

India, Tenerife, Art Exhibit and Strategic Plan Shaping ITC's Agenda for Fall



**Message from Miami-Dade
Commissioner Natacha Seijas
Chair of the ITC Board of
Directors**

I am very pleased to present to you this issue of The Global Trader. It is one more indication of the ambitious agenda that the ITC is carrying out and of the momentum that we are developing as we move forward with the implementation of our Strategic Plan. The 2007 Fall calendar of activities is full; from the historic, upcoming Mission to India, to a Sister Cities Mission to Tenerife. Those two programs will take us far in promoting Miami-Dade as the true Global Gateway that we are.

And because we are nearing the end of the 2006-2007 calendar year, the Strategic Plan that we developed last year at the ITC Retreat in Miami Lakes needs to be revised and updated to take into account shifts in international trade that affect our work plan as well as the budgetary realities that need addressing for 2007-2008. To that end our staff has begun to prepare for the mid-December retreat. In future months we will keep you posted of that process. I certainly hope that we will have the excellent participation in this year's retreat that we had last December by the ITC Board of Directors and the Sister Cities Coordinating Council.

The ITC agenda for the autumn is full of activities that will further the agency's reach and solidify the motto in its branding logo of "Miami-Dade, Global Gateway".

Among the highlights for the fall:

- A first-ever exploratory mission to India, one of the fastest growing, large economies in the world will depart Miami International Airport on September 30;
- The Sister Cities Coordinating Council has approved a plan to

take a mission to Tenerife, Canary Islands, later in the fall;

- Sister Cities is also ready to roll out the Fifth Annual Miami-Dade Celebrates the Art of its Sister Cities exhibit Sept. 14 to Oct. 14;
- The ITC staff is beginning to prepare the agenda for the next ITC Strategic Retreat to be held in December.

Mission to India

ITC Chair, Commission Natacha

Seijas, will be leading the mission to India. Top Miami-Dade trade and economic development officials from Miami International Airport, the Port of Miami, the Beacon Council and many others, will join her.

"We believe that with all the numbers of growth, size and future development staring at us and with how underrepresented India is in our list of trade partners, this was an obvious and excellent choice by

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Laurice Hunter-Scott recognized by Jamaica

Mrs. Laurice Hunter-Scott, a member of the Miami-Dade Sister Cities Coordinating Council and the representative of Miami-Dade to the Kingston, Jamaica, Sister Cities program, was recently honored by the Consulate General of Jamaica. She was one of 18 Jamaican nationals recognized with Community Service Awards at a High Tea at the Biltmore Hotel.

Mrs. Hunter-Scott has been a member of the Sister Cities Coordinating Council since 1989. The relationship between Miami-Dade and Kingston is the first of its kind established between a Jamaican city and a city in Florida. She was honored for having contributed to the establishment of trade, education, disaster preparedness and cultural exchange programs.



Mrs. Hunter-Scott and her award



Japanese Delegation

ITC Chair, Commissioner Natacha Seijas, hosted a delegation from Okinawa, Japan, in August. The delegation was on a fact-finding tour of U.S. cities that have received transfer of former U.S. military bases. In the picture, from left to right: Michio Kitamura, consultant; Rinko Nakasone, Official for Military Base Reuse Planning, Office for Okinawa Affairs; Kazuo Fukuchi, Counselor for Military Base Reuse Planning, and Commissioner Seijas.

FDA to Hold 10th AfriCANDO Trade Conference

The Foundation for Democracy in Africa will be celebrating its 10th Annual AfriCANDO Trade and Investment Symposium on September 19 - 22. The ITC will be one of the sponsors of this important event, as it has done in the past.

The goals of the Foundation for the Symposium are to highlight important issues that strengthen economic, trade, and cultural ties between the U.S. and Africa. It seeks to help to increase US-Africa trade and

(Read more on page 3)



Miami-Dade County's Sister Cities

Asti, Italy

Asuncion, Paraguay

Commonwealth of the Bahamas

Cayman Islands, B.W.I.

Iquique, Chile

Kingston, Jamaica

Lamentin, Guadeloupe

Maldonado, Uruguay

Mendoza, Argentina

Monagas, Venezuela

Pereira, Colombia

Petit Goave, Haiti

Pucallpa, Peru

St. Kitts & Nevis Island

San Jose, Costa Rica

Santa Cruz, Bolivia

Santo Domingo, Dominican Republic

São Paulo, Brazil

Stockholm, Sweden

Tenerife, Canary Islands, Spain

Taipei, Taiwan

Turks & Caicos Islands

Veracruz, Mexico



Colombian Delegation

A high-level delegation from Colombia led by the Minister of Foreign Affairs, Fernando Araujo, visited Miami-Dade in August and was hosted by the ITC. The goal of the Colombian delegation was to explain the status of the proposed Free Trade Agreement between the U.S. and Colombia in the U.S. Congress. Pictured are, left to right, Bill Johnson, Director of the Port of Miami; José Abreu, Director of the Miami-Dade Aviation Department; Colombian Foreign Minister Araujo and Tony Ojeda, ITC Executive Director.

ITC Executive Director Addresses 50 Buyers And Sellers from Throughout Caribbean

On July 26th, Mr. Tony Ojeda, ITC's Executive Director, addressed a group of 50 buyers and sellers of the food service industry from the US and the Caribbean. Mr. Ojeda talked to the group about Miami Dade's role as the Gateway to Latin America and the Caribbean.

His speech followed introductory remarks by Mrs. Sarah Hanson, the new Director of the US Foreign Agricultural Service-Caribbean Basin Agricultural Trade Office (CBATO) and by Mr. Steve Colyer, Program Director of the Minority Export Training Program of Miami Dade College School of Business.

Mr. Ojeda highlighted that, "Miami's Custom District saw a trade surplus in 2006 and that total trade with the Caribbean (except Cuba) in 2006 was \$10.5 billion". He continued by saying that

the recent Free Trade Agreements (DR-CAFTA) will have a positive impact on trade between Miami and the region as these agreements begin to be fully implemented.

Mr. Ojeda noted the natural strong trade ties with the Caribbean, and said that Miami Dade County's efforts to increase trade with this region are being supported by conducting ITC business development missions, Sister Cities missions, and by certifying and funding Incoming and Outgoing Third Party Missions. He highlighted ITC's recent trip to the Bahamas in June. He concluded by showing ITC's DVD and encouraging suppliers and buyers from the US and the Caribbean to take advantage of Miami's strategic location and strong economic and cultural ties with the Caribbean to build solid business relationships.

Sister Cities Tenerife Mission Will Highlight Fall Events

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the Asia Trade Initiatives Ad Hoc Committee," said Commissioner Seijas.

Headed for Tenerife

Sister Cities is tentatively planning to visit Tenerife, the Canary Islands, from November 9th to the 14th to celebrate the 15th anniversary of the establishment of the Sister Cities relationship between Miami-Dade County and the Cabildo de Tenerife. The dates are pending a confirmation from the Tenerife hosts.

The purpose of the Sister Cities mission is to further strengthen the government, economic, cultural and educational ties between the two cities. The mission takes place immediately following "Canary Islands Week 2007" in Miami-Dade.

Sister Cities Art Exhibit

The Miami-Dade Sister Cities Program Coordinating Council is geared for the upcoming Fifth Annual Miami-Dade Celebrates the Art of its Sister Cities exhibit. In collaboration with Miami-Dade College, the exhibit will be held at the MDC Tower Theater Sept. 14 to October 14.

This exhibit will celebrate the cultural diversity of Miami-Dade County. Participating countries include Italy, Paraguay, the Bahamas, Cayman Islands, Chile, Argentina, Jamaica, Guadeloupe, Uruguay, Venezuela, Colombia, Haiti, Costa Rica, Peru, Bolivia, Brazil, Dominican Republic, St. Kitts and Nevis, Sweden, Taiwan, Canary Islands of Spain, Turks and Caicos, and Mexico.

ITC Strategic Retreat

Every year the ITC Board of Directors and the Sister Cities Coordinating Council join for a daylong retreat to review and update its Strategic Plan. This year once again the retreat will seek to produce a new edition that will set the direction for fiscal year 2008-09. A staff committee has already begun work on a proposed agenda.

"Our goal will be to update and set up a work program that will guide the work of the ITC for our next fiscal year," said Executive Director Tony Ojeda. "The decisions resulting from the retreat will be used in the preparation of the 08-09 budget."

ACTIONS IN CONGRESS SUGGEST CHANGES IN U.S. - CHINA TRADE POLICY

New developments in the U.S. Congress may significantly affect the future of U.S. trade policy toward China. Whether companies are exporting or importing to or from China or are seeking opportunities in China's expanding market, it is essential to keep abreast of U.S. legislative changes that may affect the landscape of trade opportunities with China.

A bipartisan bill that aims to combat undervalued foreign currencies was introduced in the U.S. Senate recently. The Currency Exchange Rate Oversight Reform Act of 2007 includes a range of new tools to address currency problems, including through the International Monetary Fund and the World Trade Organization. Of particular concern, however, are provisions that could result in significant increases in antidumping duties on goods from countries whose currency policies are deemed a high priority.

It is widely recognized that China is the primary target of the new legislation, although it is written in such a way that it would apply to any other country or economy whose currency is found to be fundamentally misaligned. Following are some of the highlights of the bill, particularly as they relate to China.

Market Economy Status. If required consultations fail to result in the adoption of

new currency policies in a targeted country, the U.S. must take this into account when it determines whether or not that country is a market economy for purposes of U.S. antidumping law. There are only a very few countries that do not already have such status, and of those China is the only one whose currency policy is a concern for the U.S. at present. This provision would effectively impose another obstacle to any prospect of China obtaining market economy status, which would likely have the effect of generally reducing AD duty rates on imports from China.

AD Calculations. If a country identified as a "priority" country by the Treasury Department does not adopt new currency policies within 180 days, the Department of Commerce's calculations of dumping margins for products produced or manufactured in that country must reflect the currency undervaluation. It is expected that such action would increase AD duty rates on Chinese products.

Government Procurement. Another step that would be taken after 180 days is a prohibition on U.S. federal government procurement of goods and services from the targeted country unless it is a member of the WTO Government Procurement Agreement. China is not a GPA member but has pledged to initiate accession talks. The U.S. would also oppose multilateral bank financing for proj-

ects in the priority country.

WTO Case. If the priority country does not adopt new currency policies within 360 days, the Office of the U.S. Trade Representative would be required to request WTO dispute settlement consultations with that country. It is unclear what the end result of any such talks with China might be, given that Beijing has resisted U.S. pressure on the currency issue for years and that no case challenging a country's currency policy has ever been filed at the WTO.

It is anticipated that there will be wide bipartisan support for prioritizing final passage of this or similar China-related legislation before the end of the year. The Senate Finance Committee hopes to consider this measure in the coming weeks and it could be approved by the full Senate in September. House Ways and Means Committee leaders are expected to soon introduce their own China bill, which will likely go beyond currency issues to encompass other trade enforcement measures.

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AfriCANDO Goal Is To Get Ready for Africa Trade and Commerce

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investment. According to the organizers that economic activity has grown more than tenfold from 1997 to 2006.

The theme for the 10th AfriCANDO is "African Cultures and Development." This year's Symposium will highlight the necessary intercultural skills essential for business persons who are interested in conducting business in Africa.

"Honing these skills, networking with African business owners and officials, and developing relationships with these individuals is essential to effectively and successfully conduct business in Africa,"

said Fred Oladeinde, President of the FDA. "AfriCANDO 2007 will provide a forum for practicing these skills."

The event will start with a Welcome Reception and Gala at the Kovens Center on the campus of Florida International University, and the Diaspora Town Hall Meeting and Art and Culture Folklife Festival on the campus of Miami-Dade Community College will follow.

More information on the program can be found at www.democracy-Africa.org or by calling 202-331-1333 or via e-mail at comments@democracy-africa.org.

GMCC To Host Mission To Santo Domingo

The Greater Miami Chamber of Commerce will host a two-day business development mission to Santo Domingo, the Dominican Republic, on September 13 and 14. The mission is part of the Chamber's Americas Linkage 2007 Latin America and Caribbean Program. It will be the 13th mission to Latin America or the Caribbean this year and the second one to the Dominican Republic.

The trip will feature match-making opportunities as well as country

briefings by experts, seminars and networking opportunities in Santo Domingo.

The Chamber is coordinating its program with the U.S. Department of Commerce, which will provide "Matching Service" to Miami-Dade businesses. For travel and logistical information please contact Crystal N. Renta at 305-577-5486 or crenta@miamichamber.com.



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Mayor

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District 11

José "Pepe" Diaz
District 12

Natacha Seijas
District 13

Harvey Ruvin
Clerk of Courts

George M. Burgess
County Manager

Abigail Price-Williams
Acting County Attorney



The ITC and the Florida Free Trade Association recently hosted a mission of Caribbean nations that visited Miami Dade. From Left to Right are: John McCartney, of the U.S. Department of Commerce; Maria Dreyfus-Ulvert of the ITC; Thomas A. Strauss, of the U.S. Department of Commerce; Ralph Puga, President of the Florida Foreign Trade Association; Hannah Bereaux, of the U.S. Embassy in Trinidad and Tobago; Doreen Weekes, of the U.S. Embassy in Barbados; Edward Bushell, Consul General of Barbados; Gerard Greene, Consul General of Trinidad & Tobago and Luis Cuervo, of Enterprise Florida.

Gov. Charlie Crist Will Lead Team Florida On a Mission to Sao Paulo in November

Governor Charlie Crist will lead a Team Florida Mission to Brazil sponsored by Enterprise Florida from November 3 to the 8th. The Florida delegation will travel to Sao Paulo to promote increased commercial ties with the country that is already the largest trading partner to both Florida and Miami-Dade. Trade with Florida last year was \$11.3 billion. And of that, the lion's share, \$8.6 billion, came through Miami-Dade.

Said Gov. Crist in his invitation to join him: "Recognizing the tremendous potential to expand Florida-Brazil trade and investment ties, Enterprise Florida, our state's lead economic development organization, has organized this mission as part of its comprehensive strategy to market Florida products and services worldwide."

Team Florida Brazil will provide an excellent opportunity for Florida companies to reach their business targets in the region. The mission will feature an exciting

agenda, allowing for opportunities to meet and interact with high level business and government leaders. Participants will be able to create business development and partnership opportunities for Florida and Brazilian companies in various industries, and attend a Florida Business Matchmaker and Expo event for Florida's exporters.

Enterprise Florida points out that with a gross domestic product of approximately US\$700 billion, Brazil represents roughly half of the South American territory and economy.

The country is rich in agricultural, mineral, and industrial resources and offers substantial market opportunities for US exporters in a diverse array of sectors that support Brazil's drive to industrialize further, court energy and transportation investments, and cultivate export-led growth.

Events

09/05/07 05:00PM - 06:00PM
Western Hemisphere Trade Initiatives Committee
111 N.W. 1st, Suite 2560, Conf. Room
Maria Dreyfus-Ulvert at 305-375-3885

09/12/07 05:00PM - 07:00PM
ITC Board Meeting
111 NW 1st Street, 18th Floor Conf. Room
Ricardo Bran at 305-375-1254

09/14/07 07:30PM - 09:30PM
Sister Cities Art Exhibit Opening Night The Tower Theatre, 1508 S.W. Eighth St.
Mayda Rescendi at 305-375-5280

09/18/07 04:00PM - 06:00PM
Pre-Mission Briefing for ITC's Mission to India Room 18-2 Gov. Center
Desmond Alufohai at 305-375-5808



Please note that dates are subject to change.
To announce upcoming events please call
305-375-4750.

Commissioner Natacha Seijas
ITC Chair

Tony Ojeda
Executive Director

The Jay Malina
International Trade Consortium

Stephen P. Clark Center
111 N.W. 1st Street
Suite 2560

Miami, Florida 33128
Phone: 305-375-5808
Fax: 305-679-7895

www.miamidade.gov/itc

Roberto Fabricio
Editor