



**Business Opportunities with the
Multilateral Development Banks**
May 23, 2007 - 9am-Noon
Waukesha County Technical College
RTA Education Center C051



Multilateral Development Banks provide billions of dollars worth of funding for energy, water, sanitation, transportation, urban development, housing and other projects around the world every year. Your company could be profiting from projects supported by the World Bank, the Asian Development Bank, and the Inter-American Development Bank. Representatives of these three institutions will be coming to Wisconsin to discuss business opportunities arising through thousands of projects in developing countries, including China, India and Brazil.

Speakers will highlight:

- The role these Banks play in advancing economic growth around the world;
- Examples of interesting projects that are currently being prepared;
- How to network with Bank staff and position your company to learn about business opportunities and to bid successfully;
- Project cycles, including how projects are initiated and developed, and at which stages business opportunities arise;
- The difference between public sector and private sector projects and how to seek loans and guarantees for private sector projects;
- Tips, key contacts and resources available to you for successful procurement of consulting services, goods and works.

The event will also provide ample opportunity to network with the Bank representatives.



Maya Brahmam
Head, Speakers Bureau
External Affairs, World Bank

The World Bank Group is a multilateral lending institution based in Washington, DC, which was established in 1944 as the International Bank for Reconstruction and Development. The World Bank is dedicated to reducing poverty in its 185 member countries. Each year, the World Bank lends between US\$15-20 billion for projects in more than 100 countries. Since 2000, U.S. firms have received over \$1 billion in World Bank contract awards.

www.worldbank.org

ADB

Katherine Ferrey
External Relations Officer
North American Representative Office
Asian Development Bank

The Asian Development Bank is a multilateral lending institution based in Asia. ADB is dedicated to reducing poverty in the Asia and Pacific region through sustainable economic growth and social development programs. Since its founding in 1966, U.S. companies have received \$6.2 billion in ADB contract awards. In 2006, the United States was the top recipient of contracts, totaling \$1.1 billion.

www.adb.org



Isabel Hagbrink
Public Information Officer
Office of External Relations
Inter-American Development Bank

The Inter-American Development Bank is the principal source of multilateral financing for economic, social and institutional development in Latin America and the Caribbean. The majority of its lending (\$6.9 billion dollars per year) goes to governments. However, 10% of IDB funds finance private sector projects - small and medium-sized projects in manufacturing, agri-business and tourism as well as larger infrastructure projects and capital market deals. Citizens of the 47 member countries (including the United States) are eligible to bid on contracts.

www.iadb.org

Please e-mail Susan Dragotta of the Wisconsin Department of Commerce if you plan to attend (susan.dragotta@wisconsin.gov). This event is being offered at no cost by the Wisconsin International Trade Team and the Global Education and Trade Center at Waukesha County Technical College.

Driving directions can be found at <http://www.wctc.edu/web/about/maps/pewaukee.htm>.

