Speakers***

- Mr. Jeff Scheferman, Vice President, DynCorp International
- Ms. Connie Wilson-Hunter, Manager, Africa Safe Skies Program, U.S. Department of Transportation

***Moderator***

- Mr. Glenn D. Dunmire, III, Director, Business Development, DynCorp International

**4:15-5:15 PM  
Bethesda/Potomac**

**REGIONAL PROJECTS: WEST AFRICA**

This workshop will focus on the constraints and initiatives for private infrastructure development and infrastructure investment in Sub-Saharan Africa. The Kounoune I IPP in Senegal will be used to illustrate how the World Bank Group is proactively supporting private infrastructure development in Sub-Saharan Africa. Panelists will discuss ways to bridge the gap between the West African region's wealth of natural resources and its intra-regional social and economic infrastructure development needs. Heavy equipment financing in Cameroon will also be discussed. Liberia's redevelopment and re-engagement into the West African regional economy and infrastructure opportunities in Ghana will be given particular attention.

***Speakers***

- Mr. Mark Mondik, Vice President, Delphos International
- Mr. Alain Ebobisse, Principal Investment Officer, Infrastructure, International Finance Corporation (IFC)
- The Honorable Loseni Dunzo, Acting Minister of Public Works, Republic of Liberia

***Moderator/Speaker***

- Ms. Holly Vineyard, Deputy Assistant Secretary for Africa, the Middle East and South Asia, U.S. Department of Commerce

**4:15-5:15 PM  
Grand Ballroom**

**BUSINESS PRACTICES AND TRANSPARENCY**

***Sponsored by General Electric and Hunton & Williams LLP***

The purpose of this panel is to explore developments in governmental transparency initiatives, as well as other issues related to working with governments. The panel will also discuss how global companies operating in Africa address these issues. The panelists will cover the following three areas:

- Corporate Policies for Transparency (best practices of global companies; managing sales representatives, distributors, consultants and other local partners)
- Anti-Corruption Initiatives (applicable laws, treaties and relevant African initiatives)
- Collaboration with governments (protecting against U.S. litigation arising from working with governments; dealing with public tendering issues and localization requirements)

***Speakers***

- Mr. Akere Muna, Vice-Chairman, Board of Directors, Transparency International
- Mr. Edward Rowe, Counsel, International Law & Dispute Resolution Group, Hunton & Williams LLP
- Mr. S. L. (Sim) Moats, International Government Relations, Exxon Mobil Corporation

***Moderator/Speaker***

- Mr. Liam McCollum, General Counsel, Middle East & Africa, General Electric (GE)

**6:00-7:00 PM  
Salon C & D**

**SPEED NETWORKING**

**FRIDAY, SEPTEMBER 29, 2006**

**7:00-8:45 AM  
Grand Foyer/Ballroom**

**CONTINENTAL BREAKFAST**

**7:15-8:30 AM  
Salon 3**

**PROJECT OPPORTUNITIES—BREAKFAST WORKSHOP**

*Sponsored by Development Finance International, Inc.*  
African Infrastructure: Projects and Business Opportunities funded by the World Bank and African Development Bank (AfDB)

***Speakers***

- Ms. Diane M. Willkens, President and Chief Executive Officer, Development Finance International, Inc.
- Ms. Jeanmarie Meyer, Senior Director, Program Procurement Policy, Millennium Challenge Corporation (MCC)
- Ms. Christel Fredrikson, Acting Senior Commercial Officer, African Development Bank (AfDB)

**9:00-10:00 AM  
Grand Ballroom**

**PLENARY THREE**

**THEME: FINANCING YOUR PROJECTS**

This plenary will address the evolving project financing landscape on the African continent, the availability of solid local partners, and the risks and benefits of undertaking new project

financing in Africa. Panelists will pay specific attention to the opportunities for United States companies to increase their lending activities in Africa and will also provide advice on best practices for successfully identifying and bidding on new projects.

***Speakers***

- Mr. Robert Mosbacher, Jr., President and Chief Executive Officer, U.S. Overseas Private Investment Corporation (OPIC)
- Mr. J. Joseph Grandmaison, Member, Board of Directors, Export-Import Bank of the United States
- Mr. Tony Elumelu, Group Managing Director and Chief Executive Officer, United Bank for Africa

***Moderator***

- Mr. Timothy Richards, Director, International Energy Policy, General Electric (GE)

**SERIES A, FOUR WORKSHOPS**

**10:15-11:15 AM**  
**Salon E**

**PUBLIC-PRIVATE PARTNERSHIPS**

***Sponsored by Schaffer Global Group and The Partnership to Cut Hunger and Poverty in Africa***

This workshop will address the lack of available infrastructure and the impact on factors of production and economic growth on the African continent. Panelists will assess the successful design, financing, construction, and maintenance of infrastructure facilities, which can be carried out through mutual engagement and long-term commitments between public sector authorities, private sector operators, and investors.

***Speakers***

- Mr. Daniel Runde, Director, Office of Global Development Alliances, United States Agency for International Development (USAID)
- Mr. Reatile “Chicks” Mochebelele, Director, Infrastructure, Water and Sanitation, The New Partnership for Africa’s Development (NEPAD) Secretariat
- Mr. Ini Urua, Director, The New Partnership for Africa’s Development (NEPAD) Unit, African Development Bank (AfDB)
- Mr. Greg Fyfe, Head of Export Finance within Project Finance, Standard Bank

***Moderator***

- Dr. Mima Nedelcovych, Managing Director, Schaffer Global Group

**10:15-11:15 AM**  
**Rockville/Chevy Chase**

## **CREDIT RISK MITIGATION**

*Sponsored by United States Agency for International Development (USAID)*

High levels of credit risk serve as a major impediment to financing infrastructure projects throughout the African market. Many banks, financial institutions, and other investors are reluctant to provide critical debt financing for projects without some form of credit risk mitigation. Panelists will present credit risk mitigation products offered by three U.S. agencies and Guarantco (a recently created guarantee company) that have helped mobilize long-term capital for infrastructure projects on the continent.

### *Speakers*

- Mr. John Richter, Regional Director for Africa, Export-Import Bank of the United States
- Ms. Mitchell Strauss, Director, Credit Policy, U.S. Overseas Private Investment Corporation (OPIC)
- Mr. Paul Freedman, Chief Counsel, Credit Programs, United States Agency for International Development (USAID)
- Mr. Nick Rouse, Managing Director, Emerging Africa Infrastructure Advisors (Standard Bank)

### *Moderator*

- Mr. John Wasielewski, Director, Office of Development Credit, United States Agency for International Development (USAID)

**10:15-11:15 AM**  
**Bethesda/Potomac**

## **WATER AND SANITATION**

This workshop will address key issues surrounding Africa's inability to fully access its water supply, including water transportation, water supply management systems, and irrigation techniques. Panelists will assess the impact that minimal access to water has on the continent's ability to participate in international commerce, health and social well-being in Africa, and agricultural productivity. They will also outline potential public-private partnerships that could help establish a vital and sustainable water infrastructure in Africa.

### *Speakers*

- The Honorable Hackman Owusu-Agyemang, Minister of Water Resources, Works, and Housing, Republic of Ghana
- The Honorable Sidik Mia, Minister of Water Development, Republic of Malawi
- Mark J. Devine, Manager, Water and Wastewater Division, Coler and Colantonio, Inc.
- Mr. Andrew Zaske, Global Equipment Product Manager, General Electric (GE) Water

### *Moderator*

- Mr. Gad Cohen, Deputy Managing Director, Infracore

**10:15-11:15 AM**  
**Grand Ballroom**

## **A COUNTRY STUDY: REPUBLIC OF GABON**

*Sponsored by the Republic of Gabon*

This workshop aims to highlight development opportunities in the Republic of Gabon. Development in ports, airports, and telecommunications will help usher in a new era of rapid economic expansion in Gabon and in the central African region.

### *Speakers*

- The Honorable Paul Mba Abessolo, Vice Prime Minister, Minister of Transportation and Civil Aviation
- The Honorable Idriss Ngari, Senior Minister, Minister of Public Works, Equipment, and Construction
- The Honorable Paul Biyoghe-Mba, Minister of Trade and Industrial Development (in charge of NEPAD)
- The Honorable Martin Mabala, Minister of Merchant Marine and Ports Equipment

### *Moderator*

- Mr. Bert C. Ubamadu, Managing Director, Fairmont Capital Strategy Group, LLC

## **SERIES B, THREE WORKSHOPS**

**11:30 -12:30 PM**  
**Rockville/Chevy Chase**

## **HOUSING AND CONSTRUCTION**

This workshop will discuss the critical role of housing and commercial construction for development in Africa. Panelists will address pre-fabricated housing trends, focusing on the need for planned housing and highlighting specific case studies of developing countries.

### *Speakers*

- Ms. Mitchell Strauss, Director, Credit Policy, U.S. Overseas Private Investment Corporation (OPIC)
- Mr. Rick Jackson, President, Global Steel

### *Moderator/Speaker*

- Mr. Alan Beard, Managing Director, Interlink Capital Strategies

**11:30-12:30 PM**  
**Grand Ballroom**

## **FINANCING YOUR PROJECTS**

This workshop will highlight the different lending programs and financing products available for infrastructure project development in Africa. Panelists will also discuss the many challenges and obstacles to successful project financing and will provide insight through specific project finance case studies pertaining to the continent. Attention will also be paid to the role that advocacy and multilateral development banks can play in assisting U.S. businesses participating in non-recourse project financing.

***Speakers***

- Mr. Peter Gent, Project, Structured Trade and Commodity Finance Team Leader, Rand Merchant Bank
- Mr. Jim Polan, Vice President of the Small and Medium Enterprise Finance Department, U.S. Overseas Private Investment Corporation (OPIC)
- Mr. Stephan Von Klaudy, Lead Infrastructure Specialist, Infrastructure Economics and Finance Division, World Bank
- Mr. Dan Bloom, Director of the Advocacy Center, International Trade Administration, U.S. Department of Commerce

***Moderator/Speaker***

- Mr. Svetoslav Gatchev, Vice President, Delphos International

**11:30-12:30 PM  
Bethesda/Potomac**

**LOGISTICS AND DISTRIBUTION**

***Sponsored by Pegasus Energy***

This workshop will address the similarities and differences between the United States and the African continents' logistics and distribution systems, as well as the usefulness of the different techniques for developing greater efficiencies in African logistics and distribution. The workshop will also focus on the logistics industry in Africa, including information and distribution techniques that are suitable to systems where high-technology and low-technology applications interact.

***Speakers***

- Mr. Hap Palmer, Chief Executive Officer, Pegasus Energy
- Mr. David Morgan, Founder and Chief Executive Officer, D.W. Morgan Company, Inc.
- Mr. Coulter "Buddy" Tillett, Logistics Director, DynCorp International
- Dr. Edgar Pieterse, Special Advisor on Strategy, Western Cape Provincial Government, Republic of South Africa

***Moderator***

- Ambassador Frances Cook, Member, Board of Directors, Pegasus Energy

**1:00-2:15 PM  
Grand Ballroom**

**CLOSING LUNCHEON**

**THEME: THE WAY FORWARD FOR INFRASTRUCTURE  
DEVELOPMENT IN AFRICA**

***Speakers***

- Mr. Chris Foster, Deputy Secretary of Business and Economic Development, State of Maryland
- Ambassador Karan K. Bhatia, Deputy United States Trade Representative (USTR)
- The Honorable Paul Mba Abessolo, Vice Prime Minister, Minister of Transportation and Civil Aviation, Republic of Gabon