

Federico S. Fische

KEY QUALIFICATIONS

Mr. Fische is a trade and development economist with over twenty years of experience in both the public and private sectors. He is an accomplished project developer and manager, market and sector researcher, and analyst with specialization in international trade, sustainable development and technology transfer. He has authored numerous articles and studies in such areas, as well as teaching regional integration and international organizations for five years at the graduate level.

His field experience is focused in Latin America and Caribbean countries, where he has led and/or worked in projects on trade policy, export promotion and competitiveness, international trade negotiations, capacity building, protected areas, renewable energy, technology transfer, clean production, and the modernization of production methods in the agro-industrial and forestry sectors.

PROFESSIONAL EXPERIENCE

Employment

- 2001 - Present *Associate For Sustainable Development – Latin American Division - Boston Institute for Developing Economies- Bethesda, MD*
- 1999 - 2001 *Vice-President - BG Technologies USA Inc. - Columbia, MD*
- 1993 - 2000 *Founder and Manager Dag & Sons USA Inc. - Washington, DC*
- 1987 - 1993 *Economic and Commercial Counselor Embassy of Argentina - Washington, DC*
- 1986 - 1987 *Advisor for the Assistant Secretary for International Trade Secretary of Industry and Commerce Argentina*
- 1983 - 1987 *Professor of Regional Integration and Development of International Organizations Universidad Argentina de la Empresa Argentina*
- 1980 - 1986 *GATT (WTO) Desk Officer Secretary of Industry and Commerce - Argentina*

Employment - Consulting Experience - Selected Major Consultancies

- **Technical support and backstopping (2003 – 2006).** USAID’s Dominican Republic’s Fiscal Reform Activities Project. Providing managerial support and technical expertise in designing programs to be funded by donor community, assessing IT/IS technology and security, and institutional strengthening issues.
- **Co-Team Leader (2003 – 2005)** for PRODEP/World Bank’s Land Policy for Protected Areas in Nicaragua. Design the policy for the use of land in Protected Areas and its implementation program. Among the topics of this policy issues to address: sustainable use of the land, land tenure issues, indigenous communities and domestic migration, and the environment.
- **Support and backstopping (2002-2003)** for USAID’s Pro-Poor Economic Growth Research Studies and Guidance Manual. Providing managerial support and authored of the research study on Poverty and the Environment.
- **Acting Director for Latin America (1998 – 1999).** BG Technologies LLC. Designed and implemented a regional business plan that resulted in the introduction of new gasification technologies in Central America, the establishment of a network of distributors, secured funding

resources for projects and developed environmentally sound models to modernize selected agro-industries in Central America.

- **Project Evaluation Advisor (1998)** Designed evaluation criteria and procedure to evaluate the activities of the Support Program of the Social Network in Latin America for the Inter-American Development Bank
- **Trade Promotion Advisor (1996 and 1997)** Developed a basic business guide on the US market for distribution to Argentine export promotion agencies and exporters for the Embassy of Argentina in Washington DC and the Export Promotion Department of the Argentine Department of State.
- **Project Evaluation Advisor (1997)**. Designed evaluation criteria and organized the evaluation process for requests of funding for proposals under the Regional Management Training Program for the Multilateral Investment Bank – Inter-American Bank Group.
- **Trade Promotion Advisor (1997)** Evaluated the project design and proposed a reformulation of the program to upgrade and update services for exporters and importers, for the Peruvian export association for their Modernization of the International Trade Project.
- **Trade Promotion Advisor (1996)** Survey of Latin American Markets - Conducted a survey of the major South American markets for potential Indonesian exports for the Boston Institute for Developing Economies.
- **Trade Policy Expert (1996)** As part of a team of economist designing a transitional plan for, evaluated the institutional capabilities of Nicaragua for designing international economic policies and proposed institutional and procedural changes to provide sustainability to the efforts of the agencies involved in trade negotiation, trade policy and export promotion.
- **Team Leader (1996)** Developed a strategic program for the introduction of precision farming and farming data services in Argentina, Brazil, Chile and Peru for CONRAD.
- **Economist (1996)** Developed a methodology to study the problems experienced by exports from Latin American and Caribbean countries for the Inter-American Development Bank.
- **Lecturer (1996)** Trained government officials on regional integration theory and regional integration experiences for the Boston Institute.
- **Team Leader (1985)**. Developed a country economic and business profiles, market and PR strategy to introduce hi-tech aerial surveying equipment and services in selected countries of Latin America for CONRAD.
- **Trade and Investment Advisor (1995)** Identified and researched investment opportunities in infrastructure on South America and contribute to the US Trade Development Agency data base on trade and investment opportunities for CG/LA Infrastructure.
- **Trade and Investment Advisor (1994-1995)**. Provided investment promotion expertise to the UNIDO's Evaluation Department for their evaluation of the Industrial Partners Programme for Africa.

EDUCATION

- 1986 World Trade Organization, Switzerland - International Trade Policy Fellow
1983 University of Buenos Aires, Argentina - Degree in Economics

SELECTED REPORTS/PUBLICATIONS

Commissioned Reports, Studies and Presentations

Sustainable Development

- Guidelines to Expand Market Share for Renewable Energy Technologies and Services – Presentation for the VIII World Renewable Energy Conference – 2004
- Environment and Poverty: Practical Challenges to a Sustainable Relationship – Pro-Poor Economic Growth Research Studies, 2003
- Gasification of Chicken and Roaster’s litter for Power and Heat – a technical, environmental and financial feasibility study for a vertically integrated farm in Costa Rica (co-author), 2001.
- Gasification of Coffee Pulp to Power Coffee Mills – a technical, environmental and financial feasibility study for a Pilot Project in El Salvador (co-author), 2000 - 2001
- Transforming Chicken Litter into Value Added Products – a technical and financial feasibility study for Pilot Project in Maryland (co-author), 2000.
- Greening of the Lime Industry in Central America – a technical, environmental and financial feasibility study for a Pilot Project in El Salvador (co-author), 2000
- Clean Cogeneration and Biomass Gasification for Integrated Energy Solutions, presented at PowerMEX 2000 Mexico, 2000
- Wood as Fuel for Small Water Pumping and Irrigation Systems for Farming and Isolated Communities in Guatemala – A Hands on Presentation, 1999.
- Rice Husks to Power a Rice Mill in Guatemala – a technical and financial feasibility study (co-author), 1999
- The use of Wood Waste to Power Sawmills in Costa Rica – various technical and financial feasibilities studies (co-author), 1998 – 1999.
- The use of Wood Waste for Power and other Productive uses for Small Communities Living in Protected Areas of Chihuahua, Mexico – a technical and financial feasibility study, 1999.
- Gasification Technologies, Evolution and Current Alternatives presented in a conference organized by Banco Multilateral de Inversiones, El Salvador, 1999
- Gasification of Wood Waste Streams to Power an off-grid Furniture Company in Costa Rica – a technical and financial feasibility study, 1998.

Assessments of Projects and Organizations

- A model for continuous evaluation of the Support Program of the Social Network of Latin America of the Organization of American States, 1998
- Criteria to Evaluate Training Programs for Small and Medium Enterprises, 1997
- Institutional Capabilities for the Design of International Economic Policies of Nicaragua, diagnostic and recommendations for the Inter-American Development Bank, 1996
- The Investment Promotion Component of the Industrial Partners Programme for Africa, diagnostic and recommendations for the Evaluation Department of UNIDO, 1995

International Trade and Market Development

- Strategic Market Development for Biomass Waste to Energy Systems in Latin America, 1998 – 1999

- Modernization of Services for International Trade offered by ADEX (the Peruvian Association of Exporters), 1998
- A Basic Business Guide on the USA Market, 1997 and 1998
- Survey of Latin American Markets, presented in a conference organized by NAFED, Indonesia 1996.
- Opportunities in the Footwear and Apparel sector in Argentina and Brazil, presented in a conference organized by NAFED, Indonesia 1996
- Regional Integration – Theory and Reality, presented at a conference in Tegucigalpa, Honduras 1995
- A Quantitative Methodology to Study the Problems that Exporters Face in Latin America and the Caribbean, 1995.
- A strategy for the elimination of Countervailing Duty cases imposed by the USA to imports from Argentina, 1991
- Quantitative assessment of the Impact of loosing General System Preference status for Argentine Exports to the USA, 1990.
- The vulnerability of the Argentine Export Promotion Program to Countervailing Duties and Antidumping Investigations by USA, 1987

Publications

- Guidelines to Improve the Impact of Renewable Energy in the Market Place – Proceedings of the VIII World Renewable Energy Conference – Available Summer 2004.
- BGT Small-Scale Gasification Systems (co-author); Bioenergy Update, 2000
- Installation, Operation and Economics of a Biomass Gasification System in Indonesia (co-author); Biomass: A Growth Opportunity In Green Energy and Value-Added Products; Proceedings of the Fourth Biomass Conference of the Americas; 1998; ELSEVIER SCIENCE, Ltd; Kidlington, Oxford, UK; NREL-Dist. 990923; pp.1087 – 1092.
- Foreign Trade and Environmental Policy – The case of Peru (co-author); © CONFIEP-USAID-PAPI, 1997
- Argentina and the GATT: Toward a New Multilateral Round of Negotiations (co-author); © Techint Argentina, 1985.