AMERICAS BUSINESS DIALOGUE
“Advancing a Private Sector Regional Agenda for Development”

March 26, 2014 - São Paulo, Brazil

PROGRAM

INTRODUCTION

*Americas Business Dialogue* is a private sector driven initiative facilitated by the Inter-American Development Bank intended to foster a high-level and open policy dialogue among the region’s most important business leaders.

This public-private dialogue initiative emerged as an outcome of the first edition of the CEO Summit of the Americas, held in Cartagena (Colombia) in April 2012, which provided a unique opportunity for a high-level dialogue among more than 700 top business executives and 13 Heads of State gathered for the VI Summit of the Americas.

Preceding the Annual Meeting of the Boards of Governors of the Inter-American Development Bank (IDB) and the Inter-American Investment Corporation (IIC) (March 27-30, Costa do Sauipe, Bahia, Brazil), the IDB together with the Confederação Nacional da Indústria (CNI) will co-host the event “*Americas Business Dialogue: Advancing a Private Sector Regional Agenda for Development*” on March 26, 2014, at CNI’s headquarters, in São Paulo, Brazil.

Persuaded that the business community can play a responsible and active role in the discussion, development, and implementation of policies and international initiatives aimed at promoting the region’s social and economic development, the event will provide business leaders the opportunity to exchange ideas and discuss the region’s policy priorities, working on a common agenda towards the next CEO Summit of the Americas to be held in Panama, on margins of the VII Summit of the Americas, in 2015.

OBJECTIVES

The objectives of the meeting are the following:

1. To discuss the region’s policy priorities for the business community.
2. To organize thematic Working Groups.
3. To develop work plans and timeline for each of the Working Groups towards the 2015 CEO Summit of the Americas.
4. To establish a follow-up mechanism for the working groups
The meeting will take place on Wednesday, March 26, 2014 at the CNI’s headquarters in São Paulo, and will consist of the following activities:

1. Welcoming Remarks
2. Presentation of the Americas Business Dialogue
4. Working Groups - Session I
5. Lunch
6. Presentation: “Opportunities and Challenges of LAC Global and Regional Integration”
7. Working Groups - Session II
8. Plenary Session: Conclusions and Follow-up
9. Closing Remarks

The meeting will be opened by the Vice President of the Confederação Nacional da Indústria (CNI), Paulo Tigre, and the IDB’s Representative in Brazil, Daniela Carrera Marquis. This will be followed by an introduction to the Americas Business Dialogue provided by the IDB’s Chief of the Trade and Investment Unit, Fabrizio Opertti, and Alejandro Ferrer, former Minister of Trade and Industries and representative of the Chamber of Commerce, Industry and Agriculture of Panama, who will present the goals for the 2015 CEO Summit of the Americas.

After an introduction to the role of the region’s major business associations in the Dialogue, participants will have the opportunity to participate in an open exchange of ideas on the most important policy priorities for the social and economic development of the region. The outcomes of this dialogue will inform the agenda of the 2015 CEO Summit of the Americas.

The dialogue among the business associations will be organized in working groups (WGs) in two separate sessions, one in the morning and another one in the afternoon. The WGs have been organized in general themes:

- **Theme 1: International Competitiveness for Economic Development**
  This theme will focus on the following topics: (1) **Energy and Infrastructure** (public-private partnerships; renewable and non-renewable energy); (2) **Logistics and Transportation Systems**; (3) **Innovation and Technology** (information technology and communications; innovation, research and development; intellectual property; and technology transfer); and (4) **Regulation** (regulatory accountability; red tape; contract enforceability; transparent public procurement processes).

- **Theme 2: Regional Cooperation and Business Development**
  The theme will look at these topics: (1) **Mutual Recognition of Standards** (technical and quality standards); (2) **Regulatory Cooperation and Information Exchange** (statistics exchange; consumer data protection); (3) **Taxes** (double taxation); (4) **Investment Promotion and Protection**; (5) **Finance** (angel investing and venture capital; inter-operability of capital markets; trade finance; regulation and supervision; and anti-money laundering).

- **Theme 3: Global and Regional Integration**
  The third theme will consider the next topics: (1) **Global Value Chains and Productive Integration**, (2) **Customs and Trade Facilitation**, (3) **Services** (public-private partnerships,
mutual recognition agreements, movement of natural persons and business visas), and (4) **Natural Resources and Sustainable Development**.

- **Theme 4: Business and Social Development**
  The theme will focus on these topics: (1) **Corporate Social Responsibility**; (2) **Water Sanitation and Health**; (3) **Education** (human capital development; entrepreneurship); (4) **Small and Medium Enterprises (SMEs)** (access to finance, business development services, SMEs internationalization); and (5) **Social Business** (gender equality in business, minority-owned business; bottom of the pyramid business).

During the WGs session, the goals will be the following:
- Identification of WGs
- Election of chair and co-chairs for each WG
- Identification of companies potentially interested in participating in the WG
- A clearly defined list of topics, challenges, and opportunities to be addressed by the WG
- A detailed work-plan and timeline for advancing the dialogue in the WG

The WGs will be assisted by a rapporteur provided by the IDB who will be responsible for taking notes of the discussions, and supporting the WG in the development of a work-plan and timeline.

Following the lunch, Antoni Estevadeordal, the IDB’s Manager of Integration and Trade Sector, will make a presentation on “Opportunities and Challenges of Latin America and the Caribbean Global and Regional Integration.”

After the second WG session, the floor will be open to participants to draw general conclusions from the WG debates and discuss how to ensure an effective follow up for the dialogue.

The event will end with the closing remarks provided by Antoni Estevadeordal, H.E. Ambassador of Panama to Brazil, Gabriela García, and the CNI’s Director of Industrial Development, Carlos Abijaodi.

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Please, find the agenda in the following page.
AGENDA

WEDNESDAY, MARCH 26, 2014

CNI São Paulo Headquarter
Rua Surubim, 504 - Brooklin Novo, São Paulo

09:00 – 09:10am Welcoming Remarks
- Paulo Tigre, Vice President and Chairman of International Integration, CNI
- Daniela Carrera Marquis, Representative in Brazil, IDB

09:10 – 09:20am Presentation of the Americas Business Dialogue
- Fabrizio Opertti, Chief of Trade and Investment Unit, IDB
- Alejandro Ferrer, Cámara de Comercio, Industrias y Agricultura de Panamá (CCIAP)

09:20 – 09:30am Role of the Business Associations in the Americas Business Dialogue
- Shunko Rojas, Trade and Investment Unit, IDB

09:30am – 12:30pm Working Groups Session 1
- Theme 1: International Competitiveness for Economic Development
- Theme 2: Regional Cooperation and Business Development
- Theme 3: Global and Regional Integration

12:30 – 02:00pm Lunch

02:00 – 02:30pm Opportunities and Challenges of LAC Global and Regional Integration
- Antoni Estevadeordal, Manager of Integration and Trade Sector, IDB

02:30 – 03:30pm Working Groups Session 2
- Theme 4: Business and Social Development

03:30 – 04:30pm Plenary Session: Conclusions and Follow-up
Words of
- Jodi Bond, Vice President of the Americas, US Chamber of Commerce (USCC)
- Alejandra Méndez Salorio, Director of International Affairs, Consejo Coordinador Empresarial, Mexico (CCE)
- Ana Milena Cortázar, Manager of International Affairs, Asociación Nacional de Empresarios de Colombia (ANDI)
- Cecilia Martin, Chief of Trade and International Negotiations, Unión Industrial Argentina (UIA)

04:30 – 04:50pm Closing Remarks
- Antoni Estevadeordal, Manager of Integration and Trade Sector, IDB
- H. E. Gabriela García, Ambassador of Panama to Brazil
- Carlos Eduardo Abijaodi, Director of Industrial Development, CNI

05:00pm Cocktail