



in cooperation with



2nd International Cooperative Dialogue (ICD), October 2009

“Development and Finance of MSME – Challenges in Times of Crisis”

October 19 – 23, 2009, Academy of German Cooperatives ADG, Montabaur Castle



“Development and Finance of MSME – Challenges in Times of Crisis”

MSME are a main pillar of economies worldwide. The development of diverse and competitive micro, small and medium enterprises (MSME), therefore, is the most crucial topic in developing and maintaining a sound economic system and achieving sustainable economic growth. Against the background of the current financial and economic crisis MSME and their financial environment as well as policymakers and developing institutions are facing extensive challenges. For these reasons we offer an international platform to discuss economic and financial impacts on MSME.

The 2nd International Cooperative Dialogue should increase the understanding of financial institutions and policymakers for the problems and needs of MSME. Furthermore, we would like to promote a cross-national exchange of experience also for development agencies and encourage the establishment of networks.

Organising Institutions

The DGRV – German Cooperative and Raiffeisen Confederation is according to the German Cooperative Act (GenG) the confederation and auditing federation of the cooperative group. For more than 30 years, DGRV has supported the development of cooperatively-organized systems worldwide, in the financial as well as in the real sector. The promotion of MSME development and financing of MSME have been key elements of DGRV's development work.

The Academy of German Cooperatives ADG is a member of the German Cooperatives Organisation. Operating nationwide, it is a prime provider of finance and management training for these cooperatives that are a cornerstone of the German economy, and for the financial institutions that serve them. Also ADG has developed an international consultancy expertise in MSME finance and management training.

The ZGV – German Federation of Buying and Marketing Groups represents in Berlin and Brussels the interests of more than 300 buying and marketing groups. About 200.000 independent small and medium sized enterprises are organised in such cooperations.

The announced conference is organised in cooperation with DEG mbH – the German Investment and Development Company. DEG, member of KfW Bankengruppe (KfW banking group), is one of the largest European development finance institutions. For more than 45 years, DEG has been financing and structuring the investments of private companies in developing and emerging market countries.

Exchange experience on MSME practices

The International Cooperative Dialogue will link the knowledge of experts and the experience of the participants through presentations, workshops and moderated discussions on MSME key success factors:

- ::: MSME Framework Conditions under Current Circumstances
- ::: MSME Entrepreneurial perspective
- ::: MSME Access to Finance
- ::: MSME Support Structures

The target group of the Conference are decision-makers regarding the topic „MSME Development and Finance“ from financial institutions/banks (at primary, secondary and central level); development banks; (con)federations of corporations and of cooperatives; policy makers; national and international development organisations, donor organisations; further corporations.

We would especially like to invite you to participate in our „Vernissage“, where participants have the opportunity to present a case study and discuss the case with other participants during one evening. If you are interested in taking part in the Vernissage, please submit an abstract (not more than one page) until September 18, 2009.

Furthermore, two field visits will be included in the programme to provide an insight into the German MSME sector.

The enclosed information sheet on the conference proceedings includes details on the programme as well as practical information and registration issues. The conference language will be English.

You will find updated news at: www.cooperative-dialogue.info

We would certainly appreciate your active participation at the 2nd International Cooperative Dialogue and are looking forward to meeting you in October 2009.

Sincerely,

The ICD-Team



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The Conference Concept in brief:

Objectives:

The International Cooperative Dialogue will link the knowledge of experts and the experience of the participants through presentations and workshops on MSME key success factors.

- Exchange experiences on an international level and learn from good MSME practices
- Identify challenges and key success factors of MSME development under current crisis conditions
- Get to know tools and instruments for successful MSME development and finance
- Establish beneficial networks
- Become familiar with the German MSME support institutions

Target Group:

Decision makers in MSME Development and Finance from:

- Financial Institutions/Banks (at primary, secondary and central level)
- Development Banks
- (Con)federations of corporations and cooperatives
- Policymakers
- National and International Development Organisations, Donor Organisations
- Further Corporations

Methods:

- Key Speeches
- Good Practice Workshops
- Moderated Discussions
- Case Study / „Vernissage“
- Field Visits

„Vernissage“ of Case Studies – please submit an abstract
(not more than one page) until September 18, 2009

Organisation:

Concept and Organisation

- DGRV – Deutscher Genossenschafts- und Raiffeisenverband e.V.
(German Cooperative and Raiffeisen Confederation)
- ADG – Akademie Deutscher Genossenschaften (Academy of German Cooperatives)
- ZGV – Zentralverband Gewerblicher Verbundgruppen e.V.
(German Federation of Buying and Marketing Groups)
- In cooperation with: DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH
(the German Investment and Development Company)

Conference Language: English

Date/Place:

Date: Arrival – Sunday, October 18, 2009
Departure – Friday, October 23, 2009
Duration of Conference 5 days

Location: Akademie Deutscher Genossenschaften (ADG), Schloss Montabaur, Germany (half way between Frankfurt and Cologne)

Fee:

- Conference fee including field trips and side programme: € 1,390 (incl. VAT) per participant
- Room reservation at ****Hotel Schloss Montabaur; total cost of € 115 (incl. VAT) per participant per day including full board

For further information: www.cooperative-dialogue.info



Conference Programme:

DAY I (Monday, October 19, 2009) MSME Framework Conditions under Current Circumstances

Time	Session
08:00 am	Presentations Registration
08:30 – 10:15 am	Opening Addresses of Organisers' Board Members Targets and Agenda of the Conference Ruediger Meister, Division Manager, Academy of German Cooperatives (ADG), Germany Participants' Expectations Dr. Hans Dieter Seibel, Emeritus Professor, University of Cologne, Germany MSME and their Relevance for a Social Market Economy Dr. Paul Armbruster, Head of International Relations Department, DGRV – German Cooperative and Raiffeisen Confederation, Germany
10:30 – 11:15 am	MSME Framework Conditions under Current Circumstances Sylvia Vlaeminck, Head of Unit – Small Businesses, Cooperatives and Mutuals, European Commission – Enterprise and Industry Directorate-General
11:15 – 12:00 am	Stability and Sustainability of Cooperative Banks as Banks for MSME Hervé Guider, Secretary General, European Association of Cooperative Banks (EACB), Belgium
12:00 – 01:00 pm	Moderated Discussion Dr. Hans Dieter Seibel ::: Lunch :::
02:00 – 03:30 pm	Entrepreneurial Perspective “Key Success Factors for MSME Business in 2010” Malcolm Harper, Emeritus Professor of Enterprise Development, Cranfield University, UK
04:00 – 06:00 pm	Workshop: “SWOT together” Dr. Frank Taschner, Trainer & Coach, Neuland & Partner, Germany
07:00 pm	::: Welcome Dinner :::



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DAY 2 (Tuesday, October 20, 2009) MSME Entrepreneurial perspective

Time	Session
09:00 – 11:30 am	Workshop Sessions Entrepreneurial Perspective “MSME Success Factors” > Cooperation – a Practical Example <i>Olaf Rützel</i> , Managing Director, Trading cooperation specialising in timber-related products, Holzring Bremen, Germany > The Innovation Factor for MSME Development <i>Dr. Philipp Heldt-Sorgenfrei</i> , Senior Expert > Human Ressource Development / Capacity Building <i>Bianca Rohrbach</i> , Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH, Eschborn, Germany
11:30 – 12:30 am	Moderated Discussion <i>Dr. Hans Dieter Seibel</i> ::: Lunch :::
02:00 – 06:00 am	Field-Trip “Structured Cooperation as a Competitive Advantage for MSME” ::: Dinner :::

DAY 3 (Wednesday, October 21, 2009) MSME Access to Finance

Time	Session
09:00 – 12:30 am	Presentations Financial Perspective “Financing MSME – Banking Practices, International Experiences and Benchmarking” > Successful Banking Cases / Business Model / Tools / Performance Measures <i>Stephan Blanke</i> , First Vice President and Co-Head of Financial Institutions Department, DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH, the German Investment and Development Company, Germany > Responsible Finance <i>Matthias Adler</i> , Principal Financial Sector Economist, KfW – German Bank for Reconstruction ::: Lunch :::
02:00 – 04:30 pm	Workshop Session: Financial Perspective “Access to Finance” > Financial Needs of SME <i>Hanna B. Sahhar</i> , General Manager, European Palestinian Credit Guarantee Fund (EPCGF), Palestine > Risk Assessment (SME, Financial Institutions, Development Banks) <i>Rainer Haberkorn</i> , Consultant, Germany > Role of Local Financial Institutions / Cooperatives <i>Stephan Blanke</i> , First Vice President and Co-Head of Financial Institutions Department, DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH, the German Investment and Development Company, Germany

04:30 – 05:30 pm	Moderated Discussion <i>Dr. Hans Dieter Seibel</i> ::: Dinner :::
07:00 – 09:00 pm	Vernissage: Case Studies – Meet the Experts <i>Moderation: Dr. Wolfgang Salomo, Senior Expert</i>

DAY 4 (Thursday, October 22, 2009) MSME Support Structures

Time	Session
09:00 – 11:30 am	Workshop Session: “Support Structures” > Role of Guarantee Banks <i>Marcel Roy</i> , AECM, European Association of Guarantee Banks, Belgium > Long-term Finance to SME Financial Institutions (Case: Agro Finance in Mexico) <i>Dr. Thomas Koch</i> , Chief Economist & Head of Economics and Development Policy, DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH, the German Investment and Development Company, Germany > Role of Chambers and Associations NN
11:30 – 12:30 am	Moderated Discussion <i>Dr. Hans Dieter Seibel</i> ::: Lunch :::
02:00 – 05:00 pm	Field-Trip “Support for MSME – Regional Banking Practices”
05:00 – open end	Visit oldest Winegrowers’ Cooperative in Germany “Winzergenossenschaft Mayschoss – Altenahr eG”, founded in 1868 – guided visit of the wine cellar – wine tasting and dinner

DAY 5 (Friday, October 23, 2009)

Time	Session
09:30 – 11:00 am	Lessons Learnt – Results of the Week <i>Dr. Hans Dieter Seibel</i>
11:30 – 12:00 am	Closing Session, End of Conference ::: Lunch ::: Departure

Contacts for conceptual issues:

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Registration Form



Participant's Information

Ms/Mr*	Last Name*	First Name*
Nationality*	Date of Birth*	
Position, title		
Institution*		
Address*		
Tel.	Fax	eMail*

*Necessary info for full registration

Practical Information

Conference Dates: Start: Monday, October 19, 2009 at 8:00 am
End: Friday, October 23, 2009 at 12:00 am

Location: Academy of German Cooperatives ADG, Montabaur Castle in Montabaur, Germany (30 min from Frankfurt Airport by train)
For detailed information visit our website: www.cooperative-dialogue.info

Language: English (no translation)

Registration Fee: € 1,390 (incl. VAT)

Payment: by Bank Transfer (until Sept. 18, 2009) IBAN: DE24570910000000008800
BIC: GENODE51MON



Preferred Workshops

Please let us know your preference for the following workshops (**only one per day**):

Day 2 Entrepreneurial Perspective: MSME Success Factors

- ☐ Cooperation ☐ Innovation ☐ HR Development

Day 3 Financial Perspective: Access to Finance

- ☐ Financial Needs ☐ Risk Assessment ☐ Local Financial Institutions

Day 4 Support Structures

- ☐ Guarantee Banks ☐ Development Programs: Long Term Financing ☐ Chambers and Associations

Case Study

During the conference there will be an opportunity for you to present your own case study. We encourage you to submit a case in writing in order to share your experience and to get valuable feedback.

- ☐ Yes, I would like to submit a case study (abstract – one page only).

Topic: _____ (Deadline for submitting the abstract: September 18th, 2009)

Accommodation

Single Room:

All participants are booked from Sunday, October 18, 2009 until Friday, October 23, 2009 at Montabaur Castle Hotel.

Special rate, 4 star Hotel & Accommodation: € 115 (incl. VAT) per person/per day including all meals.

The cost of accommodation must be paid in cash or by credit card when checking out of Montabaur Castle Hotel.

No Accommodation

- ☐ No accommodation needed at Montabaur Castle Hotel

Cancellation

All cancellations must be received in writing. A 50% fee will be charged in respect to all cancellations between September 1, 2009 and September 30, 2009. The full fee will be charged to cancellations made after September 30, 2009. Substitutions will be accepted any time. We would like to remind you that the registration will only be valid if your payment has reached us before September 18th, 2009.

Please send your registration form to:

Ms. Michelle Schneider (Organisation)
Assistant, ADG

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