



THIRD QUARTERLY REPORT

July — September 2006





Jay Malina ITC Third Quarterly Report

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Board of Directors

During this quarter, Commissioner Natacha Seijas, Chair of the ITC, appointed the Chair of the newly created African Trade Initiative Ad Hoc Committee. She selected Ms. Bernadine Bush, an ITC Board member, and appointee of District # 3 (July 9th).

As Chair of the African Trade Initiative Ad Hoc Committee, Ms. Bush convened stakeholders of the African Diaspora to discuss Miami-Dade County trade relations with Africa.

The mission of the Africa Trade Initiative (ATI), consistent with ITC's overall strategic plan for international trade programs, is to develop and expand trade and cultural linkages with Africa thereby enhancing Miami-Dade County's role as a global gateway community.

The committee will recommend to the ITC Board of Directors programs and projects that will improve and enhance trade, economic and cultural relations between Miami-Dade County and the African continent. At the conclusion of its planning process, the Committee recommended, and the ITC Board of Directors approved, South Africa as the next ITC-led outgoing mission. The mission will take place April 20 to May 4th, 2007.

BOARD MEETINGS	DATES HELD
ITC Board of Directors	July 19th
COMMITTEE MEETINGS	DATES HELD
ITC Executive Committee	July 8th, July 25th
ITC Internal Management Committee	July 11th
Africa Trade Initiative Program	July 31st, August 9th
Sister Cities Asti Mission Committee –Briefing	August 31st

Administration & Finance

ITC filled most of its vacant positions.

- ◆ Ricardo Bran was appointed as the Assistant to the Executive Director. Mr. Bran was previously a Media Relations Specialist with the Department of Communications. Prior to joining the County, he served as Program Coordinator for the Junior Chamber of Commerce International (JCI).
- ◆ Elizabeth Moss was appointed as the new Senior Executive Secretary to the Executive Director. Ms. Moss has been with Miami-Dade County for the past three years and was previously part of the Security and Administration section of the Aviation Department.
- ◆ Vivian Romero was appointed to the position of Secretary to the Sister Cities Program. Ms. Romero was previously working in Miami-Dade County's Planning and Zoning Department.
- ◆ Javier Suarez joined the staff as a part-time Driver/Messenger. Mr. Suarez is a retired County employee who was previously the Building Manager for the Stephen P. Clark Center.
- ITC staff prepared materials and agendas as well as provided support for one ITC Board of Directors meeting, and four Committee meetings.
- ITC staff prepared and conducted interviews for one new position: Senior Sister Cities Coordinator.
- ITC staff continued working on creating a database comprising of more than 17,000 companies and businesses registered in Miami-Dade County. This project will allow ITC to contact these companies for business/matchmaking opportunities.

The budget information below represents the ITC expenditures of the last quarter of the County's fiscal year. Up to now, ITC quarterly reports have followed a calendar year reporting process. However, to ensure that our financial and program reporting information coincide with the County's fiscal year (Oct. 1—Sept. 30th), our future quarterly reports will be submitted at the end of December, March, June, and September accordingly.

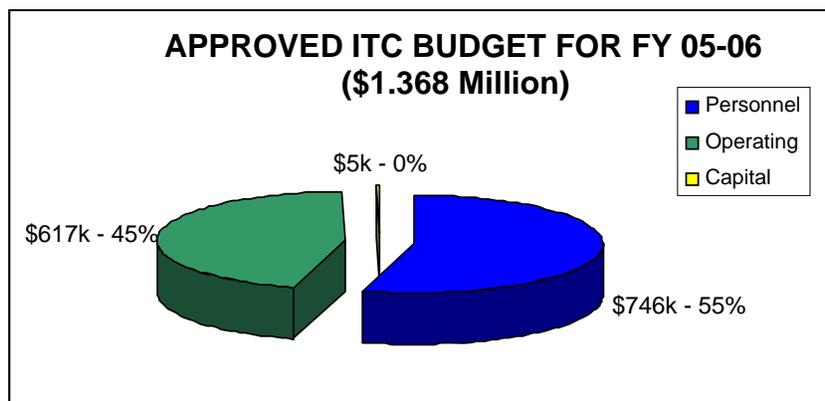
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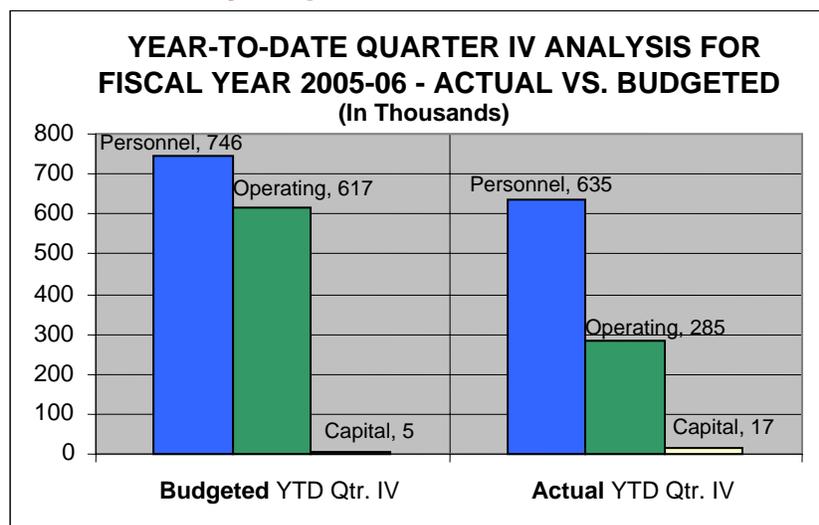
Provided below is the Jay Malina ITC financial report for this quarter.

FINANCIAL REPORT FOR INTERNATIONAL TRADE CONSORNIUM Fiscal Year 2005-06 (Through 4th Quarter Ending September 30, 2006)

Annual Budget Information



Quarterly Report Financial Information



Administration & Finance (continued)

Capital Variance:

Actual Capital expenses for fiscal year 2005-06 were 340% of the department's annual budget for this category (\$17k vs. \$5k) – 240% higher than budgeted. This variance is primarily due to the purchase of a new office copier to replace an older inefficient one.

Overall Budget Variance:

Total actual expenses for fiscal year 2005-06 were 68% of the annual budget (\$937k vs. \$1,368k) – 32% lower than budgeted.

THIRD QUARTER ITC PLANNED vs ACTUAL ACTIVITIES

<u>ACTIVITIES</u>	<u>PLANNED</u>	<u>ACTUAL</u>
Third Party Incoming Missions	1	1
Third Party Outgoing Missions	1	1
ITC Led Missions	0	0
Sister Cities Missions	1	1
ITC Newsletter	3	3
ITC Board of Directors Meetings	2	1
ITC Committee Meetings	5	5
Sister Cities Coordinating Council Meetings	1	1
Sister Cities Committee Meetings	6	1
Protocol Assignments	4	7
Sponsored Receptions and Conferences	4	4

Trade Development

ITC trade development specialists performed the following activities.

- Participated and sponsored the Africando Hemispheric Summit on Science, Technology and Research for Africa's Development held at Florida Memorial University (July 20-21).
- Attended monthly meetings of the Doral Business Council.
- Participated and sponsored the Canada-Florida Trade Mission "Expanding Trade Partnerships in Agri-Business" by Florida Foreign Trade Association (FFTA) and Ontario Agri-food Technologies. ITC Executive Director, Mr. Tony Ojeda made the welcoming remarks and introduced **Ms. Marcy Grossman**, Canada's Consul General in Miami (July 25-28).
- Attended the Florida FTAA, Inc. Board of Trustee meetings (August 9th, Sept. 19th).
- Participated in the "Seaport Access Port Stakeholders Workshop" at the invitation of the Port of Miami (August 8th).
- Participated in the seminar, "Investing in Chile: Legal Structures, Business Considerations and Opportunities" sponsored by ProChile (Sept. 7th).



At the Africando Conference, Commissioner Natacha Seijas (left), ITC Chair and Commissioner Audrey Edmonson (right), with two presenters from the Conference.

ITC granted certification for the following Third Party Missions:

FISCAL YEAR QUARTERS	MISSION ORGANIZATIONS
July –August 2006	CAMACOL's Out-bound Mission to the Dominican Republic (August 2-5)

Sister Cities

Goodwill Mission to Asti, Italy

To celebrate the twenty one years of a vibrant Sister Cities relationship between Miami Dade County and the Province of Asti, Italy, Miami Dade County Commissioner and Chair of the Jay Malina International Trade Consortium (ITC), Natacha Seijas led a nineteen member delegation to Asti.

The Miami-Dade Sister Cities goodwill mission to Asti, Italy served to further cement the very strong bonds of friendship that exist between our two communities. The mission, which consisted of representatives of government, education, and the private sector from Miami-Dade County expanded its understanding of the culture and way of life in Asti; and took full advantage of the opportunity to meet with key representatives of government, education, and industry to further project Miami-Dade County as an international community with cultural and economic ties not only to Italy, but to other cities throughout the world. The friendships, which in some cases were established, and in other cases were further strengthened will last a lifetime and will serve to promote better understanding and further cultural exchanges between the people of Asti and the people of Miami-Dade. In this small measure, our delegates served as citizen ambassadors spreading good will and understanding which in the long run will serve to make us all better citizens of our community, our nation, and of the world. The mission to Asti certainly met the principles and objectives established by Sister Cities International.



Official Banner of the
City of Asti, Italy



The Trade Mission to Asti, Italy produced a modest profit of \$ 2,400 for the Sister Cities Coordinating Council Trust Account.

Commissioner Seijas (second from left), and Council vice Chair Shelly Fano presented an official plaque and a clock to Asti Provincial President, Roberto Marmo. Also in the picture, is the Prefect of Asti. He is the representative of the Italian gov-

Sister Cities (continued)

The Miami-Dade Sister Cities Program activities were as follows:

- Participated in the Sister Cities International 50th Anniversary Conference held in Washington, D.C. Miami-Dade initiated the Miami-Dade Sister Cities Program in 1975 (July 12th –14th).
- The “Fourth Annual Miami-Dade Celebrates the Art of its Sister Cities” held its opening on September 15th at the Miami Dade College Tower Theatre. Over 39 local and international artists participated in this art exhibit event which benefited the Miami Dade Sister Cities Program, and awarded a scholarship to **Ms. Lislle Tascon**, a Miami Dade College student. A Silent Auction and a Drawing were held to support the Sister Cities Scholarship Fund. The theme this year was “Uniting Global Citizens through Art.” Several additional events took place during the month-long celebration:
 - ◆ Meet the Artist Reception and Unveiling of the Official Poster— (August 30th).
 - ◆ Official Opening of “Miami-Dade Celebrates the Art of its Sister Cities” - (Sept. 15th).
 - ◆ “Business of Art” seminar—(Sept. 27th).
 - ◆ Unveiling and book signing of “Anonymous Heresies,” by artist and poet Josevelio (Sept. 29th).
- Attended the Sister Cities Award Reception at Coral Gables City Hall. Sister Cities International recognized Coral Gables as the 2006 Best Overall Program.



“Music in the Studio,” official poster for the “4th Annual Miami-Dade Celebrates the Art of its Sister Cities” designed by Italian artist Mila Hajjar.



From left to right: Mr. Jimmy Nares, Assistant Director of the ITC, Dr. Malou Harrison, Ms. Lislle Tascon, Dr. Nora Hernandez-Hendrix and Dr. Jose Vicente from Miami Dade College.

Marketing and Outreach

- Prepared the monthly “Miami-Dade Global Trader” newsletter.
- Researched and compiled a Calendar of Events occurring in Miami-Dade County in the international trade arena.
- Provided continuous maintenance and update to the website.
- Attended the welcoming reception for the incoming commercial mission from Nicaragua (Sept. 5th).



Miami-Dade County Commissioner Natacha Seijas, Chair of the Jay Malina ITC meets with the South African Tourism Officials delegation.

- Participated in the “Official welcome back to Miami” celebration of Canada (Sept. 12th).
- Participated in World City’s Trade Links seminar events (Sept. 13th).
- Participated in a “Vin de Honneur” reception in honor of the 185th Anniversary of the independence of Guatemala, El Salvador, Honduras, Costa Rica & Nicaragua (Sept. 15th).
- Participated in a meeting of high-level Colombian legislators, including the Speaker of the Chamber of Deputies and the President of the Senate, to discuss the Miami-Dade County’s relationship with Colombia and the pending Colombia—U.S. Free Trade Agreement. This meeting was coordinated by Florida FTAA (Sept. 17th).

Official Visitations

- Hosted a three member delegation from Cameroon, Africa, along with a U.S. Department of State official who visited Miami-Dade County to produce a documentary, titled “Against All Odds: the Art of Building and Sustaining Small Businesses” (July 24-27th).
- Hon. Natacha Seijas, Chair of the ITC, met with Tourism Officials from South Africa who were in Miami attending the Tourism Exchange & Familiarization Program sponsored by the Greater Miami Convention & Visitors Bureau. The delegation was led by **Mr. Mpho Moeti**, Senior Manager of Quality Assurance for Gauteng Tourism Authority. Other delegates included representatives from South Africa’s Dept. of Environmental Affairs & Tourism, the Office of Tourism Development of KwaZulu-Natal, as well as top officials from Cape Town Routes Unlimited, and the East Cape Tourism Board (July 17th).

Official Visitations (continued)

- Hosted a visit from a Russian delegation interested in knowing about Miami-Dade's transit system, new technologies, safety and security issues, and services for the disabled and elderly. **Mr. Lipsysts Leonid Moiseyevich**, Head of the Department for Transportation and Communications for the City of Moscow, led the eight member delegation along with members from the U.S. Embassy in Russia. ITC coordinated meetings with County officials from Public Works, Police Department and Miami-Dade County Public School Board (July 21st).



At the center, Hon. Victor Alcides Bogado Gonzalez, President of the Chamber of Deputies of Paraguay. On his right,, Mr. Alex Fernandez representing the Office of the Chair and Mr. Tony Ojeda, Executive Director of the ITC along with members of the Paraguayan delegation.

- Organized and co-sponsored, with the U.S. Commercial Service, "Think Australia," where Mr. Tony Ojeda introduced **Ms. Beryl Blecher**, Commercial Counselor for the U.S. Commercial Service office in Australia. Ms. Blecher made a presentation on the benefits of the US/Australia Free Trade agreement (July 27th).
- Hosted the visit of **Hon. Ing. Victor Alcides Bogado Gonzalez**, President of the Chamber of Deputies from Paraguay and accompanying delegates. Mr. Tony Ojeda welcomed them and gave them an overview of Miami-Dade County. Mr. Alex Fernandez, representing the Office of the Chair of Miami-Dade County together with Mr. Ojeda, presented the County Key to Hon. Bogado Gonzalez (July 29-31st).
- Hosted the visit of Haitian Minister for Public Works F. Verella. ITC coordinated several meetings with County officials from the Miami-Dade Department of Public Works and provided protocol services for the Minister (August 3rd).
- Participated in "Doing Business with CAFTA-DR Countries Trade Show & Conference" at the invitation of the Minority Chamber (August 18th).

Official Visitations (continued)



Above: Mr. Tony Ojeda, Executive Director of the ITC (left), officially welcomes the Hon. Neneh MacDouall-Gaye, the Secretary of State for Communications, Information & Technology from Gambia.

- Hosted the visit of the Hon. Neneh MacDouall-Gaye, Secretary of State for Communications, Information & Technology from Gambia, Africa. The Secretary was accompanied by Mr. Rony Desvarenes, Honorary Consul General of the Republic of Gambia in Miami-Dade County; Mr. Tijan Ceesay, Chief of Staff of the Embassy of Gambia in Washington D.C.; and Mr. Hugo Damas (August 22nd).

Protocol Services

- Participated in the Fifth Educational Conference on Diplomatic, Military & Business Protocol and Consular Relations in San Juan, Puerto Rico (August 2-5th).
- Provided transportation and/or made protocol arrangements with the Airport for most of the important visitors arriving to Miami-Dade County.