

Outward Visit to:

THE WORLD BANK HQ & INTER-AMERICAN DEVELOPMENT BANK HQ FOCUS: ENVIRONMENT & WATER



Washington D.C., 23rd – 26th March 2009

The UK Trade & Investment Aid-Funded Business Service and Environment and Water Sector Team in collaboration with UK Trade & Investment at the British Embassy in Washington D.C. is organising a specialist outward visit to the Headquarters of the World Bank Group and Inter-American Development Bank, Washington D.C. for companies specialising in:

- water and wastewater treatment technologies
- environmental technologies, principally solid waste management and contaminated land remediation

The role of International Donors

Clean, safe water and sanitary conditions and the management of waste are still areas of huge concern for countries in the developing world. Many international donors are working with developing country governments to try and overcome these vast issues. This is done through financing projects, which aim to increase access to safe drinking water and provide adequate systems for the disposal of waste. However, recipients of these loans cannot carry out this work alone and need companies with expertise in the private sector to achieve sustainable results. Approximately **US\$60 billion** is procured annually on goods and services to help achieve the Millennium Development Goals (MDG's). UK companies win a substantial amount of business from these organisations (*4th largest supplier to the World Bank Group in 2007*).

Objective of the Outward Visit

The aim of this outward visit will be to introduce companies in the water and environment sector to key staff located in two large Donor organisations located in Washington D.C. – The World Bank Group and Inter-American Development Bank. In order to do business with and via these organisations it is essential to know the process and how to market your company to the decision makers in the borrowing member country *and* the Bank itself. Bank Water and Environment Specialists can offer early intelligence as to what and where they are looking to focus their funding and are often called upon to assist in drawing up short lists for consultants. The Banks also directly hire consultants for short-term assignments, feasibility studies and evaluation reports.

This particular mission will highlight the UK's capabilities in this sector through individual meetings and a group presentation to Water and Environment specialists at the Banks. We are inviting companies with expertise in this area to take advantage of this rare and unique opportunity.

The World Bank Group

Improving the environment together with water supply and sanitation is key to the attainment of the United Nations Millennium Development Goals to which the World Bank Group is fully committed. It is at the core of the World Bank's mission to reduce poverty. The World Bank Group is the world's largest external financier of environment, water supply and sanitation and is recognised as a lead agency in terms of sector knowledge and analytics. The active World Bank **water and sanitation** portfolio is **\$10.7 billion** (60 percent for water supply and 40 percent for sanitation). The Bank also currently has about 120 active projects with **solid waste management** components. There are about 85 projects under supervision with **\$3.5 Billion in loan/grant commitments**, of which about 85% is designated for 'urban environment' activities. An estimated 20 additional projects are in the pipeline.

The Inter-American Development Bank (IDB)

The IDB is a 'Regional Development Bank' and unlike the World Bank they have a particular geographical focus covering Central and South America and the Caribbean. The IDB supports countries' efforts in achieving the Millennium Development Goals by providing support and lending for projects in a range of areas including water, sanitation and waste management.

Last year the IDB Group approved a **record \$9.6 billion** in new financing operations. Since 1961, the Bank has invested almost one billion US dollars per year in water-related projects, and this trend is expected to increase in the near future. The total amount of financing for **water-related projects** between 1961 and 1995 amounts to **US\$32,270 million** which is 25 percent of the total value of all Bank loans. Investments in hydroelectric projects dominate over the 35-year period (total US\$14,298 million), followed by investment in water supply and sanitation projects (US\$11,886 million). In Latin-American cities solid waste collection services not only have limited coverage but they also lack for waste disposal processes. Most of the cities have disregarded the impacts that industrial and toxic wastes represent to the citizens and the environment. During 2007 the IDB approved a total of 20 environmental loans, investing **\$1.1 billion** in projects that were also supported by \$335 million in counterpart funding.

Why should I participate?

This visit will not only provide participants with the opportunity to listen to key hints and tips on doing business with the World Bank Group and IDB from its own project staff, but will also provide you with the opportunity to make contacts relevant to your company through a personalised programme of appointments. The appointments will be arranged by the UK Trade & Investment section at the British Embassy in Washington D.C. on your behalf after you have provided a 'pen-picture' of what your company is looking to present. UK Trade & Investment will also host a networking reception inviting local contacts within the International Donor and business community.

Preliminary Programme (n.b. may be subject to slight change but in principle dates of visit will remain the same)

- 22.03.09 UK – Washington D.C. (accommodation Georgetown Suites)
- 23.03.09 Briefing Meeting & Doing Business Seminar (Inter-American Development Bank HQ)
PM – Evening Networking Reception
- 24.03.09 Individual Meetings with IDB Project Officers/Group presentation to IDB water staff
- 25.03.09 AM – Doing Business Seminar (World Bank HQ)
PM – Individual Meetings with World Bank Task Team Leaders/Group presentation to World Bank water staff
- 26.03.09 AM – Individual Meetings programme continues
PM – Return to UK

Travel Package

Companies are advised to book their own flights. Airlines that operate regular flights to Washington D.C. include British Airways, Virgin Atlantic, United Airlines (all Heathrow). An alternative option is to take a budget airline flight to New York and then the Acela Express Train to Washington Union Station (journey time approx 3 hours). Accommodation has been provisionally reserved for the group at the Georgetown Suites (www.georgetownSuites.com) at a rate of US\$180.00 per night (rate includes breakfast and service charge).

How do I book a place/register my interest?

1. Contact Claire Gamage on 0845 603 0084 or email c.gamage@afbs.org.uk for a company profile form. You will be asked to complete and return this form so that your company can be vetted (and deemed suitable for the visit) by the British Embassy, Washington D.C. Alternatively, please complete and return the expression of interest form below. **The closing date for this visit will be Friday 20th February 2009.**
2. You will be required to pay the **Participation Fee** which is **£500 (inc VAT)** per company. The fee includes a tailored programme of meetings with relevant World Bank/IDB contacts, networking reception, design and print of visit brochure, organisation of speaker presentations and the organisation of a UK group presentation to WB/IDB staff. You will be contacted about payment upon receiving feedback on your company's suitability from the British Embassy in Washington D.C.

Due to the nature of this visit and to ensure the best possible service from the British Embassy in Washington D.C. places on this visit are limited therefore early application is advisable



Expression of Interest Form

Seminar Mission to the World Bank and IDB Headquarters, Washington D.C. 23 - 26 March 2009

I am interested in participating on the forthcoming Seminar and Business visit to the World Bank and IDB Headquarters, Washington D.C. Please send a Company Profile Form and Information Pack to:

Name:.....

Position:.....

Company:.....

Address

.....

.....Postcode:.....

Tel:.....Fax:.....

Email:.....

Web

Business activity:.....

*Please return to: Claire Gamage, Aid-Funded Business Service, 75 Harborne Road, Birmingham, B15 3DH
or fax: 0121 607 0130*

We anticipate that you will receive feedback on your profile form within 4 working days.

**Upcoming Seminars/Outward Visits
Please tick to receive details on:**

- Working with International Donors and the UN: Focus on Healthcare sector (London 25th Feb and Glasgow 26th Feb 2009)
- Seminar Mission to the Asian Development Bank Headquarters, Manila & Sub-group visit to Vietnam (3-11 March 2009)