

5-6 DECEMBER 2023

09:00-15:00



FOREIGN DIRECT INVESTMENT SCREENING MECHANISMS

Workshop

This workshop is organized in the framework of the 5th edition of the Week of Integrity in Albania.



FDI is a complex, sophisticated, and catalytic form of economic growth. This 2-days workshop designed to help the private and public sectors become familiar with key elements necessary in FDI. This will be a practical program at the macro and micro level for the successful attraction, formation, and maintenance of foreign direct investment in Albania.

Organized by



General Principals of Foreign Direct Investment (FDI)

Setting the Table for FDI

Attracting Private Sector Investment

FDI Practicum: How to work with FDI - Risk Mitigation

VENUE

*Marriott Hotel Tirana,
Amantia Room*

www.icc-albania.org.al

5 December 2023 | 09:00 – 15:00
6 December 2023 | 09:00 – 15:00

About the Course: This interactive program is designed to look at the macro and micro issues in attracting, formalizing, and maintaining successful Foreign Direct Investment as it relates to both private sector and public sector. Teams from a broad range of small, midsize, and large businesses as well as representatives from the public sector will analyze case studies against the Albanian market and leave with practical experience to implement in their day-to-day international business activities.

Target Group: Business owners and senior officers of Small, Midsize, and Large Enterprises, representing a broad range of sectors (such as industry, services, technology and franchising, etc.), in-house counsel, attorneys in private sector, and public sector executives or employees.

Objectives of the course: To discuss and teach the theory and practical implementation of successfully attracting, forming, and maintaining Foreign Direct Investment at a macro and micro level across a wide range of opportunities in Albania.

Didactic methodology used: In addition to theory, most of the program will include interactive case studies where participants in teams will be asked to analyze against the Albanian market. The teams will present their findings on the final day of the program as lessons learned or applications in terms of strengthening Albania's position as a target destination for FDI

Didactic Materials: Case studies and presentation slides

Exercises: Interactive analysis of case studies in teams

Level of the course: Intermediary
Duration: 10-12 hours in two days/sessions
Language: English

Registration & Participation:

Participation: Through confirmed registration (First registered, first served)
Participation fee: Free
Max. number: 30 participants

➤ 5 December 2023

- **INDICATORS OF A STRONG FDI MARKET**
 - a. Clear and transparent FDI Regs/Commercial Code
 - b. Rule of Law
 - c. Strong and transparent judiciary
 - d. Importance of sanctity of a contract
 - e. Bankable project
 - f. Clear and transparent enforcement regime

- **INVESTMENT DUE DILIGENCE**
 - a. Due diligence triggers as a percentage of investment
 - b. Equity documentation

- **REGULATORY AND ENFORCEMENT**
 - a. Who will investors engagement with at the due diligence stage for transparency sake?
 - b. What will those regulatory bodies have in terms of clear and transparent rules of operation and engagement?
 - c. When will audits or enforcements occur and what will be expected in that process for the equity? What basic documentation will be required?

Analysis of practical cases and exercises;
Q&A Session.

➤ 6 December 2023

- **INTERNATIONAL TRANSACTIONS**
 - a. Legal and ethical aspects of International Business
 - b. Ethics and International Business
 - c. Know Your Customer
 - d. The Contract
 - e. Enforcement

- **FOREIGN INVESTMENT RISK**
 - a. National Security
 - b. U.S. law on Foreign Investment Risk (FIRRMA)
 - c. National Industrial Security Operating Manual

Case studies

Q&A Session

Distribution of certificates of participation

ABOUT THE SPEAKERS



Aida DISMONDY

LinkedIn profile:

<https://www.linkedin.com/in/aidadismondy/>

Aida Dismondy is an international trade and government contracts attorney.

She is the founder and principal attorney of DISMONDY, P.C., a law firm that counsels small and midsize businesses in the Aerospace and Defense industry on issues related to international business, the export of sensitive goods, technologies, software, technical data, and defense services domestically and internationally, and on issues related to Government Contracts and Foreign Corrupt Practices Act.

Mrs. Dismondy has spoken on these issues at conferences with a local and national dimension. Mrs. Dismondy has spoken on Foreign Corrupt Practices Act & its intersection with PART 130 of ITAR, (PTAC, Macomb, Michigan, 2019), Export Controls & Compliance (PTAC, Macomb, Michigan, 2021), Key Regulatory Developments in International Trade (ICPA, 2021), Doing Business with the Federal Government, (Global Connect online event, 2022), Buy American/ Build America – Domestic Sourcing (ICPA, 2023), Small Business Compliance (Panelist, WID Small Business Summit, 2023), U.S. Export Controls Licensing Application (Global Summit, Shanghai, China, 2023). Aida Dismondy represents clients with Government Contracts issues.



Dulce ZAHNISER

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Dulce Zahniser is the Managing Director of Towpath Group International, LLC, where she concentrates on foreign trade and investment. She represents clients involved in global technology solutions, manufacturing, energy, agribusiness, real estate development, communications, financial services, and smart technology. She has worked in markets across Europe, the Broader Middle East, Africa, Asia, and Latin America. She has worked on the ground in 43 countries across the globe.

Her primary focus is on foreign direct investment with an emphasis on infrastructure investment financing, export strategy, export credit, and international trade compliance (ITAR and EAR). She works for both private sector clients and US government agencies. For government work, Dulce has worked on development activities with such organizations as USAID, US Trade and Development Agency (USTDA) and the Department of Defense.

Dulce is a Certified Global Business Professional (CGBP). In 2019, she was appointed by the US Secretary of Commerce to serve as a member of the Virginia/DC District Export Council and is currently completing her second term.