



THE JAY MALINA

INTERNATIONAL TRADE CONSORTIUM

THE MIAMI-DADE GLOBAL TRADER

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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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Trade Development Mission to Santo Domingo Becomes a Mission of Hope

The previously scheduled trade mission to Santo Domingo became Miami-Dade County's mission of hope for the much needed disaster relief to residents of Haiti and Dominican Republic after suffering the devastation left by Hurricane Jeanne. Members of Miami-Dade County Board of Commissioners were joined by FedEx representatives who shipped the relief supplies to the countries. The donated goods, which County residents dropped off at collection sites, were part of a Caribbean hurricane relief drive announced earlier by Chairperson Carey-Shuler, Commissioners Jose "Pepe" Diaz, Dorrin Rolle, Rebeca Sosa and members of the Board. The County Commissioners contributed more than 90,000 in funds from their respective office budgets, which will be also be used to purchase much needed goods.

Once the donated goods were delivered to both countries, Commissioners began the trade

development mission coordinated by the Jay Malina International Trade Consortium (ITC), the Dominican International Chamber of Commerce and Miami-Dade Sister Cities Program as an effort to increase trade opportunities between the County and its second-largest trading partner country. According to ITC's Chair, Commissioner Jose "Pepe" Diaz express, "I identified our trade mission to Dominican Republic as a perfect opportunity to join our hurricane relief efforts for our Caribbean neighbors in need." The Commissioner continued by saying, "I asked our neighbors at FedEx to assist by providing transportation for our relief supplies and they have been gracious enough to lend their support to our mission." The mission was very successful, the delegation met with the Mayor of Santo Domingo, Hon. Roberto Salcedo, the Dominican Republic Trade and Investment Minister, Eddy Martinez, govern-



Chairperson Barbara Carey-Shuler, Commissioners Jose "Pepe" Diaz, Rebeca Sosa and Dorrin Rolle together with members of the delegation.



Commissioners Dorrin Rolle, Jose "Pepe" Diaz, and Rebeca Sosa watch the manufacturing process at a plant in the Dominican Republic.

Dominican Republic Endorses Miami for FTAA Secretariat

The President of Dominican Republic, Leonel Fernandez, visited Miami to announce his endorsement of Miami as the Permanent Seat for the Secretariat of the FTAA. The announcement was made during a luncheon sponsored by Enterprise Florida in which Florida's governor, Jeb Bush; Chairman of FTAA, Ambassador Charles Cobb; and its President, Jorge Arrizurieta; as well as Miami-Dade County Commissioner, Jose "Pepe" Diaz; government officials and business leaders were in attendance. Commissioner Diaz presented President Leonel Fernandez

the key to Miami-Dade County. The endorsement of the Dominican Republic, according to the FTAA, "...means that key nations from every region of Latin America have thrown their support behind Miami, including Uruguay from South America and Nicaragua from Central America. Because of its unique position as "Gateway of the Americas," Miami enjoys support from all parts of the Western Hemisphere, and its diverse lifestyle and economy give it a perfect environment suited for the headquarters of a major international organization."



Miami-Dade County Commissioner Jose "Pepe" Diaz presents the Key to the County to President Leonel Fernandez of the Dominican Republic. (Above)



Benin: Mission Leader Sandrell Rivers presents the Key to the County to Honorable Luc Gnacadja – Minister of Planning, Urban Affairs & Environment

Africa Reconnect Mission to West Africa

From August 2 to 15, 2004, seventeen [17] delegates consisting of artists and business persons, from Miami-Dade County, Key West and Washington D.C. participated in an unforgettable and historic Business Development mission and International Cultural Exchange Program to the Republic of Benin and Nigeria. The purpose of the voyage included networking opportunities, business symposium, international relations, arts & culture, educational workshop and exchanges.

The trip was organized by Diaspora Arts Coalition and co-sponsored and endorsed by the Jay Malina International Trade Consortium of Miami-Dade County among others. Chief Sandrell Rivers, ITC Board member and chair of the ITC's Speakers Bureau led the mission.

Delegates visited the cities of Cotonou and Ouidah in The Republic of Benin. His Excellency Mr. Wayne Neill – United States Ambassador to Benin hosted the delegates to a welcome reception at his resi-

dence. The delegates also had business networking opportunities with the Benin Chamber of Commerce and Industry, Benin Junior Chamber of Commerce and the Ministry of Planning, Urban Affairs and Environment. While in Nigeria, delegates visited the royal palaces of the King of Badagry, Lagos State and King of Egbaland in Ogun State. The Honorable Brian L. Browne, Consul General of the US Consulate General in Lagos and his staff conducted an in-country briefing and relations between Nigeria and USA.



Manny Gonzalez, Executive Director of ITC and Michael Finocchiaro, President of Tigers of Asia Trade show Cut the Ribbon for the Opening of the "Tigers of Asia"

Tigers of Asia Trade Show

ITC and the Port of Miami participated this year in the 7th Annual Tigers of Asia Trade Show held at the Coconut Grove Expo on July 30 through August 1st. Labeled the "Largest U.S. Asian Consumer Products Exposition in the Americas," the trade show introduced importers, distributors, wholesalers and retailers from Latin America and the Caribbean to exhibitors from companies in Asia and the United States.

Manny Gonzalez, director of ITC, and Juan Kuryla from the Port of Miami, together with the event's organizer and president, Michael Finocchiaro, were invited to participate in the ribbon cutting ceremony at the opening of the trade show. (see picture)

This year about 250 companies from Asia and the United States exhibited general merchandise ranging from fashion accessories, toys, dollar store

items, souvenir and seasonal products. Attendance at the trade show was approximately 10,000 persons of which about 40% were international visitors from Latin America and Asia. In addition to the exhibition, the United States Department of Agriculture offered the attendees an "Export to USA Seminar" to explain government regulations pertaining to the import and export of agricultural products.



Cornelius Herrelle and Clarence Bird, Jr. of ITC promoting Miami-Dade County at the Tigers of Asia Trade Show

ITC's Program Activities

Third-Party Incoming Trade Mission:

The Florida Foreign Trade Association (FFTA) conducted an incoming trade mission from Colombia, June 6-10, 2004, at the Omni Colonnade Hotel in Coral Gables.

The mission was an ITC – certified mission and was conducted under the FFTA's "Trade-USA" program which employs matchmaking services

to promote American products and increase international trade through Miami-Dade County. The event was coordinated in Colombia by the American Chamber of Commerce Bogota, Colombia with the support of the Camara de Comercio Bogota, AMCHAM Barranquilla and Medellin.

During the mission, nineteen companies from Colombia sought trade opportunities in such sectors as leather goods,

clothing, textiles, and furniture to name a few.

The mission was a success by all measures. FFTA reported that 210 business appointments were set which resulted in immediate sales of \$60,000 and expected sales of \$29.6 million in the future.

Second Annual "Miami-Dade Celebrates The Art of Its Sister Cities"

Walter A. Loy, Dean and Chair of Miami-Dade County's Sister Cities Program Coordinating Council, announced that Miami-Dade County's Sister Cities Program and Miami Dade College will host the Second Annual "Miami-Dade Celebrates the Art of Its Sister Cities." This international exhibit will be open to the public from September 10th through September 26th and will be housed at the Miami Dade College Tower Theater, 1508 SW 8th Street, Miami. An official opening, by invitation only, will take place at the theater on September 10th.

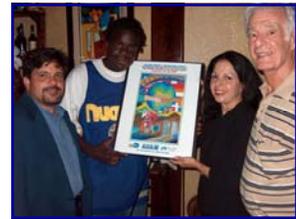
The gallery will display 47 works by artists representing Miami's 22 Sister Cities. The visual arts will include sculpture, mixed media, oil painting, and photography. Some of the artists participating are: Internationally renowned Brazilian Romero Britto; Hans Frode and Birgitta Hansson from Sweden; Paolo Lizzi and Franco Aguggiaro from Italy; Beatriz Ramirez and Willie Jaramillo from Colombia; Ana Isabel Quiroz from Costa Rica and Elisabeth Baez from Puerto Rico. Local artists Minerva Brizuela and Jose Manuel Abraham will also

participate and represent Miami-Dade. In addition to the works of art being displayed, two seminars are being offered throughout the exhibit by world famous art lecturer and humanitarian, Jacqueline Ripstein from Mexico. Ripstein holds patents to the Art & Light Technique, which uses black light to reveal the various dimension of her work on canvas. Her paintings are held in private collections worldwide, including Mexico's Presidential collection and that of former British Prime Minister Margaret Thatcher, and have been displayed in national and international galleries, the Holy Family Institute, and the United Nations headquarters in New York. One seminar titled "Art as an Instrument of World Peace" will be held on Wednesday, September 15th from 7:00-9:00pm and the other; "Healing through Art" has been confirmed at the same time for Friday, September 17th. The first seminar will explore how art enables mankind to transcend limitations of culture, religion and race and the second will discuss how art creates healing effects by raising our body's vibrations. Admission to

the seminars is free and open to the public and the seminars will be conducted in English.

Commissioner Jose "Pepe" Diaz, Chair of the Jay Malina International Trade Consortium stated, "I am proud that Miami-Dade Sister Cities Program is engaging in a cultural activity such as this art exhibit. This will strengthen the cultural and commercial relations with our sister cities and showcase Miami-Dade County as an international community."

The official poster for the art exhibit was designed by Rodrigue Joachin, a student at Homestead Senior High School after winning a student competition.



ITC Executive Director Manny Gonzalez with Miami-Dade Sister Cities Coordinating Council Chairman Walter Loy, Norma Amaro, Art Committee Chair, and Rodrigue Joachin, a student at Homestead Senior High School who designed the official poster for the Art Exhibit.



Commissioner Jose "Pepe" Diaz and the Miami-Dade Sister Cities Arts Committee.



The Miami Dade College Tower Theater, Site of "Miami-Dade Celebrates The Art of Its Sister Cities"

Santo Domingo Trade Mission

Miami-Dade County Commissioner Rebeca Sosa, members of the Dominican International Chamber of Commerce, Miami-Dade Sister Cities Program and staff from Miami-Dade's Jay Malina International Trade Consortium hosted a kick-off reception on August 10th to finalize travel preparations for the participants of the trade mission to Santo Domingo, Dominican Republic.

The reception was held at the Don Quijote Restaurant in Coconut Grove. It was attended by approximately 40 persons, mainly local

business owners who are joining the trade mission. The mission to Santo Domingo was to take place September 15-19, however, it was postponed to Oct. 6-10 due to Hurricane Jeanne. Thirty individuals from private businesses and government institutions have confirmed their participation. The mission is being sponsored by the local Dominican International Chamber of Commerce, Enterprise Florida, the ITC, the Miami-Dade Sister Cities Program, American Airlines and the Hotel InterContinental Quinto Centenario in Santo Domingo.

The mission has tentatively scheduled a meeting with the newly elected President Leonel Fernandez, and has already confirmed meetings with Roberto Salcedo, mayor of Santo Domingo and numerous business leaders of the country. The objective of the trade mission is to increase the trade between the Dominican Republic and Miami-Dade County. Currently, 40,000 Dominicans live in Miami-Dade County, and this country is the County's second-largest trading partner conducting about \$4.1 billion in trade each year.



Susana Caminero, Juan Sanchez, Yunis Segura and Nadin Ruiz at the Santo Domingo Trade Mission Kick-Off Reception.



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INTERNATIONAL TRADE CONSORTIUM
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Were 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.

ANNOUNCEMENTS

The Jay Malina International Trade Consortium of Miami-Dade County is accepting applications for supporting incoming and outgoing trade missions. Under this mission program, qualifying entities will be eligible to receive up to \$1500 for incoming missions and up to \$2500 for outgoing missions, subject to the availability of funds. The primary objective for the mission must be to develop trade relationships which foster of facilitate the trade of products, goods and/or the sourcing representation through agents , distributors and joint ventures. In order to qualify for funding, entities must first complete a certification application for their mission and the certification must be approved by the Consortium prior to undertaking the mission. For further information contact: Mr. Jimmy Nares at Tel. 305-375-4626, fax 305-679-7895, or e-mail at nares@miamidade.gov

UPCOMING EVENTS

Oct. 28 – 29:

AMERICAS LINKAGE - Florida Program

Executives from countries throughout Latin America and the Caribbean visit Miami to do business with Florida companies. Radisson Hotel Miami

Contact: Beatriz Cardona
Tel: (305) 577-5477

international@greatermiami.com

Contact: Florida Foreign Trade Assoc. Tel: (305) 471-0737

Street
Conference Room 29-A

Nov. 4:
MAYOR'S AFRICAN TRADE TASK FORCE

6:00pm MEETING
SPCC, 111 N.W. 1st Street
29th Floor, Conference Room 29-A
Contact: Jeannette Dominguez
Tel: 305-375-5808

Nov. 13-19:
FLORIDA LOGISTIC MISSION TO HONG KONG

by Florida Foreign Trade Association and Hong Kong Trade Development Council
Contact: Gisella Bustillos-Wong
Tel: 305-71-0737
info@ffta.com / www.ffta.com

Oct. 28 – 29:

THE TENTH ANNUAL BRAVO BUSINESS AWARDS

Contact: Sandra Rodriguez
Tel: (305) 702-5757

Fax: (305) 579-9752
www.bravobusiness.com/

Nov. 4: IBEROAMERICAN MARKETS CONFERENCE

(Investment Opportunities) by International Consulting Group
Hyatt Regency Miami
Contact: Jordan, Castellon & Company, LLC
Tel: 305-447-8555

Nov. 18:
Sister Cities Coordinating Council Meeting

4:30pm The Biltmore Hotel
Coral Gables, FL
Contact: Mayda Rescendi, Program Coordinator
Tel: 305-375-5280

Nov. 2-7:

BUYING TRADE MISSION TO COSTA RICA

by Florida Foreign Trade Association

Nov. 9:
ITC BOARD OF DIRECTORS MEETING

4:00pm SPCC, 111 N.W. 1st

Please note that dates are subject to change.

To announce up coming event please call (305) 375-1660.