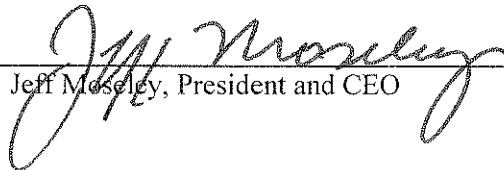


**Resolution of the Board of Directors
to Support Establishing a World Bank Group
Private Sector Liaison Officer in Houston**

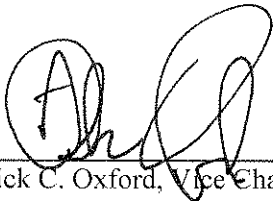
The Greater Houston Partnership supports establishing and funding a World Bank Group Private Sector Liaison Officer (PSLO) in Houston, Texas. The World Bank Group PSLO Network is a system of business intermediary organizations that aim to foster trade and investment in developing countries through local companies, using the World Bank Group's products and services. The World Bank PSLO initiative would open channels for the Houston business community to have access to \$25 billion in funding that is awarded through 40,000 contracts per year. The World Bank Group PSLO Network will help fulfill a vision of the Greater Houston Partnership's Strategic Plan of becoming a gateway to global markets.



Daniel G. Bellow, Chairman



Jeff Moseley, President and CEO



Patrick C. Oxford, Vice Chairman

MEMORANDUM

DATE: March 4, 2009

TO: Board of Directors

FROM: Jim Edmonds
Chairman, World Trade Supervisory Board

SUBJECT: In Support of Establishing and Funding a World Bank Group Private Sector Liaison Officer in Houston, Texas

RECOMMENDATION

The Greater Houston Partnership supports collaborating with the U.S. Department of Commerce, Houston, the City of Houston, the World Affairs Council of Houston, and the University of Texas, Center for Energy Economics - Bureau of Economic Geology to establish and fund a World Bank Group (WBG) Private Sector Liaison Officer (PSLO) in Houston, Texas. The WBG PSLO Network will help fulfill a vision of the Partnership's Strategic Plan of becoming a gateway to global markets.

BACKGROUND

In October 2008, the WBG issued a Request For Proposal (RFP) to interested parties in Houston, Texas, to apply for a PSLO to facilitate Houston companies' access to WBG opportunities, services and knowledge. The closing date for the RFP was March 02, 2009 and has been submitted to the WBG.

The World Bank Enterprise Outreach Services (EOS) is charged with strengthening WBG relations with the private sector in order to increase the awareness and participation of companies in development. To facilitate this work, the WBG - the World Bank, International Finance Corporation (IFC) and Multilateral Investment Guarantee Agency (MIGA) - developed a network of liaison officers based in business intermediary organizations.

The PSLO network was created in 1999 through a network of business organizations, such as chambers of commerce, economic development entities, business and trade associations, whose members are appointed, based in and financed by their respective business organizations. The PSLOs work to foster trade and investment in developing countries through the support of the WBG's products and services. There are currently over 100 PSLOs in 80 countries; seven in Canada, nine in South America and two in the United States, one in Chicago and one in Seattle.

Recognizing the importance of Houston to the global economy, the WBG met with a variety of business organizations to gauge the Houston business community's interest in supporting a PSLO. It was agreed by the participants that Houston is not only ideally

situated to support a PSLO, but the need exists for outreach to the city's vibrant business community regarding WBG services and products. Since a single entity does not currently exist in Houston to fulfill this role, it was informally agreed that a consortium would pursue this opportunity, with the consortium led by the Partnership International Business Division, and supported by the City of Houston, Mayor's International Affairs and Development (MIAD) office; the U.S. Commercial Service, Houston; the Houston World Affairs Council; and the University of Texas, Bureau of Economic Geology.

This World Bank PSLO initiative will provide the Houston international business community with many new funding opportunities into emerging markets and developing nations. The World Bank PSLO would open channels for the Houston business community to have access to \$25 billion in funding that is awarded through 40,000 contracts per year. In these times of economic uncertainty, these new funding resources will give Houston an advantage as a global city and leader in international trade.

The costs associated with supporting the PSLO will cover the salary; travel expenses as the PSLO is required to train twice a year outside of Houston; programs such as procurement seminars and investment forums that will disseminate information on World Bank business opportunities; and lead and organize business delegations to markets.

IMPLEMENTATION

To implement this recommendation, the Partnership signed the Memorandum of Agreement and submitted a RFP to the WBG on March 2, 2009. The consortium of organizations in Houston will then sign a Memorandum of Understanding to outline responsibilities and provided services.

The Partnership will provide one full-time employee who will be responsible for activities of the PSLO and will collaborate with the other local organizations that have supported this initiative. This employee will have the title "Private Sector Liaison Officer to the World Bank Group", and the PSLO's office will be located in the Partnership's International Business Division. The PSLO will be responsible for:

- Preparing an action plan with the WBG's offices.
- Providing information about the WBG's products and services.
- Organizing seminars for parties interested in trade and investment in emerging markets.
- Identifying companies interested in emerging markets.
- Arranging meetings between companies interested in emerging markets and the WBG's offices.
- Follow-up with potential investors on the status of their projects.

The PSLO will report directly to the Senior Vice President of the International Business Division.

RESOURCES REQUIRED

This resolution includes Opportunity Houston funding of \$100,000 per year, totaling \$300,000 for a three year commitment. This amount would be distributed by 55% reserved for the PSLO salary and benefits; and 45% reserved for the PSLO's travel expenses for WBG required training twice a year (domestic and international) and program expenses for PSLO activities. These funds will be set aside in a restricted account with the Partnership that will be used only for PSLO activities. Revenue generated from WBG programs and events coordinated by the PSLO will return to the Partnership.

The Partnership will provide general administrative services, office space, office supplies, and program related support such as marketing and research. **This initiative with the WBG is non-binding and can be canceled by the Partnership with at least sixty days prior notice in writing to the WBG.**