



**Message from the ITC
Chair, Commissioner
Natacha Seijas:**

On behalf of the Mayor, the Chairperson and the Board of County Commissioners, residents, and members of the International trade community, welcome to the Jay Malina International Trade Consortium's (ITC) newsletter, the Miami-Dade Global Trader.

I would also like to welcome Mr. Tony Ojeda back as Executive Director of the ITC. Mr. Ojeda returned to the ITC in April, 2006 and has since taken great strides in consolidating and revitalizing the ITC in its mission of promoting two way trade through Miami-Dade County.

Under Mr. Ojeda's guidance and expert leadership, the ITC will continue to strengthen the County's ties with the International trade community and will work diligently to enhance Miami-Dade County's role as the Gateway to the Americas and Beyond.



Message from Mr. Tony Ojeda, Executive Director of the ITC

I'm pleased to be back at the Jay Malina International Trade Consortium (ITC). I look forward to working collaboratively with the Mayor, the Board of County Commissioners, the County Manager, the ITC Board of Directors, the Sister Cities Coordinating Council, the International trade community and of course the competent staff of the ITC.

Many exciting changes are underway within the department that will lead to greater efficiency and progress. In addition to bringing several new staff members aboard in the coming weeks, we are reorganizing the office itself and are working with our Board to set a clear agenda and to energize the initiatives set forth for the coming year.

The ITC is fortunate to have a Board of Directors comprised of organizations that have such a significant impact on our community and members who bring such extensive knowledge and experience to the table. I'd like to thank our continuing and outgoing members for their contributions. It is also a pleasure to welcome our new Board Members to the ITC.

There has been much activity in the last few months and preparations are being made so that we may offer even more opportunities to develop two way trade. Through this newsletter and our Website, we will strive to keep the community abreast of our latest projects, and we

encourage everyone with an interest in International Trade to take full advantage of the many resources that are available through the ITC.



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Upcoming Sister Cities Mission to Asti, Italy

An official, educational and cultural mission to Miami-Dade County's Sister City of Asti, Italy, will take place from September 8th to September 14th. Asti is a province in the Piedmont region of Italy. Its capital is the city of Asti, which lies in the plain of the Tanaro River.



Like most of Italy, Asti is rich in history, culture and culinary delights. The Province is well known for its gastronomical specialties that characterize the richness

and variety of typical Italian fare and cuisine that are world famous. Asti also produces chemicals, textiles, and glass.

This trip will coincide with one of Asti's most

important regional festivals and participants will also tour many of the great historical and cultural venues in Asti, and the surrounding communities.

For more information please call Mayda Rescendi at (305) 375-5280 or resc@miamidade.gov.



Business Development Mission to Trinidad & Tobago

The Honorable Natacha Seijas, Chair of the Jay Malina International Trade Consortium (ITC) led a Business Development Mission to Trinidad and Tobago from May 16th-May 20th, 2006. The Mission was jointly sponsored by the ITC, the Consulate of Trinidad & Tobago in Miami, and the Trinidad & Tobago USA (TTUSA) Chamber of Commerce.



Commissioner Seijas and the Trinidad & Tobago Minister of Foreign Affairs, the Honorable Knowlson Gift with delegates from Miami-Dade County and Trinidad & Tobago officials and business people at the Opening of the Trade & Investment Convention.

and various networking receptions.

During the Mission, Commissioner Seijas met with Trinidad & Tobago's Minister of Foreign Affairs, the Honorable Knowlson Gift. The possibility of establishing a Sister Cities relationship between Trinidad & Tobago and Miami-Dade County was discussed.

In an effort to strengthen the ties that already exist between Miami-Dade County and Trinidad & Tobago, Commissioner Seijas, accompanied by Tony Ojeda, Executive Director of the ITC, and Khalid Salahuddin, Deputy Director of the Port of Miami, signed a Sister Port Agreement between the Port of Port of Spain and the Port of Miami.

Mission Participants had the opportunity to attend the Seventh (7th) Annual Trade and Investment Convention (TIC). In addition to the many advantages that were offered by the TIC, Mission Participants were also able to meet with their counterparts during arranged business meetings

Additionally, the Minister of Trade and Industry, the Honorable Kenneth Valley has committed to bringing a reciprocal mission from Trinidad & Tobago to Miami later this year. Trinidad & Tobago is Miami-Dade County's 29th largest trading partner.



Comm. Seijas met with the Consul General of Trinidad & Tobago, Mr. Gerard Greene on April 5th, 2006. The Mission in May was prompted by an invitation from the Consul General during the meeting pictured above.

Visiting Delegation from the UK

The Honorable Natacha Seijas, Chair of the ITC met with a delegation from the United Kingdom (UK) headed by the Honorable David Miliband, Member of the UK Parliament. The meeting took place on April 6, 2006 and provided the opportunity for the Commissioner and Minister Miliband to discuss several issues including infrastructure, growth, and challenges that face both communities.

Dr. Carlos Bonzon, Assistant County Manager was also present at the meeting and provided an extensive briefing on the County's infrastructure. Minister Miliband and his delegation were impressed with Miami-Dade County's organizational structure, infrastructure development and the manner in which issues related to cultural diversity have been handled locally.

Commissioner Seijas was pleased to have had the opportunity to brief the Minister and to share Miami-Dade County's success stories with the visiting delegation.

President Bolaños

His Excellency Enrique Bolaños, President of Nicaragua, was in Miami last month and attended the Opening Reception of the Gran Convencion de Nicaraguenses en el Exterior (the Great Convention of Nicaraguans Living Abroad).

The Convention was held from June 9 through June 11. More than 500 Nicaraguan civic and business leaders from around the world convened to discuss issues of importance including ways to take advantage of the many opportunities available through the Free Trade Agreement between the U.S. and Nicaragua.

The Honorable Joe A. Martinez, Chair of the BCC presented President Bolaños with a Key to Miami-Dade.



Pictured above: Commissioner Seijas and Minister Miliband



On July 7th, 2006, the Honorable Natacha Seijas, Chair of the ITC, appointed Ms. Bernadine Bush as Chair of the African Trade Initiative Ad Hoc Committee.

AFRICAN TRADE INITIATIVE

The **African Trade Initiative** (ATI) was officially approved by the ITC Board in May 2006. The objective of the ATI is to develop and expand trade and commerce with markets in Africa. The ITC will strive to implement the following action steps in order to achieve the stated objective:



- Conduct **one** out-bound trade mission to Africa by May, 2007.
- Host and Support **one** in-bound trade mission from Africa by December 31, 2006.
- Assist with the establishment of a Sister Cities relationship with an African city by September 2007.
- Initiate contacts and establish collaborative agreements with African governments, agencies and the African Union [AU].
- Promote Miami-Dade County as the "Gateway to Africa" and destination for business and tourism.
- Promote and support the International Sister Seaports Agreement between Miami-Dade County and the African County.
- Support the development of direct air route development between Miami-Dade County and Africa
- Participate in regional economic development and trade programs such as New Partnership for Africa's Development [NEPAD], Commonwealth of Nations, Economic Community of West African States [ECOWAS], Southern African Development Council [SADC], Common Market for East & Southern Africa [COMESA], etc.
- Establish strategic partnerships with African private agencies, Bi-National Chambers of Commerce, civil societies or non-profit organizations based in South Florida, etc.

Miami-Dade's Top 5 African Trade Partners

Rank	46	89	91	95	98
Country	South Africa	Nigeria	Kenya	Namibia	Morocco
Amount	\$152 m	\$16 m	\$15 m	\$12 m	\$10 m

- Support and provide assistance to approved strategic partners through trade programs, conferences, and symposia/workshops that economically benefit Africa and positively impacts Miami-Dade County.



Foundation for Democracy in Africa

AfrICANDO 2006

The Africando Hemispheric Summit on Science, Technology and Research for Africa's Development will take place from July 20-21 at Florida Memorial University. Africando 2006 will provide a venue in which scientists, the private sector, women's organizations, and youth will come together to discuss the the positive impact that science and technology can have on helping to further the socio-economic development of the African countries.

This conference is being organized by the Foundation for Democracy in Africa. Sponsors include Miami-Dade County, specifically the ITC, the Seaport, Miami International Airport, and the Dept. of Transit. The African Union, the Greater Miami Convention and Visitor's Bureau and Enterprise Florida are also among the many sponsors.

Nigeria-ORA USA 2006

Mr. Alex Fernandez, representing the Office of the Chair of Miami-Dade County's Board of County Commissioners, and Mr. Dwayne Wynn, representing the Chairperson of the ITC, Commissioner Natacha Seijas, attended the closing ceremony of the Orlu Regional Assembly (ORA) USA 2006 Convention held in the MIA Auditorium on June 26, 2006. A County Key was presented to His Excellency, Chief Achike Udenwa, Executive Governor of Imo State. Imo State is the 4th largest state in Nigeria.



UPCOMING EVENTS

**July 7:
ITC Agenda Setting Meeting**
Stephen P. Clark Center
111 NW 1 Street, 3rd Floor,
Conf. Room
Miami, FL
Annette Molina
Tel: 305-375-1660

**July 7:
ITC Executive Committee Meeting**
Stephen P. Clark Center
111 N.W. 1st Street, Third
Floor Conference Room
Miami, FL
Annette Molina
Tel: (305) 375-5808
amoli@miamidade.gov

**July 8 - 9:
International Mango Festival
Azucar Celebrating Mangos from Old Cuba.**
Fairchild Tropical Botanic
Garden
10901 Old Cutler Road
Coral Gables, FL
Tel: 305-667-1651 #3322

**July 11:
ITC Internal Management Committee Meeting**
Stephen P. Clark Center
111 N.W. 1st Street, Ste.
2560, ITC Conf. Room
Miami, FL
Annette Molina
Tel: (305) 375-5808
amoli@miamidade.gov

**July 16 - 19:
South African Tourism Professional Exchange Program**
Don Shula's Hotel & Golf
Club
6842 Main Street
Miami Lakes, FL
Sandra Daley-Francois
Tel: (305) 539-2940
sandra@gmcbv.com

**July 19:
ITC and TMC Board of Directors Meeting**
Stephen P. Clark Center
111 N.W. 1st Street
Miami, FL
Annette Molina
Tel: (305) 375-5808
amoli@miamidade.gov

**July 20 - 22:
AfrICANDO**
Florida Memorial University
15800 N.W. 42nd Avenue
Miami, FL
Anthony Okonmah
Tel: (305) 416-9201
aokonmah@yahoo.com

**July 24 - 27:
Visit of three person crew from CRTV Cameroon**
This crew from CRTV Cameroon will visit Miami-Dade County to produce a documentary, "Against All Odds; the Art of Building and Sustaining Small Businesses."
Various
Miami, FL
Desmond Alufohai
Tel: (305) 375-3526
alfoha@miamidade.gov

**July 25 - 27:
Canada-South Florida Trade Mission**
By Florida Foreign Trade Association (FFTA) and

Ontario Agri-Food Technologies.
"Expanding Trade Partnerships in Agri-Business" Food, Floriculture & Ornamental Horticulture.
Crown Plaza Hotel
950 Le Jeune Road
Miami, FL
FFTA
Tel: (305) 471-0737
Info@ffta.com

**July 27
Think Australia!**
Presentation by:
Beryl Blecher
Commercial Counselor
U.S. Commercial Service
9:00 am to 12:00 pm
MD Int'l Training Room
11300 NW 41st Street
Miami, FL 33178
Linda Santucci
305-526-7425 ext 27

**August 2 - 5:
Trade Mission to the Dominican Republic**
By CAMACOL
Miami, FL
Ms. Lucy Godur
Tel: 305-631-6555
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lucy@camacol.com

**Please note that dates are subject to change.
To announce upcoming events please call (305) 375-5808.**



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Consortium**

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