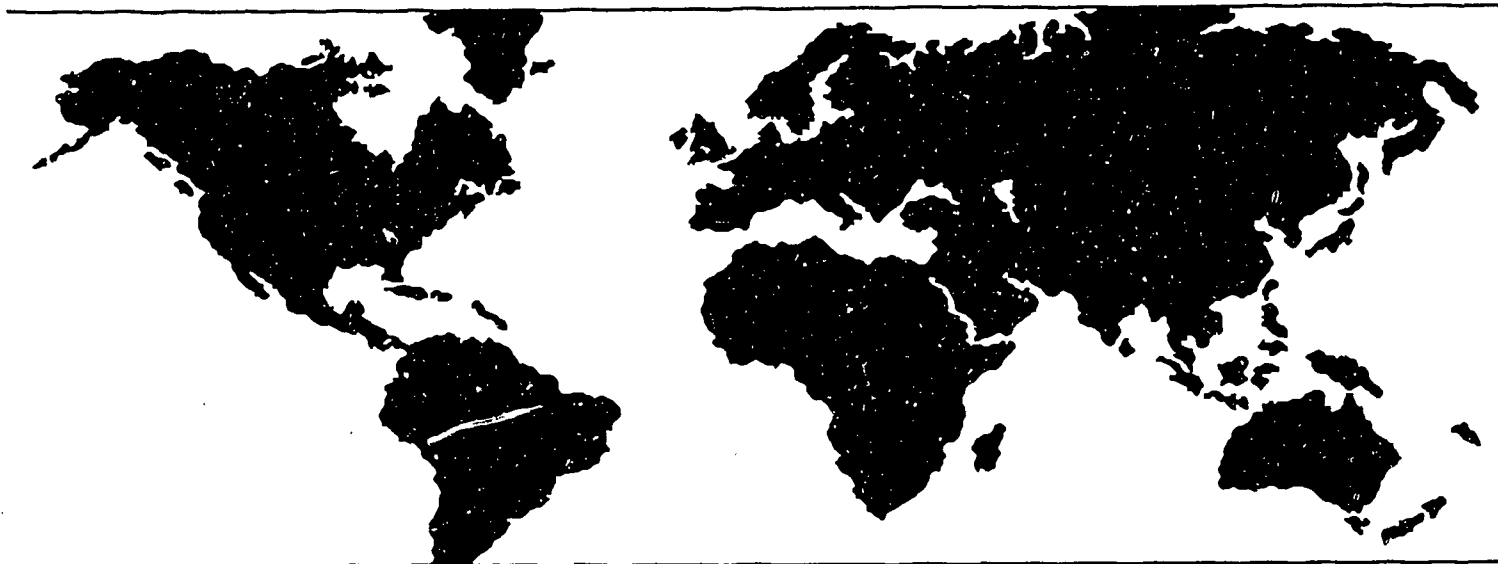


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Geonomics Institute

Defense Conversion:
Achieving U.S.-Russian Cooperation for an
Orderly Build-down and Economic Renewal

Final Report
June 7, 1993

U.S. A.I.D. Grant Number CCN-0005-G-00-3020-00
Project Number 110-0005

Prepared for NIS/TF/PSI



GEONOMICS
INSTITUTE • Middlebury, Vermont

Seeking Solutions to International Economic Problems

Geonomics Institute

Michael P. Claudon, President
14 Hillcrest Avenue
Middlebury, VT 05753

tel. 802-388-9619
fax 802-388-9627

EXECUTIVE SUMMARY

Introduction

This is the final report for Geonomics Institute's project to organize and conduct a seminar on U.S.-Russian cooperation for defense conversion. This project was made possible in part through support provided by the Bureau of Private Sector Initiatives, U.S. Agency for International Development, under Grant Number CCN-0005-00-G-3020-00.

Defense conversion presents a formidable challenge for Russia. In a country where the defense complex once employed one out of every five workers and accounted for as much as 20 percent of the GNP, defense conversion may well be the key to overall economic conversion. It is clear that a smaller, more stable, and better defined defense complex in Russia is in the interest of the United States. Furthermore, since the defense sector has traditionally controlled Russia's best human, physical, and technological resources, joint U.S.-Russian defense conversion projects present long-term opportunities for U.S. business.

Geonomics Institute convened the Gateway Seminar "Defense Conversion: Achieving U.S.-Russian Cooperation for an Orderly Build-down and Economic Renewal" to provide a forum where business people and government officials from both countries could develop a blueprint for future action.

Specific goals of the seminar were to:

- Develop a detailed understanding of current and future baseline defense and military conversion plans;
 - Establish a detailed plan of action for achieving orderly military build-down and conversion of defense industries to civilian production in both countries;
 - Provide American companies a unique forum for direct and intensive one-on-one interaction with Russia's key policymakers on defense conversion.
- 1 -

The results of the seminar, published and disseminated in summary form in a Geonomics seminar report and a seminar monograph, shed new light on the challenges and opportunities for both countries in the defense conversion process.

Summary of Recommendations for Future Action

Recognizing the tremendous importance of defense conversion in both countries and the great challenges facing both countries in the process, the seminar participants developed an action plan known as the "Bread Loaf Charter." The Charter identifies six problems that must be addressed and two specific action steps to resolve these problems.

Follow-on Activities

To continue the policy dialogue initiated during the defense conversion seminar in October 1992, and to expand that dialogue into concrete exploration of transaction opportunities at the enterprise level, Geonomics Institute will convene a follow-on seminar in September 1993. The September 1993 seminar will explore the latest developments in Russia's emerging military doctrine, examine recent progress in defense conversion, and address the evolving relationship between regional powers and the central government in Moscow. Focusing on Volgograd, a city with strong defense and civilian-oriented industries, as a case study, the September 1993 seminar will provide a forum for a micro-level continuation of the policy debate begun under this A.I.D.-funded project.

DESCRIPTION OF ACTIVITIES

Scope of Work

The Gateway Seminar project involved the following activities:

1. Background research and development — The staff of Geonomics Institute conducted thorough research on the topic of defense conversion in the United States and in foreign countries, especially Russia. Institute staff searched existing data bases, literature and research in progress relating to defense conversion.
2. Interviews with business and government officials — Michael Claudon, president of Geonomics Institute, conducted telephone and in-person interviews and conversations with leading business people and government officials in the U.S., Russia, and other countries with the goal of identifying and prioritizing the specific issues and problems of defense conversion and business cooperation.
3. Seminar development — The staff of Geonomics Institute, with additional services from Kathryn Wittneben of EDIC, compiled a seminar agenda and invited participants with the goal of convening a seminar designed to address the issues raised during the research and interview processes.
4. Seminar promotion — Information about the seminar was disseminated as widely as possible in the U.S. and in Russia to attract those people who have specific interest and direct involvement in the defense conversion processes in both countries. Seminar announcements appeared in leading trade publications and were disseminated via mail to potential participants as identified by Geonomics Institute and Kathryn Wittneben.
5. Seminar execution — The October 15 - 18 seminar was held at the Bread Loaf Campus of Middlebury College in Ripton, Vermont. Geonomics Institute arranged all accommodations and meals for the participants. The Russian participants were provided round-trip transportation from Moscow. Simultaneous interpretation was provided during all sessions of the seminar. (Refer to Attachment C for an detailed agenda and list of events.)

Geonomics Institute
Defense Conversion Seminar

6. Post-seminar publications — Following the seminar, Geonomics Institute published a summary of the seminar findings in the Institute's bimonthly newsletter, *GEONOMICS*. A more detailed seminar report was compiled and printed as well. George Bellerose, Geonomics Institute's publications director, compiled a bound seminar monograph under the title *After the Cold War: Russian-American Defense Conversion for Economic Renewal*. Kathryn Wittneben served as editor for the monograph.

ISSUES AND PROBLEMS DISCUSSED

During the seminar, more than 60 Russians, Americans, and Canadians came together to discuss the obstacles and opportunities in reversing decades of military buildup and in converting defense industries to civilian production. During the three days, the participants—officials from Russian ministries; senior members representing the U.S. Government; American and Russian defense conversion experts and business people—found that they shared a common concern: defense conversion, despite its critical importance to the political and economic security of both countries, is moving far too slowly.

The detailed seminar agenda (Attachment C) provides an overview of the topics discussed. The seminar's framework evolved from an approach developed by Dr. John P. Hardt, Associate Director and Senior Specialist in Soviet Economics, U.S. Congressional Research Service. Dr. Hardt identified three primary issues that must be addressed to achieve viable defense conversion. First, each country must make strategic decisions regarding its defense priorities and, consequently, which defense sector assets should be retained, liquidated, or converted to civilian applications. Second, for those defense sector assets that are to be converted, the challenge is to initiate a conversion process directed toward meeting the unmet needs of the Russian economy—particularly in the areas of environment, health, housing, food, and energy. Third, state budgets and international agencies should support efforts to provide gainful employment of former defense sector resources.

The seminar agenda addresses all three of these areas. Clearly, much more work is needed to reach decisions regarding Russia's military objectives. The evolving Russian Military Doctrine still does not provide an adequate blueprint for deciding which defense industry assets to retain or convert. Further, there has been an increasing push in Russia to resort to so-called "economic conversion," put simply, the sale of defense industry products to other countries. Uncertainty over which defense industry assets are available for conversion is a serious braking force to the defense conversion process in Russia.

Seminar panels also addressed the potential of defense industry assets to contribute to Russia's civilian economy. Presentations by defense enterprise managers highlighted the high levels of technology and skilled labor in defense sector enterprises. Business people from both countries shared their experiences with defense conversion and foreign direct investment.

Finally, presentations by Government representatives outlined the efforts made by Government agencies to support the defense conversion process.

EXPENDITURES

	U.S. FUNDS	A.I.D. FUNDS	COST SHARING	TOTAL FUNDS
Salaries & Fringes				
President	0		5,175	5,175
Vice president	0		2,250	2,250
Publications director	1,410		2,115	3,525
Seminar coordinator	0		1,290	1,290
Institute administrator	0		1,350	1,350
Executive assistant	0		1,320	1,320
<i>Subtotal</i>	1,410		13,500	14,910
Travel & Per Diem				
Seminar participant and staff travel	0		18,425	18,425
Lodging	0		6,175	6,175
Meals	0		13,808	13,808
<i>Subtotal</i>	0		38,408	38,408
Other Direct Costs				
Seminar development (subcontracted)	0		5,000	5,000
Monograph editing (subcontracted)	10,000		0	10,000
Printing (report and monograph)	5,000		2,333	7,333
Interpreting and translation services	6,690		152	6,842
Honoraria	0		3,600	3,600
Sound and recording	1,900		6,067	7,967
Supplies	0		241	241
Transcription	0		403	403
<i>Subtotal</i>	23,590		17,796	41,386
Indirect costs				
120% of staff salaries	0		18,516	18,516
TOTAL	25,000		88,220	113,220

Geonomics Institute received a total of \$34,845 in seminar fees and sponsorship donations which were used to defray the seminar expenses cost-shared by the Institute. In addition, Geonomics has received \$387 from the sale of seminar reports and monographs. Reports and monographs were distributed at no additional charge to seminar participants.

SEMINAR RESULTS

Geonomics Institute met its primary objectives by successfully developing, organizing, and executing the defense conversion seminar. Representation from government, business, and academic circles in both countries provided an open and constructive exchange of opinions and led to the formulation of specific policy recommendations.

The seminar participants agreed that both countries must place a high priority on identifying civilian applications and markets for existing products, and on establishing strategic business alliances and partnerships. The action plan developed during the seminar concludes that we must find mutually acceptable ways of removing barriers to technology transfer and joint development of technology processes, within the context of mutual safeguards. To this end, the seminar participants, in a summary document referred to as the "Bread Loaf Charter," identified six action steps that require immediate attention. Refer to Attachment B for the entire text of the Bread Loaf Charter.

To bring about the six actions deemed necessary by the seminar participants, two action recommendations are also included in the Bread Loaf Charter. First, seminar participants agreed on the need to "convene a group of responsible authorities and experts of both nations to define agreeable principles of mutual security, to agree upon specific actions to implement these principles, and to ensure that such actions further our stated objectives of defense conversion and economic renewal." Second, participants called for the creation of a "United States-Russian business working group with developing detailed strategies to generate maximum mutually beneficial trade and investment."

These recommendations, along with seminar proceedings in summary and detailed forms, were widely distributed among business people, academicians, and policymakers in both countries.

SEMINAR PARTICIPANTS

The following people participated in the Geonomics Seminar "Defense Conversion: Achieving U.S.-Russian Cooperation for an Orderly build-down and Economic Renewal," held October 15-18, 1993. A total of fifty-seven people participated in the seminar.

John H. Aguero, Associate, Burkhalter Associates, Inc.

Priscilla Rabb Ayres, Senior Advisor for Private Sector Initiatives, Office of the Deputy to the Coordinator for Aid to the New Independent States, U.S. Department of State

Vasilii P. Bakhar, Deputy General Director, Vympel, Moscow

Ronald Bartek, Professional Staff Member, House Armed Services Committee

George Bellerose, Periodicals Editor, Geonomics Institute

André Benoit, Executive Director, Canada-Russia Business Council, Canada-Ukraine Business Council

Edward A. Benson, President, Benson & Company Incorporated

Glenn A. Buckles, Director, European Defense & Electronics, Booz, Allen & Hamilton

Alexander Buyevitch, Russian Law Consultant, Chadbourne & Parke

Joseph F. Campbell, First Vice President, PaineWebber, Inc.

Margaret Chapman, Director of Trade Program American Committee on US-CIS Relations

Sergei G. Chevardov, Conversion Specialist, Ministry of Defense, Russian Federation

Michael P. Claudon, President, Geonomics Institute

Valerii V. Filippov, General Director, Scientific Production Association, St. Petersburg

William I. Fine, President, VISTA Incorporated

Barbara J. Flickinger, Vice President, Manager, Far West Region, Moody's Investors Service

Lee Frazier, Executive Secretary, U.S.-Russia Committee on Defense Conversion, U.S. Department of Commerce, Bureau of Export Administration

Thomas M. French, Chairman, San Francisco World Trade Associates, Inc.

Gene Gay, Senior Analyst, Science Applications International Corporation

Sergei Y. Glaziev, First Deputy Minister, Ministry of Economic Relations, Russian Federation

Andrei O. Gorbachev, Assistant to Deputy Prime Minister Khizha, Russian Federation

John P. Hardt, Associate Director and Senior Specialist in Soviet Economics, U.S. Congressional Research Service, The Library of Congress

William K. Harris, Policy Assistant, Russian, Eurasian, and East European Affairs, Office of the Undersecretary of Defense for Policy

Gregory Huger, Director, Office of Private Sector Initiatives for the Newly Independent States, U.S. Agency for International Development (AID)

Daniel C. Hurley, Jr., Director, Foreign Industry Analysis Division, U.S. Department of Commerce

Barry W. Ickes, Professor of Economics, The Pennsylvania State University

Benjamin S. Jaffray, Chairman, Sheffield Group, Ltd.

Yasuo Konishi, Manager, Trade and Investment Component, Agribusiness Trade and Investment Group, Development Alternatives, Inc.

Aleksandr F. Kononenko, Member, Russian Federation Coordinating Council

Sergei V. Kortunov, Chief, Department of Conversion and Export Control, Ministry of Foreign Affairs, Russian Federation

Sergei I. Kovalev, Deputy Chairman, Russian Federation Coordinating Council

Robert L. Krattli, President, Scott-European Corporation

Douglas E. Lavin, Acting Assistant Secretary, U.S. Department of Commerce

Lewis Madanick, Operations Manager, International Executive Service Corps

Peter B. Maggs, Corman Professor of Law, University of Illinois College of Law

Robert E. Marcille, Executive Consultant, Defense Conversion Project, Canada-Russia Business Council

Mark D. Mariska, Chairman of the Board, The Mariska Group, Inc.

Ivan Materov, Deputy Minister, Ministry of Economics and Finance, Russian Federation

Joan M. McEntee, Acting Undersecretary for Export Administration, U.S. Department of Commerce, Bureau of Export Administration

Jeffrey Moore, Director of European Programs, Grumman International

T. Scott Nadler, Managing Editor, *Post-Soviet Business Monitor* and *Post-Soviet Weapons Complex Monitor*

Rashmi Nehra, International Trade Specialist, Business Information Service for the Newly Independent States, U.S. Department of Commerce

Ronald B. G. Newfield, Engineering Consultant

Scott E. Pardee, Chairman, Yamaichi International (America), Inc.

Charles M. Perry, Vice President and Director of Studies, Institute for Foreign Policy Analysis, Inc.

Aleksei K. Ponomarev, Director, Interdepartmental Analytical Center, Russian Federation

Rodric L. Robinson, President, San Francisco World Trade Associates, Inc.

Evgenii A. Rogovskii, Chief, Department of Export Strategy, Ministry of Foreign Economic Relations, Russian Federation

Russian Interpreting Services, Inc., Irene Firsov, Igor Kozak, Grant Pendill

Robert W. Schick, Senior Manager, KPMG Peat Marwick

Valerian M. Sobolev, First Deputy Head, Volgograd Regional Administration

Prescott W. Stone, Principal, The Halcyon Group

Vladimir A. Tchernov, Russian Representative, San Francisco World Trade Associates, Inc., Director, American Department, Kazachi Ippodrom Trade & Investment Firm, Director, American Department, Association for Business Cooperation

Richard Verga, Special Assistant, Technology Project, Strategic Defense Initiative Organization, U.S. Department of Defense

Natalia Volkova, Business Translator, VISTA Incorporated

William Hinshaw Wing, American Association for the Advancement of Science (AAAS) Fellow, Program Analysis and Coordination Office, New Independent States Task Force, U.S. Agency for International Development (AID)

Kathryn Wittneben, President, Enterprise Development Information Center, Inc. (EDIC)

Boris D. Yurlov, Chief, Department of Conversion and Export Control, Ministry of Science, Russian Federation

Bread Loaf Charter*

A Proposal for U.S.-Russian Cooperation: Defense Conversion and Economic Renewal

On October 14-18, 1992, the undersigned group of private citizens of Russia, United States, and Canada, agreed during the Geonomics Institute's Fall Gateway Seminar to a set of principles and recommended actions for the leaders of Russia and the United States. These recommendations build on the Charter for Russian-American Partnership and Friendship and related supporting legislation in both countries. It is critical that we find mutually acceptable ways of removing barriers to technology transfer and joint development of technology processes, within the context of a mutual safeguard and proliferation control regime appropriate to the new security environment. In view of the critical need for course corrections in each country's current policy to conform with the principles of these statements and proceed forthwith to implement necessary action programs, a series of specific understandings was reached.

Critical global political, security, and economic conditions require joint action in the field of conversion and economic restructuring. A set of problems must be addressed to put these major countries on a new, more positive course.

- To develop a detailed program in order to reemploy released military manpower, defense industry employees, and physical assets for production of civilian goods and services.
- To reach understanding of the concepts and doctrines underpinning respective national security.
- To identify programs at the company and enterprise levels and varying territorial jurisdictions that are mutually beneficial in promoting employment and profit.
- To effectuate effective conversion, and rapid and extensive privatization in Russia, it is necessary to redirect and restructure domestic assets and to attract foreign investment. Particular attention must be given to the redirection and retraining of the military related human assets to new productive civilian tasks.

- To release major constraints on financing through prompt and definitive relief of the debt burden on the Russian economy; the facilitation of funding by national, multinational, and other organizations of targeted programs; and the creation of a favorable private investment climate.

- To change restrictive legislation and the regulatory climate in both countries consistent with the needs of the new cooperative environment.

To bring about these actions of the Charter specific steps should be undertaken:

- Convene a group of responsible authorities and experts of both nations to define agreeable principles of mutual security, to agree upon specific actions to implement those principles, and to ensure that such actions further our stated objectives of defense conversion and economic renewal.

- Task a United States-Russian business working group with developing detailed strategies to generate maximum mutually beneficial trade and investment between the two countries facilitated by the defense conversion process. Included in this task is the goal of developing and enhancing transparent legal and regulatory structures in both countries.

The participants plan to continue their dialogue and call upon their respective governments, businesses, and research organizations to take prompt action on these matters of critical importance.

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* The undersigned, in their private capacities, support the above Charter as they do not necessarily represent the views of their country or organizations.

Thirty-six seminar participants signed the charter as private citizens. A list is available from Geonomics.

**Defense Conversion:
Achieving U.S.-Russian Cooperation for an
Orderly Build-down and Economic Renewal**

October 14-15, 1992
Middlebury, Vermont

• Seminar Corporate Sponsor Events •

Wednesday, October 14

12:00 noon	Lunch	<i>Dining Room, Bread Loaf Inn</i>
1:00-5:00 p.m.	Individual and Small Group Meetings	
5:30-7:30 p.m.	Featured Speaker Joan M. McEntee , Acting Undersecretary for Export Administration, U.S. Department of Commerce	<i>The Barn</i>
	Featured Speaker Dr. Aleksei K. Ponomarev , Director, Interdepartmental Analytical Center, Russian Federation	
7:30 p.m.	Reception	<i>The Blue Room, Bread Loaf Inn</i>
8:30 p.m.	Dinner	<i>Dining Room, Bread Loaf Inn</i>

Thursday, October 15

7:30 a.m.	Breakfast	<i>Dining Room, Bread Loaf Inn</i>
8:30-10:30 a.m.	Corporate Sponsor Briefing <i>Defense Conversion: Policy and Opportunities</i> Sergei Y. Glaziev , First Deputy Minister, Ministry of Foreign Economic Relations, Russian Federation Douglas E. Lavin , Acting Assistant Secretary, U.S. Department of Commerce Priscilla Rabb Ayres , Senior Advisor for Private Sector Initiatives, U.S. Department of State Richard Verga , Special Assistant, Technology Project, Strategic Defense Initiative Organization, U.S. Department of Defense	<i>The Barn</i>
12:00 noon	Lunch	<i>Dining Room, Bread Loaf Inn</i>
1:00-4:00 p.m.	Individual and Small Group Meetings	

Friday, October 16, continued

1:00-2:00 p.m.	Lunch	<i>Dining Room, Bread Loaf Inn</i>
2:15-4:15 p.m.	Panel Discussion <i>The Policy Perspective: Government Support for Private Investment in Defense Conversion</i> Moderator: Charles M. Perry, Vice President and Director of Studies, Institute for Foreign Policy Analysis, Inc. André Benoit, Executive Director, Canada-Russia Business Council Daniel C. Hurley, Jr., Director, Foreign Industry Analysis Division, U.S. Department of Commerce Sergei V. Kortunov, Chief, Department of Conversion and Export Control, Ministry of Foreign Affairs, Russian Federation Sergei I. Kovalev, Deputy Chairman, The Russian Federation Coordinating Council	
4:30-5:45 p.m.	Robert Frost Walk	
6:15 p.m.	Cocktails	<i>Library</i>
7:15 p.m.	Dinner	<i>Dining Room, Bread Loaf Inn</i>

Saturday, October 17

7:00-8:15 a.m.	Breakfast	<i>Dining Room, Bread Loaf Inn</i>
8:30-10:30 a.m.	Panel Discussion <i>Investing in Defense Conversion: Opportunities for North American Businesses</i> Moderator: Kathryn Wittneben, President, Enterprise Development Information Center, Inc. Aleksandr F. Kononenko, Member, The Russian Federation Coordinating Council Robert E. Marcille, Executive Consultant, Defense Conversion Project, Canada-Russia Business Council Rashmi Nehra, International Trade Specialist, BISNIS, U.S. Department of Commerce Valerian M. Sobolev, First Deputy Head, Volgograd Regional Administration	<i>The Barn</i>
10:30-11:00 a.m.	Coffee Break	<i>The Barn</i>
11:00 a.m.-1:00 p.m.	The Russian View From the Trenches <i>Russian Enterprise Managers</i> Moderator: Barry W. Ickes, Professor of Economics, The Pennsylvania State University Vasilii P. Bakhar, Deputy General Director, "Vympel" Corporation, Moscow Valerii V. Filippov, General Director, Scientific Production Association "Ferrit," St. Petersburg Leonid I. Kozlovskii, General Director, "Kommunar" Factory, Moscow	<i>The Barn</i>

Saturday, October 17, continued

- 1:15-2:15 p.m. **Lunch** *Dining Room, Bread Loaf Inn*
- 2:30-5:15 p.m. **The American View From the Trenches** *The Barn*
The American Business Perspective,
Part I
Moderator: **Robert L. Krattli**, President, Scott-European Corporation
Edward A. Benson, President, Benson & Company Incorporated
Glenn A. Buckles, Director, European Defense & Electronics, Booz, Allen & Hamilton
Mark D. Mariska, Chairman of the Board, The Mariska Group, Inc.
Jeffrey Moore, Director of European Programs, Grumman International
- 3:45-4:15 p.m. **Coffee Break** *The Barn*

The American Business Perspective,
Part II
Peter B. Maggs, Coman Professor of Law, University of Illinois College of Law
Richard Verga, Special Assistant, Technology Project, Strategic Defense Initiative Organization, U.S. Department of Defense
Kathryn Wittneben, President, Enterprise Development Information Center, Inc.
- 6:15 p.m. **Cocktails** *Library*
7:15 p.m. **Dinner** *Dining Room, Bread Loaf Inn*

Sunday, October 18

- 7:00-8:15 a.m. **Breakfast** *Dining Room, Bread Loaf Inn*
- 8:30-10:30 a.m. **Closing Discussion** *The Barn*
Moderator: **Michael P. Claudon**, President, Geonomics Institute
Valerii S. Babintsev, Executive Director, President's Council of Economic Advisors, Russian Federation
Dr. John P. Hardt, Associate Director and Senior Specialist in Soviet Economics, U.S. Congressional Research Service, The Library of Congress
Dr. Aleksei K. Ponomarev, Director, Interdepartmental Analytical Center, Russian Federation

Geonomics Gateway Seminar

**New Russian Initiatives:
Guaranteeing, Collateralizing, and Financing
Foreign Investment and Regional Economic Development**

Middlebury, Vermont
September 23-26, 1993

Draft Agenda (April 23, 1993)

Thursday, September 23

- 1:00-4:00 p.m. **Registration**
- 4:30 p.m. **Welcoming Remarks**
Michael P. Claudon, President, Geonomics Institute
- Keynote Address**
Valerian M. Sobolev, Vice Chairman,
Russian State Investment Corporation
- 6:30 p.m. **Reception**
- 7:30 p.m. **Dinner**

Friday, September 24

- 7:00-8:00 a.m. **Breakfast**
- 8:15-10:00 a.m. **Panel Discussion**
Regional Development Policy in Russia
Alexander G. Morozov, Chairman,
Volgograd Council of People's Deputies
Ivan P. Shabunin, Head of Administration,
Volgograd Region
Lev M. Kirichenko, Head of Administration, Volzhsky
- 10:00-10:30 a.m. **Coffee Break**
- 10:30 a.m.-12:15 p.m. **Panel Discussion**
*Russian Institutional Support for Foreign
Investment and Regional Business Development*
Yurii V. Petrov, Chairman, Russian State
Investment Corporation
Valerian M. Sobolev, Vice Chairman,
Russian State Investment Corporation;
President, Fund for the Comprehensive
Development of the Volgograd Region
- 12:30-1:30 p.m. **Lunch**

Friday, September 24, continued

- 1:45-3:30 p.m. **Panel Discussion**
Case Study: The Volgograd Region
Vagid Sharifov, General Director, Volgograd
Petroleum Products Distribution Company
Valery Yelagin, General Director, "Fianit"
Scientific and Technical Company
Maxim M. Zagorulko, Rector, Volgograd
State University; First Vice President, Fund
for the Comprehensive Development of the
Volgograd Region
- 3:45-5:00 p.m. **Presentations by Enterprise Managers**
- 5:15 p.m. **Cocktails**
- 6:00-8:15 p.m. **Panel Discussion**
Russian-American Defense Conversion Issues
Moderator: **Olin C. Robison**, President,
Salzburg Seminar
Andrei Kokoshin, First Deputy Minister of
Defense, Russian Federation
***Dr. William J. Perry**, Deputy Secretary of
Defense, U.S. Department of Defense
- 8:30 p.m. **Dinner**

Saturday, September 25

- 7:00-8:00 a.m. **Breakfast**
- 8:15-10:00 a.m. **Panel Discussion**
The Foreign Role in Russian Privatization
***Anthony Doran**, Manager, International
Finance Corporation
***Kaj Hobér**, White & Case
***Teresa B. Mastrangelo**, Regional Manager,
CIS, Deloitte & Touche
***Miranda Morrison**, Project Officer for
Russia, International Executive Service
Corps
- 10:00-10:30 a.m. **Coffee Break**
- 10:30-11:45 a.m. **Featured Speaker**
***Patrick J. Leahy**, Chairman, Foreign
Operations Subcommittee, U.S. Senate
- 12:00-1:00 p.m. **Lunch**

Saturday, September 25, continued

1:15-3:00 p.m. **Panel Discussion**
*The Foreign Role in Russian Small Business
Development*
***Joseph F. Campbell, Jr.**, First Vice
President,
PaineWebber, Inc.
***Frank A. DiBello**, Partner, KPMG Peat
Marwick
Thomas M. French, Chairman, San Francisco
World Trade Associates, Inc.
***Peter Holmes à Court**, James D. Wolfensohn, Inc.
Robert L. Krattli, President, Scott-European
Corporation

3:00-3:30 p.m. **Coffee Break**

3:30-5:30 p.m. **Panel Discussion**
*Western Institutional Support for Foreign
Investment in Russia*
Moderator: **Priscilla Rabb Ayres**, Senior Vice
President, Graham, Rogers & Company, Inc.
***Daniel C. Hurley, Jr.**, Director, Foreign Industry
Analysis Division, U.S. Department of Commerce
***Susanne Lotarski**, Director, Office of
Eastern Europe, Russia, and the Independent
States, International Trade Administration,
U.S. Department of Commerce
***Dan Riordan**, Vice President Investors Service,
Overseas Private Investment Corporation
***Charles R. Ryan**, Associate Banker,
Merchant Banking Department, European
Bank for Reconstruction and Development

5:45-6:45 p.m. **Robert Frost Walk**

7:00 p.m. **Cocktails**

8:00 p.m. **Dinner**

Sunday, September 26

7:00-8:00 a.m. **Breakfast**

8:15-10:30 a.m. **Closing Discussion**
Next Step: Planning a U.S.-Russian Business Working Group
Peter J. Pettibone, Partner, Lord Day &
Lord, Barrett Smith
Vladimir A. Tchernov, Executive Vice
President, Fund for the Comprehensive
Development of the Volgograd Region.