

THE MIAMI-DADE GLOBAL TRADER

Message from the ITC Chair:



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.

The mission of the ITC is to promote two way international trade through Miami-Dade County. In addition to its skilled multilingual and multicultural human resources Miami-Dade counts on state-of-the-art infrastructure to support global trade through Miami International Airport (MIA) and the Dante B. Fascell Port of Miami. Our communications infrastructure, international banking community, and professionals facilitate trade related activities to meet the demands of the global business environment.

Welcome to the ITC your one-stop-center for all your international trade needs.

Inside this issue:

Around the Globe	2
ITC's Business Incubator	2
ITC's Activities	2
Mission from Asti, Italy	3
Sister Cities Activities	3
Upcoming Events	4



VOLUME 2 - ISSUE 6

JUNE/JULY 2005

APEX-BRASIL OPENS BRAZILIAN DISTRIBUTION CENTER IN MIAMI

On May 16, 2005, Miami-Dade County Commissioner Jose "Pepe" Diaz hosted a press conference to welcome the APEX-Brasil (Agencia de Promocao eExportacoes do Brasil) to the Miami Free Zone as they open their first Distribution Center in the area. The press conference was followed by the inauguration of the Brazilian Distribution Center.

Joining Commissioner Diaz on this special occasion was the Honorable Luis Fernando Furlan, Brazilian Minister of Development, Industry and Foreign Trade, Juan Quiros, President, APEX-Brasil, the Honorable Roberto Abdenur, Brazilian Ambassador to the United States, Juan Carlos Bermudez, Mayor, City of Doral, Pam Dana, director of Governor Bush's Office of Tourism, Trade and Economic Development, Luis Gazitua, Senior Advisor to Miami Dade Mayor Carlos Alvarez as well as other invited guests.

The Distribution Center in Miami is the first of its kind launched abroad by the Brazilian Government to guarantee the access to regional markets. Their establishment is part of the Brazilian Government Industrial, Technological and Foreign Trade policies and has been defined as one of APEX-Brasil priorities for 2005 and 2006.

The establishment of Brazilian companies in the Distribution Centers is the first step to consolidate their presence abroad. APEX is spending \$250,000 to \$300,000 on the three-year lease and will employ 8 staffers initially. The Brazilian government expect to have approximately 300 companies established within the first three years. After a 12 to 18 month period of position consolidation in the market, they will have had enough time and experience to settle in the foreign country. According to Mr. Quiros, president of APEX-Brasil, each business will pay a monthly rent of \$800.00 to be represented and forty companies have already registered representing sectors such as technology, furniture, granite and apparel. Commissioner Diaz commented "ITC was instrumental together with Enterprise FL and the State of Florida in securing the establishment of the Brazilian trade office."



At the ribbon cutting ceremony. From left to right, Hon. Roberto Abdenur, Brazilian Ambassador to the U.S., Gary Goldfarb, Executive Director of the Miami Free Zone, Hon. Juan Carlos Bermudez, Mayor of the City of Doral, Juan Quiros, President of APEX-Brasil, Hon. Luis Fernando Furlan, Brazilian Minister of Development, Industry and Foreign Trade, Miami-Dade Commissioner Sen. Javier Souto, Miami-Dade Commissioner Jose "Pepe" Diaz, Chair of ITC and Manny Mencia, International Vice President of Enterprise Florida



At the press conference. From left to right: Ralph Gazitua, President of the Miami Free Zone; Juan Quiros, President of APEX-Brasil; Hon. Roberto Abdenur, Brazilian Ambassador to the U.S.; Hon. Luis Fernando Furlan, Brazilian Minister of Development, Industry and Foreign Trade; Dr. Pam Dana, Director of Governor's Bush Office of Tourism, Trade and Economic Development; Miami-Dade Commissioner Jose "Pepe" Diaz, Chair of ITC; and Gary Goldfarb, Executive Direc-

Brazil's Trade with South Florida [in millions]



AROUND THE GLOBE...



Second from the right, Commissioner Jose "Pepe" Diaz, ITC Chair, during his panel presentation at the 11th International Economic Forum of the Americas (Conference of Montreal, Canada)

Montreal, Canada:

Commissioner and ITC Chair, Jose "Pepe" Diaz addressed a panel at the 11th International Economic Forum of the Americas (Conference of Montreal) offered annually to encourage exchanges with 150 well known and ranking experts from around the world.

The Conference of Montreal addressed vital issues such as the development of emerging economies, globalization and its consequences for the role of the State, currency fluctuations, responsible investment, and respect for rights and freedoms. The President of the Dominican Republic, Leonel Fernandez,

N.Y. State Governor Georges E. Pataki and many cabinet ministers from foreign countries, including Brazil's Minister of Development, Industry and Foreign Trade, Luiz Fernando Furlan, Argentina's Secretary for Economic Policy, Ministry of Economy and Production, Oscar Tangelson, Russia's Deputy Minister of Economic Development and Trade Andrei Sharonov, Panama's Business and Finance Minister Ricaurte Vasquez, and others were speakers at the Conference.

Brazil:

County Commissioner Sen. Javier Souto addressed the Board of Directors of the the

Brazilian Assoc. of Zebu Breeders at the 71st ExpoZebu (Nat'l Zebu Breeders Trade Show, in addition to international cattle auctions and seminars on zebu genetics) is the most important event for the agricultural and livestock industry sector in Brazil. This show is especially important for the agribusiness, biotechnology, and financial sectors. In 2003, Brazil became the world's largest meat exporter. Accounting for 80% of a herd of approximately 180 million, this breed is the genetic base that allowed the country to reach prominence in beef and milk production.



Miami-Dade Commissioner, Sen. Javier Souto presiding at a meeting with members of the Brazilian Association of Zebu Breeders. First person on the right is Manny Gonzalez, Executive Director of the Jay Malina International Trade Consortium, (ITC)

ITC's BUSINESS INCUBATOR PROGRAM DEBUTS

ITC will soon introduce the International Trade Facilitation [ITF] Center to be established at the Miami Free Zone. This will be a business incubation program which will catalyze the process of starting and growing international businesses by providing entrepreneurs with the expertise, networks and tools they need to make their venture successful. Desmond Alufohai, from ITC's CTI program was selected to be ITC's International Business Manager.

Recently, Mr. Alufohai attended the 19th International Confer-

ence on Business Incubation, May 15-18, in Baltimore, MD. The conference offered numerous educational sessions, tour of incubators in Baltimore and Washington D.C. and networking venues to help business incubation and economic development professionals from around the world learn more about developing sustainable incubation programs and nurturing entrepreneurial talent.

The National Business Incubation Association [www.nbia.org] conducted the annual event. The purpose of these annual

training events is to provide a forum for people involved in all areas of business incubation to further their education, enhance skills, share experiences and network with colleagues. The ITC is a registered member of the NBIA.

Upon his return, the ITC Committee on Business Incubation had its inaugural meeting on 5/26/05 at the Miami Free Zone. The Committee chaired by Wilfredo Gort, consists of the following members: Miguel Amion; Sandrell Rivers; and Jacqueline del Cristo.

ITC's ACTIVITIES

*Assisted the Florida Delegation SEUS/Japan Association, Inc. with the visit of His Excellency Ryozo Kato, Japanese Ambassador to the U.S. At an event, Miami-Dade Commissioner Rebeca Sosa presented the Ambassador with the Key to the County.

*At a seminar "Economic Perspectives and Commercial Opportunities with Ecuador" held at the Miami Free Zone, Manny Gonzalez, Executive Director of the ITC, presented a Key to the County to the keynote speaker, Mr. Blasco Penaherrera Solah,

President of the Chamber of Commerce of Quito and the National Federation of Chambers of Commerce of Ecuador. He spoke of the history and political situation in Ecuador and stressed the importance of approving DR-CAFTA in order to make way for further bi-lateral trade agreements.

* ITC assisted Alyson Curcio, Producer from the U.S. Dept. of State Office of Broadcast Support with the Miami visit of Bolivian journalists Maria Rene Duchon, anchor/journalist from ATB TV from La Paz, Bolivia and her videographer, Marco Antonio.

ITC's THIRD PARTY RESULTS

ITC recently received the results from the Florida Foreign Trade Association (FFTA) incoming mission from the Dominican Republic, which was certified by ITC. FFTA reported 200 business leads out of 355 business appointments resulting in \$ 2.66 in immediate sales for this mission that took place April 10-14, 2005. FFTA also reported additional sales of \$22.5 million and \$27.19 million (from representational agreements) over the next 12 months, respectively.

MISSION FROM THE PROVINCE OF ASTI, ITALY, VISITS MIAMI-DADE COUNTY

A delegation from the province of Asti, Italy, is visiting Miami-Dade County this week to promote products from their region, to develop new economic partnerships, encourage tourism and to increase the cultural ties that exist between the two communities.

The delegation led by Roberto Marmo, president of the Asti province came to Miami to commemorate the twentieth anniversary of the Sister Cities relationship between Miami-Dade County and the Province of Asti in Italy. The Sister Cities agreement was signed in Miami in 1985.

The Jay Malina International Trade Consortium (ITC) through the Miami-Dade County Sister Cities program coordinated the visit of twelve participants ranging from wine producers, restaurants owners, artisan candy-makers and culinary school staff from Academia de la Cucina Italiana as well as tourism officials and tour operators.

The Italian delegation received an official welcome by the Hon. Joe Martinez, Chair of the Miami-Dade County Board of County Commissioners, as well as by Commissioner Jose "Pepe" Diaz, Chair of the ITC, Commissioner Rebeca Sosa, Commissioner Carlos Gimenez and County Manager George Burgess.

ITC coordinated two days of business matchmaking sessions for the delegation and a lunch was held, compliments of the Banker's Club, in their honor.

Ambassador Gianfranco Cognato, Consul General of Italy, offered a reception at the Consulate commemorating the 20th anniversary of the Sister Cities agreement, sponsored by the Miami-Dade County Sister Cities Coordinating Council, the Italian Consulate General, Italian-American Chamber of Commerce, and Trattoria Sole.

Miami-Dade County trade relationship with Italy has

grown in the past years. In 2004, Miami-Dade County's trade with Italy totaled approximately \$1.1 billion, an increase of 6.6% from the previous year. Miami-Dade County exports to Italy saw an increase of 27% for a total value of \$ 167 million while Italy's exports to the County grew more modestly by almost 4% for a total trade value of approximately \$1 billion. The exports of Miami-Dade County to Italy are mainly yachts, boats, medicine and aircraft parts while Italy's main exports to the County consist of yachts, boats, jewelry,



From left to right: Oscar Bielli, Tourism Official from the Province of Asti; Maurizio Rasero, Sister Cities Council member from the Province of Asti; Rolando Doglione, Sister Cities Coordinator from the Province of Asti; Chairperson of Miami-Dade County Commission, Hon. Joe Martinez; Emma Tibaldeo, Council member from Miami-Dade County Sister Cities Program, Hon. Carlos Gimenez, Miami-Dade County Commissioner, and Hon. Jose "Pepe" Diaz, Miami-Dade County Commissioner and Chair of ITC



From left to right: Maurizio Rasero, Sister Cities Council member from the Province of Asti; Emma Tibaldeo, Council member from Miami-Dade County Sister Cities Program, Hon. Rebeca Sosa, Miami-Dade County Commissioner, Hon. Carlos Gimenez, Miami-Dade County Commissioner; Chairperson of Miami-Dade County Commission, Hon. Joe Martinez; and, Hon. Jose "Pepe" Diaz, Miami-Dade County Commissioner and Chair of ITC

SISTER CITIES UPCOMING ACTIVITIES



August 27 to September 3:

Business Development Mission to Sweden
by The Jay Malina International Trade Consortium (ITC) of Miami-Dade County and Miami-Dade Sister Cities Program
Contact: Mayda Rescendi
Tel: 305-375-5280
mresc@miamidade.gov



September 14 to 16:

First Annual Sister Cities

Travel & Tourism Symposium
Sponsored by: Miami-Dade County, City of Miami, and Miami Beach Sister Cities Programs
Contact: Mayda Rescendi
Tel: 305-375-5280
mresc@miamidade.gov



September 16 to October 16:

Third Annual Miami-Dade Celebrates the Art of its Sister Cities
At Miami Dade College's Tower Theater
Contact: Mayda Rescendi

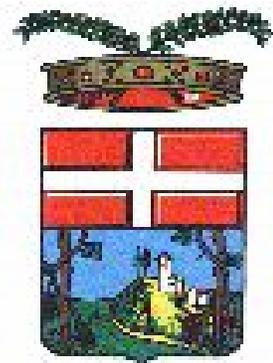
Tel: 305-375-5280
mresc@miamidade.gov



October 27 to 29:

First International Protocol Conference
Contact: Mayda Rescendi
Tel: 305-375-5280
mresc@miamidade.gov

Seal of the Province of Asti





Stephen P. Clark Center
111 N.W. First Street,
Suite 2560
Miami, Florida 33128

Phone: +305-375-5808
Fax: +305-679-7895
Email: itc@miamidade.gov

We're on the Web!
<http://www.MiamiDade.gov/ITC>



"Miami-Dade County's Official Agency for International Trade..."

ITC Programs

Incoming Trade Missions:

As the premier support center of the County's global trade efforts, the International Trade Consortium provides in-coming trade missions with valuable information about trade resources and opportunities.

Outgoing Trade Missions:

Air Cargo and Route Development Missions

The International Trade Consortium and Miami International Airport (MIA) collaborate on a program designed to encourage new direct air service into Miami International Airport to stimulate passenger and cargo traffic.

Third-Party Outgoing Missions:

The International Trade Consortium supports missions organized by third-parties that promote Florida-traded products. Missions with strategic significance may be certified by the International Trade Consortium as an official Miami-Dade County mission.

The Caribbean Trade Initiative (CTI) Program

In recognition of the proximity and tremendous trade relationship among the CBI nations and Miami-Dade County, the International Trade Consortium established the Caribbean Trade Initiative program to increase two-way merchandise trade between Miami-Dade County and the Caribbean., promote the resources and services offered through the International Trade Consortium to the general Caribbean business community, promote greater interaction with the Caribbean business community through networking and matchmaking.

UPCOMING EVENTS

June 10-19:
BRAZILIAN FILM FESTIVAL
www.BrazilianFilmFestival.com

June 15-18:
AfrICANDO 2005
Hyatt Regency Miami
400 SE 2nd Ave.
Contact: 202-331-1333
Fax: 202-331-8547
comments@democracy-africa.org
www.democracy-africa.org

June 16-17:
8TH ANNUAL PRIVATE POWER IN CENTRAL AMERICA
Conrad Hotel, Miami
Contact: Evelyn Castoires
Tel: [1] (781) 860-6100
Fax: [1] (781) 860-6101
registration@platts.com
www.platts.com

Jun. 18 - Jun 19:
5th ANNUAL REAL ESTATE EXPO
Real Estate Expo is the only global consumer Real Estate show. It provides a forum where qualified Real Estate Buyers/ Investors meet, learn and plan their real estate purchases. Expo attendees are serious real estate buyers and realtors looking for real estate opportunities - and are prepared to make buying decisions.
Deauville Beach Resort
6701 Collins Avenue
Contact: Paolo Sadri
Tel: 305-531-4663
Fax: 305-532-5330
info@realestateexpo.us
www.realestateexpo.us

June 21-23:
11th ANNUAL INTER-AMERICAN CONFERENCE OF MAYORS
Radisson Hotel Downtown
Contact: Institute for Public Management -FIU
Tel: 305-348-1271
Fax: 305-348-1273
lagierc@fiu.edu
www.fiu.edu/~ipmcs

June 22-24:
SECURE PORT 2005 - Western Hemisphere Port Security Conference & Trade Exhibition
Hyatt Regency Hotel - Miami
Contact: Raymond Barberesi
Tel: (561) 333-3767
Fax: (561) 795-6521
barberesi@mtscorporation.com
www.secureport2005.com

Jun. 25:
HAITI-US: Tourism & Economic Empowerment
Deauville Beach Resort
6701 Collins Avenue
Contact: MWM & Associates
Tel: (305) 249-6966

July 9 - 10:
INTERNATIONAL MANGO FESTIVAL
Fairchild Tropical Botanic Garden is
10901 Old Cutler Road
Coral Gables
Contact: (305) 667-1651
www.FTG.org

July 9-12:
WORLD EDUCATIONAL

CONGRESS
Meeting Professionals International (MPI)
by Meeting Planners International
Miami Beach Convention Center
1901 Convention Center Drive
Contact: Richard Robichaud
Tel: (972) 702-3000
Fax: (972) 702-3095
www.mpiweb.org

July 18-23:
BUSINESS DEVELOPMENT MISSION TO FEDERATION OF ST. KITTS & NEVIS, ANTIGUA AND BARBUDA
by The Jay Malina International Trade Consortium (ITC) of Miami-Dade County
Contact: Raymond Bush
Tel: (305) 375-5290
bushg@miamidade.gov

August 17-19:
FLORIDA INTERNATIONAL MEDICAL EXPO
Miami Beach Convention Center
Contact: Brad Mandell
Tel: (941) 366-2554
Fax: (941) 366-9861
www.fimeshow.com

**Please note that dates are subject to change.
To announce upcoming events please call
(305) 375-1660.**