

# 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.

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## "DISCOVER AFRICA"

Miami-Dade County was honored to receive the visit from her Excellency Mme. Henriette Contè, First Lady of the Republic of Guinea.

H.E. Mme. Conte led the mission from the Republic of Guinea and Senegal. This mission was focused on the areas of business, culture and tourism.

Among the twelve delegates that accompanied the First Lady was the Former Ambassador of Guinea to the United Nations, Hon. Professor Hadja Mahaawa Bangoura, and the Governor of the City of Conakry in Guinea.

The mission named "Discover Africa" had a very diverse itinerary. The First Lady and her delegates visited the Miami Children Hospital where the First Lady inquired about the pediatric HIV and treatment programs. That afternoon, ITC conducted at the Miami Free

Zone a Business Roundtable session with a cross section of members of our local business community where they exchanged business ideas and learned about trade opportunities and government projects in the Republic of Guinea. Later that evening, the Hon. Dr. Barbara Carey-Shuler and Diaspora Art Coalition hosted the delegation to welcome reception at the Joseph Caleb Auditorium.

The following day the First Lady and her delegation met with members



**Above, in the center, Her Excellency Mme. Henriette Conte, the First Lady of Guinea with on her left, Hon. Professor Hadja Mahawa Bangoura, Former U.N. Ambassador Of Guinea and on her right, Hon. Elhadj Sory Dioubate, Governor of the City of Conakry, Guinea.**



**Above, mission participants during the ITC's "Global Business Roundtable" held at the Miami Free Zone.**



of the Board of County Commissioners and were introduced at the BCC meeting. In the afternoon they visited the

Seaport and Miami Dade College -Wolfson Campus and were hosted to a luncheon representations of the College President and Provosts.

**Her Excellency Mme. Henriette Conte, the First Lady of Guinea during her visit with the Chairman of the Miami-Dade County Board of County Commissioners Hon. Joe Martinez.**



**Carolina Sivoli representing Commissioner Jose "Pepe" Diaz, Chair of the ITC with Vice Governor Kwang-Woon Song and on the left Chief Sandrell Rivers, an ITC Board Member.**



**From right to left, Kwon-Kyun Chung, Vice Governor Kwang-Woon Song, ChaeHong Kim, and Byoung-Sun Jung.**



**Miami Dade County Mayor Carlos Alvarez, at center, with at his left Chief (Dr.) I. Olusola Dada from the Nigerian-American Chamber of Commerce and at his right, Roddy Gomez, Mayor's Assistant. In the back on the right, Manny Gonzalez, Executive Director of the ITC.**

## KOREAN DELEGATION VISITS MIAMI-DADE COUNTY

The ITC recently hosted the visit of a delegation from Korea led by the Hon. Kwang-Woon Song, Vice Governor of Jeollanam-do Province in the Republic of Korea.

ITC organized a business seminar for the Vice Governor and his delegation where local economic development organizations were invited to hear a presentation by the Vice Governor on the business opportunities available in

the province of Jeollanam-do in the Republic of Korea.

ITC also presented to the Korean delegation an overview of its mission and role as an umbrella organization for all trade development in Miami-Dade County and it was followed by networking opportunity. The delegation was very interested in how Miami-Dade County conducts business as the "Gateway to the Americas™."

The province of Jeollanam-do lies between Toyko, Osaka, Beijing, and Shanghai, some of the world's largest markets. They hope to become the "Gateway for Northeast Asia."

South Korea trade in 2004 with South Florida increased by 33% to become the 30th trading partner with a total value of \$422 million. This was led by an increase of 36% in their exports into South Florida.

## NIGERIAN-AMERICAN CHAMBER OF COMMERCE VISIT

Delegates of a trade mission from the Nigerian-American Chamber of Commerce from Lagos, Nigeria recently made a visit to Miami-Dade County Mayor Carlos Alvarez. The mission was organized the Nigerian-American Chamber of Commerce in Miami.

Chief (Dr.) I. Olusola Dada, leader of the delegation discussed with the Mayor establishing closer

ties between Nigeria and Miami-Dade County. The delegation also met during their visit with members of the local business community.

Nigeria's largest customer for crude oil, accounting for 40% of the country's total oil exports still remains the United States. Nigeria provides about 7-9% of overall U.S. oil imports and ranks as the fifth-largest source for U.S. imported oil.

Exxon-Mobil and Chevron are the two largest U.S. corporate players in offshore oil and gas production. The United States is Nigeria's largest trading partner after the United Kingdom.

Trade between Miami-Dade County and Nigeria is valued at more than \$20 million. Nigeria ranked 83rd as Miami-Dade County top 100 trade partners.

## ITC's ACTIVITIES

### [ITC's Third-Party Mission Results](#)

ITC recently received the results of CAMACOL's mission to Costa Rica, August 16-19, 2005, which the ITC certified under its Third-Party Missions Program. CAMACOL reported that 19 companies participated from Miami-Dade County which obtained 32 leads

from 36 business appointments. CAMACOL reported the following economic results:

\$7,000 in immediate sales during the mission; \$1.8375 million in expected sales over the next 12 months; \$1.56 million in expected representation agreements; and \$2.5 million in expected joint venture agreements. A total estimated economic

impact of \$5.9045 million.

### [ITC's Sponsorships:](#)

1. Foundation for Democracy in Africa's USAfrica Air Transportation Summit
2. GMCVB Annual Meeting
3. Women in International Trade (WIT) Miami's International Businesswoman of the Year Awards Luncheon

# UPCOMING EVENTS

**Nov. 4-13:  
SOUTH FLORIDA AUTO  
SHOW 2005**

Miami Beach Convention Center  
1901 Convention Ctr. Dr.  
Tel: (305) 947-5950  
[www.SFLIAutoshow.com](http://www.SFLIAutoshow.com)

**Nov. 8-12:  
TRADE COMMISSION  
OF SPAIN – SPAIN TV  
EXPO**

Eden Roc Renaissance Resort  
4525 Collins Ave, Miami Beach  
Tel: (305) 446-4387

**Nov. 12-17:  
TEAM FLORIDA GER-  
MANY MISSION**

by Enterprise Florida  
Contact: Ivan Barrios  
Tel: (305) 569-2650

[www.eflorida.com](http://www.eflorida.com)

**Nov. 12-19:  
SITA – World Tracer  
2005**

Melia Royal Palm Resort  
1545 Collins Avenue  
Miami Beach  
Contact: Amy Thomas  
Fax: (770) 303-3555  
Amy.Thomas@SITA.aero  
[www.worldtracer.aero/custconf](http://www.worldtracer.aero/custconf)

**Nov. 13-17:  
TRADE-USA INCOMING  
TRADE MISSION  
FROM DOMINICAN  
REPUBLIC**

by Florida Foreign Trade Association  
Tel: (305) 471-0737  
[Info@ffta.com](mailto:Info@ffta.com)  
[www.ffta.com](http://www.ffta.com)

**Nov. 13-20:  
MIAMI BOOK FAIR  
INTERNATIONAL**

Miami-Dade College  
Wolfson Campus  
300 NE 2nd Ave.  
Downtown Miami  
Tel: (305) 237-3258  
[www.MiamiBookFair.com](http://www.MiamiBookFair.com)

**Nov. 17-19:  
4th WSEAS (World  
Scientific and En-  
gineering Academy & Society)  
INTERNATIONAL  
CONFERENCE**

Don Shula's Hotel  
6842 Main Street  
Miami Lakes  
Contact: Amaury Caballero, Ph.D., P.E.  
Tel: (305) 348-3174  
[caballer@fiu.edu](mailto:caballer@fiu.edu)

<http://www.wseas.org>

**Nov. 19-20:  
VIII AMERICAS FOOD &  
BEVERAGE**

Miami Beach Convention Ctr.  
1901 Convention Center Dr.  
Contact: World Trade Center Miami  
Tel: (305) 871-7910  
Fax: (305) 871-7904  
[afb@worldtrade.org](mailto:afb@worldtrade.org)  
[www.worldtrade.org](http://www.worldtrade.org)

**Nov. 20 – 22:  
XXXIX FELABAN AN-  
NUAL ASSEMBLY**

Intercontinental Hotel  
100 Chopin Plaza, Downtown Miami  
Contact: Pat Roth  
Tel: (305) 579-0086  
Fax: (305) 579-0969  
[fiba@fiba.net](mailto:fiba@fiba.net)  
[www.asamblea2005.net](http://www.asamblea2005.net)

## SISTER CITIES UPCOMING ACTIVITIES



Nov. 27- Dec. 2:

**BUSINESS DEVELOPMENT MISSION TO THE FEDERATION OF ST. KITTS & NEVIS, AND ANTIGUA AND BARBUDA**

by The Jay Malina International Trade Consortium  
Contact: Raymond Bush  
Tel: (305) 375-5290  
[bushg@miamidade.gov](mailto:bushg@miamidade.gov)



April 26 to 28, 2006

**First Miami-Dade Protocol Conference**  
Contact: Mayda Rescendi  
Tel: 305-375-5280  
[mresc@miamidade.gov](mailto:mresc@miamidade.gov)

