

Workshop on Foreign Direct Investment in the Caribbean Basin
Santo Domingo, Dominican Republic
11-12 April, 2000
Organised With the support of the Government of the Dominican Republic

Escuela Diplomática y Consular de la República Dominicana
Secretaría de Estado de Relaciones Exteriores
Ave. Independencia #752
Santo Domingo, Dominican Republic

Draft Agenda

Tuesday, 11 April 2000

8:30 a.m. Registration

9:15 a.m. Welcome Addresses

Government of the Dominican Republic

Mr. Rainer Geiger, Deputy Director for Finance, Fiscal and Enterprises Affairs, OECD

9:45 a.m. Session 1: Trends and Prospects for FDI in the Caribbean Basin

Chairperson: *Mr. Nick Griffiths, Chairman of the OECD Committee on Capital Movement and Invisible Transactions (CMIT); First Secretary, United Kingdom Delegation to OECD*

Speakers: *Mr. Michael Mortimore, Chief, Unit on Investment and Corporate Strategies, CEPAL/ECLAC*
Mr. Luiz Núñez, Director, International Department, Central Bank of Dominican Republic

Commentator: *Mr. Manfred Kupitz, Ministry of Economics, Germany*

General Discussion

10:45 a.m. Coffee Break

11:15 a.m. Session 2: Policy and Legal Frameworks for FDI in the Caribbean Basin

Chairperson: *Mr. Nick Griffiths, Chairman of the OECD Committee on Capital Movement and Invisible Transactions (CMIT), First Secretary, United Kingdom Delegation to OECD*

Speakers: *Ms. Maryse Robert, Principal Economist, OAS Trade Unit*
Ms. Pilar Moran, Ministry of Economy and Finance, Spain
Ms. Margarita Cedeño, Miembro del Consejo Directivo del Indotel, República Dominicana

Commentators: *Mr. Sang Ki Park, Minister, Deputy Representative, Korean Delegation to OECD*
Mr. Gary Clements, Economic Officer, U.S. Embassy Santo Domingo

General Discussion

12:45 Lunch

14:15 Session 3: Institutional Framework for FDI

Chairperson: *Mr. Nick Griffiths, Chairman of the CMIT; First Secretary, United Kingdom Delegation to OECD*

Speakers: *Ms. Maria Fernanda Guardia, Ministry of Foreign Trade, Costa Rica*
Mr. Felix Felipe, Gerente Cadena Hotelera Barceló
Mr. Antonio Martines, Deputy Manager, Central Bank of Brazil

General Discussion

15:30 Coffee Break

Speakers: *Mr. Julio Acosta, Gerente General, CINDE, Costa Rica*
Ms. Maiko Miyake, Research Associate, OECD

General Discussion

Wednesday 12 April 2000

9:15 Session 4: Maximising the Benefits of FDI

Chairperson: *Ambassador Werner Corrales, Venezuela Delegation to the WTO and UNCTAD*

Speakers: *Ms. Patricia Francis, President, Jamaican Promotions, Jamaica*
Ambassador Rene Leon, Ambassador of El Salvador to the United States, Embassy of
El Salvador in Washington D.C.
Mr. Rafael Camilo, Director, Oficina Nacional de Planificación, Dominican Republic

Commentator: *Mr. Luis Carlos Gómez, Vice President Manufacturing, Fruit of the Loom*

General Discussion

10:45 Coffee Break

Speakers: *Mr. Marcos Vallarino, National Director, Export and Investment Promotion, Republic*
of Panama
Mr. David Banks, Administrator, OECD
Mr. Fernando Matamoros, Gerente de Edenorte

General Discussion

12:30 Lunch

14:00 Session 5: Future Policy and Promotion Directions

Chairperson: *Ambassador Marino Baldi, Office fédéral des affaires économiques extérieures,*
Switzerland

Speakers: *Mr. Benjamin Rowland, Program Manager for Latin America and Caribbean Region,*
FIAS
Mr. Miguel Olivera Poll, Director, Unión Fenosa República Dominicana

Commentators: *Ms. Anneke Jessen, Integration and Regional Programs Department, Inter-American*
Development Bank (IADB)

General Discussion

15:15 Coffee Break

15:45 Session 6: Conclusions and Recommendations

Chairperson: *Ambassador Marino Baldi, Office fédéral des affaires économiques extérieures, Switzerland*

Speakers: *Mr. Eddy Martinez, Director, Oficina de Promoción de Inversiones, Dominican Republic*
Mr. Rainer Geiger, Deputy Director for Finance, Fiscal and Enterprises Affairs, OECD

Annotated comments to the agenda

Day 1

Session 1: Trends and Prospects for FDI in the Caribbean Basin

This session will set a scene for the discussion of foreign direct investment in the Caribbean. Participants are invited to discuss the recent trends of investment flows into the region. Presentations will cover overall trends, sectoral and geographical distributions of FDI, types of investment and assessment by both host and investing countries.

Session 2: Policy and Legal Frameworks for FDI in the Caribbean Basin

This session invites participants to discuss the main features of investment policies in the region. The discussions shall cover recent developments of investment policies in the Caribbean, particularly to have a close-look at successful investment strategies, and other policy and legal issues that contribute to improve investment climate in the region.

Session 3: Institutional Framework for FDI

This session provides a venue of discussion for the role of institutions in creating attractive environment for foreign direct investment into the region. Speakers are invited to discuss some of the following subjects.

- mandate, role and structures of Investment Promotion Agencies
- promotion strategies being used and pros and cons of the methods
- developing human capital
- developing sound financial institutions
- building sound regulatory proceeding systems, e.g. judiciary system, tax system
- other infrastructure

Day 2

Session 4: Maximising the Benefits of FDI

As discussed elsewhere, foreign direct investment intertwines with almost every aspect of local business functions from supplying resources to distribution of end products. At each phase, a foreign investor may have different benefits to offer depending on the investment arrangements. One should also bear in mind that the benefits of foreign investment could be extensive when secondary and tertiary effects are also taken into account. This session invites participants to discuss potential benefits of FDI as extensively as possible. The session also includes discussions of strategies to draw maximum benefits out of the investment. Several case studies are invited.

Session 5: Future Policy and Promotion Directions

This section summarises discussions of the workshop while re-addressing the future challenges for institutions involved in foreign investment. Some of the questions to be addressed are:

- are governments learning from the past experiences to revise their investment policy?
- are governments up-to-date with business information?
- are they equipped with infrastructure? E.g. telecommunication
- do institutions have professional and skilled personnel available to respond ever-changing business needs?