



**Message from the ITC
Vice-Chair,**

Janá Sigars-Malina:

On behalf of the Board of Directors of the Jay Malina International Trade Consortium (ITC), I'd like to welcome you to the ITC's newsletter, the Miami-Dade Global Trader.

We are very proud of the achievements of the ITC in 2006. As we begin the new year, we are poised to implement enhanced objectives and further the integration of the ITC with the Sister Cities Program.

We look forward to continued close cooperation with all our trade partners and are very excited about the upcoming Business Development Mission to South Africa set to take place in April.

I'd like to encourage you to take advantage of the many resources that the ITC has to offer as we strive to promote and strengthen Miami-Dade County as a global gateway.

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PANAMA AND THE U.S REACH A FREE TRADE AGREEMENT

Last December 19, the U.S. and Panama reached a free trade agreement, which will ease the way for U.S. companies to take part in the \$5.3 billion expansion of the Panama Canal. J. David Peña, Esq., ITC Board Member, who was recently appointed as the Chair of the ITC's Western Hemisphere Ad Hoc Committee, noted that, "this trade agreement is important for Miami-Dade County because it will facilitate trade between the U.S. and Panama, and as the Gateway to the Americas, Miami-Dade County is strategically positioned to reap the benefits of a potential increase in trade opportunities."



Panama was Miami-Dade County's 21st top trade partner in 2005 and according to an article published by World City in July 2006, Panama and the Miami Customs District saw their bilateral trade jump more than 15 percent to close the year at \$909 million in 2005. World City also anticipated that trade between Miami and Panama was likely to reach \$1 billion in 2006.

JOIN COMMISSIONER SEIJAS AND THE ITC ON A BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA IN APRIL - THERE'S STILL TIME TO SIGN UP!

The ITC will be conducting a Business Development Mission to South Africa from April 20 - April 29. There is still time for businesses and individuals to register and join Commissioner Seijas, Commissioner Edmonson, and Bernadine Bush, Chair of the African Trade Initiative Ad Hoc Committee, on this mission and take advantage of the opportunities which South Africa has to offer.



Flag of South Africa

South Africa is one of the most sophisticated and promising emerging markets in the world, offering a unique combination of highly developed first world economic infrastructure, and a vibrant emerging market economy. In addition, it is also one of the most advanced and productive economies in Africa.

South Africa was ranked 29th by the World Bank out of 175 economies ranked on their "ease of doing business." This "rainbow" nation offers entrepreneurs a business destination combining a number of ideals.

Priority for participation in the **Business Development Mission to South Africa** will be limited to individuals and businesses in the following business sectors and interests:

- ◆ Banking & Financial Services
- ◆ Culture & Education
- ◆ Import & Export (General Merchandise/Wholesale]
- ◆ Healthcare & Medical Services
- ◆ Information Technology & Telecommunications
- ◆ Tourism
- ◆ Transportation

**Save the
Date!!!**

**April 20-April 29,
2007**

**For more information
please contact:**

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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 Guave, 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

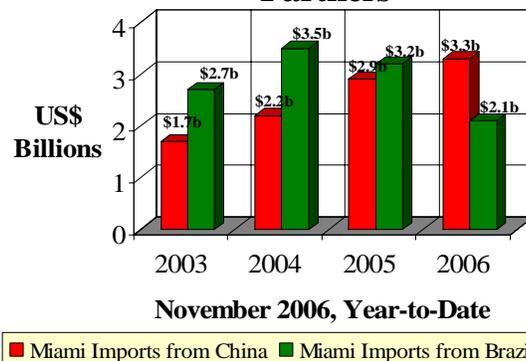
CHINA OUR TOP IMPORT PARTNER

According to trade data from the US Commercial Service, last year, 2006, China surpassed Brazil to become the Miami Customs District's largest import partner. The available data from January to November of 2006 (YTD November), shows total imports from Brazil to be US\$2.1 billion, while imports from China for the same period were US\$3.3 billion. From January to November, the Miami Custom District imported US\$1.2 billion more from China than from Brazil.

Overall, Brazil remains our number one trading partner since we exported more to Brazil than to anywhere else in the world. However, China is becoming an increasingly important trading partner. Recent trips by high ranking Chinese Officials to Miami serve to highlight the importance of the increasing business ties between South Florida and China.

In 2005, China became the Port of Miami's top trade partner, surpassing Honduras. China keeps pushing its way towards the top spot, and that could cause a re-alignment of Miami's top trading partners.

Miami's Top Two Import Partners



ETHANOL COMMISSION

The Interamerican Ethanol Commission met last December 18 at the Biltmore Hotel. Remarks by Governor Jeb Bush, Ambassador Charles E. Cobb, Chairman of the Florida Free Trade Area of the Americas (FTAA), and other high profile speakers underscored the importance and the commitment that the State of Florida is dedicating to this initiative.

ITC Executive Director, Tony Ojeda, who participated in the meeting, noted, "this agreement is important not only for making the United States less dependent on foreign oil but also to increase trade and economic development opportunities in both Brazil and Florida."

Brian C. Dean, President of the Florida FTAA led a mission to Brazil in 2006 during which it was agreed that Florida and Brazil would work together to create a commission for regional ethanol cooperation. The commission will, "Promote the usage of ethanol in the gasoline pools of the Western Hemisphere."

The parties believe increased use of ethanol will be beneficial in:

- ◆ promoting economic development
- ◆ boosting economic growth
- ◆ Creating a cleaner environment.

A Memorandum of Understanding was signed between Governor Bush, Roberto Rodrigues, President of the Superior Council of Agribusiness of Federation of Industries of the State of Sao Paulo (FIESP) and Ambassador Luis Alberto Moreno, President of the Inter-American Development Bank. Mr. Rodrigues is a former Agriculture Minister of Brazil and led a high level agribusiness delegation from Brazil.

A Memorandum of Understanding signed by Governor Jeb Bush, and Roberto Rodrigues, President of the Superior Council of Agribusiness of FIESP states the following objective:

To formalize a non-exclusive framework of cooperation, to facilitate collaboration amongst the Parties, and to explore opportunities for joint activities that would promote increased production and consumption of ethanol throughout the hemisphere in order to provide economic, environmental, developmental and security benefits to the Americas as a whole.

THIRD HIGH LEVEL DELEGATION TO VISIT MIAMI-DADE COUNTY FROM THE GAMBIA IN LESS THAN ONE YEAR

Angela Colley, Secretary of State for Tourism and Culture of The Gambia, led a delegation to Miami-Dade County to learn more about our success in the Tourism & Hospitality sectors. Rony Desvarenes, Honorary Consul General of the Republic of The Gambia in Miami remarked that this was the third high-level delegation from The Gambia to visit Miami-Dade County since he assumed office in February 2006.

“My role as the Honorary Consul General of the Gambia is to promote Gambia as the gateway to West Africa and

educate South Florida businesses about the trade and tourism potential available in The Gambia,” he said.

Mr. Desvarenes called on the ITC to assist his office in forging closer ties with Banjul and to initiate bilateral cooperative agreements between the Port of Miami and the Port of Banjul. This ground-breaking initiative between the two Ports, he explained, should pave the way for a trade mission to The Gambia in the near future.

Bernadine Bush, Chairperson of ITC’s African Trade Initiative, and ITC Board members Chief Sandrell Rivers and



Pictured above from left to right: Rony Desvarenes, Honorary Consul General of The Gambia in Miami; Angela Colley, The Gambian Secretary of State for Tourism and Culture; Bernadine Bush, Chair of the ITC’s African Trade Initiative and Kevin Burns, Mayor of the City of North Miami.

Dwayne Wynn presented the key to the County and a Distinguished Visitor’s Certificate to the Secretary of State.

ARGENTINA’S RISE IN GDP COULD LEAD TO AN INCREASE IN TRADE OPPORTUNITIES

Recent studies show that Argentina’s Gross Domestic Product (GDP) has grown by 45% since 2002. As the GDP continues to rise, and economic conditions in Argentina improve, it is possible that trade between Argentina and Miami will continue to rise.

Argentina became Miami’s 11th top trade partner in 2005, moving up one spot from 2004. Figures for October 2006 YTD show that the value of Exports from Miami Customs District to Argentina rose to \$1.2 billion. The previous year exports were valued at \$1 billion.



DELEGATION FROM TANZANIA TO VISIT MIAMI-DADE COUNTY

A delegation from the United Republic of Tanzania, East Africa will be visiting Miami-Dade County to participate in a study tour workshop organized by the Foundation for Democracy in Africa (FDA). Mustafa Yakubu, Mayor of the Temeke region of Tanzania will be leading a delegation of seven from January 23-26. The ITC is working with the FDA in preparing the an appropriate program. The delegates will meet with county officials from the departments of Planning & Zoning, Solid Waste Management, the Urban Revitalization Task Force and Water & Sewer.

CHINESE DELEGATION VISITS MIAMI-DADE COUNTY

Cheng Siwei, Vice Chairman of the 10th National People’s Congress Standing Committee was welcomed to Miami-Dade County by the China Latin America Trade Center. He led a delegation to Miami from January 3-January 4, 2007. A reception was hosted by the China Latin America Trade Center in honor of the Vice Chairman.

Miami-Dade County Commissioner Jose “Pepe” Diaz presented a Key to the County to the Vice Chairman on behalf the Mayor, the Chair of the Board of County Commissioners (BCC) and the BCC.

WHAT'S NEW AT THE ITC?

- Congratulations to Annette Molina, the ITC's Marketing Specialist for the ITC, who was recently promoted to the position of Deputy Chief of Staff for Commissioner Bruno Barreiro, Chair of the Miami-Dade County Board of County Commissioners. The ITC wishes Ms. Molina much continued success in her new role.
- Interviews have been conducted to fill the position of Trade Developer. Two rounds of interviews have been conducted and the selection process is close to being completed.
- Tony Ojeda, Executive Director of the ITC, conducted interviews for the position of part-time Grant Writer in Washington, D.C.
- Cornelius Herelle, Senior Sister Cities Coordinator, and Jimmy Nares, Assistant Director of the ITC, received their Five Year Pins for having completed five years of service under the employment of Miami-Dade County.

CONSULAR CORNER

Miami-Dade County is fortunate to have 69 Consulates and foreign trade offices located within its jurisdiction. The ITC will be dedicating a section of *The Miami-Dade Global Trader*, to highlighting the activities and initiatives of our local Consular Corps. Please contact Cleopatra Contreras at (305) 375-4750 or cleo@miamidade.gov to submit information.

EVENTS

January 24: Post Election Venezuela: What Does The Future Bring for Commerce
Global Intelligence Briefing on the effect of the Venezuelan Presidential election on U.S. business.
Regions Bank
2800 Ponce de Leon Blvd., 7th Floor Media Room
Coral Gables, FL
Daphne Bruso
Tel: 305-577-5486
Fax: 305-374-7156
dbrusso@miamichamber.com

February 7: African Trade Initiative Ad-hoc Committee Meeting
Stephen P. Clark Center

111 N.W. 1st Street
18th Floor
Miami, FL
Desmond Alufohai
Tel: 305-375-3526
Fax: 305-679-7895
alufoha@miamidade.gov

February 14: ITC Board Meeting
Sanford & Dolores Ziff Ballet Opera House
1300 Biscayne Blvd.;
Carlin Banquet Hall
Ricardo Bran
Tel: 305-375-1254
Fax: 305-679-7895
rbran@miamidade.gov

February 21: Uniform Customs and Practice for Documentary Credits Fo-

rum
A National seminar series organized by the United States Council for International Business, presented by the Florida District Export Council and the U.S. Commercial Service
Hyatt Regency Miami
400 S.E. 2nd Avenue
Miami, FL
Stephanie Heckel
Tel: 1-954-356-6640
Fax: 1-954-356-6644
stephanie.heckel@mail.doc.gov

March 14: ITC Executive Committee Meeting
Stephen P. Clark Center
111 N.W. 1st Street, 3rd Floor Conference Room
Miami, FL

Ricardo Bran
Tel: 305-375-1254
Fax: 305-679-7895
rbran@miamidade.gov
April 11: ITC Board Meeting
Stephen P. Clark Center
111 N.W. 1st Street, 18th Floor Conference Room
Miami, FL
Ricardo Bran
Tel: 305-375-1254
Fax: 305-679-7895
rbran@miamidade.gov

April 20 - 29: Out-Bound Trade Mission to South Africa
Desmond Alufohai
Tel: 305-375-3526
Fax: 305-679-7895
alufoha@miamidade.gov

Please note that dates are subject to change.

To announce upcoming events please call (305) 375-4750.



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