



**Business Delegation to Panama and/or the Dominican Republic**  
Agribusiness, Construction/Infrastructure/Metro/Logistics, Energy, Healthcare,  
Environmental Technology

**November 11 - 20, 2010**

(Agenda, last update: October 26<sup>th</sup>, 2010)

In cooperation with:



**Date:** November 11 - 20, 2010

**Organization by:** Lateinamerika Verein e. V., Hamburg

Upon invitation of the Governments of the

**Dominican Republic and the Republic of Panama**

In cooperation with:

**German-Dominican Chamber of Commerce and Industry**

**German-Panamanian Chamber of Commerce and Industry**

**Head of Delegation:** Bodo Liesenfeld, Chairman of the Board, Lateinamerika Verein e.V.

**Contact:** **Lateinamerika Verein e. V. (Registration)**  
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With the support of:



**Thu., 11.11.2010**      **Flight Germany-Santo Domingo (SDQ)**

Individual travel arrangement

23:55h      Departure (please see flight recommendations):  
Condor, Flight DE 4236, FRA-SDQ  
Departure: Frankfurt 23:55 h

**Fri., 12.11.2010**      **Santo Domingo**

05:00 h      Arrival at Santo Domingo Airport (SDQ)

Approx. 05:45 h      Transfer from Airport to the hotel, departure approx. 05:45 h

Hotel: please see *Travel Information and Costs*

06:30 h      Check-In at the hotel

10:00 h      Breakfast and Get-Together of the delegation at the German Dominican Center (Ciudad Colonial)

- Official welcome of the delegation by the Embassy, AHK and LAV
- Introduction of the delegation members
- Presentation: *The DEG in the Dominican Republic: Activities and cooperation opportunities*: Markus Schubert, Junior Investment Manager

11:30 h      Transfer to the Center for Exportation and Investment of the Dominican Republic (CEI-RD)

12:00 h      Center for Exportation and Investment of the Dominican Republic, CEI-RD

- Official welcome by Secretary of State Eddy Martínez, Director of CEI-RD
- Business and investment opportunities
- Current development of exports

Lunch at CEI-RD

15:00 h      *Reception of the delegation by the President of the Dominican Republic, H.E. Dr. Leonel Fernández Reyna (not confirmed yet!)*

18:00 h      Transfer to the hotel, evening at free disposal

**Sat., 13.11.2010**      **Santo Domingo**

09:30 h      Transfer to the Free Trade Area San Isidro

10:00 h      Visit of the Free Trade Area

- Official welcome and presentation (tba)
- Guided tour around the area

12:00 h      Transfer to the hotel

Afternoon at free disposal

**Sun., 14.11.2010**      **Santo Domingo / La Romana**

Day at free disposal

**Mon., 15.11.2010**

**Santo Domingo**

08:00 h

Transfer to CEI-RD

Information- and networking event (B2B):

- Economic framework of the Dominican Republic
- Investment opportunities
- Legal framework
- Transport and logistics framework
- Presentation of a successful German company in the D.R.

Participants:

Representatives of the Ministries of Finance, Economy and Foreign Affairs; Central Bank; CEI-RD; customs authority; private business associations, German Embassy, representative of the European Commission, Association of the European Chambers of Commerce, Chambers of Commerce of the Dominican Republic, GTZ, special business associations according to the business-lines of the delegation

12:00 h

Lunch

14:00 h

Visit of Ministries, possibilities:

- Ministry of Economy, Planning and Development or
- Ministry of Transportation and Construction with a following visit of the metro (subway-) section under construction or
- Ministry of Agriculture

18:30 h

Celebration at the German-Dominican Chamber of Commerce and Industry: „15 Years Signature of the presidential decree 'German-Dominican Chamber of Commerce and Industry'“

Participants: Members of the Chamber, German Embassy, GTZ

**Tue., 16.11.2010**

**Santo Domingo / Panama City**

08:00 h

Transfer to the Ministry for Environment and Natural Resources  
Topics: environmental technology, water/ waste management, environmental protection regulations

10:00 h

National Energy Commission (CNE)  
Topics: renewable and conventional sources of energy (legal framework, subsidies, concession procedures etc.)

13:00 h

Transfer to the airport

16:16 h

Departure to Panama  
Flight: Santo Domingo (SDQ) - Panama (PTY); (Copa-Flight CM 382)

17:40 h

Arrival at the international airport „Tocumen“, Panama (CM 382)

Welcome by:

- S.E. Javier Calvo, Ambassador of Panama in Berlin and the General Manager of the German-Panamanian Chamber of Industry and Commerce, Christine Göllner de Mejía

Transfer to the hotel “Four Points by Sheraton” (please see *Travel Information and Costs*)

- 19:00 – 21.00 h
- Get-together and welcome at the hotel, Salon "Pórtico 1"
- Ambassador of Panama in Berlin: S.E. Javier Calvo
  - German Embassy: Ambassador Michael Grau
  - President of the General Manager of the German-Panamanian Chamber of Industry and Commerce: Hans Schwarzweller
  - General Manager of the German-Panamanian Chamber of Industry and Commerce: Christine Göllner de Mejía

**Wed., 17.11.2010**

**Panama City**

08:45 h

Departure from hotel

09:00 – 13:00 h

Information and networking event  
Place: Ministry of Foreign Affairs, Salón "Bolívar"

Topics/presentations:

- Economic framework of Panama
- Investment and business opportunities
- Legal framework
- Transport and logistics framework
- Presentation: *The DEG in Panama: Activities and cooperation opportunities*: Markus Schubert, Junior Investment Manager

Presented by:

Ministry of Commerce and Industry (MICI)/ Agency of promotion of investment and exportation PROINVEX

- Michele Marie Sellhorn, National Director for Investment and Promotion

Panamanian Chamber of Commerce, Agriculture and Industry

- President and Board of management

Vicepresidente del Colegio Nacional de Notarios

- Raúl Castillo

13:00 – 14:00 h

Lunch in the restaurant "Mostaza", San Felipe; possibility for networking and individual business conversations

14:30 – 16:00 h

Visit of the Canal de Panamá (ACP)

- Presentation by Nicolás Solano (Project of the expansion of the Canal) and Luz Pinzón (tenders and purchase on the part of the Canal Authority)

Visit of sluices and the Canal Museum

16:00 – 17:00 h

Visit of the Ciudad del Saber

Presentation by Ricardo Endara (Director of the Tecnoparque Internacional de Ciudad del Saber) and Dr. Gabino Ayarza, round trip

19:00 h

Reception (Embassy / Members of the Board and members of the German-Panamanian Chamber of Industry and Commerce)

**Thu., 18.11.2010**

**Panama City**

- 08:45 h Departure from hotel
- 09:00 – 13:00 h Sector-specific information- and networking event (B2B), according to the business-lines of the delegation  
Place: Ministry of Commerce and Industry (MICI), Salón “Atlántico”  
Welcome by S.E. José Domingo Arias, Viceministro de Comercio Exterior
- Business-line 1: Environmental Technology/ Waste Management
- Representative of the ministry of Environment and private associations of the sector
- Business-line 2: Construction/ Infrastructure/ Metro/ Logistics:
- Representative of the MOP (Ministerio Obras Públicas) and MIVI (Ministerio Vivienda), Secretaría del Metro, private associations of the sector
- Business-line 3:energy (renewable and conventional energy sources)
- Representative of the Ministry of Energy and private associations of the sector
- Business-line 4: Health sector
- Representative of the Ministry of Health and private associations of the sector
- Business-line 5: Agricultural sector
- Representative of the Ministry of Agriculture MIDA and private associations of the sector
- 13:30 – 14:30 h Lunch in the restaurant “Al Dente”, Calzada de Amador
- 15:00 – 17:00 h Visit of the Free Trade Area “Panamá-Pacífico”
- Presentation by Marlyn Sellhorn, Marketing Director
  - Guided round trip and visit

**Fri., 19.11.2010**

**Flight Panama City – Germany**

- 07:30 h Transfer to the international airport Tocumen (PTY)
- 11:00 h Departure to Frankfurt (FRA) with Condor (DE 4237), arrival FRA: Saturday, 20.11., 05:55 h

**Important contacts during the journey:**

Organization and logistics:

- German-Dominican Chamber of Commerce and Industry:
- German-Panamanian Chamber of Commerce and Industry:

German Embassy:

- Dominikanische Republik:
- Panama: Tel.: