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WORLD BANK U.S. EXECUTIVE DIRECTOR MEETS WITH STATE'S INTERNATIONAL ECONOMIC DEVELOPMENT OFFICIALS

Meeting will spur international procurement opportunities

Empire State Development (ESD) today announced that World Bank U.S. Executive Director Ian H. Solomon met with ESD officials, including James P. Rubin, New York State Governor Andrew M. Cuomo's Counselor for Competitiveness and International Affairs at Empire State Development, at the agency's headquarters in New York City to discuss ways to increase World Bank procurement participation by New York State companies.

"This partnership with the World Bank will open new opportunities for New York State goods, services and suppliers in foreign markets," said Empire State Development President, CEO & Commissioner Kenneth Adams. "With ESD's assistance, our local businesses can expand their presence and boost New York State's competitiveness around the world."

"The World Bank Group's new partnership with the State of New York is a tremendous opportunity," said World Bank U.S. Executive Director Ian Solomon. "By working together, we can create more jobs and opportunities here in the U.S. while also helping the World Bank carry out its important mission to fight poverty across the world."

"This is a collaborative endeavor that allows New York State firms to link to World Bank business opportunities and find new markets for their products and services," said Counselor on Competitiveness and International Affairs James P. Rubin. "We are excited to work with Ian Solomon and the World Bank team going forward to increase opportunities for New York State businesses."

Procurement will be facilitated by the World Bank Private Sector Liaison Officers (PSLO) Network, a network of local contact persons who facilitate access to the World Bank Group (WBG) products and services and interact between the WBG and the private sector. The PSLOs, with support from the World Bank Group, act as a convenient local "one-stop shop." In 2011, the World Bank named Ed Kowalewski, Empire State Development's Director of International

Trade Programs, one of its 125 PSLOs worldwide. This collaboration will allow for the ESD International Division to ramp up its emphasis on the international market and get more New York State firms engaged in international business opportunities through World Bank procurement.

Solomon was nominated U.S. Executive Director of the World Bank by the President of the United States and confirmed by the U.S. Senate. The U.S. Executive Director represents the United States on the Board of Directors of the World Bank Group, and has oversight of the Bank's governance and annual commitments of over \$50 billion for the implementation of the World Bank Mission to eradicate global poverty and create sustainable development.

Rubin was appointed by New York State Governor Andrew M. Cuomo as his Counselor for Competitiveness and International Affairs at Empire State Development and nominated to be on the Board of Commissioners to the Port Authority of New York and New Jersey. Mr. Rubin is also a commentator on U.S. foreign policy and world affairs.

Empire State Development (ESD) is New York's chief economic development agency (www.esd.ny.gov). The mission of ESD is to promote a vigorous and growing economy, encourage the creation of new job and economic opportunities, increase revenues to the State and its municipalities, and achieve stable and diversified local economies. Through the use of loans, grants, tax credits and other forms of financial assistance, ESD strives to enhance private business investment and growth to spur job creation and support prosperous communities across New York State. ESD is also the primary administrative agency overseeing Governor Cuomo's Regional Economic Development Councils and the marketing of "I Love NY," the State's iconic tourism brand. For more information on Regional Councils and Empire State Development, visit www.nyworks.ny.gov and www.esd.ny.gov.



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