



Michael K. Jackson serves as Lead Business Development Officer on the Minority and Women-Owned Business team at the Export-Import Bank of the United States (EXIM). In this capacity, he cultivates and manages relationships with business organizations that represent Asian American, Caribbean American and veteran-owned businesses. He is passionate about educating small businesses about the benefits of doing business globally. As a Caribbean American, Mr. Jackson is also passionate about promoting trade and investment linkages between the U.S. and the Caribbean region.

Immediately prior to joining EXIM, Mr. Jackson served as an Economic Development Specialist/District International Trade Officer with the U.S. Small Business Administration (SBA). Prior to beginning his career with the federal government, Mr. Jackson spent over a decade in the private sector and held sales and marketing positions with several Fortune 500 corporations in the banking and information and communications technology (ICT) sectors. In addition to his corporate experience, he also owned and operated a small business for several years.

Mr. Jackson earned an MBA in International Business from American Intercontinental University and a B.S. in Government & Politics from the University of Maryland's Europe campus in Heidelberg, Germany. Mr. Jackson is proud veteran of the U.S. Air Force.



THE UNITED STATES OF AMERICA DEPARTMENT OF COMMERCE
The Commercial Service
U.S. Embassy Santo Domingo, Dominican Republic

Rafael A. Patiño
Commercial Officer

Rafael Patiño joined the United States Department of Commerce in 2010 and is currently the U.S. Commercial Attaché at the U.S. Embassy in Santo Domingo, the Dominican Republic, with responsibility for U.S. trade promotion across the Caribbean.

Immediately before assuming his current responsibilities Mr. Patiño was attached to the Los Angeles (Downtown) U.S. Export Assistance Center where he assisted U.S. companies' expand and enter new overseas markets. Before that he served as Deputy Senior Commercial Officer at the U.S. Embassy in Israel where he was responsible for the management of the U.S. Government's commercial support programs in Israel and the Palestinian Territories.

In the private sector, Mr. Patiño was Vice President for Bank of America in Los Angeles, California, administering a \$180MM project and operational portfolio in the Home Mortgage division; this included management of all Cyber-Security development programs and associated Home Loan systems for the Bank. In addition to his extensive management and project delivery experience, Mr. Patiño was a founding member of an Information Security Consulting firm and a Manager for Deloitte (1996-2002), a global management consulting firm, where he led Data Security and Privacy consulting engagements at leading companies, including: E*Trade, Blue Shield, Hughes, Boeing, MONY, Intel, Cisco, and others.

Mr. Patiño attended the Merage School of Business at the University of California, Irvine (M.B.A., 1996), the University of California, Irvine (B.A., Comparative Literature, 1993), and has a certificate in European Legal Studies from Tulane University (1994).

Mr. Patiño is married to Mrs. Tammy Patiño and has one son.



Overseas Private Investment Corporation

Ms. Alison J. Germak

Director of Corporate Development



Ms. Alison Germak is the Director of Corporate Development at the Overseas Private Investment Corporation (OPIC), the U.S. government's development finance institution.

Since joining OPIC in 2004, Ms. Germak has counseled American investors and U.S. small and mid-sized businesses pursuing investments in over 100 emerging market countries. She is responsible for leading the coordination of OPIC's various business development efforts and designs and implements strategies to achieve the agency's regional and sectoral priorities. Additionally, Ms. Germak chairs OPIC's Innovative Financial Intermediary Program, a \$500 million program providing debt capital to financial intermediaries targeting impactful and innovative investments in emerging market enterprises.

Ms. Germak has originated successful project financings in sectors such as education, agribusiness, franchising, and information communication technology. She is a frequent presenter at trade and investment conferences and conducts various training seminars.

Ms. Germak holds a M.A. in International Commerce and Policy with an emphasis in Global Business from George Mason University's School of Policy, Government, and International Affairs and is the recipient of the school's David Ricardo Trade Award. She graduated Summa Cum Laude with a Bachelor's degree in Political Science from Susquehanna University.

Peter Greenwood
Country Manager – Latin America and the Caribbean

Mr. Greenwood is a Country Manager for Latin America and the Caribbean at the U.S. Trade and Development Agency (USTDA). In this capacity, he is responsible for business development, project preparation and evaluation, and supervision of USTDA's portfolio in the Mexico, Central America, and the Caribbean.

Prior to joining USTDA in November 2016, Mr. Greenwood managed the environmental, social, governance, and impact program for a private credit investment fund investing in Latin America, Sub-Saharan Africa, and Southeast Asia. Previously, Mr. Greenwood worked for the Overseas Private Investment Corporation (OPIC), where he primarily supported the due diligence, portfolio management, and investment policy evaluation efforts of OPIC's Investment Funds Department.

Mr. Greenwood holds a Master of Business Administration (MBA) from the Universidad de los Andes in Bogotá, Colombia, a Master of Public and International Affairs (MPIA) from the University of Pittsburgh, and a Bachelor of Arts from the University of Minnesota, where he graduated with honors in International Studies and Spanish.



Craig O'Connor

Craig currently serves as the Director of Business Development – Renewable Energy within the Project and Structured Finance Division. Craig works closely with renewable energy exporters, international customers, and project developers to create “Bankable” project structures.

Craig began his career at the Bank in January 1993, as the Loan Officer for the Middle East and North Africa, was appointed as the Bank’s Environmental Liaison Officer in 1994, and also served as a Director for International Business Development from 1998-2008, where he covered the Asia Pacific and Latin America Regions.

In 2008, he created the Bank’s Renewable Energy Business Development Initiative. In the 5 years since this Initiative was launched the Bank has authorized over \$2 billion in support of renewable energy exports.

In addition to his position at the Bank, Craig has served as an Adjunct Professor of International Business, and International Project Finance at Georgetown University since 1997.