



Caribbean Regional Capacity Building Workshop on Factoring/Receivable Discounting: a financing tool for agriculture sector development

Jointly organized by
United Nations Conference on Trade and Development
and Caribbean Development Bank

4-5 November 2009 - Christ Church, Barbados (Savannah Hotel)

PROGRAMME

DAY 1: WEDNESDAY 4 November 2009

	8:00 – 9:00	Registration
Opening Session	9:00 – 9:30	<ul style="list-style-type: none"> - Welcome note by Ms. Frida Youssef, UNCTAD - Statement by Ms. Yvonne Moses Grant, Division Chief, CDB - Statement by Mr. Hubert Perr, Head of Operations, Delegation of the European Commission in Barbados and the Eastern Caribbean - Key note speech by H.E. Mr. Haynesley Benn, Minister of Agriculture and Rural Development, Barbados
Session I	9:30 – 16:15	Factoring and Receivable/Invoice Discounting: key issues, presented by Mr. Robert Piller
	9:30 – 10:00	Introduction to and overview of Factoring and Receivable/Invoice Discounting <ul style="list-style-type: none"> - Context: The role of trade credit in financing a customer - Types of receivables discounting
	10:00 – 11:00	The nature of Factoring <ul style="list-style-type: none"> - Definitions and variations - Benefits and disadvantages - Factoring in the world at large
	11:00 – 11:15	<i>Coffee/tea break</i>



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	11:15 – 12:00	Case Study: Barbados Initiative - Agricultural Payment Guarantee Fund, presented by Mr. Andrew Skeete, CEO of Barbados Agricultural Development & Marketing Corporation
	12:00 – 13:00	Mechanics of Factoring and the Factoring Agreement
	13:00 – 14:00	<i>Lunch</i>
	14:00 – 15:45	Mechanics of Factoring and the Factoring Agreement (con't)
	15:45 – 16:15	Risks in Factoring and Mitigation Measures
	16:15 – 16:30	<i>Coffee/tea break</i>
Session II	16:30 – 18:00	Regional legal issues, presented by Ms. Dawn A. Williams, Attorney-at-law, MERIDIAN LAW
	18:00 – 18:30	Summary and further questions/discussions
	19:00	<i>Cocktail</i>



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DAY 2: THURSDAY 5 NOVEMBER

Session III	9:00 – 10:00	Case study: St. Lucia Market Access Initiative and Buffer Fund, presented by Dr. Cleve Scott
Session IV	10:00 - 11:30	Regional tax issues, presented by Mr. H Wayne Lovell, Director, Tax, KPMG
	11:30 - 11:45	<i>Coffee/tea break</i>
Session V	11:45 – 12:30	Presentation of survey results on factoring options
	12:30 - 13:00	Questions and answers
	13:00– 14:00	<i>Lunch</i>
Session VI	14:00 – 18:00	Country group presentations: Factoring/Receivable discounting initiatives - Current status and ongoing/planning initiatives - Technical assistance needs
	14:15 - 16:15	- St. Lucia presentation - Trinidad and Tobago presentation - Dominica presentation - St. Vincent presentation
	16:15 – 16:30	<i>Coffee/tea break</i>
	16:30 - 17:30	- Jamaica presentation - Barbados presentation
	17:30 - 18:00	Questions and answers
Closing Session	18:00 – 18:30	Conclusion and the way forward



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