

# CLEARING THE PATH TO HEMISPHERIC GROWTH

EXPANDING CREDIT TO CREATE JOBS AND ALLEVIATE POVERTY

*A conference presented by*

**Florida International University** and **South Florida Sun-Sentinel**



*Organized by*

**Summit of the Americas Center**

Latin American and Caribbean Center

Florida International University

**Saturday, June 4, 2005**

Museum of Art

Fort Lauderdale, Florida

IV CUMBRE  
DE LAS AMERICAS  
MAR DEL PLATA • ARGENTINA • 2005

# WELCOME

As the delegations of the Western Hemisphere nations gather in Fort Lauderdale to commence the XXXV Regular Session of the General Assembly of the Organization of American States, it is a great privilege for Florida International University to welcome you to today's first official OAS event. Over the next few days, diplomats and policy makers will sharpen their policy pencils in preparation for the IV Summit of the Americas, which opens exactly five months from today on November 4, 2005, in Mar del Plata, Argentina.

Today's discussions aim to be a defining step toward that IV Summit by illustrating options for public policy makers to create jobs and alleviate poverty by promoting expansion of low-cost banking services. Banking access promotes economic growth, and the lack of banking access is a main cause of slow economic development in Latin America and the Caribbean.

A 2003 Inter-American Development Bank report stated: "Banks have recognized that a significant number of [remittance] senders could be potential clients...either because they are unbanked or because banks and credit unions could better serve them...New experiments take place every day." We hope to show that existing and emerging "best practices" in low-cost electronic banking, when coupled with the extraordinary potential of the huge immigrant remittance flows to the region, hold the promise of a market-based boost to credit expansion and "banking of the unbanked."

Money transfer costs have come down and banks are moving into this area. National governments, civil society and private sector institutions must now collaborate to share best practices and coordinate strategies. The region's massive remittance inflows could increase banking access and spur small business and economic growth by marrying low-cost remittance delivery infrastructures and banking platforms to this goal, generating economies of scale and lowering the costs of serving the unbanked.

Our deliberations will flow into the accelerating preparations for November's Mar del Plata Summit. There, we will urge the elected leaders and national policy makers to formulate clear policies to promote adequate low-cost banking and financial services. Most importantly, none of these advances will require large public sector expenditures. However, determined facilitation and communication of new technologies and business practices will be important to success. By exerting the leadership to assure that immigrant remittances are channelled as productively as possible, the next Summit can fulfil its promise to accelerate the pace of job creation and poverty reduction throughout the Americas.



**Carl A. Cira**, Director  
Summit of the Americas Center  
Florida International University

# CLEARING THE PATH TO HEMISPHERIC GROWTH

EXPANDING CREDIT TO CREATE JOBS AND ALLEVIATE POVERTY

## AGENDA

7:30 am – 8:00 am

**Registration and Continental Breakfast**

8:00 am – 8:30 am

**Welcome and Introduction**

**Hon. John F. Maisto, US State Department**

Ambassador to the Organization of American States  
US National Summit Coordinator

**Hon. Kristin Jacobs, Mayor of Broward County, Florida**

**Carl A. Cira, Florida International University**

Director, Summit of the Americas Center (SOAC)

**Earl Maucker, South Florida Sun-Sentinel**

Editor

8:30 am – 9:45 am

**Panel I – Banking Access and Emigrant Remittances in the Western Hemisphere**

Moderator: **Carl A. Cira, Florida International University**

Panelists:

**René Hernández, United Nations Economic Commission for Latin**

**America and the Caribbean, Economic Affairs Officer, Mexico Regional Office**  
*Economic situation in Latin America*

**Manuel Orozco, Inter-American Dialogue**

Senior Associate, Remittances and Rural Development Program  
*Macroeconomic impact of remittances to Latin America*

**Francisco Prior Sanz, Florida International University**

Senior Research Associate, Summit of the Americas Center  
Former Coordinator, BBVA Electronic Banking, Latin America & Spain  
*Distribution of low-cost financial services*

9:45 am – 11:00 am

**Panel II – Legal and Structural Obstacles to Banking and Credit Access**

Moderator: **Luis Guillermo Solís, Latin American Faculty of Social Sciences (FLACSO), General Secretariat, Regional Research Coordinator**

Panelists:

**Liliana Rojas-Suárez, Center for Global Development, Senior Fellow**

Former Chief Economist for Latin America, Deutsche Bank  
*Impediments to banking access in Latin America*

**Tova Solo, World Bank**  
Senior Urban Specialist  
*Banking access in Latin America*

**Clemente Ruiz Durán, National Autonomous University of Mexico**  
Jesús Silva Herzog Professor of Mexican Economy  
*Banking access and growth*

**Dale Furnish, Arizona State University College of Law**  
Research Scholar, National Law Center for Inter-American Free Trade  
*Expanding credit guarantee instruments – OAS Model Law*

11:00 am – 11:15 am COFFEE BREAK

11:15 am – 12:30 pm ***Panel III – New Options for Low-cost Financial Services: Market-based Business Models and Synergies with Remittances***

**Moderator: Francisco Prior Sanz, Florida International University**

**Panelists:**

**Adrian Tschoegl, University of Pennsylvania**  
Adjunct Associate Professor of Management, the Wharton School  
*Effects of banking modernization in Latin America on access to credit*

**Thomas Jahnes, Western Union**  
Business Development Manager, Central America, Andean and Caribbean Region  
*Remittances industry evolution and strategic visions*

**Javier Pérez, MasterCard Latin America**  
President  
*Electronic banking solutions*

12:30 pm – 2:30 pm LUNCH BREAK (on your own; please see restaurant list)

2:30 pm – 3:45 pm ***Panel IV – Illustrative Case Studies: Serving Low Income Clients through Microfinance Institutions (MFI's)***

**Moderator: Alfonso Martínez-Bordiú**  
**Central American Bank for Economic Integration (CABEI)**  
Director of Institutional Relations

**Panelists:**

**Carlos Corral, Savings Bank of Vigo, Ourense and Pontevedra (Caixanova)**  
Manager, Commercial Banking-Americas  
*Best practices in increasing banking access through remittances in Spain*

**Joan Rosas, Pension and Savings Bank of Catalonia (La Caixa)**  
Director, International Operations  
*Best practices in increasing banking access through remittances in Latin America*

**Antonio Carrasco Ruiz, National Savings and Financial Services Bank (BANSEFI)**

Director, Strategic Planning and People Network  
*The Mexican experience in increasing banking access*

**Celso Garrido, Metropolitan Autonomous University of Mexico**

Director, Companies, Finance and Innovation  
*Microfinance in Mexico DF*

3:45 pm – 4:00 pm

COFFEE BREAK

4:00 pm – 5:15 pm

**Panel V – Public Policy Options**

**Moderator: Eduardo Gamarra, Florida International University**

Director, Latin American and Caribbean Center

**Panelists:**

**Pedro Vasconcelos, Multilateral Investment Fund/Inter-American Development Bank**

*Synergies between banking and remittances*

**Elizabeth McQuerry, Federal Reserve Bank of Atlanta**

Assistant Vice President, Retail Payments Office  
*Low-cost banking payments systems – ACH and others*

**Félix Bergel, Andean Development Corporation (CAF)**

Director, Financial Institutions and Capital Markets  
*Promoting banking access through remittances*

**Roberto Aleu Sánchez, Spanish Confederation of Savings Banks (CECA)**

Deputy Director and Chief, Division of Capital Markets, Products and Services  
*Best practices in banking access promotion*

5:15 pm – 5:40 pm

**Conclusion**

**Carl A. Cira, Florida International University**

**Diana Wasserman-Rubin, Broward County Commission**

Liaison for International Trade

**Ana Guevara, UPS**

Vice President, Public Affairs for the Americas

6:00 pm – 8:00 pm

**Reception** (*Urbanek Back Gallery, located on the 1st floor of the museum*)  
Sponsored by UPS



## NOTES

## NOTES



RECEPTION SPONSORED BY

