



Millennium Challenge Account - Honduras
La Colonia Palmira
Paseo Rep. Argentina No. 354
Tegucigalpa, Honduras



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**Central American Meeting on Secured Financing and Related Commercial Law Reform
Tegucigalpa, Honduras
February 28-29, 2008**

Tegucigalpa Marriott Hotel
Boulevard Juan Pablo Segundo
Tegucigalpa, Honduras

Thursday, February 28, 2008 (9:30 am to 6:00 pm) – “La Concordia” Room

I. Welcoming Remarks – Millennium Challenge Account (MCA) Honduras, National Law Center for Inter-American Free Trade (NLCIFT); Asociación Hondureña de Instituciones Bancarias (AHIBA)

9:30 am – 9:45 am

Introduction to Inter-American Secured Lending – Principles of Secured Transactions Law in the Americas; the Central American Experience

9:45 am – 12:00 pm

- A. Overview of the rules governing security interests, with particular reference to the principles embodied in the OAS Model Law on Secured Transactions [Dr. Boris Kozolchyk - National Law Center for Inter-American Free Trade]
- B. Overview of the Guatemalan Law on Secured Transactions [The Honorable Jorge Castro, Vice Minister of the Economy, Guatemala; María del Pilar Bonilla – Bonilla, Montaña, Toriello & Barrios, Cd. de Guatemala, Guatemala]

Coffee Break – 10:45 am to 11:00 am

- C. Overview of the Honduran Draft Law on Secured Transactions [Dr. Boris Kozolchyk (NLCIFT), Professor Dale Furnish (NLCIFT) – Marco Bográn (MCA Honduras)]
- D. Overview of the Salvadoran proposal – [Eli Sigfredo Valle Flores – Ministry of the Economy, El Salvador]

II. Importance of Supply Chain Financing and How to Obtain such a Loan

12:00 pm – 03:00 pm

- E. Supply Chain Financing in the U.S. – Requirements and evolution of supply chain finance techniques. [Mr. Alex Lara, Head of Financial Institutions Sales for Latin America – J.P. Morgan Chase; Harriette Resnick, Vice-President and Assistant General Counsel – J.P. Morgan Chase] [Dr. Boris Kozolchyk (NLCIFT) – relation to Honduras and Guatemalan laws]

Lunch – 1:00 – 02:00 pm

- F. Supply Chain Financing in Honduras/Central America – Requirements [Jorge Tello Pacheco – Guatemalan Bankers Association; Honduran bankers: Licda. Siham Gabrie, Director of



Business Banking - FICOHSA; Arturo Medrano, Esq. and Licda. Wendy Mackornick, Director of Factoring, BANCATLAN]

- G. Concrete steps to attain uniformity of U.S./Honduras/Central America Supply Chain Financing [María del Pilar Bonilla (Guatemala); Professor Dale Furnish, Dr. Boris Kozolchik and Marek Dubovec (NLCIFT)]

III. Registration (Filing) of Security Interests

03:00 pm – 05:00 pm

- H. Recording Procedures in Guatemala and Honduran Laws [Yair Baranes; María del Pilar Bonilla; Marek Dubovec]
- I. Documentation: Financing Statements, Acknowledgments and Certificates of Filings (Paper-based and electronic) [Yair Baranes; Marek Dubovec; Octavio Sánchez (NLCIFT Consultant, Honduras); Myriam Jarquín de Medina, Coordinator of the Registry Project, Nicaraguan Supreme Court of Justice]

Coffee Break – 04:15 – 4:30 pm

- J. IFSA, ICC and SWIFT as Key Institutions. Letter-of-Credit Related Electronic Documents, with special emphasis on the invoice. [Dan Taylor and Katja Lehr, International Financial Services Association (IFSA)]

IV. Related Law Reform Efforts

05:00 – 06:00 pm

- K. Bankruptcy Law [Adolfo Rouillon, World Bank; Prof. Dale Furnish, NLCIFT]

Friday, February 29, 2008 – “La Fuente” Room

V. Related Law Reform Efforts (continued)

09:00 am – 11:00 a.m.

- L. Securitization of Business and Real Estate Assets [Alexander Evans (Overseas Private Investment Corporation – OPIC); Lic. Joaquín Picado (Costa Rica); Xavier Argüello (Honduras)]
- M. E-Commerce Law [Mariana Silveira, NLCIFT; Eli Sigfredo Valle Flores – Ministry of the Economy, El Salvador]

VI. Conclusions, Recommendations and Resolutions

11:00 am – 12:00 noon

Coffee Break

Lunch (panel participants) – 1:00 pm