

FY 2009 - 10 Adopted Budget and Multi-Year Capital Plan

International Trade Consortium

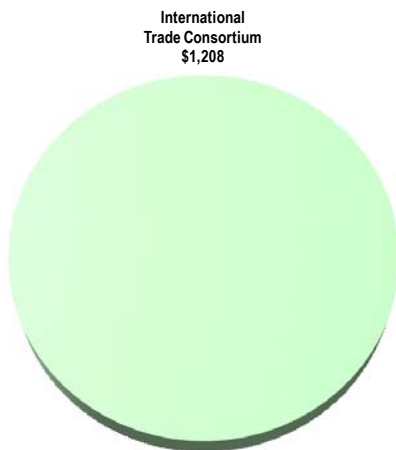
The Jay Malina International Trade Consortium (ITC) is the County agency charged with promoting Miami-Dade County as a Global Gateway.

ITC advocates, promotes, and supports the development of Miami-Dade County as the premiere hemispheric platform for two-way trade. It coordinates trade missions, liaises with trade offices and chambers of commerce, recommends trade policy, and cultivates relations with Miami-Dade County's Sister Cities. The services provided by ITC address priorities in the Economic Development strategic area.

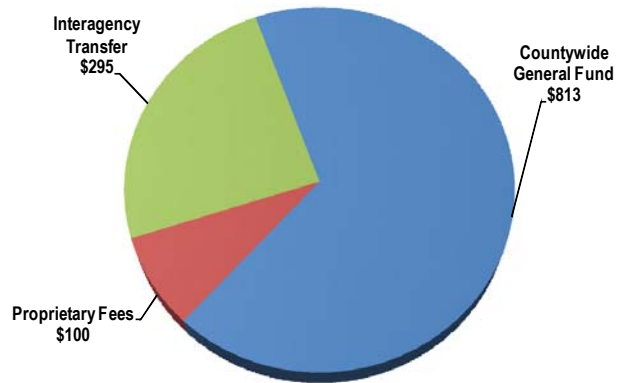
While promoting international commerce, the Department works in conjunction with various stakeholders, such as the Beacon Council, the World Trade Center, the Greater Miami Chamber of Commerce, Enterprise Florida, other chambers of commerce, and other trade-related businesses to provide for economic development throughout Miami-Dade County.

FY 2009-10 Adopted Budget

Expenditures by Activity
(dollars in thousands)



Revenues by Source
(dollars in thousands)



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TABLE OF ORGANIZATION

<u>INTERNATIONAL TRADE CONSORTIUM</u>	
<ul style="list-style-type: none"> Represents and promotes Miami-Dade County as a Global Gateway and a platform for trade; provides overall direction and coordination of activities related to increasing international trade for the County, including the coordination of third-party incoming and outgoing trade missions abroad; fosters international relations with members of the Consular Corps and with visiting foreign dignitaries; administers the Sister Cities Program, which promotes citizen diplomacy, goodwill and cultural understanding 	
<u>FY 08-09</u>	<u>FY 09-10</u>
11	10

FINANCIAL SUMMARY

(dollars in thousands)	Actual FY 07-08	Budget FY 08-09	Adopted FY 09-10
Revenue Summary			
General Fund Countywide	895	1,144	813
Carryover	309	58	0
Donations	100	100	100
Interagency Transfers	44	40	295
Total Revenues	1,348	1,342	1,208
Operating Expenditures Summary			
Salary	674	740	745
Fringe Benefits	192	203	223
Other Operating	454	393	236
Capital	0	6	4
Total Operating Expenditures	1,320	1,342	1,208

(dollars in thousands)	Total Funding		Total Positions	
Expenditure By Program	Budget FY 08-09	Adopted FY 09-10	Budget FY 08-09	Adopted FY 09-10
Strategic Area: Economic Development				
International Trade Consortium	1,342	1,208	8	10
Total Operating Expenditures	1,342	1,208	8	10

SELECTED ITEM HIGHLIGHTS AND DETAILS

Line Item Highlights	(dollars in thousands)				
	Actual FY 06-07	Actual FY 07-08	Budget FY 08-09	Actual FY 08-09	Budget FY 09-10
Rent	34	36	36	36	20
Travel	54	55	64	41	36
Printing	35	23	28	18	20
Registrations	7	11	10	5	7

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DIVISION: INTERNATIONAL TRADE CONSORTIUM

Formulates all departmental policy and provides overall direction and coordination of activities related to increasing international trade for the County; and represents Miami-Dade County as its official agency for promoting Miami-Dade as a global gateway.

- Develops and recommends Miami-Dade County trade policy issues and disseminates information to the public and the media
- Organizes and conducts ITC led business development missions; and coordinates and supports third-party incoming and outgoing trade missions
- Develops marketing campaigns and performs educational outreach by disseminating collateral, verbal, and electronic information regarding Miami-Dade County's unique position as a global gateway
- Acts as a liaison with trade offices, chambers of commerce, and other trade organizations; sponsors and conducts trade-related workshops, seminars, and other events
- Utilizes trade-related database for business matchmaking activities
- Facilitates, educates, and supports existing and start-up businesses and maintains a database of Miami-Dade businesses involved in international trade
- Conducts research and feasibility studies for selection of ITC mission destinations
- Staffs ITC Board of Directors and its committees; and updates ITC website and calendar of events
- Provides administrative support including budget preparation, billing and collecting, procurement, personnel, and general administration

Strategic Plan Outcome - Measures

- ED1-4: Increased international commerce

Objectives	Measures			FY 07-08		FY 08-09		FY 09-10
				Target	Actual	Target	Actual	Target
Increase opportunities for international trade	ITC led business development missions	OP	↔	2	2	2	2	1
	Missions and dignitaries receiving protocol services	OP	↔	12	13	12	12	8
	Matchmaking sessions	OP	↔	5	20	8	13	10
Enhance the visibility of the ITC	Trade-related events sponsored or attended*	OP	↔	32	49	32	46	24

*Due to reprioritization of strategic plan goals by the ITC Board, this measure was reduced by 25 percent for FY 2009-10

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BUDGET ENHANCEMENTS OR REDUCTIONS AND ADDITIONAL COMMENTS

- During FY 2008-09, the Department undertook two historic business development missions, one to Osaka, Japan and Taipei, Taiwan and the other to Sao Paulo and Belo Horizonte, Brazil; both missions involved representatives from the public and private sectors, high-level government and economic development organizations, in an effort to brand Miami-Dade County as an international platform for trade and a “Global Gateway” community
- The FY 2009-10 Adopted Budget includes support from the Greater Miami Convention and Visitors Bureau (\$100,000) and the Miami-Dade Seaport Department (\$295,000)
- *Due to the economic downturn, the FY 2009-10 Adopted Budget includes a reduction of \$50,000 eliminating participation in the Gateway Florida/ITC program; the two primary objectives of the program are to promote Bi-Lateral Free Trade Agreements and to advocate for the Alliance for Growth and Prosperity*
- *The FY 2009-10 Adopted Budget eliminates the funding for an Economic Impact Study on Trade (\$30,000); the current study is three years old and postponement of the updated study may compromise ITC's ability to increase awareness of Miami-Dade County as a global gateway*
- *The FY 2009-10 Adopted Budget includes a reduction of \$105,000 in various marketing related expenses, including printing, protocol gifts, sponsorships, anticipated salary savings, memberships, advertising, website updates and replacement of equipment; these reductions will further inhibit the department's ability to promote Miami-Dade County as a global gateway*
- *Due to the economic downturn, the FY 2009-10 Adopted Budget includes the elimination of one part-time Accountant 1 position (\$26,000) and one part-time Driver/Messenger position (\$20,000)*
- *The FY 2009-10 Adopted Budget includes the elimination of one Secretary position (\$51,000) that supports the Sister Cities program*
- *Due to the economic downturn, the FY 2009-10 Adopted Budget includes a reduction of \$29,000 in foreign travel, resulting in fewer annual trade missions*

Department Operational Unmet Needs

Description	(dollars in thousands)		Positions
	Startup Costs/ Non Recurring Costs	Recurring Costs	
Fund an Economic Impact Study on Trade	\$0	\$30,000	0
Hire one Administrative Officer 2 position	\$2,000	\$32,000	1
Total	\$2,000	\$62,000	1