



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:

Mission to Spain	2
ROUTES Forum	2
ITC's Activities	2
SC Art Exhibit	3
Sister Cities Activities	3
Upcoming Events	4



VOLUME 2 - ISSUE 10

OCTOBER/NOVEMBER 2005

ITC HAD A BANNER YEAR!!!

Under the leadership of Commissioner Diaz, the ITC has reached new heights by bringing a total of \$3.3 million in immediate sales and over \$320 million in expected sales as reported by mission participants. This accomplishment was due to the successes of the trade missions. During 2004-2005 the ITC led three business development missions to; China and Malaysia, Kenya and Uganda and the Turks & Caicos Islands. These three missions alone had reported results by the mission participants of \$246 million. In addition, the ITC certified five outgoing missions and five incoming third-party trade missions which generated reported results by the mission participants of \$73.9 million. "Mission trips are very essential, they not only showcase Miami-Dade County to generate more business but also gives us an opportunity to network with other people and their cultures" said Commissioner Diaz.

Besides supporting trade missions, the ITC organized six special events such as the 11th US Andean Free Trade Agreement Negotiations Rounds and participated and/or co-sponsored sixteen trade-related activities. The ITC also offered protocol services to fifteen visits from twenty-two countries mainly from the Americas, Africa, Europe and

Asia. Dignitaries included Ambassadors, Governors, Ministers, Mayors, Consul Generals, etc...

The Miami-Dade Sister Cities Program had also a very successful year. It hosted two incoming missions from Pereira, Colombia and Asti, Italy. Six companies from Pereira visited Miami-Dade County and the Sister Cities program through ITC, made for them eighteen business appointments. For the Asti delegation consisting of eight companies, fifteen business appointments were scheduled. Miami-Dade Sister Cities program held the "Third Annual Miami-Dade Celebrates the Art of its Sister Cities," with 37 works of art exhibited and five additional pieces donated for a special drawing. Many future projects are at the planning stages including a protocol conference, new Sister Cities' agreements, and a trade mission to Stockholm, Sweden.

A new service being offered by the ITC in the near future will be the International Trade Facilitation Center (ITF) which will administer a business incubation program that will nurture and assist the development of young firms to help them in their start-up, it will create jobs, strengthen the local economy, commercialize

new technologies and revitalize communities in Miami-Dade County. This facility will be located at the Miami Free Zone in the Doral area.

"There is no question ITC is the "one stop center" for international trade. Trade is one of the most important sectors of our economy. Miami's custom district number 52 ranks 13th in the nation with over \$58 billion in total trade, and it has the largest trade surplus of any customs district in the U.S." said Commissioner Diaz.

International trade brings jobs to our community. It generates about 300,000 jobs to our local economy.

The Jay Malina International Trade Consortium (ITC) will continue its goal as Miami-Dade County's official public/private partnership to advocate, promote and support the development of this County as the premier hemispheric platform for two-way trade with the rest of the world.

Visit our website, www.miamidade.gov/itc

MIAMI-DADE COUNTY OFFICIALS TRAVEL TO SPAIN



Commissioner Jose "Pepe" Diaz, Chair of the ITC presents souvenir to port official from the Port of Barcelona. On the left Manny Gonzalez, Executive Director from ITC

The Chair of the ITC, the Hon. Jose "Pepe" Diaz led a delegation from Miami-Dade to Spain this past September.

The Miami delegation visited Las Palmas and Santa Cruz Tenerife in the Canary Islands. According to Commissioner Diaz, "These islands are important because they are strategically located as a bridge between Europe and Africa, a surging market not much

explored by American companies."

The delegation also visited Madrid and Barcelona. In Madrid, delegates set up 56 business matchmaking one-to-one meetings at a business seminar for 200 companies hosted by FIU's Madrid Center.

In Barcelona, the delegation attended the inauguration of the Port of Barcelona cruise terminal.

Barcelona has a Sister City Port Agreement with the Port of Miami.

The stop in Cataluña was mainly to exchange ideas on port security and trade.

According to Commissioner Diaz, European cruise lines are looking at coming into Miami in the winter. He also mentioned that some cruise lines are considering more services between Miami and the Canary Islands.

ITC ATTENDS 2005 ROUTES DEVELOPMENT FORUM



From Left to Right: Desmond Alufohai from ITC, Chris Mangos from MIA and Deborah Meehan await the next Airline representatives to be briefed.

Desmond Alufohai from ITC attended the 11th annual Routes Convention in Copenhagen, Denmark from September 25 – 28, 2005. Miami Dade County's delegation was led by Chris Mangos – Manager Marketing Division for Miami International Airport (MIA) and accompanied by Deborah Meehan, President and COO of SH&E International Air Transport Con-

sultancy. Presentations were made to numerous airlines from countries including Hungary, Austria, Spain, Belgium, India and China.

Each year the international communities of airport and airline route development professionals gather at a single location to participate in Routes - The World Route Development Forum. It reflects

the growing importance of commercial relationships between airlines and airports. Airlines and airports are joined at Routes by 3rd parties with a vested interest in air service development, such as tourism and economic development authorities.

Routes has grown for the past eleven years and more than 1,700 registered delegates attended. Dubai won the bid to host Routes.

ITC's ACTIVITIES

ITC's Incoming Mission

A delegation of high ranking government officials from Pereira, Colombia made an official visit to Miami-Dade County from September 19-September 24th.

This visit came after Chairman Joe Martinez led in August a Miami-Dade County delegation of business and political

leaders to the city of Pereira, Colombia. The city of Pereira has a Sister City relationship with Miami-Dade County.

During the Colombian delegation visit to Miami, they met with Hon. Joe Martinez, Chairman of Miami-Dade County's Board of County Commissioners and were presented with Distinguished Visitor Certificates during a

meeting of the Board of County Commissioners (BCC) where they were officially welcomed and acknowledged. They were given tours of the Port of Miami and Miami International Airport and also had meetings with other organizations during their stay.

*



Pereira Delegation at the BCC together with Miami-Dade Commissioners from left to right, Hon. Dennis Moss, Hon. Chairman Joe Martinez, Hon. Sen. Javier Souto, Hon. Jose "Pepe" Diaz, Chair of the ITC, Hon. Dr. Barbara Carey-Shuler and Hon. Rebeca Sosa

THIRD ANNUAL MIAMI-DADE CELEBRATES THE ART OF ITS SISTER CITIES

Miami-Dade County's Sister Cities Program Coordinating Council together with Miami Dade College hosted the Third Annual "Miami-Dade Celebrates the Art of Its Sister Cities." This international exhibit with over 37 works of art is open to the public from September 16th through October 16th and is housed at The Tower Theater, 1508 SW 8th Street, Miami.

On September 16th, opening night, an invitation only reception was held, sponsored by Trattoria Sole Restaurant and Bacardi-Martini USA. The art exhibit and sale brings together works by local and international artists representing the Sister Cities' member countries, Italy, Paraguay, Bahamas, Cayman Islands, Chile, Ja-

maica, Guadalupe, Uruguay, Argentina, Venezuela, Colombia, Haiti, Peru, Costa Rica, Bolivia, Dominican Republic, Sweden, Taiwan, Canary Islands of Spain, Turks and Caicos, and Mexico, as well as other countries that are part of Sister Cities International and Miami-Dade County.

During the month long exhibit, art seminars were held sponsored by ChemArt, and the monthly "Viernes Cultural" evening.

A \$1,000 matching scholarship check was

awarded to Miami Dade College student, Grace Kelly Berrios for her academic achievements.

The net proceeds of this art exhibit and sale will benefit the Miami-Dade Sister Cities Exchange Scholarship Program.



Walter A. Loy, Dean and Chair of Miami-Dade County's Sister Cities Program Coordinating Council, together with Malou Harrison, MDC North Campus Dean of Students present scholarship award to MDC student, Grace Kelly Berrios.



Above, artists participating in the Sister Cities Art Exhibit with Norma Amaro (right) Art Committee Chair. On the left, a group picture of all the artists during the presentation.

SISTER CITIES UPCOMING ACTIVITIES



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



Oct. 15:
Fundraising Luncheon on Board of the Imagination
 Contact: Mayda Rescendi
 Tel: 305-375-5280
mresc@miamidade.gov



April 26 to 28, 2006
First Miami-Dade Protocol Conference
 Contact: Mayda Rescendi
 Tel: 305-375-5280
mresc@miamidade.gov





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 incoming 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

Oct. 7-16:

MIAMI WORLD THEATER

Miami has a date with the most prestigious companies of the world: Rafael Amargo (Spain), Les Deux Mondes (Canada), Theatre Tatto and Groupe F (France), Strange Fruit (Australia), Grupo Teatral de Caracas (Venezuela) and Joe Goode Performance Group (USA).

Several Locations
Contact: Liana Perez
Tel: (305) 661-0511

li-anapr@miamiworldtheater.org
www.MiamiWorldTheater.com

Oct. 18-20:
HEDGE FUNDS WORLD LatAm

An all-encompassing senior level, interactive conference experience. The conference will educate buy and sell-side professionals and it will provide a forum for international hedge fund managers, banks and investors to improve their knowledge.

Miami
Contact: Karen Hewett
Tel: 00 442 078274165
karen.hewett@terrapinn.com
www.hedgefundsworld.com/2005/latam/

MIAMI HONG KONG DRAG BOAT FESTIVAL

Brickell Key – Mandarin Oriental
Brickell Avenue & S.E. 8th Street
www.miamidragon.com

Oct. 25-27:
AITAL LATIN AMERICAN AIRLINES LEADERS FORUM

Largest Latin American airline business conference in the world.
Contact: Marlene Lorca
Tel: 786-388-0222
Fax: 305-262-2654
marlene.lorca@aital.org
www.LatAmLeaders.com

Oct. 25-30:
INCOMING MISSION FROM SENEGAL AND GUINEA

Approximately, a 50 person mission to South Florida focusing on Business, Cultural and Tourism sectors.
Contact: Desmond Alufohai
Tel: 305-375-3526
Alufohai@miamidade.gov

Oct 26-28:
VIII AIR CARGOS AMERICAS Conference & XXIV ALACAT Congress 2005
by the World Trade Center Miami Sheraton Hotel
711 N.W. 72nd Avenue, Miami
Contact: Charlotte Gallogly
Tel: (305) 871-7910
Fax: (305) 871-7904
info@worldtrade.org
<http://www.worldtrade.org>

Oct: 26-28:

INCOMING MISSION FROM HONG KONG

from ImaginAsian, a Hong Kong trade mission focused on film and entertainment. For more information or to set up an appointment:
Contact: Cornelius Herelle
Tel: (305) 375-5420
Herelle@miamidade.gov

Oct. 29- Nov. 2:
INCOMING MISSION FROM ISRAEL

Twenty-one Israeli companies in the security and medical device industries
Contact: Cornelius Herelle
Tel: (305) 375-5420
Herelle@miamidade.gov

Oct. 31- Nov.2:
US AFRICA TRANSPORTATION SUMMIT

by the Foundation for Democracy in Africa (FDA) Intercontinental Hotel
Contact: Annette Brown
Tel: 202-331-1333
comments@democracy-africa.org
<http://www.democracy-africa.org>

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