FREDERIC EMAM ZADE

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Chief Economist of FUNGLODE - Fundación Global Democracia y Desarrollo and renown dominican business problem solver and troubleshooter

Problem Solver & Troubleshooter

Frederic Emam-Zade is a highly qualified professional economist, investment promoter and negotiator who has provided remarkable results for many businesses, governments and international organizations, during the last 25 years. He is a successful businessman who has also worked in government twice, both times as Deputy Secretary of State of Foreign Affairs, and therefore knows very well how to do business in the Dominican Republic and how to deal with the Dominican business community and its Government, in full compliance with the U.S. Foreign Corrupt Practices Act (the "FCPA").

Summary

Some of his most relevant clients and results include:

- Barrick Gold Corporation (gold mining) Pueblo Viejo Dominican Corporation – Mediation and conciliation of disputes with local Government authorities, including the settlement of six litigations; as well as general assistance to the Governmental Relations and Legal departments of BG/PVDC
- Paul Hastings (law firm), TCW and Societe Generale – BIT Arbitration & Settlement Negotiations with the DR Government. Served as local advisor to this law firm in their claims under several international courts against the DR Government, and contributed to getting a satisfactory settlement.
- Dickinson & Landmeier (law firm) & Zurich (debt default insurance) - Continuous monitoring and evaluation of the Dominican External Debt Rescheduling.
- EgeHaina (electric generation) – Energy policy evaluation, design and advocacy of anti-theft legislative reforms. Presently serves as an advisor to the company on several matters.
- FERSAN (fertilizers and polyethylene/polypropylene plastic bags) – Negotiations with Jamaican and French (Martinique & Guadalupe) governments. Presently serves as an advisor to the company on several matters.
- Centennial Puerto Rico (telecommunications) -Assistance in evaluating possible buy-out of Tricom (telecommunications) in the DR
- Kmart International Division (before bankruptcy) - Relations with the previous DR Government
- Empresas León Jimenez (Beer and Marlboro (Phillip Morris)) – Policy monitoring, evaluation and advocacy

Portfolio



Recent Upgrades


Problem Solver & Troublesh…


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República Dominicana Virtual









Oct 2000 - Present

Chief Economist - former Exec./General Director

FUNGLODE

Fundación Global Democracia y Desarrollo - FUNGLODE - is a multidisciplinary Think Tank founded in October 2000, that conducts around 250 events annually, runs a Graduate School and is Chaired by Dr. Leonel Fernández, President of the Dominican Republic during 1996-2000 and 2004-2012.

Formerly, from August 2004 to August 2009, Mr. Emam-Zade was the Director General of FUNGLODE and a cofounder of the Global Institute for Higher Social Studies - IGLOBAL - FUNGLODE´s Graduate School of Government and New Media.

For several years he created and managed several social networks at FUNGLODE and collaborated in the R&D of 3D visualization of economic and social data tools in virtual worlds, such as Linden Lab´s Second Life and similar virtual technologies. He is much involved with the use of web 2.0, web 3.0 and web 3D tools for NGOs and businesses.

Sep 1996 - Oct 2000

Deputy Secretary of State

Secretariat of Foreign Affairs

As the nation's Chief Trade Negotiator during 1996 - 2000 Mr. Emam-Zade coordinated the Free Trade Area negotiations of the Dominican Republic with the Caribbean Community (CARICOM) and Central America, providing the producers of goods and services of the Dominican Republic, with free market access to nineteen (19) countries that contain more than 40 million consumers. He has a profound knowledge of the most important markets in the region and has developed a very wide network of business and government relationships in these countries.

May 1992 - Sep 1996

Project Manager

SRI International

He also helped design and promote many of DR´s economic policies and reforms during1990 - 1996. Mr. Emam-Zade worked for SRI international's (formerly Stanford Research Institute) International Policy Center, directing international financial and technical assistance toward 32 of the most influential Dominican business associations and other non governmental organizations involved in policy dialogue, reform promotion and public opinion formation.

While at SRI, also collaborated with the United Nations Development Program (UNDP), and did a study on "The Dominican Republic, the Caribbean Basin Initiative (CBI) and the North America Free Trade Area (NAFTA)". For SRI, researched the implications of the GATT's dismantling of the Multifiber Agreement (MFA), NAFTA and other global changes on the international regulation of textile and apparel trade. With SRI, provided technical assistance in investment promotion, international marketing, investment climate improvement and institutional development to the Government of Colombia's Corporación Invertir en Colombia, Coinvertir.

Nov 1989 - May 1992

Executive Director

Investment Promotion Council of the Dominican Republic

Previously, during 1989 – 1992, he directed the Investment Promotion Council of the Dominican Republic, that promoted the establishment of more than 140 foreign businesses, mostly in the Free Zones (EPZ) of the Dominican Republic and mainly from the United States and Europe. Mr. Emam-Zade therefore knows very well what foreigners need when starting up their business in the country and how to solve many of the problems they can confront.

While at IPC, also managed a World Bank grant to develop private sector free zones in the DR, assisted local and foreign investors in obtaining loans from Puerto Rico's 936 Funds and the World Bank's International Financial Corporation Business Advisory Service, and served as Liaison between the IPC and the US and DR Governments.

Oct 1986 - Nov 1989

Deputy Secretary of State

Secretariat of Foreign Affairs

During this time his most important contribution was to design, initiate and direct the first stage of the Dominican strategy to join the IV LOMÉ Convention; which included multilateral diplomatic tactics at the European Community and the ACP (African, Caribbean and Pacific) levels, as well as bilateral coordination with the Haitian Government, who also entered LOMÉ. Other major contributions included representing the Dominican Republic at international organizations, such as the OAS, SELA, ECLAC, IMO and the GATT during the first 3 years of the URUGUAY ROUND. Also represented the country at bilateral levels with other Governments and nations; negotiated textile

agreements and some of the world´s highest quotas with the USA; coordinated with HAITI the opening of the Dominican-Haitian border and other issues; negotiated with FRANCE modifications of an Air Rights Agreement; assisted NICARAGUA during the first stage of the Pro-Peace negotiations between the Contras and the Sandinista Government, that were held in Santo Domingo; negotiated trade issues and textile agreements with CANADA; and negotiated trade, technical and financial cooperation issues with JAPAN y TAIWAN. Prepared/directed the 30+ speeches and DR position papers delivered at these fora.

During this time and before Mr. Emam-Zade incubated and founded the Dominican Republic's Securities Exchange and was a Member of its Board of Directors for many years. In the past he has been on the Board of Directors of several companies and some non-profit organizations, as well as in many Government Councils and Commissions as probono advisor.

Universidad Nacional Pedro Henríquez Ureña

Previously, he had graduated as an economist from Universidad Nacional Pedro Henríquez Ureña where he was professor of economics for many years.

University of Chicago

He studied economics at the University of Chicago, with renown professors such as Arnold Harberger, Frederick Mishkin, George Stigler, Gary Becker and Robert Lucas; the last three are Nobel Prize Laureates in Economics.

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