



An Affiliate of the U.S. Chamber of Commerce

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Women: The Emerging Economic Force

Speaker Biographies

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Conference Chairmen

Phyllis O. Bonanno, Conference Chairman

From July 1997 to March 2000, Phyllis Bonanno served as the first woman president of Columbia College, founded in 1854. A private liberal arts institution for women, with a coeducational Evening College and Graduate School, the student population is 1500. An expert in international trade and former trade advisor to the US Government, Bonanno was specifically recruited from the corporate world. As a change agent, she developed a ten-year strategic plan emphasizing academic excellence, leadership, globalization, diversity and technology. The following objectives were realized as a result of the plan. The college has the highest number of applicants with the highest SAT average in its history. There was a 300 percent increase in applicants from out-of-state, and enrollment increased by 16 percent in the Evening College and 60 percent in the Graduate School during her tenure. New records were set for the number of alumnae donors, amounts raised and size of gifts. The distance learning program was expanded, as were the opportunities for overseas study, work and travel. In addition, she established a Washington semester and increased the number of athletic programs. The college has been transformed from a traditional, liberal arts institution for women primarily from South Carolina to a growing and diverse campus that includes an academically challenging women's undergraduate program, a coeducational undergraduate component for working adults and a graduate school attracting professionals from around the world.

Prior to joining the College, Ms. Bonanno served as a corporate vice president for international trade at Warnaco, Inc., a worldwide apparel manufacturing company. She also served as the first director of the US Trade Representative's Office of Private Sector Liaison in the Executive Offices of Presidents Carter and Reagan; a lobbyist for the National Association of Manufacturers; the manager of the non-academic staff of the Johns Hopkins University School of Advanced International Studies; a personal assistant to President Lyndon Johnson; and a member of the editorial staff of *McCall's* magazine.

Ms. Bonanno is a member of the corporate boards of BorgWarner Inc., RockPort Trade Systems, Inc. and the Datatel Scholars Foundation, as well as the board of directors of The Center for International Private Enterprise and The Nurturing Center. In addition, she is a member of both the International and Washington, DC chapters of The Women's Forum, the Women's Foreign Policy Group, and is cochairman of the teams committee of the national breast cancer "Race for the Cure."

A native of Andover, Massachusetts and a graduate of the University of Connecticut, she holds an honorary doctorate of humane letters from Rosemont College. Ms. Bonanno is married to Evan R. Berlack, an international trade and transactions attorney.

The Honorable Jennifer Dunn, Honorary Conference Chairman

Congresswoman Jennifer Dunn (R-Washington) made history in 1998 as the first woman of either party to run for House Majority Leader or any top leadership post. Prior to that historic campaign, Dunn served as the highest ranking woman in the United States Congress in the elected leadership position of Vice Chair of the House Republican Conference. Identified as a "smart conservative" by *The Seattle Times*, Dunn is the fifth woman in history to serve on the prestigious House Ways and Means Committee. She has served in Congress since 1993, representing what is considered to be one of the most beautiful congressional districts in the country, running from the shores of Lake Washington to the crest of the Cascade mountains to majestic Mt. Rainier.

Congresswoman Dunn has been an active member of Congress, known for taking on big projects. She was an outspoken advocate of Congressional reform in the 103rd Congress as the only freshman to have held a seat on the prestigious Joint Committee on the Organization of Congress. In recognition of this work, Congresswoman Dunn was appointed by the Speaker of the House to the 10-Member transition team that converted the House to Republican majority control. In just her second term, she won appointment to the powerful Ways and Means Committee that gives her jurisdiction over all tax and trade issues, health care, welfare reform, Medicare, IRS oversight and Social Security.

Considered an outstanding spokesperson for House Republicans, Congresswoman Dunn was the only Member of Congress who was named one of the "25 smartest women in America" by *Mirabella* magazine in 1998. She has also been called the "GOP Woman to Watch" by *Washingtonian* magazine and one of the "twenty most fascinating women in politics" by *George* magazine. Congresswoman Dunn interprets legislation from a woman's perspective. Since the 105th Congress, Congresswoman Dunn has spearheaded the effort to close the "gender gap" in American politics by explaining how GOP policies affect women. She has emerged as an expert on welfare reform, middle-class tax relief, and relief for small and family-owned businesses. A longtime champion of tax relief and budget balancing, Congresswoman Dunn has also been an outspoken advocate for IRS reform, overhaul of the tax code, retirement security and expansion of free and fair international trade.

Congresswoman Dunn's vision for America stresses fairness and personal responsibility: *"My vision for America is simple. A United States with the most productive jobs, the greatest rate of innovation, the highest take-home pay, the best quality of life, and the best career security of any country in the world. A prosperous country that will produce a better quality of life for our children than the one we have today, where anyone who works hard can succeed and provide for his or her family. A country where public safety is a right, rather than an exception. A country with the best system of learning in the world, where all Americans think of themselves as Americans, rather than as ethnic groups with citizenship. And most importantly, a country that each day provides its citizens with a sense of hope and optimism."*

Born in Seattle on July 29th, 1941 and a native of Bellevue, Washington, Congresswoman Dunn has a long record of state, national, and international service. *Washington Law & Politics* magazine recently named Congresswoman Dunn one of the ten most powerful women in the state. She is a member of the Washington State chapter of the International Women's Forum, which is an organization of preeminent women who come together "to share knowledge and ideas, to enrich each other's lives, to provide a network of support, and to exert influence."

In 1997 Congresswoman Dunn was appointed to the Presidential Commission on Debates, which will establish rules for the 2000 Presidential debates. Congresswoman Dunn was honored for excellence in national leadership as a 1984 recipient of the Shavano Summit Award presented by Hillsdale College.

As a Member of the Ways and Means Subcommittee on Trade, Congresswoman Dunn has made several trips abroad representing the United States Congress. She is one of five Members on the Congressional Advisory Board for the International Republican Institute (IRI), working to promote democracy across the world. Congresswoman Dunn also serves as a board member for the National Endowment for Democracy. In these capacities, she has made several trips to Asia, including Taiwan, Hong Kong, and China. Her experience in the international arena goes back to her years of state and national party service.

In 1984 Congresswoman Dunn was a Reagan administration delegate to the 30th United Nations Commission on the Status of Women (UNCSW) held in Vienna, Austria. She also participated as a member of the Preparatory Commission for the 1985 World Conference on the Status of Women held in Nairobi. Under President Ronald Reagan, Congresswoman Dunn served on two Presidential Advisory Councils — one on voluntary service and the other on historic preservation. She was asked by former President George Bush again to represent the United States at the UNCSW in 1990.

Prior to her work as Washington State Republican Party Chair (1981-1992), Congresswoman Dunn served in the King County Department of Assessments (1978-1980) with responsibilities for directing department-related legislation and public relations. From 1964 to 1969, she gained business experience as an IBM Systems Engineer, designing, programming and teaching computer applications for small business. Congresswoman Dunn served her community and nearby states as the Northwest Regional Director of the Metropolitan Opera Regional Auditions and as a three-term board member of the Junior League of Seattle.

Congresswoman Dunn is a graduate of Bellevue High School and holds a BA degree in English Literature from Stanford University. She is a certified scuba diver and is also the mother of two sons, Bryant, 30 and Reagan, 27.

Conference Speakers

The Honorable J. Brady Anderson

J. Brady Anderson was sworn in as Administrator of the US Agency for International Development (USAID) on August 2, 1999. He also serves as Chairman of the Board of the Overseas Private Investment Corporation.

As USAID Administrator, Anderson directs a \$7 billion program of economic and humanitarian assistance to more than 100 countries in the developing world, Central and Eastern Europe and the former Soviet Union.

Anderson served previously in the Clinton Administration as Ambassador to Tanzania from 1994 to 1997. Before his ambassadorial appointment, Anderson and his wife, Betty Wray Anderson, spent five years living and working in the villages of East Africa as sociolinguistic surveyors with the Wycliffe Bible Translators. Their work contributed to Bible translation and literacy programs in eight languages.

From 1977 to 1981, Anderson served as an assistant to Attorney General and later Governor Bill Clinton. Before his service with Governor Clinton, Anderson and his wife, also an attorney, had a private law practice in his hometown of Helena, Arkansas.

Anderson, a Vietnam veteran, was awarded the Navy Commendation Medal in 1970. Anderson was born on July 25, 1945, in Memphis, Tennessee. He is a graduate of Rhodes College in Memphis, the University of Arkansas School of Law and All Nations Christian College (UK). Anderson is fluent in Swahili.

He and his wife reside in Washington, DC. They have two daughters, Helen Brauner and Heath Anderson.

J. Clark Armitage

Clark Armitage joined Capitol Health in June of 1999 as Vice President. He has been closely involved with operational consulting for several of CHP I's portfolio companies and works on tax, legal and due diligence matters. Mr. Armitage comes to Capitol Health with a tax/legal background, specializing in corporate acquisitions and restructurings.

Immediately prior to joining Capitol Health, Mr. Armitage was a Senior Manager with Ernst & Young, London, where he participated in structuring a variety of cross-border mergers and acquisitions, particularly those involving investments by US persons in European ventures. He also was involved in structuring "inbound" acquisitions, particularly for UK persons investing in the United States.

From 1990 to 1997, Mr. Armitage worked as a tax associate on a wide variety of subject matters, including international, corporate, partnership, insurance, state and exempt organization matters. From 1990 to 1995, Mr. Armitage was with the Washington, DC law firm of Groom and Nordberg and from 1995 to 1997 with the law firm of Dow, Lohnes & Albertson, where he worked with Mr. Kelly. Mr. Armitage serves on two boards of directors of CHP I portfolio companies.

Mr. Armitage graduated with honors from George Washington University Law School after completing his Bachelor of Arts at American University.

Gail Bamford

Gail Bamford is Market Segment Executive for Alliance Marketing and Women Entrepreneurs in Latin America for IBM's Global Small Business division. In this position, she is responsible for developing the small business market in her territory by working closely with business associations to develop long-term business partnerships. Before being named to this position in January 1997, she held various sales, marketing and market management positions at IBM in the Federal Government division.

A key area of her focus is working with women's business organizations, government agencies and NGOs to facilitate international trade between women business owners in the Americas by taking advantage of Internet and e-business technology.

Outside of IBM, she was actively involved in the National Association for Professional Saleswomen (NAPS) in various leadership positions for more than 10 years. She served as Washington, DC Chapter president for 2 years and received "Outstanding Chapter President" award in 1991. She was also actively involved on the national board as a regional vice president and newsletter editor. In 1993 she founded 2-Hot 2-Trot, a mail order company that specialized in "hot" (chili pepper) products.

Gail is a graduate of the University of New Hampshire where she earned a BS in Business Administration and a BA in Spanish, with a minor in Latin American Studies. Her studies abroad were in Valencia, Spain; Medellín, Colombia; and Quito, Ecuador. She earned her MBA from American University in Washington DC.

Barbara Barrett

Barbara Barrett is President of Triple Creek Guest Ranch, a mountain hideaway. A small luxury resort, Triple Creek Ranch was named one of the twenty-four best US resorts for an executive retreat and the best winter resort in North America.

In corporate life, she is Chairman of the Board of Valley Bank of Arizona and serves on the boards of Raytheon Company, and Exponent, Inc., a scientific and engineering firm. In 1997-1998, Mrs. Barrett served as President and CEO of the American Management Association, a worldwide \$300 million management training and publishing organization.

She was an executive officer of two diversified *Fortune 500* companies, first as legal counsel for the Greyhound Corporation, the parent company to such global brand leaders as Armour Foods, Dial Soaps and Greyhound Buses, then as an officer of a paper and forest products company now part of Stone Container.

Serving her government in 1981 Mrs. Barrett became Vice Chairman of the United States Civil Aeronautics Board. She negotiated aviation agreements with Great Britain, China, Poland, Ireland, Peru, the Philippines, Jamaica and many other countries. Later, as the first woman Deputy Administrator of the Federal Aviation Administration (FAA), she managed 47,000 employees worldwide with a \$6 billion annual budget. In both

posts she received unanimous US Senate confirmation and top secret clearances. Mrs. Barrett served on the President's Advisory Committee on Trade Negotiations and for seven years was Chairman of the Arizona District Export Council. Mrs. Barrett was a Republican candidate for governor of Arizona.

On the international front, in May 1999 Mrs. Barrett began a two-year term as president of the International Women's Forum. She is a Trustee of Thunderbird, The American Graduate School of International Management, a member of the Senior Advisory Board at Harvard's Kennedy School and the Council on Foreign Relations in New York.

Mrs. Barrett is a 1999 recipient of the Horatio Alger Award. In July 1999, in association with Harvard University, Mrs. Barrett taught young political leaders in Russia. In August 1999 she traveled to Europe's Balkan Peninsula as part of a 10-member UN fact-finding mission, organized by the German Marshall Fund and Lady Thatcher's Foundation, the New Atlantic Initiative. Mrs. Barrett has spoken and been published on the topic of business ethics, trade policy and leadership. In the spring semester of 1999, as a Harvard Fellow, she taught a leadership course at Harvard's John F. Kennedy School of Government. Mrs. Barrett also serves on NACD Blue Ribbon Commission on the Role of the Board in Strategic Planning. Mrs. Barrett earned her bachelor's, master's and law degrees at Arizona State University. In February 2000 Arizona State University named their honors college The Craig And Barbara Barrett Honors College.

Mrs. Barrett is an instrument-rated pilot and was the first civilian woman to land in an F/A-18 Hornet on an Aircraft carrier. Mrs. Barrett and her husband, Craig, live in Paradise Valley, Arizona.

The Honorable Charlene Barshefsky

Charlene Barshefsky was sworn in as the 12th United States Trade Representative (USTR) on March 17, 1997. Ambassador Barshefsky previously served as Acting US Trade Representative from April 1996 to March 1997 and as Deputy US Trade Representative from May 1993 to April 1996.

President Clinton said of her record and accomplishments, "[she] has been a brilliant negotiator for our country." As a member of President Clinton's Cabinet, she is the Administration's principal trade policy advisor and negotiator. Her market opening policies and resulting trade agreements have contributed significantly to US economic expansion as US exports have increased more than 50% in the last five years, fueling more than one-third of US domestic economic growth. During her tenure at USTR she has been instrumental in achieving over 275 trade agreements.

In November 1999 Ambassador Barshefsky successfully concluded a seven-year negotiation on an historic bilateral market access agreement between China and the United States which sets forth the terms for China's accession to the World Trade Organization. This agreement creates enormous opportunities for American exports and export-related jobs, for continued Chinese economic reform, for the global trading system and for the long-term US-China relationship.

In April 1999 Ambassador Barshefsky also negotiated an unparalleled agriculture market access agreement between the United States and China. The Agreement on US-China Agricultural Cooperation lifts long-standing prohibitions on the export of US citrus, grain,

beef and poultry to China, removes unfair trade barriers to US wheat, meat, citrus and poultry and signifies a new era in the US-China bilateral agricultural relationship. The Agreement is based on sound science and the mutual benefits of open markets; US farmers, ranchers, and consumers will benefit substantially from this agreement.

Ambassador Barshefsky has demonstrated a substantial record of accomplishment in enhancing US export opportunities for the benefit of US workers and farmers and enforcing US rights in the global economy through the application of US trade laws and international agreements. During her first year as US Trade Representative, Ambassador Barshefsky concluded three major global market opening agreements: the Information Technology Agreement, the Telecommunications Agreement, and the Financial Services Agreement.

To successfully execute the President's global trade vision, Ambassador Barshefsky is advancing regional agendas throughout the world. Under her leadership, comprehensive negotiations were launched to create the Free Trade Area of the Americas (FTAA), which will be the largest free trade zone in the world by 2005. She also has given vitality to the Asia Pacific Economic Cooperation forum (APEC), which has launched an initiative to open world markets across 15 sectors totaling \$1.5 trillion in global trade. The US-EU Transatlantic Partnership proposes further market access. She is a leading architect of the Clinton Administration's Africa Trade Initiative which is designed to expand trade and investment in this important region.

Ambassador Barshefsky also has focused on US trade policy interests in China and Japan, particularly toward achieving market access goals. She has been instrumental in achieving 35 market access agreements with Japan, including the Japan framework against the most recent deregulation and 15 agreements with China, including the 1995 and 1996 US-China IPR Agreements.

Prior to being appointed Deputy USTR, Ambassador Barshefsky was a partner in the Washington, DC law firm of Steptoe & Johnson. She specialized in international trade law and policy for 18 years and cochaired the firm's substantial International Practice Group.

Ambassador Barshefsky graduated from the University of Wisconsin in 1972 and, in 1975, from the Columbus School of Law at Catholic University in Washington, DC, earning numerous academic honors at both institutions. Ambassador Barshefsky repeatedly has been recognized for her extensive advocacy on behalf of the United States, its industries and its workers, and has received numerous awards.

Ambassador Barshefsky is married to Edward B. Cohen and resides in Washington, DC with their two daughters.

Ambassador John A. Bohn

Ambassador Bohn currently serves as Chairman and Chief Executive Officer of Globalnet Venture Partners, a consulting and investment company which focuses on transforming existing businesses into the world of the Internet. Prior to that, Ambassador Bohn served as Executive Chairman of CheMatch.com, an Internet-based trading exchange for petrochemicals, to which he brought many years of in-depth international management and financial experience. He spent one-and-a-half years at Burson-Marsteller as

managing director, focusing on international economic resources issues. Prior to that he served for seven-and-a-half years as President and Chief Executive Officer of Moody's Investors Service, the world's leading credit research and analysis company and a major publisher of financial information. Previously, Mr. Bohn served a four-year term as President and Chairman of the Export Import Bank of the United States, a US Government corporation that finances and insures the sale abroad of American-produced goods. During his tenure, Eximbank provided some \$6-8 billion (US) per year in loans, guarantees and insurance in more than 25 countries.

Prior to his service with the bank, Mr. Bohn was Special Assistant to the Secretary of the Treasury, and later US Ambassador and Executive Director at the Asian Development Bank in Manila. In addition to practicing law in California and the Pacific, Mr. Bohn spent 13 years as an international banker, which included four-and-a-half years in Tokyo, with responsibility for the bank's Asian activities, and later as Division Manager for trade financing, private banking, and multinational banking efforts.

A graduate with honors from Stanford University, Mr. Bohn attended the London School of Economics as a Fulbright Scholar, and then studied law at Harvard University. A member of the California State Bar and the Foreign Service Association, Mr. Bohn serves as Chairman of the Board of Directors of The Center for International Private Enterprise in Washington, DC. He is a member of The Council on Foreign Relations, a trustee of The Monterey Institute in California and a visiting Fellow at the Hoover Institute at Stanford University. Mr. Bohn is also a Director and member of the executive committee of the US Chamber of Commerce.

Susan Ann Davis

Susan Davis is Chairman of Susan Davis International, a full-service communications and public affairs firm based in Washington, DC with 55 agency partners worldwide. Throughout her 25-year career she has managed campaigns and handled the public relations and government relations needs of 12 foreign governments, including Egypt, Turkey, and all the countries of Central America with the exception of Nicaragua. She counsels heads of state and key public figures worldwide.

Since founding the company, she has managed national media and public policy campaigns and represented a wide array of domestic and foreign clients before US Congress and the Executive Branch. From technology to real estate development, finance to transportation, and health care to sports, she has established SDI's reputation for creativity, versatility and excellence. She has also built one of the nation's finest special events practices.

Her awards and honors include National Woman Business Owner of the Year, National Woman Business Advocate (Small Business Administration), Outstanding Achievement in National and International Public Affairs, the University of Wisconsin Distinguished Service Award in the Field of Communications, and the University of Wisconsin Distinguished Alumni Award. *Washingtonian Magazine* has called Ms. Davis one of Washington's Most Powerful Women. In recent times she chaired the first international conference linking women political leaders from new democracies in Eastern and Central Europe, as well as Russia and the NIS, and the first international conference for women business owners from developing democracies, hosted by the US Chamber of Commerce Center for International Private Enterprise.

She is active in civic, community, and business affairs, serving on a multitude of boards, including the US-Panama Business Council, the German American Business Association, the University of Wisconsin School of Business, The National Institute for Medical Options, The Tropics Foundation, The Greater Washington Board of Trade's International Business Council, Youth Challenge, and the National Alliance to End Homelessness. She is a past president of the International Women's Forum and as a past Executive Committee Board Member of the Center for International Private Enterprise and the Center for Democracy. Recently Ms. Davis founded The Legacy Firm counseling philanthropists on legacy giving.

Gayle P.W. Jackson

Gayle P.W. Jackson is Managing Director of Lange, Mullen & Bohn, LLC, Global Financial Solutions, an international financial advisory firm with headquarters in Washington, DC. The firm provides expertise in trade, investment and project finance transactions in emerging markets worldwide. She is also President of Gayle P.W. Jackson, Inc., a consulting firm based in St. Louis, Missouri that specializes in advising early-stage rapid-growth companies on finding capital and strategic investors. She is on the advisory boards of Selectrica, an Internet-based supply chain management firm for the global electrical industry and of Commonfund, Inc., a private equity investment firm, with over \$3 billion in committed capital. The Board of Governors of the Federal Reserve System in Washington, DC appointed her in 1999 to the board of directors of the Federal Reserve Bank of St. Louis.

Prior to founding her consulting firm in 1985, Dr. Jackson was Vice President of the export sales subsidiary of Peabody Holding Company, the world's largest privately owned coal producer. She held executive positions in business development and corporate planning at Peabody. An international coal expert, she was Chief of Staff of the Paris-based International Energy Agency's Coal Industry Advisory Board from 1985-1995.

Dr. Jackson's public sector experience includes a senior position in the US Department of Commerce (DOC) as a personal appointee of Secretaries Elliot L. Richardson and Juanita Kreps. As Regional Representative of the Secretary in Federal Region VII, she managed the Commerce Secretary's contacts with state, local and county governments, and business and interest groups.

She has been a speaker on issues relating to venture capital, energy, international coal markets, global climate change and privatization at meetings in the US, Europe, Latin America and the former Soviet Union. Dr. Jackson was Assistant Professor of Political Science at Washington University in 1972-1973, where she taught courses in international politics, US foreign policy and Latin American economic issues.

Trained as an academic, but having spent most of her professional career in international business, she pursues a lifelong interest in political and economic institution-building as an adviser to the Center for New Institutional Economics at Washington University, which was founded by 1993 Nobel laureate economist Douglass North. The Center researches the institutional prerequisites of sustained economic growth and trains economists from emerging market countries. She is a member of the Editorial Advisory Board of *Economic Reform Today*, a quarterly publication on market economy institutions that is published by the Center for International Private Enterprise

and distributed to over 26,000 opinion leaders around the world in multiple languages. Her article, "Government for Modern Markets," was published in *Economic Reform Today's* No. 1 (1997) issue. She served on the board of the Center for International Private Enterprise from 1992 to 1998.

She is currently a trustee of Smith College and a member of the board of SSM Health Care. She has also served on the boards of the Missouri Venture Forum and of Webster University. She is past Treasurer and Vice President of the International Women's Forum (IWF), a founder and past president of the Missouri Women's Forum and was an IWF Board Member from 1986 to 1996. She served on the board of the IWF's Leadership Foundation from 1993 to 1997. Her biography appears in *Who's Who in Finance and Industry*, *Who's Who in the World* and *Who's Who in America*.

Dr. Jackson holds a BA *cum laude* from Smith College, Northampton, Massachusetts and an MA and PhD in Political Science from Washington University in St. Louis. She received the Fulbright-Hays and Woodrow Wilson Dissertation Fellowship Awards. She is married to Frederick Thier Kraus, MD and has three stepchildren, F.W. Grant Kraus, Esq., Madeleine de Reding Kraus, MD, and Caroline Mary Hamilton Kraus.

Karen Morgan

Widely regarded as a business-to-business Internet visionary, Karen Morgan is best known for cofounding business-to-business chemical exchange, CheMatch.com. She continues to work as a consultant for CheMatch.com and recently launched a new B2B business, Globalnet Venture Partners. Globalnet Venture Partners is focused on working both with traditional businesses which want to transform their enterprises by leveraging Internet technologies and business models, and with early stage Internet companies to refine and develop their business models, expand their marketing efforts and leverage opportunities in the global marketplace.

Karen understood the transforming impact of the Internet on business when she moved from traditional industry and founded T3 Technologies in 1995. Before many of today's off-the-shelf applications were available, Karen and T3 assembled teams of engineers to build online virtual communities for a number of major US corporations and was one of the early leaders in developing industry-specific online Internet/intranet and extranet solutions for business.

Building on those early commercial applications, Karen transformed T3 into PetroChemNet, an online community for the petrochemical industry, in 1997. One of the first Internet entrepreneurs to understand the key roles of partnerships in building successful Internet business models, Karen early on was able to convince traditional publishers of the value in re-purposing selected parts of publications around a Web-based community of interest and providing tools to permit viewers to interact with the information. PetroChemNet now has more than 7,800 members and provides access to 180 information products from six of the industry's leading publishers.

The growth and development of PetroChemNet, one of the very first "Professional Business Centers," laid the groundwork for PetroChemNet's acquisition in 1999 of Houston-based CheMatch.com, an online exchange specializing in the trading of bulk commodity chemicals. Combining PetroChemNet's information resources and tools with the transaction-based CheMatch.com produced in 1999 the present CheMatch.com, the

world's first online exchange for the purchase and sale of bulk commodity chemicals. At present, CheMatch.com has transacted more than \$100 million over its exchange, has attracted investment from industry leaders such as DuPont, Bayer AG, and GE Plastics, and counts some 135 other key chemicals industry members from around the world.

Kelly N. Stanley

Kelly N. Stanley, President and CEO of Ontario Corporation in Muncie, Indiana serves as Chairman of the Board of Directors of the U.S. Chamber of Commerce for 2000-2001. Ontario Corporation is a privately owned high-tech manufacturing and service firm with 40 years experience in successfully starting, growing, acquiring, and managing manufacturing and service businesses.

Mr. Stanley has been a member of the U.S. Chamber of Commerce Board of Directors since 1993 and served as Midwest Regional Vice Chairman 1998-1999. Stanley was appointed Chairman of both the Audit Committee and the Labor Relations Committee in 1998.

During his one-year term as Chairman, Stanley will travel the country urging business leaders to help the Chamber advance pro-business legislation. Several of the Chamber's top policy priorities include finding quality workers; opening new markets and promoting free trade; enacting environmental and regulatory reform; and providing health care and retirement security.

Stanley also serves as a Chairman of ANB Corporation (bank holding company); Vice Chairman of Cardinal Health System and Chairman and Director of Ball Memorial Hospital; and Director of the Indiana State Chamber of Commerce.

Stanley graduated from Miami University and received his J.D. Degree from Indiana University School of Law. He and his wife, Donna, reside in Muncie, Indiana. They have three children, Laura Keppler, Casey Stanley and Marci Stanley.

The U.S. Chamber of Commerce is the world's largest business federation, representing more than three million businesses and organizations of every size, sector, and region.

Sandra Taylor

Sandra E. Taylor joined Eastman Kodak Company in 1996 as Director of Public Affairs and Vice President, Communications and Public Affairs.

Ms. Taylor has worked as an attorney in Colorado and was in the US Foreign Service. She served as an international economist overseas and in the State Department. She joined the staff of Senator John H. Chafee of Rhode Island in 1994 as his Legislative Assistant for International Trade and Finance. While there, she drafted foreign trade and securities legislation and advised on international economic policy and multilateral negotiations.

In 1988 she joined ICI Americas, the US subsidiary of the chemicals manufacturer, Imperial Chemical Industries PLC of Britain. Her last position there, prior to joining

Kodak, was Vice President of Public Affairs, where she had overall responsibility for governmental relations, media relations, crisis communications, and community relations for ICI in North America.

In her current position as Director of Public Affairs and Vice President, Communications and Public Affairs, she has overall responsibility for federal, state, local and international government relations. In addition, she oversees the operation of the company's Washington, DC government affairs offices as well as the establishment of government relations outside the US for Kodak. Ms. Taylor assists Kodak's CEO in public policy initiatives and trade association leadership, manages corporate sponsorships in Washington, and has undertaken business development for Kodak in Africa.

She is a member of the US Department of Commerce Advisory Committee on Africa; Executive Committee of the Federal City Council in Washington; International Women's Forum and its affiliate, the Women's Forum of Washington, DC; US-South Africa Business Development Committee (BDC); and Counselor of Meridian International Center. She is a member of the following boards: Keystone Center, the Atlantic Council, US-South Africa Business Council; and The Choral Arts Society of Washington.

A graduate of Colorado Women's College, Ms. Taylor holds a BA in French and a JD from Boston University.

Association Development Session

Speakers

Gregory L. Davis

Gregory L. Davis is an independent management consultant with over 21 years experience working both in the private sector and business association management. Prior to becoming an independent consultant Mr. Davis was the Executive Vice President and Chief Executive Officer of the Washington, DC Chamber of Commerce (1987-1993) and served as the National Director of Marketing and Membership for the National Association of Manufacturers, one of the largest business associations in the US. He also has worked for a variety of large US companies such as Bell Atlantic Corp. (1983-85), Dun & Bradstreet Corp. (1975-83) and Eli Lilly Corporation (1973-75). Mr. Davis has conducted training for CIPE in Egypt, Ethiopia, Ghana, South Africa, Bulgaria, Zimbabwe, and for Nigerian and Haitian delegations in the US Mr. Davis is a graduate of Howard University and has completed course work at the George Washington University Graduate School of Business, both located in Washington, DC.

Virginia Littlejohn

Virginia Littlejohn is President of exponentials.com in the Washington, DC area, an international consulting firm with expertise in small and medium enterprises (SMEs), women entrepreneurs, and associations. The company has a special focus on technology, e-business, online communities, strategic alliances, and international trade. She is also Chairman of an Internet startup, TradeBuilders.com, which uses virtual technologies to facilitate trade by SMEs.

Ms. Littlejohn has lived in Europe, Japan, Mexico, and the United States, and has worked in 20 countries. She has been president of six associations, including the Professional Services Council and the National Association of Women Business Owners (NAWBO) in the US. She served as NAWBO's representative to the 35-nation Les Femmes Chefs d'Entreprises Mondiales (FCEM), also known as the World Association of Women Entrepreneurs, and was an FCEM Vice President. She has been a senior advisor to both the Center for International Private Enterprise in Washington, DC, and the Organisation for Economic Co-operation and Development (OECD) in Paris, and has testified before numerous Congressional hearings on SME, technology and trade issues. Ms. Littlejohn has chaired the international trade programs for the US Chamber of Commerce's Small Business Council, the Small Business Legislative Council, and the American Express Small Business Partnership. In addition, she served as the Going Global correspondent for Association Trends from 1990 to 1995, and conceptualized and codirected the world's first virtual trade mission.

Ms. Littlejohn has been interviewed by the media in dozens of countries, and has received numerous awards. These include the US Small Business Administration's first Women in Business Advocate of the Year Award, NAWBO's first Women in Business Advocate of the Year Award, and Mazda of America's first Excellence in Business Award. The 110-country World Association of Small and Medium Enterprises (WASME) presented her with its Special Honour Award in New Delhi for her global advocacy efforts on behalf of SMEs.

Ms. Littlejohn has been a delegate to all three White House Conferences on Small Business in the United States, and was prominently featured in the book, *Small Business, Big Politics*. She was named one of Washington, DC's Top 50 Power Brokers by the *Washington Business Journal*.

Alisa Maher

Alisa Maher was named Director of Trade Policy for DaimlerChrysler Corporation in November, 1998. Prior to the merger she served as Director of Trade Policy for Chrysler Corporation.

Ms. Maher is responsible for coordinating with senior management to develop the company's international trade policy and then representing the company in these matters. She coordinates company objectives with the US government as well as industry, union and private sector organizations in pursuit of greater international and domestic opportunities for DaimlerChrysler products. Ms. Maher joined Chrysler Corporation in 1988 as Manager of Legislative Affairs after working on Capitol Hill for eight years.

Her work and academic background includes:

- Director - Trade Policy, DaimlerChrysler Corporation, November 1998
- Director - Trade Policy, Chrysler Corporation, 1996
- Director - Issues Analysis and Policy Development, 1990
- Manager of Legislative Affairs, Chrysler Corporation, 1988
- Legislative Assistant - Senator Donald Riegle, Jr. (D-MI), 1987
- Legislative Assistant - Senator Alan Dixon (D-IL), Washington, DC, 1981
- Regional Director - Illinois Commission on Delinquency Prevention, Rock Island, Ill., 1977
- MA in Social Justice Professions, Sangamon State University, 1978
- Owner and Operator - Pottery studio and art gallery, Milan, Ill., 1972
- BA in History and Philosophy, Drake University, 1970

She is a member of DaimlerChrysler's International Trade and Investment Network, a group which reports to the Public Policy Committee. Her other professional affiliations include: US Chamber of Commerce International Policy Committee, Chair of the Japan and Korea Task Forces; the Automotive Trade Policy Council World Trade Committee; the Business Roundtable's International Trade and Investment Coordinating Committee; the National Association of Manufacturers International Policy Committee; the Washington International Trade Association; the Trade Policy Forum; the Asia Society; the Japan-America Society and the European-American Business Council.

Ms. Maher also serves on the Advisory Board of the National Museum of Women's History and is on the Board of Directors of the Video Action Fund.

Ms. Maher was born in Davenport, Iowa, and is married to Walter B. Maher.

Nancy Gregory Musselwhite

Nancy Musselwhite was Assistant Manager in the International Department of the Metro Atlanta Chamber of Commerce from June 1995 to February 1999. In February 1999 she became the International Business Development Manager. The Chamber's International Department focuses on the promotion and expansion of investment and export opportunities by marketing metropolitan Atlanta to visiting business delegations as the preferred location for job-creating foreign direct investment, and offering a variety of export development programs. (For more information on the Metro Atlanta Chamber of Commerce go to www.metroatlantachamber.com and at www.atlantasmartcity.com.)

Ms. Musselwhite graduated *summa cum laude* from Carleton College (Political Science/International Relations), with honors from Columbia's School of International and Public Affairs (International Development; East Asian Certificate), and worked as an importer in New York City before relocating to Atlanta. She is a member of Atlanta Women in International Trade, serves on the Board of Leaders for the Atlanta International Museum of Art & Design, on the Advisory board of the European Union Center of the University System of Georgia, and on the board of the Korea-US Southeast Chamber of Commerce. She lives with her husband and two daughters in Dunwoody.

Astrid Y. Pregel

Astrid Pregel is a Canadian Foreign Service Officer, and the first woman to hold the position of Minister-Counsellor (Commercial) at the Canadian Embassy in Washington, DC. She manages the bilateral commercial, investment, transportation, science and technology, government markets, and defense procurement portfolios. During her 20-year diplomatic career, Astrid has worked with thousands of Canadian firms to build their international markets. Her Washington office responds to over ten thousand inquiries from businesses and meets with more than two thousand Canadian and American firms each year.

During her career in the Foreign Service, she has been posted to Kenya, India, and twice to Washington, DC. Under her leadership the Canadian Embassy developed the Canadian Women's International Business Initiative (CWIBI), a ground-breaking outreach program which brought to Washington, DC. in November 1997 the first-ever Minister-led businesswomen's trade mission (a group of 120 women business owners). The first Canada-USA Businesswomen's Trade Summit is a CWIBI initiative, announced by the Honourable Sergio Marchi, Canada's Minister for International Trade, during the Canadian women's trade mission to Washington. Astrid chairs the American Steering Committee for the Summit and is a principal member of the Canadian Steering Committee.

Under her guidance, the Embassy's "CWIBI Team" has spearheaded a number of other "firsts" including the American premiere of the documentary *Women Entrepreneurs: Making A Difference!*; a Women in Science Roundtable of American and Canadian women scientists featuring Canadian Astronaut Julie Payette; the production of a *Directory of Organizations and Resources for Businesswomen in Canada* (the first comprehensive listing of its kind that was included in the fifth edition of the American publication *Business Women's Network Directory, 1998-99*); the first Canadian Embassy Businesswomen's Award; and a ground-breaking event held at the Embassy on

March 8, 1999 in celebration of International Women's Day that brought together 160 local businesswomen and leading policy makers for a live satellite broadcast and linkup with 15 cities around the world.

Astrid holds an MBA from York University, speaks four languages, and is working on a fifth. She is raising four daughters and is a sports enthusiast.

Nelson Rodriguez

Mr. Rodriguez is CEO of The Nelrod Company, a multi-million dollar national consulting firm which services over 646 government agencies and major corporations. He averages over 50 speaking engagements each year at business and housing events. In 1976, at the age of 23, Mr. Rodriguez was operating a successful supermarket and newspaper in south Texas when he and some business friends formed their first Hispanic Chamber of Commerce. By 1978 Mr. Rodriguez was elected president of The Texas Association of Mexican American Chambers of Commerce (TAMACC). As TAMACC president, he opened the first staffed office, incorporated the chamber, and assisted in organizing numerous local chambers as well as a national committee to organize a national chamber. Two years later he was unanimously elected the first national president of the US Hispanic Chamber of Commerce. He was 27 years old.

As national president he recruited over a dozen state Hispanic chamber associations and scores of corporate sponsors. The chamber became a national lobbying force for Hispanic business. The chamber successfully stopped unfair practices at SBA, encouraged corporations to do business with Hispanics and hire more Hispanic employees to key positions. Today the Hispanic Chamber has over 60,000 members.

The National Economic Development Association has honored Mr. Rodriguez with its National Leadership Award for his efforts with the chamber. The community newspaper industry has presented him with three state and two national awards.

The following year, Mr. Rodriguez was asked to join the President's team. After considerable thought, he sold his business and moved his family to Washington, DC. At the age of 29 he was appointed to the US Department of Commerce. There he directed HUB programs providing more than 5.6 billion dollars per year to small disadvantaged firms nationwide. Despite his being the youngest senior executive at Commerce, no successor has ever broken his SDB business procurement record.

Commerce is one of the three federal agencies where Mr. Rodriguez has served in six presidential appointments. The other agencies are the US Department of Transportation and the US Department of Housing and Urban Development. He continues to be active in entrepreneurial development, Chamber of Commerce work, and serves on the American Red Cross Board of Directors.

Mr. Rodriguez, his wife Esther, and four sons reside in Ft. Worth, Texas.

Janice M. Rys

Janice M. Rys is Senior Vice President of Organizational Development at the Metro Atlanta Chamber of Commerce. She is responsible for sales, services, marketing and communications for the Metro Atlanta Chamber. Prior to her current position Ms. Rys was Vice President of Membership Development & Services from 1994 to 1997. She coordinated over 20,000 local, national and international business visitors in a 24-hour hospitality center and coordinated 100+ networking and special event activities for members.

Her professional affiliations include the American Chamber of Commerce Executives Association, the National Association for Membership Development, and the US Chamber of Commerce, Center for International Private Enterprise.

Ms. Rys earned a BS in Marketing from the University of Florida.

Kenneth Sparks

Mr. Kenneth Sparks is currently the Executive Vice President of the Federal City Council (FCC), a prestigious association of 200 top business, professional and civic leaders in the metropolitan Washington, DC region. In his 28 years with the FCC, Mr. Sparks has been involved in economic development, educational reform, public finance, housing and criminal justice matters and the Council has assisted in bringing numerous infrastructure projects to fruition, including METRO, Union Station, the Convention Center, the Ronald Reagan World Trade Center, and the MCI Center. Earlier in his career, Mr. Sparks served in a variety of positions at the US Information Agency, including Research Director of the Voice of America. He is a member of the District of Columbia Bar, Federal Communications Bar Association, American Society for Public Administration, and numerous other organizations. In 1987 he was honored as "Washingtonian of the Year." Mr. Sparks is a graduate of Syracuse University (BS in Speech; MA in Television; PhD in International Communications) and earned his law degree from George Washington University.

Holly Vineyard

Holly Vineyard is the President of the Organization of Women in International Trade (OWIT), an all-volunteer professional organization with 25 chapters worldwide. Previously, she served as OWIT's Vice President and Secretary and as a Board Member for the Washington, DC chapter of Women in International Trade. She is an International Trade Specialist with the Department of Commerce's International Trade Administration, where she works for the Assistant Secretary for Market Access and Compliance. She is an adjunct faculty member at the Northern Virginia Community College where she teaches international business. She has served on the Board of Advisers for the China Trade Bulletin (Thompson Publishing Group) and as a Contributing Editor, and then Editor-in-Chief, of the European Market Law Report (Leader Publications). She holds an MA in International Trade from George Mason University and a BA in English and Government from the College of William and Mary.

Marcia A. Wiss

Marcia Wiss is with the firm of Wilmer, Cutler & Pickering. She has specialized for more than 25 years in international financial and transactional law, with a particular focus on the financial structuring of international projects in emerging markets.

Ms. Wiss has been lead counsel on numerous projects financed by international loans from the US Export Import Bank, OPIC and IFC, as well as Eurodollar and long-term loans from commercial banks, private placements of debt with major institutional investors and underwritten offerings of foreign issuers' debt in the US market. She has recently represented a foreign airline in the financing of its acquisition of ten Boeing 737s through both US Eximbank and commercial bank financing, and she is advising that airline in its financing by IFC. She has also represented an international bank in its US Eximbank-guaranteed aircraft financing. She is currently advising the US sponsor of several forestry projects in Latin America. She is representing an integrated energy and transportation project in Bolivia in its structuring and financing. For fifteen years she has represented the Israel Electric Corporation in over \$2 billion in financing in the US. She has advised investors in several environmental projects in Latin America, including a hazardous and industrial waste treatment facility and a wind power project. During the past two years she has represented the owners of two Marriott hotels in negotiating and documenting the relationship between Marriott and the hotel owners and, in Armenia, the privatization of a hotel and, in Peru, the project financing of a hotel and casino. Her financing experience includes aircraft, power projects, hotels, telecommunication systems, mines, manufacturing and environmental facilities. She has done extensive work on international privatizations.

International Trade Session Speakers

Margaret Mankin Barton

Margaret Mankin Barton, Manager of Editorial Services for the Hawthorn Group, has extensive experience in politics, non-profits, and government, most recently as an independent consultant. Ms. Barton is the founder of RENEW, the Republican Network to Elect Women, a political action committee to support Republican women running for state and local office. She has held senior appointments in both the Reagan and Bush Administrations and has served on the staffs of the White House, the Office of the US Trade Representative, and the Republican National Committee, as well as those of numerous congressional and state campaigns. Her non-profit credits include fundraising and foundation work at WETA TV/FM, the National Archives and an independent film company.

Ms. Barton has a BA from The University of the South (Sewanee), with additional studies at Oxford University, England, the Institute de Estados Unidos Iberoamericanos, Mexico and the Federal Executive Institute in Virginia.

Bea J. Celler

Bea Celler is CIPE's Program Officer for the Newly Independent States, with special emphasis on Central Asia and the Caucasus. She joined CIPE in 1996. She has initiated, developed, managed and evaluated new grant and training programs for CIPE in Kazakhstan, Uzbekistan, Armenia, Azerbaijan and Georgia, along with USIA and USAID projects in Armenia and Georgia. In addition to her regional program management duties, Ms. Celler is the author of the new International Trade Training Module for CIPE and has pilot-tested it in Georgia, Azerbaijan, Egypt and Kazakhstan.

In 1995-1996 Ms. Celler served as Trade & Investment Advisor in Kazakhstan for USAID in Almaty, Kazakhstan regarding WTO accession for Kazakhstan and Krygyzstan. For the previous 20 years she served as the Deputy Director of the Governor's International Trade Office for the State of Colorado, where she was responsible for managing Colorado's export and investment programs. Ms. Celler started the Colorado International Trade Office and managed its growth from a \$50,000 US Government grant to over a million dollar annual budget, fully funded by the Colorado legislature. She speaks French, Spanish, German, Russian and conversational Japanese.

Ms. Celler managed the State of Colorado overseas offices (responsible for export promotion and investment attraction) in Japan, Korea and Taiwan and developed the investment promotion strategy, resulting in 80 Japanese companies investing in Colorado manufacturing, research and technology projects. Under her direction Japan became the leading export market for Colorado-manufactured products. She also guided over 115 Colorado companies in implementing their export and joint-venture strategies for Russia and Central Asia, and took part in over 14 trade shows and missions to China. She organized the international trade missions under the auspices of the Governor of Colorado. Ms. Celler received her undergraduate degree in International Relations from the University of California at Berkeley, her Master's in Public Administration and International Business Development from the University of Denver, and a Certificate in

International Trade Management from the American Graduate School of International Management (Thunderbird) in Phoenix, Arizona.

Esther Foer

Esther Foer, Executive Vice President, is a Hawthorn Partner with over 20 years in public relations. Prior to joining Hawthorn, she most recently headed the Washington office of the New York-based Schmertz Company.

A recipient of a National Silver Anvil Award for Excellence in Public Relations, she has also received the Troth Award, presented by the Washington Area Public Relations Society.

Creator of a long-term leadership campaign for a group of Japanese companies operating in the United States, Ms. Foer also organized the national Environmental Industry Awards and a White House conference on the environment. She served as a founder and an officer of the National Coalition on Health and Environment and Co-chaired its first national conference. She has worked as a state coordinator for a major presidential candidate and as a researcher and writer at *Congressional Quarterly*. She served as Vice President at John Adams and Associates and at Reese Communications Companies, Inc., in Washington, DC.

A graduate of the University of Maryland, Ms Foer received her MA from Boston University. She serves on the National Board of Israel's Ben Gurion University, is an officer of Adas Israel Congregation, and Vice President of the Seaboard Region United Synagogues of America.

Ms Foer lives in Washington, DC with her husband, attorney and business executive Bert Foer, and their three sons.

Wilma Goldstein

With many years of political campaign consulting, research and training experience, Wilma Goldstein is currently the Hawthorn Group's Senior Counselor.

Ms. Goldstein came from the political operation of US House Budget Chair John Kasich (R-OH), where she established his political action committee and managed scheduling for his presidential exploratory effort.

Ms. Goldstein began her career in candidate and referendum campaigns in her home state of Michigan. She joined Market Opinion Research, a national polling firm then located in Detroit, and established and managed their federal Canadian operation in Toronto before coming to Washington to be named the first director of survey research for a major national political party.

Additionally, Ms. Goldstein helped develop and direct The Campaign Management Institute at American University in Washington, DC, a course now conducted twice annually and broadcast on C-SPAN. She has been active as a speaker trainer and board member for women's political organizations and several *Fortune 100* companies. During

the Bush Administration Ms. Goldstein served as Director of the National Women's Business Council, a bipartisan advisory group reporting directly on business issues to the Office of the President of the United States and the US Congress.

Ms. Goldstein attended Michigan State University, completing her education at American University. She has been an instructor and guest lecturer in many academic settings, including George Washington University and the Kennedy School at Harvard.

Lisa Hartley

In May 2000, Lisa Hartley was appointed as Vice President of Quality Systems Registration at ITS Intertek Testing Services. As Vice President, Hartley will provide leadership for America's first accredited ISO 9000 registrar.

In her most recent role with ITS Intertek Services, Hartley was the Director of Business Development, a position she held since 1998. Hartley first joined ITS Intertek Services in 1991 as Business Manager. In 1992, she became the Director of the ISO program and was later promoted to director of finance and Business Development in 1995.

Hartley holds a bachelor's degree in Accounting and Economics from James Madison University, located in Harrisonburg, Virginia, and an MBA degree from Suffolk University, located in Boston, Massachusetts. She is a certified public accountant (CPA) and a member of the Virginia Society of CPAs. Hartley is also a member of the American Society of Quality (ASQ) and the Quality Excellence for Suppliers and Telecommunications (QuEST) Forum.

The Honorable Jennifer A. Hillman

Jennifer A. Hillman, a Democrat from Indiana, was nominated to the United States International Trade Commission by President Clinton in March 1998 and confirmed by the Senate on July 30, 1998. Commissioner Hillman was sworn in as a member of the Commission on August 4, 1998 for a term expiring on December 16, 2006.

Commissioner Hillman served as General Council for the United States Trade Representative (USTR) from 1995 to 1997, where she was responsible for a wide variety of trade matters, including all US government submissions in dispute settlement cases pending before either the World Trade Organization or the North American Free Trade Agreement panels as well as all legal work done in connection with trade negotiations.

Prior to that position she served as Chief Textile Negotiator with the rank of Ambassador for the USTR. In this capacity Commissioner Hillman was responsible for negotiating bilateral textile agreements with 38 countries in 1993-1994. Prior to joining the USTR, Commissioner Hillman served as the Deputy Cluster Coordinator for Financial Institutions for the Presidential and Vice Presidential transition.

Before joining the transition, Commissioner Hillman was the Legislative Director and Counsel to US Senator Terry Sanford of North Carolina. On the Hill she was responsible for all international trade issues as well as matters coming before the Committee on Banking, Housing and Urban Affairs, including thrift banking securities, export control,

international finance, and housing matters. She began her professional career as an attorney in the Washington firm of Patton, Boggs & Blow.

Commissioner Hillman is originally from South Bend, Indiana. She holds a BA in Political Science and a Master's in Higher Education Administration from Duke University; she received her JD from Harvard Law School. She resides in Washington, DC, with her husband, Mitchell Berger, and two sons.

Julia K. Hughes

Julia Hughes is the President of International Development Systems, Inc. IDS has a proven international reputation as the resource for companies, trade associations and countries who need the latest information regarding the trade statistics and government regulation of textile and apparel products. In addition, Ms. Hughes serves as Vice President, International Trade and Government Relations, for the United States Association of Textiles and Apparel (USA-ITA). In that role Ms. Hughes is a leader in developing new strategies to liberalize trade in textiles and apparel.

Prior to joining IDS, Ms. Hughes was Divisional Vice President of Government Relations for the Associated Merchandising Corporation (AMC). AMC is the largest retail merchandising, marketing and consulting organization in the world.

Ms. Hughes represents the interests of textile and apparel importers on quota and textile issues to government officials, both in the United States and overseas. She has testified before Congress and the Executive Branch on textile trade issues. Ms. Hughes is also recognized as an expert in textile and apparel issues and is a frequent speaker at international conferences, including the Apparel Sourcing Show, Foreign Service Institute, Foreign Trade Association, National Association of Manufacturers, USIA's Worldnet, the International Textiles and Clothing Bureau, Society for International Development and others.

Since 1982 Ms. Hughes has played an active role in the US government advisory process, including appointment to the Industry Sector Advisory Committee (ISAC) for Wholesalers and Retailers, as well as participation in the industry advisory process for bilateral and international textile negotiations.

Other affiliations include: Member and Officer, Cotton Board and Cotton Board Executive Committee, and Member, Capitol Forum.

Ms. Hughes also served as the first President of the International Organization of Women in International Trade (OWIT) and is one of the founders of the Washington Chapter of Women in International Trade (WIIT). In 1992 she received the Outstanding Woman in International Trade award.

Ms. Hughes has an MA in International Studies from the Johns Hopkins School of Advanced International Studies and a BS in Foreign Service from Georgetown University.

Dr. Karin Millett

Karin Millett, an Irish national, joined the Multilateral Investment Guarantee Agency (MIGA) in 1995 and assumed her current position as Director, Investment Marketing Services Department, in 1999. In this capacity she oversees programs and activities designed to strengthen the capacity of investment intermediaries in member countries to target and attract foreign direct investment (FDI). These activities include assistance to client countries in formulating and implementing strategies for attracting and retaining FDI in a wide range of sectors, including manufacturing, services, tourism, agribusiness and natural resources.

Prior to joining MIGA Ms. Millett was President of International Resource Linkages (IRL) based in Denver, Colorado, an organization specializing in fostering FDI. The organization worked actively with countries seeking FDI and international private sector interests seeking investment opportunities. Before becoming President of IRL she was Vice President of the World Trade Center in Denver, where she specialized in helping local companies identify and enter export markets as well as opportunities for investment overseas. Ms. Millett also served as Director of Educational Services at the World Trade Center and designed and implemented a training program for executives in international business.

Ms. Millett has held several key administrative positions at the University of Denver, where she received MA and PhD degrees. She has also completed the Harvard Executive Development Program.

Ms. Millett has worked directly with or in over 60 developing and transition-economy countries in Latin America, Africa, and the former Soviet Union, including Central Asia.

Clive G. Smith

Mr. Smith serves as NewDeal's Chairman, President and Chief Executive Officer. A long-time advocate of broader computer and Internet access, Mr. Smith brings extensive experience and knowledge of the high-tech field to NewDeal from his earlier work with Geoworks, Inc., Commodore International, and the Yankee Group.

Prior to founding NewDeal, Mr. Smith was Vice Chairman of the Board, and VP Corporate Development of publicly traded Geoworks, Inc. (GWRX), developer of the award winning GEOS operating system and application suite. In early 1996, Mr. Smith licensed the GEOS technology on an exclusive worldwide basis for the PC market, and founded NewDeal, with the goal of bringing state-of-the-art computing to the mass market. At Geoworks, Mr. Smith was responsible for the company's new business development and strategic partnerships, including licensing GEOS to IBM EduQuest as its graphical networked application solution for schools.

Before joining Geoworks, Mr. Smith served as VP Corporate Planning and General Manager of New Products for Commodore International Ltd., a global computer manufacturer. In addition to bringing the Amiga computer to Commodore, Mr. Smith was the instigator of Commodore's move into the online services, and was a cofounder and initial Board member of Quantum/America Online, in which Commodore held 50% ownership. He was specifically responsible for AOL's breakthrough use of local PC

graphics and computing power to create a visually attractive and responsive online service against the dominant technical approach of market leaders like CompuServe and The Source. Mr. Smith also brought Lucasfilm Games and AOL together to develop and launch the first online virtual world for PCs, a multi-player game environment for the Commodore 64 called Habitat.

Earlier Mr. Smith served as Research Director of the Home of the Future division of the Yankee Group, a Boston-based telecommunications market research firm, where he did pioneering research on the emergence of the home computer and online service markets. He has consulted extensively to major corporations such as AT&T, Citibank, Sony, Apple, IBM, Time Warner, NTT, and Toshiba, as well the governments of Japan and South Korea. Mr. Smith is a native of South Africa and holds a BA (Hons) from the University of Witwatersrand, Johannesburg, South Africa. He has done extensive doctoral work at the Massachusetts Institute of Technology in the field of "diffusion in innovation."

Sue Welch

Susan Welch, Senior Vice President of Application Services, has been building systems for the global sourcing and supply market for over 14 years. In her quest to meet the business needs of international trade, Susan founded RockPort Trade Systems in 1992. QRS acquired RockPort Trade Systems in April 2000. Susan garnered extensive experience in the retail sector while working for Zayre department stores. There she gained a clear vision of how to develop a system that enables companies to manage a global supply chain. Before building RockPort, Welch worked for Shetland Industries, an offshore manufacturer of products sold to major US retailers.

Willard A. Workman

Willard (Wally) A. Workman is the Vice President and General Manager, International, of the US Chamber of Commerce. He is responsible for the formulation and implementation of the Chamber's policy positions on international economic and trade issues confronting the US business community. He also serves as Vice President of the Center for International Private Enterprise, a Chamber affiliate dedicated to assisting emerging private sector and market-oriented groups in the developing world to establish market-based democratic systems.

Mr. Workman joined the US Chamber in 1988 as Director for Policy and Programs in the International Division. Before joining the Chamber, he was the Special Negotiator for International Trade Controls at the US Department of State. His areas of responsibility included national security and foreign policy trade controls; multilateral and bilateral international negotiations on controlling strategic trade; and the review of exports of strategic goods from allied countries to China, the Soviet Union and its allies.

Prior to his work at the State Department, Mr. Workman was Director for Strategic Planning and Policy at the Bureau of Export Administration in the US Department of Commerce. In that capacity he was responsible for foreign policy-based export controls; all export control regulations; policy reviews for supercomputer, missile technology and

chemical warfare exports, and a general evaluation of the effectiveness of US re-export controls.

While at Commerce Mr. Workman was also the Senior Policy and Program Analyst to the Assistant Secretary of Commerce for Trade Administration and dealt with anti-dumping and countervailing duty, antiboycott, foreign trade zone and special import programs as well as export licensing and enforcement programs.

Mr. Workman served in the US Customs Service where he was involved in operations planning for then Vice President Bush's South Florida Task Force on Drug Interdiction and the development of the 1982 Federal Drug Enforcement Strategy.

From 1974 to 1980 Mr. Workman held various program and management positions at the US Department of Justice's Law Enforcement Assistance Administration. This agency administered an annual budget of \$900 million in block and direct federal grants to state and local governments.

Mr. Workman was honorably discharged from the US Navy where he was a linguist and intelligence analyst in the Naval Security Group. He is a graduate of the Archmere Academy and holds a BA in Political Science from Long Island University. During his fourteen years in Federal civil service he received ten outstanding performance ratings and five special achievement awards.