

# FINANCING OPPORTUNITIES IN TURBULENT TIMES



## GLOBAL INTELLIGENCE BRIEFING

*Sponsored by:*



Greater Miami Chamber of Commerce  
Friday, May 27, 2011



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# AGENDA

## WELCOME

### **Jerry Haar**

Chair, Global Intelligence Committee, Greater Miami Chamber of Commerce  
Associate Dean, International Affairs, College of Business Administration  
*Florida International University*

## MODERATOR

### **Robert O. Lee**

Partner  
*Diaz Reus & Targ, LLP*

## PANELISTS

### **Rafael A. Diaz-Balart**

Business Development Officer  
*Factor Group, LLC*

### **Sharyn H. Koenig**

Regional Director, Southeast Regional Export Finance Center  
*Export-Import Bank of the United States*

### **Abby Martinez**

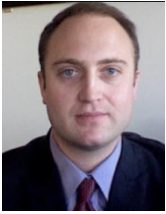
Vice President, Trade Sales Specialist  
*Citibank, N.A.*

### **William Nobrega**

Managing Partner  
*The Conrad Group*

## QUESTION & ANSWER SESSION

# PANELISTS



**RAFAEL A. DIAZ-BALART**  
**Business Development Officer; Factor Group, LLC**

Rafael A. Diaz – Balart is currently a member of the Business Development Team at Factor Group LLC. In this role Rafael is responsible for developing and maintaining new business for Factor Group throughout the United States. In his time at Factor Group

Rafael has developed specific knowledge in providing solutions to companies in the aerospace, oil and gas field services and produce industries and has worked extensively with exporters and government contractors.

Prior to joining Factor Group Rafael served as a senior analyst in the Beijing, China representative office of a US based private equity fund and as Acquisitions Manager at a Miami based commercial real estate investment fund. Rafael holds a BA in History from Florida International University.

Factor Group Corp was founded in 2003, with Factor Group LLC being founded in Miami in 2005. Currently FGC employs 120+ employees between three offices, one in Miami, and two in Colombia, Bogota and Medellin. In 2009 Factor Group LLC was named by Florida Trend Magazine as one of Florida's Best Companies to Work for. Factor Group LLC provides direct factoring lines to small and medium sized companies in the following fields/industries: aerospace, government vendors, manufacturing & distribution, food industry, staffing, professional services, export/Import; infrastructure, products & services, sustainable and renewable resources.

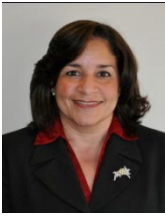


**SHARYN H. KOENIG**  
**Regional Director, Southeast Regional Export Finance Center; Export-Import Bank of the United States**

Sharyn Koenig has nearly 30 years of experience with Ex-Im Bank's products, and advises exporters, bankers and the trade-related business community in international risk mitigation and trade financing techniques.

Prior to her current position, Sharyn was a Senior Business Development Officer in Ex-Im Bank's Northeast Regional Office in New York, and also worked for Ex-Im Bank's former agent, FCIA Management Company, where she held various management positions in the areas of business development, marketing communications, and broker relations.

The Regional Offices of Ex-Im Bank focus on assisting small business exporters. Sharyn and her team work with companies in Florida, Georgia, Alabama, South Carolina, Puerto Rico and the US Virgin Islands to help them obtain pre-export working capital, buyer credit financing, and export credit insurance to mitigate the risks of foreign buyer non-payment. Originally from New Jersey, she and her husband John, a Colorado native, relocated to Florida in 2009.



**ABBY MARTINEZ**  
**Vice President, Trade Sales Specialist, Citibank, N.A.**

Abby Martinez has more than 20 years of banking experience with the majority of that being dedicated to trade finance. She currently holds the position of Vice President and is the Atlantic Division Trade Specialist for Citibank. Her position at Citibank allows her to assist many clients who are involved in international trade globally.

Abby moved to Florida from NJ in 1989 and has been a part of various organizations involved in trade. She was appointed by the US Secretary of Commerce to serve as a member on the District Export Council of Florida and is the Treasurer for the Board of Directors at the Organization of Women in International Trade of South Florida (OWIT). Abby received her bachelor's degree from Florida International University where she majored in Management and International Business.



**WILLIAM NOBREGA**  
**Managing Partner; The Conrad Group**

William Nóbrega, is the Managing Partner of The Conrad Group an emerging market investment advisory and M&A facilitation firm based in Miami. He has more than 12 years of experience in this field and is widely credited for initiating global business models in emerging geographies including Brazil, India and China.

The firm's clients include hedge funds, private equity groups, investment trusts and numerous Fortune 1000 companies in a wide range of industry verticals. With a team of professionals based in New Delhi, Sao Paulo, Beijing and Miami it is one of the leading boutique firms in this arena.

Mr. Nóbrega is the author of numerous articles and White Papers that focus on various aspects of emerging market strategic planning and global real estate strategies and he is a frequent contributor to CNN, CNBC, Bloomberg, Newsweek, The Wall Street Journal, New York Times, PBS and other national and international media outlets. Mr. Nóbrega is the author of the book 'Riding the Indian Tiger; understanding the worlds fastest growing market' which was published by John Wiley & Sons January 2008.

Mr. Nóbrega is a member of the Board of Directors for First Debenture Corporation an Australian property developer listed on the Australian Stock Exchange. Mr. Nobrega has a bachelor's degree from Ohio University, in Athens, Ohio and a master's degree from the University of Leuven, in Brussels, Belgium.

# MODERATOR



**ROBERT Q. LEE**

**Partner, Diaz, Reus & Targ, LLP**

Mr. Lee received the Martindale-Hubbell highest AV® Preeminent™ 5.0 out of 5 rating. Represented public, private, and emerging growth companies in corporate and commercial matters, mergers, asset and stock acquisitions and divestitures, reorganizations and roll-ups, business start-ups, project financing, securities offerings, indentures, bond issues, corporate governance, private equity and mezzanine financing, securitizations, equipment financing, secured transactions, supplier and distribution agreements, technology licensing, servicing agreements, and franchising. He also served as interim in-house counsel and outside corporate counsel for GE Power Systems, GE Access and GE Transportation, and provided support for Siemens corporate and real estate legal divisions.

Engaged in cross-border transactions and investments particularly relating to Asia Pacific Region (China/Hong Kong), including aviation related projects (manufacturing and flight training), letters of credit, bank guarantees, stock exchanges, reverse mergers with U.S. publicly traded entities, corporate reorganizations, equity and cooperative joint ventures, power generation projects, strategic alliances, transnational technology transfers and licensing, manufacturing and development projects, WFOEs, Hong Kong holding companies, import and export arrangements, international distribution agreements, and international consortia agreements and foreign investments in real estate. Negotiated and conducted filings with MOFTEC, MOFCOM, CAAC, SEZs, and provincial and municipal governments, and coordinated the structuring of preferential projects for foreign enterprises in China.

Performed financing and secured lending work for major banks, governmental lending agencies, and other lending groups (GE Capital, Heller Financial, SunTrust, CNL, Wells Fargo, and Colonial Bank) including syndicated and multi-tranche loans, workouts and restructuring of loan facilities, complex multi-state commercial loan transactions, and project financing. Negotiated, prepared and reviewed credit agreements, mortgages, security agreements, financing statements, partnerships, stock and membership interest pledges, guaranties, intercreditor agreements, participation agreements, forbearance agreements, subordination agreements and other collateral documents. Engaged in municipal bond issuance transactions and financing for the construction and infrastructure projects.

Served as counsel to Fortune 500 companies, developers, investment funds and major landowners for commercial real estate matters including negotiation, drafting and review of real estate purchase and sale agreements for land, Planned Unit Developments, retail and office centers, hotels, restaurants, resorts, assisted living facilities and industrial warehouses. Robert reviewed title, survey and permitting matters and prepared commercial leases, easements, reciprocal covenants, licenses, ground leases, management agreements, and operating agreements.

Represented issuers, underwriters, and investors in connection with Regulation D exempt transactions and private placements, IPOs, PIPEs, secondary offerings,

registration of securities with the U.S. Securities and Exchange Commission, and listing on U.S. stock exchanges and OTCBB. Provided counsel with respect to corporate governance, SEC reporting and Blue Sky legal compliance, NASD requirements, underwriting and IR agreements, legal opinions, and "comfort" letters.

Mr. Lee has served as Legal Counsel and Board Member for New Hope for Kids, Chairman of the City of Orlando Minority and Women Enterprises Certification Board, Board Member of the Metro Orlando International Affairs Commission, Founding Member of the Orlando Committee on Foreign Affairs, President of the U.S. Pan-Asia Chamber of Commerce, Board Member and Legal Counsel for the Asian-American Chamber of Commerce (Miami and Orlando), Member of the Global Business Advisory Board of Orlando Regional Chamber of Commerce, Legal Counsel and Board Member of the Florida-China Association, Inc., Representative of the Association of Bi-National Chambers of Commerce of Florida, Board Member for the Asian American Federation of Florida, Inc., Board Member and Chair of the Professionalism/CLE Committee for Greater Orlando Asian American Bar Association and Member of the National Asian Pacific American Bar Association.

Mr. Lee is knowledgeable of Chinese (Cantonese and Mandarin) and Vietnamese languages.

# NOTES

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