



## Sustainable Energy in Latin America and the Caribbean: Contracting and Financing for Business

Inter-American Development Bank  
Andres Bello Auditorium (9<sup>th</sup> floor)  
1300 New York Avenue, N.W.  
Washington, D.C.

October 26, 2011

### Agenda

- 9:00 a.m. Welcoming Remarks**  
Alexandre Meira Rosa, Sector Manager  
Infrastructure and Environment Sector
- 9:15 a.m. Doing Business with the IDB: Distinction between Contractors and Clients**  
John Ferriter, Office of External Relations
- 9:30 a.m. The Regional Energy Outlook and the IDB's Role in Developing Sustainable Energy**  
Leandro Alves, Energy Division  
David Wilk, Sustainable Energy and Climate Change Unit
- 10:30 a.m. Coffee Break**
- 10:45 a.m. Business Opportunities through IDB-Financed Public Sector Projects**  
Natacha Marzolf, Energy Division
- 11:30 a.m. Procurement Procedures and Guidelines**  
Maria Teresa Soto-Aguilar, Operations Procurement Office
- 12:15 p.m. Networking Lunch**
- 1:30 p.m. Private Sector Financing for Sustainable Energy Projects**  
Steven Wilson, Multilateral Investment Fund  
Ivan Nunez, Structured and Corporate Finance Department  
John Beckham, Inter-American Investment Corporation  
Gregory Watson, Multilateral Investment Fund  
Carmen Alvarez-Basso, Opportunities for the Majority
- 3:00 p.m. Coffee Break**

**3:15 p.m.**      **Interactive Panel: Case Studies and Experiences**  
Alberto Levy, Energy Division  
Ana-Maria Vidaurre, Structured and Corporate Finance Department  
Susana Cardenas, Sustainable Energy and Climate Change Unit  
Sam Gouda, Creara International

**4:45 p.m.**      **Closing**