



Organization of  
American States



Ministry of Industry, Investment  
& Commerce (MIIC)



## Caribbean Capacity-Building Workshop on Secured Transactions and Asset-Based Lending

*Kingston, Jamaica  
February 10-12, 2015*

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**Canada**

### AGENDA

*Jamaica Pegasus Hotel*

#### TUESDAY, February 10: Overview and Introduction to Asset-Based Lending

8:30 a.m.	<b>Registration</b>
9:00 a.m.	<b>Logistics &amp; Announcements</b>
	<b>Master of Ceremonies, Mr. Harold Davis</b> , <i>Deputy CEO Jamaica Business Development Corporation</i> and <b>Mr. Joseph Cox</b> , <i>Executive Director, Growth Secretariat, Planning Institute of Jamaica</i>
9:05 a.m.	<b>Welcome Remarks</b>
	<b>Hon. Minister Anthony Hylton</b> , <i>Ministry of Industry, Investment &amp; Commerce (MIIC)</i> <b>H.E. Robert Ready</b> , <i>High Commissioner of Canada to Jamaica</i> <b>Mr. Dante Negro</b> , <i>Director, Department of International Law (DIL), Secretariat for Legal Affairs (SLA), OAS</i> <b>Mrs. Jeanelle van Glaanen Weygel</b> , <i>Representative of the OAS General Secretariat in Jamaica</i> <b>Ms. Therese Turner-Jones</b> , <i>Inter-American Development Bank, Country Representative</i>
9:30 a.m.	<b>Introduction to Secured Credit and Asset-Based Lending (ABL)</b>
	<b>Prof. Neil B. Cohen</b> , <i>Brooklyn Law School and Consultant, OAS Secured Transactions Project for Jamaica</i>
9:45 a.m.	<b>Introduction to Secured Transactions Reform in Jamaica and the Security Interests in Personal Property Act (SIPPA)</b>
	<b>Mr. Donovan Walker</b> , <i>President, Jamaican Bar Association</i>
10:15 a.m.	<b>Tea Break</b>

10:30 a.m.	<b>Global Context for SIPPA - Secured Transactions Reform Around the World</b>
	<p><b>Mr. Spiros V. Bazinas</b>, <i>Senior Legal Officer, International Trade Law Division of the United Nations Office of Legal Affairs, Secretariat of the United Nations Commission on International Trade Law (UNCITRAL)</i></p> <p><b>Ms. Jennifer Barsky</b>, <i>Global Program Manager, Financial Infrastructure, International Finance Corporation (IFC), World Bank Group (WB)</i></p> <p><b>Ms. Jeannette Tramhel</b>, <i>Senior Legal Officer, DIL/OAS</i></p> <p><b>Mr. Albert B.W. Edward</b>, <i>Chief Parliamentary Counsel, Office of the Parliamentary Counsel (Moderator)</i></p>
11:30 a.m.	<b>Overview of SIPPA in the International Context</b>
	<p><b>Ms. Antoniette McKain</b>, <i>Attorney-at-Law, SIPPA-MIIC Committee Member</i></p> <p><b>Prof. Neil B. Cohen</b>, <i>Brooklyn Law School and Consultant, OAS Secured Transactions Project for Jamaica</i></p>
12:15 p.m.	<b>Lunch</b>
1:30 p.m.	<b>Secured Credit Step 1 - An Introduction: How SIPPA can Change the Lending Environment and Improve Access to Credit</b>
	<p><b>Mr. Richard Hawkins</b>, <i>CEO, Atlantic Risk Management Group and Representative of CFA</i></p> <p><b>Mr. Spiros V. Bazinas</b>, <i>Senior Legal Officer, International Trade Law Division of the United Nations Office of Legal Affairs, Secretariat of UNCITRAL</i></p> <p><b>Dr. Wayne Henry</b>, <i>Jamaican Bankers Association (Moderator)</i></p>
2:30 p.m.	<b>Secured Credit Step 2 - An Effective Public Registry: SIPPA Registry &amp; How it Works</b>
	<p><b>Mrs. Judith Ramlogan</b>, <i>Chief Executive Officer and Registrar of Companies, Companies Office of Jamaica</i></p> <p><b>Mr. Patrick B. Trammell</b>, <i>President, Southeastern Commercial Finance and Representative of CFA</i></p> <p><b>Ms. Jennifer Barsky</b>, <i>Global Program Manager, Financial Infrastructure, International Finance Corporation (IFC), World Bank Group (WB) (Moderator)</i></p>
3:30 p.m.	<b>Tea Break</b>
3:45 p.m.	<b>Break-out sessions with exercises</b>
	<i>6-10 working groups comprised of participants &amp; panelists</i>
6:00 p.m.	<b>Welcome Cocktail</b>
<b>WEDNESDAY, February 11: Private Sector Focus – Borrowers &amp; Lenders</b>	
8:30 a.m.	<b>Registration</b>
9:00 a.m.	<b>ABL Step 3 - Understanding ABL for Different Economic Sectors</b>
	<b>Mr. Richard Hawkins</b> , <i>CEO, Atlantic Risk Management Group and Representative of CFA</i>
9:30 a.m.	<b>ABL Step 4a – A Closer Look at Asset-Based Lending: Using Receivables as Collateral</b>
	<p><b>Mr. Richard Hawkins</b>, <i>CEO, Atlantic Risk Management Group and Representative of CFA</i></p> <p><b>Mrs. Sheron Henry</b>, <i>General Manager, Legal Services, Development Bank of</i></p>

	<p><i>Jamaica</i>  <b>Mr. Dennis Chung</b>, <i>Chief Executive Officer, Private Sector Organization of Jamaica</i>  <b>Mr. Niko Kluyver</b>, <i>Partner, Corporate Financial Solutions and Willemstad Private Equity Fund (Moderator)</i></p>
10:30 a.m.	<b>Tea Break</b>
10:45 a.m.	<b>ABL Step 4b – A Closer Look at Asset-Based Lending: Using Inventory as Collateral</b>
	<p><b>Mr. Patrick B. Trammell</b>, <i>President, Southeastern Commercial Finance and Representative of CFA</i>  <b>Ms. Ky-Ann Taylor</b>, <i>Legal Counsel, Sagicor Bank of Jamaica</i>  <b>Mr. Hugh Johnson</b>, <i>President, Small Business Association of Jamaica</i>  <b>Mr. Spiros V. Bazinas</b>, <i>Senior Legal Officer, International Trade Law Division of the United Nations Office of Legal Affairs, Secretariat of UNCITRAL (Moderator)</i></p>
11:45 a.m.	<b>Break-out sessions with exercises</b>
	<i>6-10 working groups comprised of participants &amp; panelists</i>
12:15 p.m.	<b>Lunch</b>
1:30 p.m.	<b>ABL Step 4c - A Closer Look at Asset-Based Lending: Valuation of Collateral – The Special Cases of Intellectual Property &amp; Agriculture</b>
	<p><b>Mr. Patrick B. Trammell</b>, <i>President, Southeastern Commercial Finance and Representative of CFA</i>  <b>Mr. Curtis Barnett</b>, <i>General Manager, National Peoples' Cooperative Bank of Jamaica</i>  <b>Miss Lilyclaire Bellamy</b>, <i>Executive Director and Legal Counsel (Acting), Jamaican Intellectual Property Office (JIPO)</i>  <b>Ms. Jeannette Tramhel</b>, <i>Senior Legal Officer, DIL/OAS (Moderator)</i></p>
2:30 p.m.	<b>ABL Step 5 – Realizing on Collateral: Judicial and Extrajudicial Execution</b>
	<p><b>Prof. Neil B. Cohen</b>, <i>Brooklyn Law School</i>  <b>Mr. Patrick Shea</b>, <i>Gowlings, Toronto and Consultant for Jamaica on Insolvency Act</i>  <b>Ms. Hilary Reid</b>, <i>Myers, Fletcher &amp; Gordon, Chair, JBA Commercial Subcommittee</i>  <b>Honourable Mr. Justice Bryan Sykes</b>, <i>The Supreme Court of Jamaica (Moderator)</i></p>
3:30 p.m.	<b>Tea Break</b>
3:45 p.m.	<b>Break-out sessions with exercises</b>
4:45 p.m.	<i>6-10 working groups comprised of participants &amp; panelists</i>
<b>THURSDAY, February 12: Pragmatic Considerations and the Way Forward</b>	
8:30 a.m.	<b>Registration</b>
9:00 a.m.	<b>SIPPA and Financial Regulation: A Central Banker's Perspective</b>
	<p><b>Mr. Avery Belka</b>, <i>Assistant General Counsel, Federal Reserve Bank of San Francisco</i>  <b>Ms. Carolina Subero Ortiz</b>, <i>Branch Regulation of Financial System, Department of Regulation and Financial Stability, Central Bank of the Dominican Republic</i>  <b>Mr. Alex Straun</b>, <i>Deputy Director (Payments and Settlements), Banking and Monetary Operations Department, Eastern Caribbean Central Bank</i></p>

	<b>Mr. Patrick Shea</b> , <i>Gowlings, Toronto and Consultant for Jamaica on Insolvency Act (Moderator)</i>
10:00 a.m.	<b>SIPPA and Some Pragmatic Implications: Introduction to Factoring</b>
	<b>Mr. Niko Kluyver</b> , <i>Partner, Corporate Financial Solutions and Willemstad Private Equity Fund</i>
10:15 a.m.	<b>Tea Break</b>
10:30 a.m.	<b>SIPPA and Some Pragmatic Implications: Changes in Consumer Sales</b>
	<b>Mr. Patrick B. Trammell</b> , <i>President, Southeastern Commercial Finance and Representative of CFA</i> <b>Mr. Richard Hawkins</b> , <i>CEO, Atlantic Risk Management Group and Representative of CFA</i> <b>Prof. Neil B. Cohen</b> , <i>Brooklyn Law School and Consultant, OAS Secured Transactions Project for Jamaica (Moderator)</i>
11:15 a.m.	<b>SIPPA and its Potential Impact on Access to Credit for Women &amp; MSMEs</b>
	<b>Ms. Maria Celina Conte</b> , <i>Inter-American Commission of Women</i> <b>Mr. Joaquín Prestol</b> , <i>Financial Inclusion Chargé, Deputy Minister of Development for SMEs, Ministry of Industry and Commerce, Dominican Republic</i> <b>Ms. Michelle Scott</b> , <i>Executive Director, Caribbean Microfinance Alliance (CMFA)</i> <b>Ms. Mildred Crawford</b> , <i>President, Jamaican Network of Rural Women Producers</i> <b>Ms. Sharon Coburn Robinson</b> , <i>Bureau of Women's Affairs (Moderator)</i>
12:30 p.m.	<b>Lunch</b>
1:30 p.m.	<b>ABL and an Overview of Additional Considerations</b>
	<b>Mr. Patrick B. Trammell</b> , <i>President, Southeastern Commercial Finance and Representative of CFA</i> <b>Mr. Richard Hawkins</b> , <i>CEO, Atlantic Risk Management Group and Representative of CFA</i>
2:00 p.m.	<b>Presentation of Consultant's Report</b>
	<b>Prof. Neil B. Cohen</b> , <i>Brooklyn Law School and Consultant, OAS Secured Transactions Project for Jamaica</i> <b>Ms. Jeannette Tramhel</b> , <i>Senior Legal Officer, DIL/OAS</i>
2:45 p.m.	<b>Tea Break</b>
3:00 p.m.	<b>Open Forum – Question Period</b>
	<b>Dr. Christopher P. Malcolm</b> , <i>Lecturer, Faculty of Law, University of the West Indies, Mona; Partner, Malcolm Gordon; Chair, Chartered Institute of Arbitrators - Caribbean Branch (Moderator)</i>
4:00 p.m.	<b>Closing Remarks &amp; Group Photo</b>
	<b>Mrs. Sharon Ffolkes-Abrahams</b> , <i>Minister of State</i> <b>Mr. Dante Negro</b> , <i>Director, DIL/SLA, OAS</i>