



AGENDA

Training Seminar on SMEs Guarantees Support Systems

July 9 and 10, 2012 – Port of Spain, Trinidad and Tobago

A. Background and justification

Guarantees are mechanisms traditionally used by the financial system to cover the risk of financial operations. More recently they have been recognized as useful to overcome problems of information asymmetry between lender and borrower, as described in the scientific literature. This instrument is considered in the standards for regulating the solvency of financial institutions and incorporated into credit risk assessments. Therefore, the expected effect of guarantees is a reduction in capital requirements and provisions of financial institutions.

Obviously, one of the most recommended actions to facilitate SME access to credit is the strengthening of guarantee systems in the region, increasing levels of support for financing, creating regional mechanisms for guarantees, refinancing and reinsurance, and diversifying types of customers.

SELA has actively participated for fifteen years in the organization of annual forums on guarantee and financing of SMEs, which has meant recognition of the role the institution has played in this matter.

The Training Seminar stems from the experience obtained in the Regional Forum: "Access to Credit and Financing for SMEs" which took place in Kingston, Jamaica, in December 2009. It was recommended that an activity be held in order to delve deeper into analysis of the mechanisms of access for financing of SMEs in the Caribbean.

The ACS collaboration in this training seminar goes hand in hand with the Work Programme of the Directorate of Trade which aims to raise awareness about the role of SMEs for economic and social development of the region and raise awareness of the banks and government support mechanisms and other resources that exist in the region for the opening, development and consolidation of SMEs.

B. Objectives

1. Gain knowledge and disseminate the progress in establishing innovative guarantee systems and instruments for financing SMEs in the region;
2. Encourage the development of new institutional and instrumental initiatives for guarantees and financing SMEs in the region.
3. Promote the training of officials and businessmen on the creation and implementation of guarantee systems at request of Member States.



Day One: July 9, 2012

- 8:30** **Opening of the Event**
- 9:30** **Magisterial Conference on prospects and challenges for guarantee systems in Latin America.** Pablo Pombo, Ibero-American Guarantee Network (REGAR)
- 11:00** **Refreshments**
- 11:30** **Experiences of the ACS in international consultation, cooperation and coordination of actions.** Association of Caribbean States (ACS)
- 12:15** **Questions and Answers**
- 12:45** **Lunch**
- 14:00** **The management model for a guarantees society and for a guarantees fund system.** Juan Carlos Duran, National Guarantees Fund (FNG) of Colombia.
- 15:30** **Questions and Answers**
- 16:00** **Refreshments**
- 16:30** **Access to the State's purchases through a guarantees system.** Edgard Coquis FOGAPI.
- 17:30** **Closing session for the day**

Day Two: July 10, 2012

- 8:30** **Conference on public policies for guarantee systems.** Pablo Pombo, Ibero-American Guarantee Network (REGAR)
- 10:00** **Refreshments**
- 10:30** **Refinancing in a system of guarantees.** Juan Carlos Duran, National Guarantees Fund (FNG) of Colombia.
- 11:30** **The management model of a reciprocal guarantees institution or mixed public / private capital.** Edgard Coquis FOGAPI.



- 12:30** **Questions and Answers**
- 13:00** **Lunch**
- 14:00** **Finance schemes for SME's in the Caribbean Region.** Caribbean Development Bank
- 14:45** **Small business finance.** The Multilateral Investment Fund/MIF
- 15:30** **Refreshments**
- 16:00** **SMEs opportunities and financial limitations in the Caribbean.** CARICOM, CASME and Caribbean States Invited.
- 16:45** **PANEL: Conclusions and recommendations discussion.** CARICOM, ACS, CASME, Pablo Pombo and the Government of Trinidad and Tobago
- 17:30** **Closing session**