



Miami-Dade County  
Economic Development  
& International Trade and  
International Trade Consortium



MIAMI-DADE COUNTY FLORIDA

**BUSINESS DEVELOPMENT MISSION**

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# Delegates Profiles

## April 12–23, 2016

ORGANIZED BY THE OFFICE OF ECONOMIC DEVELOPMENT AND INTERNATIONAL TRADE  
DEPARTMENT OF REGULATORY AND ECONOMIC RESOURCES, MIAMI-DADE COUNTY



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ARIAS TOVAR



**Jose "Pepe" Diaz** serves as the representative of District 12, which includes the cities of Doral, Hialeah, Hialeah Gardens, Medley, Sweetwater, Virginia Gardens, and a large portion of unincorporated Miami-Dade County. He was first elected as commissioner in September 2002 and re-elected for a fourth term in 2014. He also served as the Vice-Chairman of the Miami-Dade Board of County Commissioners from 2009-2010.

Currently, he chairs the Trade and Tourism Committee and sits on the Transit and Mobility Services Committee and the Metropolitan Services Committee. In 2013-2014, he served as the Chair of the Land Use & Development Committee. Additionally, Commissioner Diaz, who proudly served as a member of the U.S. Marine Corps, was appointed as Miami-Dade County's Military Liaison and also serves as the Chairman of the Miami-Dade County's Military Affairs Board. In addition to his County duties, Commissioner Diaz also serves on the Citizens' Crime Watch of Miami-Dade County's Executive Committee.



**INDUSTRY SECTOR**  
**COUNTY GOVERNMENT**

Before joining the Commission, Commissioner Diaz worked to resolve the ongoing flooding issues throughout Miami-Dade County as Mayor of Sweetwater. Commissioner Diaz continues to work with local and state emergency management teams to avoid future flooding. Former Governor Jeb Bush appointed Diaz to the South Florida Ecosystem Restoration Task Force, where he advises on suggested regulations that could adversely affect West Miami-Dade's water levels.

On the international level, Commissioner Diaz serves as Chairman of the International Trade Consortium Board OF Directors and is an advocate for trade and forging partnerships with other nations. In March 2010, Commissioner Diaz was appointed by U.S. Trade Representative Ron Kirk to serve on the Intergovernmental Policy Advisory Committee on Trade (IGPAC). In this capacity, Commissioner Diaz is one of several committee members chosen to advise, consult with, and make recommendations to the U.S. Trade Representative and Obama Administration from the perspective of localities. He also served as Chairman of the Jay Malina International Trade Consortium (ITC), until January 2006. During his tenure, he was instrumental in making profitable connections for businesses on behalf of Miami-Dade County with the Caribbean and Latin America. The commissioner toured several Asian cities in 2005 - Tianjin, Hong Kong and Shanghai - and met with government officials and business organizations to promote trade partnerships; participating in a ceremony to mark a joint venture between Florida International University and Tianjin University of Commerce. The commissioner and the Asian delegation also secured a cooperative agreement for the County with Tianjin's Municipal People's Government.

Commissioner Diaz also served as the Chairman of the Board of Directors of the Miami-Dade County Sports Commission, which is charged with attracting youth, adult amateur, and professional sporting events to the county and engendering support for those events. Under the commissioner's leadership, the Sports Commission created a local bid committee to support Miami as a host city for the 2022 FIFA World Cup and also coordinated a massive block party on Brickell Avenue to support the FIFA World cup to the United States. The commissioner is a strong supporter of issues involving the elderly community and the military. The commissioner also served on the Greater Miami Chamber of Commerce's Military Affairs Committee. He strongly advocated for the USS Gridley, the first navy warship to be commissioned in Miami. The commissioning became a reality on Saturday, February 10, 2007.

Commissioner Jose "Pepe" Diaz is married and has three daughters. He was born in Pinar del Rio, Cuba and has lived in Sweetwater, Florida for more than 30 years. In 1979, Commissioner Diaz enlisted in the U.S. Marine Corps and was honorably discharged in December 1984. In 1986, he began his career in public service as Chairman of the City of Sweetwater Police Retirement Trust Fund Board. For the next seven years, he served on the City of Sweetwater Commission and was ultimately elected Mayor in May 1999.

#### **SECTOR PROFILE**

**Company:** Miami-Dade County Government, Florida.

**Industry Sector:** Public

**Products/Services:** County Government

**Areas of Interest:** Mission Leader

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**Mission Leader**

何塞“佩佩”·迪亚兹委员是第 12 区的代表，该区包括多拉市，海厄利亚市，海厄利亚花园市，斯威特沃特市，弗吉尼亚花园市，和迈阿密戴德郡的一大部分地区。他在 2002 年 9 月首次被选举为委员，在 2014 年再次当选任第四个任期，他还在 2009 到 2010 期间担任过迈阿密戴德郡委员会的副主席。

目前，他是贸易和旅游委员会主席，并服务于公交和移动服务委员会和大都会服务委员会。在 2013-2014 年间，他担任土地使用和发展委员会主席。此外，迪亚兹委员作为美国海军陆战队的退役军人，被任命为迈阿密戴德郡的军事联络员，也是迈阿密戴德郡的军事委员会主席。除了他在郡委员会的职责外，迪亚兹委员还担任迈阿密戴德郡公民联防的执行委员。

在加入郡委员会前，迪亚兹委员作为斯威特沃特的市长，致力于解决整个迈阿密戴德郡一直以来的洪水问题。迪亚兹委员现在继续与地方和州应急管理团队合作，以避免未来的洪水问题。前州长杰布·布什任命迪亚兹为南佛罗里达生态系统修复工作小组组员，对可能西迈阿密戴德郡的水位产生不利影响的政策法规提出意见。

在国际层面上，迪亚兹委员担任国际贸易协会董事会主席，是与其他国家建立贸易和伙伴关系的积极倡导者。2010 年 3 月，迪亚兹委员被任命为美国贸易代表柯克担任政府间政策咨询贸易委员会委员 (IGPAC)。作为委员之一，迪亚兹被选为奥巴马政府美国贸易代表顾问团的地方代表，从地方的角度给奥巴马政府提供建议。直至 2006 年 1 月为止，他还担任过马利纳国际贸易协会 (ITC) 主席，在任期间，他代表迈阿密戴德郡与加勒比和拉丁美洲开拓商务合作盈利关系。2005 期间，迪亚兹委员参观了几个亚洲城市，包括天津，香港和上海；会见了当地政府官员和商业组织，以促进与迈阿密的贸易伙伴关系；并参加了纪念佛罗里达国际大学和天津商业大学之间建立合作关系的仪式。迪亚兹委员和出访亚洲的郡代表团还签订了与天津市人民政府的合作协议。

迪亚兹委员还担任了迈阿密戴德郡的体育委员会主席，该委员会负责吸引青少年，成人业余和专业体育赛事来本郡举行。在迪亚兹委员的领导下，体育委员会创建了一个本地申办委员会来支持迈阿密作为 2022 年世界杯的主办城市。迪亚兹委员是涉及老年人和军人问题的坚定支持者。该委员是大迈阿密商会军事事务委员会成员。在他的强烈支持下，USS Gridley-美国第一海军军舰队在迈阿密的驻扎在 2007 年 2 月 10 日星期六成为了现实。

委员何塞“佩佩”·迪亚兹已婚并且有三个女儿。他出生在古巴的比那尔德里奥省，在佛罗里达州斯威特沃特市居住超过 30 年。1979 年，委员迪亚兹在美国的海军陆战队服役，并于 1984 年 12 月光荣退役。1986 年，他开始了他在公共服务的职业生涯，担任斯威特沃特市的警察退休信托基金董事会的主席。在接下来的七年中，他任职于斯威特沃特市委员会，并最终在 1999 年 5 月当选为斯威特沃特市长。

## 行业概况

**公司：**佛罗里达州迈阿密戴德郡政府

**所属行业：**公共事业

**产品/服务：**郡政府

**感兴趣的领域：**贸易代表团领队

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**Pete Cabrera** is a Councilman for the City of Doral, Florida. He is a man of dedication, responsibility and efficiency. He was born 58 years ago in Pinar del Rio, Cuba. At age 5, in 1963, he left Cuba and came directly to Miami. In 1988, Pete moved into Doral where he has lived for 26 years. He has over 30 years of experience in Insurance, Human Resources, & Employee Benefits field. He is the owner & President of The Financial Consortium, Inc, an Insurance, Employee Benefits and Human Resources Consulting firm. He is the owner and president of HR Soft Skills, Inc. since 2011 and he has more than 15 years' experience as keynote speaker and expert on the topic of personalities, human behavioral styles and emotional intelligence focusing on teamwork, management, etc.



**INDUSTRY SECTOR**  
**CITY GOVERNMENT**

Mr. Cabrera is a man of true Public Service:

- Appointee to the Miami Dade Public Schools Countywide Attendance Boundary Committee in 2001 to 2003.
- Appointee to the Miami Dade Public Schools Countywide Overcrowding Task Force in 2001 to 2003.
- Vice-President and Co-Founder 2001 of “One Doral”, a Community Based Organization.
- Before we became a City, as Vice-President of “One Doral”, Pete helped organize the first 4th of July Parade and Picnic.
- Before we became a City, as Vice-President of “One Doral”, Pete worked with One Doral to bring recreational sports to Doral reaching out to the YMCA, Optimist Football and the Little League Baseball.
- In 2002, he was elected to the Doral Community Council.
- In 2003 - founder and president of the “Yes to the City of Doral” PAC that was the key organization in the vote to incorporate the City of Doral.

Accomplishments and Areas of Focus while on the Doral City Council – 10 years of Public Service

- In 2003 he was co-founder of the City of Doral.
- In 2003 he was a founding member of the first Doral City Council.
- Served as the City’s first Vice-Mayor during his entire first 5-year term.
- Current member of the City Council since its inception.
- Former Council Liaison to the City of Doral Transportation Committee, including Parks, Recreation and Culture.

Mr. Cabrera attended Miami Dade Community College. He started his first Import-Export business at the age of 21. He is married to Josie, who was born in Caracas. They have two adult children, Mari & Pete, and a teenage stepson, Sammy.

### **SECTOR PROFILE**

**Company:** City of Doral, Florida.

**Industry Sector:** Public

**Products/Services:** City Government

**Areas of Interest:** Seeking to attract investors, companies, individuals, students to the City of Doral. Promote the City of Doral to the Chinese and Taiwanese.

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**皮特·卡布雷拉**是佛罗里达州多拉市的市议员。他是个有奉献精神，负责任和有效率的人。他 58 年前在古巴比那尔德里奥省出生。在 1963 年 5 岁时，他离开古巴直接来到了迈阿密。1988 年，皮特搬到多拉市，至今共有 26 年。他拥有超过 30 年的保险，人力资源，及雇员福利领域的经验。他是 The Financial Consortium, Inc. 金融财团的总裁，该公司是一个公司保险，员工福利和人力资源的咨询公司。他也是 HR Soft Skills, Inc. 的总裁。他有超过 15 年作为主讲嘉宾和专家的经验，在对员工的个性，组织行为和情商智商，团队合作的管理等方面有着丰富的经验。

卡夫雷拉先生是真正为公众服务的人：

- 2001 年至 2003 年，任命为迈阿密戴德郡公立学校全郡范围学区划分委员会的特派员。
- 2001 年至 2003 年，担任迈阿密戴德郡公立学校郡域过拥协调工作组的特派员。
- 2001 年，“一个多拉市”社区组织副会长及联合发起人。
- 在多拉市立市前，作为“一个多拉市”社区组织的副会长，皮特帮忙协助组织第一次美国独立纪念日游行和野餐。
- 在多拉市立市前，“一个多拉市”社区组织在副会长皮特带领下，联系 YMCA，乐天橄榄球，和棒球小联盟把休闲运动引进了多拉市。
- 2002 年，他当选多拉市社区委员会委员。
- 2003 年，他是“Yes to 多拉市”政治行动委员会的创始人兼总裁，这个委员会是带领投票设立多拉市的重要组织。

在多拉市的市议会任期期间的成绩和关注领域 - ( 公共服务 10 年间 )

- 2003 年，他是多拉市的联合创始人。
- 2003 年，他是第一个多拉市议会的创始成员之一。
- 他的第一任期 5 年任期，担任多拉市副市长。
- 自成立以来，市议会现任成员。
- 多拉市交通委员会，包括公园，康乐及文化方面的前联络委员。

卡夫雷拉先生毕业于迈阿密郡社区大学。他在 21 岁开始了他的第一个自营进出口业务。他与来自加拉加斯的妻子乔希结婚。他们有两个成年子女，马里和皮特，和一个青少年继子，萨米。

## 行业概况

**公司：**佛罗里达州多拉市

**所属行业：**公共事业

**产品/服务：**市政府

**感兴趣的领域：**寻求吸引投资者，公司，个人，和学生到多拉市。向中国大陆和台湾推广多拉市。

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**Juan Kuryla**, Director, PortMiami, began his career with Miami-Dade County in the Parks and Recreation Department in 1987. He moved to the County's Finance Department in 1993 as an administrative officer, where he managed a grants program funded by tourist tax dollars. After approximately a year and a half in the Finance Department, Mr. Kuryla took the position of Section Head at the County's Public Works Department's Road, Bridge and Canal Maintenance Division.



**INDUSTRY SECTOR**  
**COUNTY GOVERNMENT**  
**MARITIME**

In 1996, Mr. Kuryla was promoted to work in the County Manager's Office as an Assistant Administrator. He was promoted again in May 1998 to the Port of Miami as Assistant to the Port Director, where he oversaw the Department's local, state and federal legislative agenda. From February 2001 through February 2007 Mr. Kuryla held the positions of Assistant Port Director for Intergovernmental Affairs and Assistant Port Director for Intergovernmental Affairs and Promotions.

In 2007, Mr. Kuryla was promoted to Assistant Port Director for Maritime Services. In this capacity, he served as co-lead negotiator for the Port on all long term agreements executed with cruise and cargo customers as well as oversaw Port operations, facilities management, berthing, and property management, in addition to the customer service, business development, public information and media relations. In 2009, Mr. Kuryla was promoted to Deputy Port Director. In this capacity, he was responsible for directly overseeing the Port's five assistant port directors. On April 1, 2014, Miami-Dade County Mayor Carlos A. Gimenez appointed Mr. Kuryla to the position of PortMiami Director and CEO, where he oversees operations and capital development for the cruise capital of the world and cargo global gateway.

Mr. Kuryla holds a Bachelor of Business Administration and Master of Business Administration from Florida International University. In 2010, Mr. Kuryla obtained his Professional Port Manager PPM® degree from the American Association of Port Authorities (AAPA).

#### **SECTOR PROFILE**

**Company:** PortMiami

**Industry Sector:** Public

**Products/Services:** Maritime Services

**Areas of Interest:** Port development initiatives and increase of cruise passengers through PortMiami.

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**胡安·威路拉** 是迈阿密港主任，他的迈阿密戴德郡职业生涯开始于 1987 年的公园和休闲部门。他于 1993 年进入郡财政部门作为行政官员，负责管理一个旅游税款资助的项目。大约一年半后，威路拉先生转任于郡公共工程部道路桥梁及运河维护科长的位置。

1996 年，威路拉先生升职担任郡长办公室的特别助理。他于 1998 年 5 月又晋升为迈阿密港港口主任助理，负责该部门的地方，州和联邦的立法议程。从 2001 年 2 月至 2007 年 2 月威路拉先生担任港口主任助理，负责政府间事务及协助政府间事务及推广。

2007 年，威路拉先生被晋升为迈阿密港海事服务协办副主任。在这个职位上，他作为联合首席谈判员代表执行港口的所有长期协议，包括游轮和货运客户以及监督运营，设施管理，停泊和物业管理，并负责港口的客户服务，业务发展，公共信息和媒体关系。2009 年，威路拉先生晋升为港口副主任。在这个职位上，他负责直接监督港口的五名协办主任。自 2014 年 4 月 1 日，迈阿密戴德郡市长卡洛斯·希门尼斯任命威路拉先生为迈阿密港董事兼行政总裁，负责这个有着全球游轮首都和全球货物运输枢纽之称的港口的日常运营和基建投资。威路拉先生拥有佛罗里达国际大学的工商管理学士学位和工商管理硕士学位。2010 年，威路拉先生获得由美国港务局协会 (AAPA) 颁发的港口管理 PPM® 学位。

## **行业概况**

**公司：**迈阿密港

**所属行业：**公共事业

**产品/服务：**海事服务

**感兴趣的领域：**港口发展计划，并通过迈阿密港增加游轮乘客数量。

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**Kenneth Pyatt** is the Miami-Dade County Aviation Department's Deputy Directory overseeing a workforce of over 1,000 employees responsible for all aspects of Landside, Airside and Terminal airport operations including Public Safety & Security, Facilities Management, Facilities Development, and Administration. Additionally, he oversees the Business Retention & Development division which is responsible for all commercial operations, marketing and real estate management for Miami International Airport (MIA) and the four GA airports.



INDUSTRY SECTOR  
COUNTY GOVERNMENT  
AVIATION

Mr. Pyatt's common sense and customer-centric management style has earned him an industry-wide reputation for management excellence. Prior to joining MDAD, Mr. Pyatt spent over 35 years in airline operations encompassing ramp and terminal operations at several large airports including New York's JFK International, LaGuardia, Chicago O'Hare and MIA. Mr. Pyatt holds a Bachelor of Arts degree from Queens College in New York.

#### SECTOR PROFILE

**Company:** Miami International Airport

**Industry Sector:** Public

**Products/Services:** Aviation Services

**Areas of Interest:** Seeking to meet with Aviation industry leaders and airline executives to establish direct air service between China and Miami International Airlines.

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肯尼斯·派亚特是迈阿密戴德郡航空部的副主任，负责管理监督地面，空中和机场航站楼运营的各方面，包括公共安全，设施管理，设施开发和管理，属下超过 1000 名员工。此外，他还负责监督商业保留及拓展部，负责迈阿密国际机场（MIA）和四个通用航空机场所有商业运作，营销和房地产管理。

派亚特先生的判断力和以客户为中心的管理风格为他赢得了在行业内的卓越管理的声誉。派亚特先生有着 35 年的航空业务管理经验，在加入迈阿密戴德郡航空部前，他曾在几大机场任职负责坡道和航站楼业务，包括纽约的肯尼迪国际机场，拉瓜迪亚机场，芝加哥的奥黑尔国际机场和迈阿密国际机场。派亚特先生持有纽约皇后学院的文学士学位。

#### 行业概况

**公司：**迈阿密国际机场

**所属行业：**公共事业

**产品/服务：**航空服务

**感兴趣的领域：**会晤航空行业领导者和航空公司的管理人员，建立中国和迈阿密国际航空公司之间的直航服务。

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**Manny Gonzalez** is the Chief of Economic Development and International Trade for Miami-Dade County. Formerly, Chief of Miami International Airport Business Ventures, Intergovernmental Affairs Coordinator office of the Mayor Miami-Dade County. He also served as Chief Operating Officer of the City of Miami International Trade Board, Executive Director of Miami-Dade County's International Trade Consortium and Sister Cities Program. Managing Director of the Miami Internet Alliance and President of Latin America for Emarketworld.



Past activities include, Deputy Director of the Free Trade Areas of the Americas, FTAA, Miami Host Committee, and Board of Directors International Advertising Association (IAA) Inter-American Chapter. Board Member of the South Florida Technology Association, Member, International Association of Business Communicators, and Vice Chair of the, Global Initiatives Committee, Greater Miami Chamber of Commerce.

Manny is a results-focused International Business Leader specializing in providing world-class client relations, driving operations growth, analyzing key markets, partnering with C-Level executives, initiating cost-effective improvements, and cultivating a strong public image with 25 + years' experience and tri-lingual skills along with intergovernmental and multi-cultural background. He is a graduate of George Washington University, Washington DC, with a BA in International Affairs and minor in international business. International Economic Development Studies at the International Policy Study Center Washington DC. Certified Trade Specialist, International Trade Association, Strategic Planning Certificate from Michigan State University.

#### SECTOR PROFILE

**Company:** Miami-Dade County Government, Florida.

**Industry Sector:** Public

**Products/Services:** County Government

**Areas of Interest:** Promote Miami-Dade County. In-bound Investments. Reserve Trade Missions.

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**曼尼·冈萨雷斯**是迈阿密经济发展与国际贸易办公室总主管。之前任职于迈阿密国际机场商业投资办公室和迈阿密政府间事务协调办公室总主管。现在，曼尼是迈阿密国际贸易委员会首席运营官和迈阿密戴德郡国际贸易联合会和友好城市项目执行官，也是迈阿密互联网联盟的常务董事和拉丁美洲电子商务(Emarketworld)的主席。

过去的经历包括：迈阿密美洲自由贸易区以及美洲国际广告协会董事会副主任。南佛罗里达州技术协会董事会和商业传播者国际协会成员。迈阿密商务办公室全球性倡议委员会副主席。

曼尼是一个注重结果的国际商业领袖，专长于利用 25 年以上的工作经验、积极的公众形象、多元文化背景包括精通三门语言、和与政府间良好的关系，为客户提供世界一流的客源、提高运行效率、分析重点市场并与公司高管进行合作、发起具有成本效益的项目。他毕业于位于华盛顿的乔治华盛顿大学国际事务和国际商务专业。曾在华盛顿国际政策研究中心学习国际经济发展。在密歇根州立大学完成国际贸易协会的认可贸易专家并取得战略规划证书。

#### 行业概况

**公司：**佛罗里达州迈阿密戴德郡政府

**所属行业：**公共事业

**产品/服务：**郡政府

**感兴趣的领域：**宣传迈阿密戴德郡、合作投资、贸易储备任务。

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**网址：**[www.miamidade.gov/oedit](http://www.miamidade.gov/oedit) **微信：**Manny

**Desmond Alufohai** is the International Trade Coordinator for Miami-Dade County's Economic Development & International Trade Agency. Mr. Alufohai has worked as a leader in the international community for more than 25 years. He served as the Executive Director and Head of the Membership Services and Training Department for Junior Chamber Inc (JCI) from 1991 – 2002. He made notable contributions during his tenure at JCI as the liaison to the following organizations - United Nations Agencies (UNICEF & UNESCO), World Health Organization [WHO], and the African Union (AU). In 1991 he was a delegate to the International Model United Nations (IMUN) in New York.



Mr. Alufohai is an accomplished entrepreneur. He is the founder and owner of Alufy International Inc, a Management Consulting & Professional Meeting Planning Company based in South Florida and owner of Tabitha's Bistro / Restaurant in Davie, Florida. He is a member of the Board of Directors, World Trade Center – Miami. He has a Bachelor of Science (BS) degree from the University of Benin in Nigeria and a Master's Degree in Business Administration (MBA) from Anna Maria University in Paxton, Massachusetts, USA. He is a Certified Global Business Professional (CGBP), Certified Meeting Professional [CMP], Instructor, Adjunct Professor, and he communicates effectively in French.

Mr. Alufohai is fondly referred to as "Mr. International" by his peers and associates because of his extensive international travels and proficiency of international affairs and protocol. He has authored numerous articles cited in international communications, local newspapers and association journals.

### SECTOR PROFILE

**Company:** Miami-Dade County Government, Florida.

**Industry Sector:** Public

**Products/Services:** County Government

**Areas of Interest:** Mission Coordinator

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**URL:** [www.miamidade.gov/oedit](http://www.miamidade.gov/oedit); **WeChat ID:** *desalufy*.

**德斯蒙特·阿佛鲁海**是迈阿密戴德郡经济发展和国际贸易部门的国际贸易协调员。阿佛鲁海先生在国际社会领域具有倡导 25 年的领导经验。1991-2002 年就职于青年商会的会员服务 and 培训部门，担任执行官和主管。他在青年商会的任职期间有着卓越的贡献并和以下公共组织有着密切联系：联合国儿童基金会、联合国教科文组织、世界卫生组织、非洲联盟。1991 年他曾是国际模拟联合国的代表。

阿佛鲁海先生是一个成功的企业家。他是 Alufy 公司、南佛州管理咨询和专业会议策划公司、餐厅 Tabitha's Birstro 的创办人和所有者。他还是世界贸易组织迈阿密地区董事局成员。阿佛鲁海先生本科毕业于位于尼日利亚的贝宁大学，研究生毕业于位于马萨诸塞州的安娜玛丽亚大学。是认证的全球业务和认证会议专业讲师与客座教授。

阿佛鲁海先生被他的同事和合伙人称作“国际先生”因为他有着丰富的国际旅行经验和国际事务处理经验，并有很多专业文章发表在国际杂志、当地报纸和会刊。

### 行业概况

**公司：**佛罗里达州迈阿密戴德郡政府

**所属行业：**公共事业

**产品/服务：**郡政府

**感兴趣的领域：**协调任务

**联系方式：**电话：+1 305.375.3526 •电子邮箱：[alufoha@miamidade.gov](mailto:alufoha@miamidade.gov);

**网址：**[www.miamidade.gov/oedit](http://www.miamidade.gov/oedit)；**微信 ID：***desalufy*

**Anabel Mendez**, Commission Aide, Office of Commissioner Jose “Pepe” Diaz, is a graduate of the University of Florida with a Bachelor of Science in Public Relations. She currently works for Miami-Dade County Commissioner Jose “Pepe” Diaz as a social media coordinator and Legislative Aide. Her duties include analyzing and interpreting legislative items that come before the Miami-Dade County Board of County Commissioners, coordinating day-to-day social media posts, monitoring Facebook Insights and creating social media campaigns. She also assists in the planning, marketing and execution of community events, and assists with protocol during travel.



Ms. Mendez previously worked for Wragg & Casas Strategic Communications as an account coordinator, where she wrote and distributed press releases, handled several social media accounts and worked closely with the Media. Ms. Mendez also worked as the copywriting director for the University of Florida - University Relations on its statewide “Growing Gators” higher education awareness initiative. She previously developed and implemented a public relations campaign for UF’s Office of Sustainability.

### SECTOR PROFILE

**Company:** Miami-Dade County Government, Florida.

**Industry Sector:** Public

**Products/Services:** County Government

**Areas of Interest:** Support Mission Leader and delegates.

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**URL:** [www.miamidade.gov/](http://www.miamidade.gov/); **WeChat ID:** AnabelMendez.

安娜贝尔·门德斯毕业于佛罗里达大学公共关系专业，是迈阿密 Jose “Pepe” Diaz（何塞“佩佩”·迪亚兹）行政管理办公室的委托助手。作为一名社交媒体协调员和立法助理，她现在工作于迈阿密戴德郡行政管理办公室。她的责任包括：在立法条例来到行政管理办公室之前的分析和解读、协调日常社交媒体公告、监管脸书（Facebook）见解和制作社交媒体上的广告。她还帮助计划、营销和执行社区活动，并帮助拟定在旅行期间的条约。

门德斯女士曾作为一名账户协调员为 Wragg & Casas 战略通信公司工作。在这期间她致力于与社交媒体打交道，创作并发布多个新闻稿并处理多个社交媒体账户。门德斯女士还作为版权监督总监为佛罗里达大学工作。她曾经为佛罗里达大学可持续性发展办公室制定并实施了公共关系广告。

### 行业概况

**公司：**佛罗里达州迈阿密戴德郡政府

**所属行业：**公共事业

**产品/服务：**郡政府

**感兴趣的领域：**帮助任务主管和代表

**联系方式：**电话：+1 305.599.1300 • 电子邮箱：[amendez@miamidade.gov](mailto:amendez@miamidade.gov);

**网址：**[www.miamidade.gov](http://www.miamidade.gov)；**微信 ID：**AnabelMendez

**Debra Duster Owens** has more than 30 years of comprehensive legislative experience. She is currently the Director of Government Affairs and International Relations at PortMiami. Ms. Duster Owens is responsible for the development of legislative strategies to promote the Port's local, state, and federal agendas. She oversees more than 70 international sister seaport agreements to include the exchange of information pertaining to the cruise and cargo sectors aimed at increasing business opportunities.



INDUSTRY SECTOR  
COUNTY GOVERNMENT  
MARITIME

PortMiami is currently the 2<sup>nd</sup> largest economic engine in Miami-Dade County, generating an estimated 207,000 jobs and an economic impact of \$27 billion. It is one of the world's leading hubs for global commerce and tourism and it is a significant conduit for international trade and commerce. Ms. Duster Owens played an integral role in securing funding for PortMiami's \$1 billion dollar capital infrastructure program to include; a water depth of -50/-52 feet, super Post-Panamax gantry cranes, inter-modal on-dock rail service with connections to the National Rail System, and a fast-access tunnel to the U.S. Interstate Highway System. She also works closely with the Florida Ports Council as well as the American Association of Port Authorities in support of maritime legislative and funding initiatives for PortMiami.

Prior to joining the PortMiami team, Ms. Duster Owens served as the Executive Director of the Miami-Dade County Legislative Delegation for nine years, where she was responsible for working in collaboration with 27 state elected officials to promote the county's legislative agenda. Additionally, Ms. Duster Owens worked at *The Miami Herald* as a Community Relations Manager, ranked among the top 10 newspapers in the US at the time. During her tenure at the Herald, she was instrumental in encouraging staff volunteerism during the aftermath of Hurricane Andrew. The Miami Herald subsequently won a Pulitzer Prize for Community Service in 1993 for the work and the news coverage. Ms. Duster Owens attended the University of Alabama and Alabama State University where she earned a Bachelor of Science degree in Criminal Justice/Political Science.

#### SECTOR PROFILE

**Company:** PortMiami

**Industry Sector:** Public

**Products/Services:** Maritime Services

**Areas of Interest:** Visit Chinese ports, discuss cruise/tourism opportunities

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**URL:** [www.miamidade.gov/portmiami](http://www.miamidade.gov/portmiami); **WeChat ID:** Debra Duster Owens

黛布拉·杜斯特·欧文斯有着 30 年全面的立法经验。现任职于迈阿密港，是国际事务和国际关系部门主任。杜斯特欧文斯女士主要负责发展合理的策略推进迈阿密海港在地方、州立、联邦的议程。她曾参观超过 70 个国际姐妹港口，包括交换关于游轮和货运往来的信息，并达成以增进商业机会为目的的合作协议。

迈阿密港目前是迈阿密戴德郡的第二大经济引擎，有着大约 21 万的工作岗位和 270 亿美元的经济效益。是世界领先的国际贸易和旅游港口并且是迈阿密国际贸易和商业的重要渠道。杜斯特欧文斯女士在迈阿密港的 10 亿基础设施项目有着不可或缺的作用。该项目包括：港口 - 50/ - 50 英尺水深；超大巴拿马型龙门起重机；码头设有与国家铁路系统连接的铁路服务；通往美国州际高速路的快速通道。并且，杜斯特欧文斯女士与佛罗里达港口委员会和美国港口协会有着密切的联系，加强发展对于迈阿密港的海事立法和融资计划。在加入迈阿密港的团队之前，杜斯特欧文斯女士在迈阿密戴德郡立法授权办公室担任九年执行官。在那里她负责和 27 个州的民选官员合作促进迈阿密戴德郡的立法议程。此外，杜斯特欧文斯女士还工作于当时全美前十的迈阿密先驱报，担任社区关系总管。在她任职期间，她积极的鼓励员工志愿参与台风安德鲁的善后工作。迈阿密先驱报因此在 1993 年获得普利策奖的优秀社区服务奖。她毕业于阿拉巴马大学和阿拉巴马州立大学并取得位于科学院的刑事司法和政治学学士学位。

#### 行业概况

**公司：**迈阿密海港

**所属行业：**公共事业

**产品/服务：**海运服务

**感兴趣的领域：**参观中国港口，讨论巡航 / 旅游业事宜。

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**网址：**[www.miamidade.gov/portmiami](http://www.miamidade.gov/portmiami); **微信 ID：** Debra Duster Owens

**Chang Du** started professional her career as an architect at Zhejiang South Architecture Inc. in China. She then came to the US to receive Master's Degree in Land Planning & Landscape Architecture from University of Minnesota. After many years of global practice at EDSA Inc., she co-founded DUMON DESIGN in 2010. She has been involved in designing high-end hotels, resorts and communities around the world for more than a decade, focusing on sustainable planning and design. Ms. Du has been involved in all aspects of landscape architecture, ranging from large scale planning to detail design and has participated in numerous projects, many of which are located in United States, the Caribbean and China.



She has been invited to speak at the Green-build Conference in China in 2010, Asia Pacific Landscape Architecture Summit in 2015, and several universities in China. She was also invited to speak at 2015 Governor's trade mission lecture series.

Ms. Du believes in community building and culture diversity. With her global experience and cultural background, she has worked extensively in China leading design teams from US and with Chinese clients on projects in the US. In 2015, she co-founded China Council Florida to actively promote Florida to Chinese investors, bridging investment opportunities and bringing cultural awareness into local communities.

### SECTOR PROFILE

**Company:** Dumon Design

**Industry Sector:** Architectural Designs / Consultancy in Land Planning & Landscape.

**Area of interest:** Seeking to meet with commercial real estate investors and developers.

**Contact:** Tel. +1 954.462.0886; Email: [cdu@deumondesign.com](mailto:cdu@deumondesign.com)

**URL:** [www.dumondesign.com](http://www.dumondesign.com); **WeChat ID:** lotusliving

都畅毕业于浙江大学建筑系，作为一名建筑师在中国浙江南方设计院开始了她的职业生涯。随后她在美国的明尼苏达大学完成了土地规划和景观建筑硕士学位。在 EDSA 景观设计公司积累了多年经验后，她与合伙人在 2010 年共同创立了 DUMON Design 设计公司。她近 20 年来参与设计了全球很多高端酒店、会所和社区，专注于可持续的规划和设计。都女士全方位参与了土地规划的每个方面，从大规模的规划到细小的设计并参与了很多项目，大多集中在美国、加勒比海区域、以及中国。

她 2010 年曾被邀请在绿色构建会议、2015 年亚太景观建筑峰会以及中国多个大学演讲。她还被邀请在 2015 州长贸易代表团系列讲座上演讲。

都女士明白社区建设和多元文化的重要性。她的全球化经验和多元文化背景使她能与中国领先设计团队合作并与中国客户在美国开发项目。在 2015 年，她作为副总裁与合伙人共同创立了中国与佛罗里达中美交流促进会以便于积极的向中国投资者宣传佛罗里达并给社区带来更多的投资机会和文化意识。

### 行业概况

**公司：**DUMON Design 设计公司；佛罗里达中美交流促进会

**所属行业：**建筑设计 / 土地规划和景观设计咨询

**感兴趣的领域：**寻找商业房地产投资者与开发商

**联系方式：**电话：+1 954.494.9367 • 电子邮箱：[cdu@dumondesign.com](mailto:cdu@dumondesign.com)

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**Silvia Gutierrez** has over 20 years of experience in the aviation logistics industry and is the President and CEO of Tobruk International Corporation and TIC Logistics. Since founding TIC Logistics in 1992, Ms. Gutierrez has continuously strived to make it a leader in the aviation logistics industry. TIC specializes in offering logistics solutions to the global military, corporate, and aerospace market. TIC offers a range of import, export, and forwarding services, including AOG and critical requests. The company also provides component or part removal and replacement services, globally, in order to resolve any aircraft emergency situation. Additionally, TIC currently has a Joint Venture with SEMAN Peru, which offers everything from MRO to line maintenance support. Ms. Gutierrez's latest project involves opening an FAR 145 repair station and she is in the last stages of receiving full certification. Ms. Gutierrez earned a Bachelor's Degree in Business Administration and a Master's Degree in International Trade.



INDUSTRY SECTOR  
AVIATION

### SECTOR PROFILE

**Company:** TIC Logistics

**Industry Sector:** Repair, parts and logistical support for corporate, commercial and military airplanes.

**Area of interest:** Meet representatives of airlines, airports, and aircraft repair stations. Provide heavy maintenance and Repair services to commercial airplanes.

**Contact:** Tel. +1 305.406.0395; **Email:** [silviag@ticlogistics.com](mailto:silviag@ticlogistics.com);

**URL:** [www.ticlogistics.com](http://www.ticlogistics.com) & [www.tobrukint.com](http://www.tobrukint.com); **WeChat ID:** *silvia\_Gutierrez*

西尔维娅·古铁雷斯有着超过 20 年的航空后勤工作经验并且是 (Tobruk) 托布鲁克国际公司和 TIC 物流公司的总裁。古铁雷斯女士自创立了 TIC 物流公司以来, 努力使其在航空物流领域成为佼佼者。TIC 物流专注于为全球军事、企业、航天市场提供后勤方案。TIC 物流提供从进口、出口、到代理服务 (包括地面飞机以及其他关键要求) 的广泛业务。公司还提供全球范围内飞机组件或部件移除和替代服务已用于解决飞机紧急事件。并且 TIC 物流目前拥有与秘鲁的赛曼 (SEMANT) 的合资企业。该企业提供从马拉松式石油到线路维护的全方位服务。古铁雷斯女士最后一个项目是参与建立联邦航空条例 145 维修站并且正在接受全面认证的最后阶段。古铁雷斯女士毕业于商业管理学士学位与国际贸易硕士学位。

### 行业概况

**公司:** ITC 物流

**所属行业:** 企业、商业、军事飞机的维修、拆分和物流业务

**感兴趣的领域:** 与航运、飞机场、飞机维修站的代表见面, 提供商业飞机的维护和维修服务

**联系方式:** 电话: +1 305.406.0395 • 电子邮箱: [silviag@ticlogistics.com](mailto:silviag@ticlogistics.com);

**网址:** [www.ticlogistics.com](http://www.ticlogistics.com) & [www.tobrukint.com](http://www.tobrukint.com); **微信 ID:** *silvia\_Gutierrez*

**Hector Joaquin Guzman Ibanez** is the founder and President of Trans Express Inc. Trans Express is a cross border logistics company based in Miami, Florida. Trans Express Inc., pioneered the concept of Trans-shipping services for small packages exports. The company has expanded its B2C network to cover 27 markets in Latin America and the Caribbean delivering parcels and packages to millions of consumers on a regular basis.



INDUSTRY SECTOR  
E-COMMERCE/LOGISTICS

Trans Express is a strategic vendor to some of Latin America's leading Postal organizations, such as: Colombia Post, Chilean Post, Costa Rica Post and Uruguayan Post, among others. Its close relationships with entities in both the private and public sectors has made Trans Express one of the best options to deliver direct orders to single users worldwide. Mr. Guzman has Bachelor's degree in Industrial Engineering from the University of Miami. He is married and he is the father of three children.

#### SECTOR PROFILE

**Company:** Trans Express Inc.

**Industry Sector:** E-Commerce

**Products/Services:** Cross-border logistics

**Areas of Interest:** On-line retailers

**Contact: Tel:** +1 305.592.0839 • **Email:** [hjguzman@gmail.com](mailto:hjguzman@gmail.com)

**URL:** [www.transexpress.com](http://www.transexpress.com); **WeChat ID:** HGuzman51

**赫克托华金·古斯曼伊瓦涅斯**是运输快递(Tran Express)公司创办人和总裁并且是三个孩子的父亲。Tran Express 公司是一个总部在迈阿密跨国运输公司，并且是小件快递运输服务的前驱者。该公司在拉丁美洲以及加勒比海区域拥有 27 个商业区域，从一个总仓库给上万个消费者寄送快递。

Tran Express 公司是拉丁美洲一些领先邮政机构的战略供应商，包括：哥伦比亚邮政、智利邮政、哥斯达黎加邮政和厄瓜多尔邮政等... 他与多个国有或私营商业实体的紧密联系促使 Tran Express 公司成为寄送货物至全球范围的最佳选择。古斯曼伊瓦涅斯先生在迈阿密大学获得了他的工业工程硕士学位。

#### 行业概况

**公司：** Tran Express Inc.

**所属行业：** 电子商务

**服务于：** 跨境物流

**感兴趣的领域：** 网络零售商

**联系方式：** 电话：+1 305.592.0839 • 电子邮箱：[hjguzman@gmail.com](mailto:hjguzman@gmail.com);

网址：[www.transexpress.com](http://www.transexpress.com); 微信 ID：HGuzman51

**Jaime Martin Basagoitia** is the Vice President and General Manager of Trans Express Inc. Trans Express is a cross border logistics company based in Miami, Florida. Trans Express Inc., pioneered the concept of Trans-shipping services for small packages exports. The company has expanded its B2C network to cover 27 markets in Latin America and the Caribbean delivering parcels and packages to millions of consumers on a regular basis.



INDUSTRY SECTOR  
E-COMMERCE/LOGISTICS

Trans Express is a strategic vendor to some of Latin America's leading Postal organizations, such as: Colombia Post, Chilean Post, Costa Rica Post and Uruguayan Post, among others. Its close relationships with entities in both the private and public sectors has made Trans Express one of the best options to deliver direct orders to single users worldwide. Mr. Basagoitia is a graduate of Texas A&M University with a double degree in Environmental Design and Project Management. He is married and he's the father of two children.

#### SECTOR PROFILE

**Company:** Trans Express Inc.

**Industry Sector:** E-Commerce

**Products/Services:** Last mile delivery across Latin America and the Caribbean.

**Areas of Interest:** On-line retailers

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海梅·马丁·巴沙戈伊蒂亚毕业于德州农工大学环境保护设计和项目管理双专业，是运输快递(Tran Express)公司副主席和总经理并且是两个孩子的父亲。Tran Express 公司是一个总部在迈阿密跨国运输公司，并且是小件快递运输服务的前驱者。该公司在拉丁美洲以及加勒比海区域拥有 27 个商业区域，从一个总仓库给上万个消费者寄送快递。

Tran Express 公司是拉丁美洲一些领先邮政机构的战略供应商，包括：哥伦比亚邮政、智利邮政、哥斯达黎加邮政和厄瓜多尔邮政等... 他与多个国有或私营商业实体的紧密联系促使 Tran Express 公司成为寄送货物至全球范围的最佳选择。

#### 行业概况

**公司：** Tran Express Inc.

**所属行业：** 电子商务

**服务于：** 跨境物流 / 加急邮件运输

**感兴趣的领域：** 网络零售商

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**Mario J. Sacasa** is Senior Vice President of International Economic Development Programs for The Beacon Council, Miami-Dade County's Official Public-Private Economic Development Partnership. Since 1997 Sacasa has effectively led the Council's International Team, substantially increasing its productivity in terms of completed job generating business projects. Before joining the Beacon Council, Mario Sacasa was the Consul General of the Republic of Nicaragua in Miami with Jurisdiction over Florida, Georgia, Alabama, and South Carolina. From 1995 to 1997, Mr. Sacasa was also Dean of the Miami Consular Corps. Under his leadership the Consular Corps strengthened its institutional relationship with Florida's authorities at all levels, as well as with the Greater Miami Area's Chambers of Commerce, Offices of Tourism and Economic Development Organizations.



INDUSTRY SECTOR  
ECONOMIC DEVELOPMENT

Mr. Sacasa graduated from the School of Foreign Service of Georgetown University with a B.S.F.S. in International Economic Affairs and with an M.A. Degree in Latin American Studies and Development Banking. He remains active as Associate Member of the Miami Consular Corps, and currently serves as Treasurer of the Corps. As Miami-Dade County's official economic development partnership, The Beacon Council is charged with bringing new, job-generating investments to the community, while assisting existing businesses in their efforts to expand. By doing this, The Beacon Council facilitates the creation of quality jobs for each and every resident of Miami-Dade County.

Since its creation in 1985, The Beacon Council has assisted more than 865 companies which have created more than 86,000 direct and indirect jobs, retained more than 17,000 existing jobs, and added more than \$3.1 billion in new capital investment to our community.

#### SECTOR PROFILE

**Company:** The Beacon Council

**Industry Sector:** Private/Public – Economic Development

**Products/Services:** Attracting new, job-generating investments to the Miami-Dade County, while assisting existing businesses in their efforts to expand in the County.

**Areas of Interest:**

**Contact:** Tel: +1 305.579.1300 • Email: [msacasa@Beaconcouncil.com](mailto:msacasa@Beaconcouncil.com)

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马里奥·J·萨卡萨是迈阿密戴德郡的官方公私经济发展的合作伙伴灯塔理事会(The Beacon Council) 国际经济发展项目的高级副总裁，自 1997 年以来萨卡萨有力地带动了议会的国际团队，大幅提高其在商业项目的生产率。在加入灯塔理事会前，萨卡萨是尼加拉瓜共和国在迈阿密总领事馆，管理范围包括佛罗里达州，佐治亚州，阿拉巴马州和南卡罗来纳州。在 1995 年 - 1997 年间，萨卡萨还是迈阿密领事团团长。在他的领导下，领事团加强与佛罗里达各级政府、大迈阿密地区商会、旅游业和经济发展办事处的联系。萨卡萨先生毕业于乔治城大学的对外服务学院并获取国际经济事务学士学位以及拉丁美洲学习和开发银行专业硕士学位。他现在仍然活跃于迈阿密领事团，并且在领事团担任财务主管。

作为迈阿密戴德郡的官方公私经济发展的合作伙伴，灯塔理事会负责为地方引入新的、创造就业机会的投资，同时协助并努力扩大现有业务。通过这些业务，灯塔理事会有助于为每一位迈阿密戴德郡市民提供高质量的工作机会。自 1985 年成立，灯塔理事会已协助了创建了超过 856 个公司、提供了 86,000 多名直接和间接就业岗位，保留了超过 17000 现有的工作，并增加了超过 \$31 亿元资本投资至我们的社区。

#### 行业概况

**公司：**灯塔理事会 The Beacon Council

**所属行业：**经济发展

**感兴趣的领域：**方引入新的、创造就业机会的投资，同时协助并努力扩大现有业务。

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**网址：**[www.beaconcouncil.com](http://www.beaconcouncil.com); msacasa1

**Olanike Park** has over 15 years of banking and business sectors experience and she is the President and owner of PureGreen Health Inc. Ms. Nike Isaac brings her professional experience to bear on the quality of service she renders to her clients. Her dream to provide “green” products to the cleaning industry started with PureGreen **Health Inc.**, established in May, 2009 to offer commercial cleaning, floor treatment, carpet and window cleaning for businesses located within South Florida. As a seasoned professional in the cleaning industry and having been certified by ISSA, CIMS, MCRO/SBE, DBE OSHA and WBENC, Ms. Nike Isaac has used her skills and expertise to develop a strategy for her business which focuses on pollution prevention with emphasis on worker and environmental safety by going into the production of eco-friendly cleaning products line Pure EcoGreen.



INDUSTRY SECTOR  
ENERGY

#### SECTOR PROFILE

**Company:** Pure EcoGreen

**Industry Sector:** Energy (Environmental/Green/Sustainable Energy)

**Area of interest:** Seeking product entry strategies into the Chinese market, joint ventures, distributorship of Pure EcoGreen products in China.

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**WeChat ID:** *nikeisaac*

耐克·艾萨克帕克拥有超过 15 年的银行业和商业的工作经验，并且她是纯绿健康公司 ( PureGreen Health ) 的总裁。帕克女士用她的专业经验让她的顾客享有有质量的服务。她的梦想是让纯绿健康公司为清洁行业提供绿色产品。纯绿健康公司建立与 2009 年，是一间为在南佛罗里达州范围内的商户提供商业清洁、地板保养、地毯和门窗清洁的公司。作为一个经验丰富并获得全球清洁行业协会、清洁行业管理标准 ( CIMS )、微型 / 小型商业企业项目、全国妇女商业企业理事会认证的保洁公司，帕克女士利用她的能力和经验为她的公司发展了一套策略针对预防污染，通过使用环保型的清洁产品确保工人和环境的安全。

#### 行业概况

**公司：** Pure EcoGreen

**所属行业：** 能源

**感兴趣的领域：** 寻找在中国的产品进入战略、合资企业、分销公司产品

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**Chinaedu Okoro** is a young innovator, entrepreneur, and educator. Chinaedu is Founder and President of Chi-Ada Supply & Distribution; a janitorial distribution company providing service to small and large companies as well as government agencies. His background is in Electrical Engineering with a concentration in Power Systems and Renewable Energy. He also participates in mission trips where the goal is to reduce the cost of importing photovoltaic solar panels into developing countries by sourcing and manufacturing solar panels in respective developing countries. Thereby allowing individuals, companies, and government agencies to pursue solar energy at a cost-efficient alternative.



**INDUSTRY SECTOR**  
**ENERGY / JANITORIAL & SANITATION SUPPLIES**

#### **SECTOR PROFILE**

**Company:** Chi-Ada Supply & Distribution Inc.

**Industry Sector:** Energy (Janitorial & Sanitation Supplies)

**Area of interest:** Seeking to meet with manufacturers of janitorial and sanitation supplies ranging from brooms, mops, can liners, gloves, folks, plates, napkins, etc.

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**施内都·奥科罗**是一位年轻的创业家、企业家、和教育家。他是 Chi-Ada Supply & Distribution (保洁分销公司)的创办人和总裁；该公司提供从小零售商到大公司以及政府的保洁服务。他是电气工程，特别是电力系统以及可再生能源方面的专家。奥科罗先生还参加了多次出访致力于通过在相应的发展中国家采购和制造太阳能电池板减少发展中国家光伏太阳能电池板的进口成本。这样使得个人、公司和政府能用更经济高效的方法购买太阳能。

#### **行业概况**

**公司：** Chi-Ada Supply & Distribution Inc.

**所属行业：** 能源（清洁卫生产品）

**感兴趣的领域：** 会晤清洁卫生用品的制造商

**联系方式：** 电话：+1 305.710.2998 • 电子邮箱：[chinedu.okoro@chiadasupply.com](mailto:chinedu.okoro@chiadasupply.com)

**网址：** [www.chiadacorporation.com](http://www.chiadacorporation.com) **微信 ID：** *chi-ada*

**Al Maloof** and his team have provided strategic and business advice for projects related to transportation and infrastructure, procurement, public policy and government relations for corporations, institutions, associations and individuals for over 30 years. He has been involved in major projects, valued in the billions of dollars, employing thousands of individuals. His key sectors include A&E, aviation, seaports, construction, transportation and infrastructure build-out including transport vehicles fleets, water & wastewater plants, financial services, automation, rail/bus, communications, energy, public safety, security, and technologies. We specialize in facilitating the identification and selection of business, financial, industry and legal expertise to assist international clients to do business in the United States. We have decades of experience and expertise in all aspects of local, state and national government affairs, public sector business and contracting processes, and in the specialized development of real estate, land and commercial parcels and other real estate opportunities



**INDUSTRY SECTOR  
LEGAL SERVICES & REAL ESTATE**

After being appointed by the Governor of the State of Florida to assess the operations of the Florida Department of Transportation, Maloof reviewed roadways and tolls, railways, ITS, projects alternative delivery methods & technology, which ultimately resulted in a newly restructured department. He was subsequently appointed by the Governor and leaders to serve on the Florida Transportation Steering Committee, which advises on developing the state's multimodal transportation plan. The state has an annual budget of \$60 billion US. Maloof served as chairman of the Miami-Dade Expressway Authority (MDX) Operations Committee, and was a member of the Executive Committee and the Intergovernmental/Communications and Policy & Planning Committees prior to retiring in 2013. MDX oversees the planning, designing, funding, construction, procurement, contracts and operations of the county's expressways and toll highways. Maloof has served on numerous other official boards, committees and task forces, including review commissions, real estate planning boards, government transition teams, insurance guaranty funds, and oversight and advisory bodies. He was appointed to the Miami-Dade County Performance & Efficiency Commission, which reviewed the operations, processes, structure and procedures of one of the largest regional governments in the United States. Maloof served inside Miami-Dade County government, which has a \$7 billion budget.

#### **INDUSTRIES**

- Architecture · Airports · Automation · Construction · Concessions · Energy · Engineering · Environmental
- Infrastructure · Parks & Recreation · Procurement, Bids & Contracts · Police & Fire · Public-Private Partnerships
- Real Estate/Investments · Seaports · Technology · Transportation, Bus & Rail · Water/Wastewater

#### **SECTOR PROFILE**

**Company:** GJB Consulting LLC.

**Industry Sector:** Legal & Consulting Services

**Area of interest:** Manufactures of technology for transport, smart cities and real estate investors

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阿尔·马鲁夫和他的团队超过 30 年对与交通和基础设施、采购、公共政策相关的项目为企业、机构、协会提供战略和业务咨询。他一直参与总价值在数十亿美元，从业人员数千人的重大项目里。他的主要领域包括建筑与工程，航空，港口，建筑，交通运输和基础设施扩建，包括运输车辆车队，水和污水处理厂，金融服务，自动化，铁路/公交，通讯，能源，公共安全，安全和技术。我们专注于促进业务，财务，行业和法律专业知识的识别和选择，以协助国际客户在美国做生意。我们有几十年的地方、州和国家政府事务，公共部门业务和签约过程的各个方面的经验和专业知识，在房地产、土地和商业地块和其他房地产投资机会的专业发展。

被佛罗里达州州长任命对佛罗里达运输部进行评估后，马鲁夫审查了公路和过路费，铁路，ITS，项目替代交付方法和技术，并促使部门新改组。他随后被州长和领导人任命为佛罗里达州的运输指导委员会的一员，对发展这个州的多式联运方案提建议。该州有\$60 亿美元的年度预算。马鲁夫曾任迈阿密戴德高速公路管理局 ( MDX ) 运营委员会主席，并在 2013 年退休前是执行委员会和政府间/通信和政策与规划委员会的成员。MDX 监督该郡高速公路和收费公路的规划，设计，资金，施工，采购，合同和运作。马鲁夫曾在很多其他官方委员会工作，委员会和任务工作组，包括审查委员会、房地产规划委员会、政府过渡团队、保险担保基金、监督和咨询机构。他被任命到迈阿密戴德郡的性能与效率委员会，审查了这个美国最大的地方政府之一的日常运作，操作，结构和流程。马鲁夫曾就职于有\$70 亿预算的迈阿密戴德郡的政府。

#### 涉及领域

·建筑·机场·自动化设施·建筑·特许权·能源·工程·环境  
·基础设施·公园和休闲·采购，招标及合同·警察及消防员·公私伙伴关系  
·房地产/投资·海港·科技·交通，公共汽车和铁路·水/废水处理

#### 行业概况

公司：GJB 咨询公司

所属行业：法律和咨询服务

感兴趣的领域：寻找运输技术产商，智能城市和房地产投资人

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**Ying Liu “Geneve” DuBois** is an international real estate attorney and a member of the firm’s Real Estate, Hospitality, Resort and Timeshare, and China practice groups. She maintains an active transactional real estate practice in the United States, the Caribbean, Latin America and Asia. Since she is fluent in Mandarin and Cantonese and understands the culture gaps between American and Chinese companies, she has been instrumental in bridging the two cultures in many business and real estate transactions.



**INDUSTRY SECTOR**  
**LEGAL/PROFESSIONAL SERVICES**

Ms. DuBois provides legal guidance to her Chinese clients with respect to their real estate investments in the United States. She organizes and works with colleagues to provide legal services involving various complex transactions for her Chinese clients. In addition, she plays a key role in representing the firm’s American clients doing business with Chinese investors. Ms. DuBois was born and raised in China. Prior to her legal career, she was a computer engineer at EDS, one of the world’s largest software development companies, as well as a product manager at Weblink Wireless. In addition, she worked with various Chinese delegates in business negotiations with Tandy Corporation, Weblink Wireless Inc. and several U.S. investment companies.

Holland & Knight (H&K) is a global law firm with more than 1,100 lawyers and other professionals in 22 U.S. offices, as well as Bogotá and Mexico City. Among the nation’s largest law firms, Holland & Knight provides representation in litigation, business, real estate and governmental law. Interdisciplinary practice groups and industry-based teams provide clients with access to attorneys throughout the firm, regardless of location.

To address clients’ needs as effectively and efficiently as possible, the Firm works collaboratively, drawing upon their depth and breadth of legal experience and industry knowledge. Their “one firm” structure positions us to support the most complex matters at all levels, with comprehensive and value-added service. The firm is composed of a diverse group of talented lawyers and professionals with significant experience. This diversity of experience, culture and education advances Holland & Knight’s strategy of delivering the highest quality legal services possible.

#### **National Recognition**

H&K received national first-tier rankings in the 2014 U.S. News – Best Lawyers® “Best Law Firms” guide in 28 practice areas (2013) H&K ranks in the top 5 percent of firms based on client recommendations, according to corporate counsel in the 2014 BTI Brand Elite report. The firm was also selected as #16 in the 2014 BTI Client Service Top 30 nationwide for providing superior client service in the 2014 BTI Client Service A-Team report. More than 140 H&K attorneys were named “America’s Leading Lawyers for Business” in the Chambers USA 2014 guide (2014) 278 lawyers representing more than 50 different practice areas were named Best Lawyers in America in the 2014 guide (2013).

#### **SECTOR PROFILE**

**Company:** Holland & Knight, LLP

**Industry Sector:** Legal Services

**Area of interest:** Promote South Florida to potential Chinese investors, represent Chinese investors and provide them with legal advice.

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**刘莹 ( 纪妮芙·杜波依斯 )** 是一家国际房地产律师，并且是公司的房地产业务、酒店业务、度假和分时度假业务和中国业务团队中的一员。她在美国、加勒比海地区、拉丁美洲和亚洲的房地产业务中保持活跃。她能讲流利的普通话和粤语，并了解美国和中国公司之间的文化差距，她一直在许多商业和房地产交易中弥合两种文化。杜波依斯女士对她的中国客户在美国的房地产投资提供法律指导。她组织并与同事合作，提供涉及中国客户的各种复杂交易的法律服务。此外，她在代表该公司的美国客户与中国投资人做生意起到了关键作用。杜波依斯女士出生在中国，并在中国长大。在她的法律生涯之前，她在世界上最大的软件开发公司之一，EDS 公司工作的电脑工程师，并担任 Weblink Wireless 的产品经理。此外，她曾与不同的中国代表合，与 Tandy 公司，Weblink Wireless 公司和一些美国投资公司洽谈业务。

**霍兰德·奈特 ( H&K )** 是一家全球性律师事务所，有 1100 多名律师和其他专业人员，在美国有 22 个办事处，以及波哥大和墨西哥城办事处。和美国大的律师事务所一样，霍兰德·奈特提供诉讼，商业，房地产和政府法律代表服务。跨领域实践团体和行业为基础的团队为客户提供整个事务所所有律师和代理人的服务，不分地点。

为了尽可能有效和高效地满足客户的需求，公司利用他们的深度和法律经验和行业知识协同工作。他们的“同一公司”的结构使我们能够在各方面解决最复杂的问题，提供全面增值的服务。该公司是由一组不同才华的律师，并有着显著经验的专业人士组成。经验，文化和教育的多样性推进霍兰德·奈特的提供最高质量的法律服务的策略。

#### **国家级认准**

H&K 在 2014 年《美国新闻和世界报导 - 最佳律师指南®》中在 28 业务领域里获得国家一线的排名“最佳律师事务所” ( 2013 年 )

根据 2014 年 BTI 品牌精英报告报道，基于企业法律顾问，H&K 居于客户推荐公司的前 5%。

该公司还于 2014 年 BTI 客户服务被选为第 16，在 2014 年 BTI 客户服务精英团队报告中为提供卓越的客户服务入全国 30 强

超过 140H&K 律师被美国商会 2014 年指南评为“为经营美国杰出律师” ( 2014 年 )

代表超过 50 个不同的业务领域的 278 律师在 2014 年的指南中被评为美国最佳律师。 ( 2013 年 )

#### **行业概况**

**公司：** Holland & Knight, LLP

**所属行业：** 法律服务

**感兴趣的领域：** 为南佛罗里达寻找潜在的中国投资者，代表中国投资者，为他们提供法律咨询。

**联系方式：** 电话：+1 954.468.7828 • 电子邮箱：[geneve.dubois@HKLaw.com](mailto:geneve.dubois@HKLaw.com)

**网址：** [www.hklaw.com](http://www.hklaw.com); **微信 ID：** yinggdubois55

**Robert Lee, Esq.**, represents public, private, and emerging growth companies in corporate and commercial matters, mergers, asset and stock acquisitions and divestitures, reorganizations and roll-ups, business start-ups, securities offerings, indentures, bond issues, corporate governance, private equity and mezzanine financing, securitizations, equipment financing, secured transactions, supplier and distribution agreements, technology licensing, servicing agreements, and franchising. His cross-border work includes aviation, real estate power generation, project finance, manufacturing and development products in Latin America and Asia Pacific (China/Hong Kong) Regions.



INDUSTRY SECTOR  
LEGAL/PROFESSIONAL SERVICES

Mr. Lee has also represented foreign investors and executives in U.S. immigration matters, including formation and investments in EB-5 Regional Centers and applications for business and investment visas (L-1 and E visas). Mr. Lee has counseled Fortune 500 companies, developers, investment funds and large landowners for multiple commercial real estate matters, and also handled all the different stages of the process—negotiation, preparation and revision of real estate purchase/sale agreements and leases for retail and office centers, mixed-use complexes, hotels and resorts, restaurants, multi-unit residential developments, assisted living facilities, municipal properties and industrial parks and warehouses.

Additionally, Mr. Lee has counseled issuers, underwriters, and investors in connection with Regulation D exempt transactions and private placements, IPOs, PIPEs, secondary offerings, registration of securities with the U.S. Securities and Exchange Commission, and listing on U.S. stock exchanges and OTCBB. He has provided counsel with respect to corporate governance, SEC reporting and Blue Sky legal compliance, NASD requirements, underwriting and IR agreements, legal opinions, and “comfort” letters. He is a graduate of George Washington University. B.A., University of Wyoming College of Law. Juris Doctor and University of Florida. U.G.S. He speaks English, Cantonese, Mandarin and Vietnamese languages.

## SECTOR PROFILE

**Company:** Rimon Law

**Industry Sector:** Legal & Professional Services

**Products/Services:** Legal Services for and consultancy for China/U.S. cross-border investments and transactions.

**Areas of Interest:** Seeking to meet companies and investors in cross-border investments and transactions.

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**URL:** [www.rimonlaw.com](http://www.rimonlaw.com); **WeChat ID:** *Robertqlee*

**罗伯特·李**，代理公共，私人 and 新兴成长型公司在公司及商业事务，兼并，资产和股票收购和资产剥离，重组，开办企业，证券发行，契约，债券发行，企业治理，私募股权和夹层融资，证券化，设备融资，担保交易，供应商和分销协议，技术许可，服务协议和特许经营。他的跨境工作包括在拉丁美洲和亚太地区（中国/香港）地区的航空，地产发电，项目融资，制造和开发产品等业务。

李先生还帮外国投资者和高管代理美国移民事务，包括促成和投资 EB-5 区域中心和商业投资签证的申请（L-1 和 E 签证）。李先生在多个商业地产的问题上代理过客户的有财富 500 强公司，开发商，投资基金和大地主，也处理了房地产购买/销售协议的各个阶段中协商，编制和修订的所有不同阶段，租赁零售和办公中心，混用住宅区，酒店和度假村，餐厅，多单元住宅发展，辅助生活设施，市政物业和工业园区和仓库。

此外，李先生还为发行人，承销商，投资者指导过与条例 D 豁免交易和私募，上市，私募，二次发行，美国证券交易委员会的证券登记，上市及美国证券交易所和场外柜台交易系统有关的法律问题。他就公司治理，美国证券交易委员会的报告和蓝天合法合规，NASD 要求，承销和红外协议，法律意见，慰告书提供过法律援助。他在乔治华盛顿大学取得学士学位。在怀俄明大学法学院取得法学博士学位，在佛罗里达大学。他会讲英语，广东话，国语，越南语。

## 行业概况

**公司：** Rimon Law

**所属行业：** 法律服务

**产品 / 服务：** 为中国/中美跨境投资和交易提供法律服务和咨询

**感兴趣的领域：** 希望会见做跨境投资和交易的公司和投资者

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**Ileana Arias Tovar, Esq.**, graduated from Universidad Católica Andres Bello, Caracas, Venezuela. Masters in Law from Tulane University, New Orleans, Louisiana. Member of the Louisiana and New York States Bar Associations; member of the American Bar Association (member of its Advisory Panel), and active member of the American Immigration Lawyers Association (AILA). She is licensed to practice Immigration Law in all 50 states. Mrs. Arias Tovar has worked for international law firms such as Baker & Mc. Kenzie in Venezuela, Chaffe McCall in New Orleans and Fox Horan & Camerini in New York. She has more than 25 years of experience advising international clients. During the last 17 years, she has concentrated on immigration law, guiding US Corporations and foreign individuals through their relocation process.



Mrs. Arias Tovar has lectured on immigration subjects, has been legal counsel for several non-for-profit organizations and served on the Board of the State of Florida Commission. She actively volunteers within her specialty by offering information and support to the community through television programs, workshops and newspaper articles on immigration subjects.

#### SECTOR PROFILE

**Company:** Arias Tovar & Associates, PA.

**Industry Sector:** Legal & Professional Services

**Products/Services:** Legal Services for foreign investors interested in the U.S. market and EB-5 projects.

**Areas of Interest:** Law firm and agencies that provide legal services.

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伊莱亚娜·阿里亚斯·托瓦尔，从委内瑞拉加拉加斯市的天主教大学安德烈斯贝洛毕业，在路易斯安那州新奥尔良的杜兰大学取得法学硕士学位。路易斯安那州和纽约美国律师协会会员；美国律师协会（其顾问小组成员）的成员，以及美国移民律师协会（AILA）的活跃成员。她获准在 50 个州执业移民法。阿里亚斯·托瓦尔女士曾就职于国际律师事务所，如在委内瑞拉的贝克 & 麦肯齐，新奥尔良的沙菲麦考尔和的福克斯霍兰 & 卡莫瑞尼。她在指导国际客户方面拥有超过 25 年的经验。在过去的 17 年里，她一直专注于移民法，引导美国公司和个人职业搬迁。阿里亚斯·托瓦尔女士讲授移民有关的信息，一直为几个非以营利为目的组织的法律顾问，和为佛罗里达州委州送达董事会做事。她一直积极通过通过电视节目，研讨会和报纸上的文章在她的专业范围内对移民主题提供信息和支持社区志愿者。

#### 行业概况

**公司：**阿里亚斯·托瓦尔专业协会

**所属行业：**专业法律服务

**产品 / 服务：**对于有兴趣在美国市场发展、和 EB-5 项目的外国投资者提供法律服务。

**感兴趣领域：**提供法律服务的律师事务所和机构

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**网址：**[www.ariastovar.com](http://www.ariastovar.com);

**José Gregorio Tovar Del Corral** is the founder of Arias Tovar and Associates in Venezuela. He earned a Law Degree from the Universidad Católica “Andrés Bello” in Caracas, Venezuela, and a Masters in International Law, Trade and Finance from Tulane University in New Orleans, Louisiana.



Mr. Tovar has accumulated over 30 years of experience in different professional areas and business activities. He has worked within the international banking industry as Vice President and Manager of Personal Banking of the Banco Consolidado New York Branch. He has also worked for international law firms such as Cameron & Hornbostel in New York City and the Law Offices of Carolyn W. Davenport, and the Law Offices of Philip H. Teplen, New York firms, specialized in immigration law and related business law matters.

Mr. Tovar served for approximately seven years on the Board of Directors of the Venezuelan-American Chamber of Commerce of the United States and as President for two years. Currently, Mr. Tovar serves as General Counsel and Business Consultant for Arias Tovar. He is not admitted to the Florida State Bar Association. Mr. Tovar is widely recognized as an experienced business counsel who specializes in multinational corporations, international trade and finance.

#### SECTOR PROFILE

**Company:** Arias Tovar & Associates, PA.

**Industry Sector:** Legal & Professional Services

**Products/Services:** Legal Services for foreign investors interested in the U.S. market and EB-5 projects.

**Areas of Interest:** Law firms and agencies that provide legal services.

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何塞·格雷戈里奥·托瓦尔科拉尔是委内瑞拉的 Arias Tovar & Associates 公司的创始人。他从委内瑞拉的天主教大学安德烈斯贝洛获得法律学位，并在美国路易斯安那州新奥尔良市的杜兰大学国际法，贸易和金融获得硕士学位。

托瓦尔先生在不同的专业领域和商业活动积累了超过 30 年的经验。他曾在国际银行业中担任副总裁兼 Consolidado 银行纽约分行的个人银行部经理。他还曾为国际律师事务所，如在纽约市的卡梅隆 & 霍恩博斯特尔和卡罗琳·W·达文波特的律师事务所，和纽约的公司菲利普·H Teplen 的律师事务所，专门从事移民法及相关业务的法律事务。

托瓦尔先生约七年任职于美国商务部的委内瑞拉 - 美国商会董事局，并有两年担任总裁。目前，托瓦尔先生担任阿里亚斯托瓦尔公司的总顾问和业务顾问。他没有被佛罗里达州律师协会录用。托瓦尔先生被广泛认为是一个在跨国公司，国际贸易和金融方面经验丰富的业务顾问。

#### 行业概况

**公司：** Arias Tovar & Associates, PA.

**所属行业：** 法律服务

**产品 / 服务：** 对于对美国市场有兴趣和想做 EB-5 项目的外国投资者提供法律服务。

**感兴趣领域：** 提供法律服务的律师事务所和机构

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**网址：** [www.ariastovar.com](http://www.ariastovar.com) ; **微信 ID:** Jose G. Tovar

**Julia Yue Shen** is one of the original members at China Council FL, where she promotes Asian culture in South Florida and helps Chinese investors with a variety of investment opportunities in the U.S. Julia also has an extensive background in finance and investment where she works as a financial advisor at one of most reputable wealth management firm and investment banks in the world. Julia specializes in formulating asset allocation strategies, analyzing investment portfolios, and helping high net individuals and institutions navigate through the complexities of their global wealth. She also provides lending services for individuals and institutions to assist them during property purchase, business acquisitions, and etc. Prior to her current position, Julia gained valuable finance experience working with KPMG, Accenture, Sinopec, and Balentine both in the US and China.



**INDUSTRY SECTOR**  
**Not-for-Profit**

A native of Nanjing, China, Julia came to the United States at age 18 where she earned her joint Bachelor Degree in Applied Mathematics and Economics from Brown University in Providence, RI. She was a panelist at Brown University Commencement Forum in 2012 as an honorary representative of the Chinese student body at Brown University. In her spare time, Julia enjoys ballroom dancing in which she competes around North America. She is the title holder for the 2015 World Pro-Am Ballroom Dance Champion. Julia lives in West Palm Beach, FL. She carries the Series 7 (General Securities) and Series 66 (Uniform Investment Advisor) licenses

### SECTOR PROFILE

**Company:** China Council Florida, Inc.

**Industry Sector:** Not-for-Profit

**Products/Services:** Promoting South Florida to Chinese investors, bridging investment opportunities and bringing cultural awareness into local communities.

**Areas of Interest:** To promote South Florida to China and attract investors.

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**申越(朱莉娅)**为佛罗里达州中国贸促会的元老成员，在那里她促进了南佛罗里达的亚洲文化，帮助中国投资者找到在美国的各种各样的投资机会。朱莉娅有投资理财的深厚背景，她为世界上最知名的财富管理和投资银行之一的公司担任金融顾问。朱莉娅专做制定资产配置策略，分析投资组合，并帮助高净值个人和机构了解他们的全球财富的复杂性。她还为个人和机构提供贷款服务，协助他们购买物业，和做企业收购。在她担任现在的职务前，朱莉娅在美国和中国获得了宝贵的融资经验，为毕马威（KPMG），埃森哲，中石化和巴伦坦等企业效力。

中国南京土生土长的朱莉娅在 18 岁时来到美国，她在普罗维登斯的布朗大学获得了她的应用数学和经济学双学士学位。她在 2012 年作为中国学生在布朗大学的荣誉代表，成为布朗大学毕业典礼论坛小组的成员。在闲暇之余，朱莉娅喜欢参加北美的交谊舞比赛。她是 2015 年世界职业 - 业余标准舞冠军的卫冕冠军。朱莉娅住在佛罗里达州西棕榈滩。她拥有 7 系列（一般证券）和 66 系列（统一投资顾问）牌照。

### 行业概况

**公司：**佛罗里达州中国贸促会

**所属行业：**非赢利机构

**产品 / 服务：**向中国投资人宣传南佛罗里达州，提供投资机会，并将文化意识带进当地社区

**感兴趣的领域：**向中国投资人宣传南佛罗里达州

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**Franklin Aponte** is a member of Dream Team Investments LLC., a.k.a DTI and sales representative for Miami International Exchange LLC., a.k.a. MIEX. He was born and raised in Miami Dade County. He has been practicing Real estate investing for over a year and he specializes in procuring single family homes and condominiums in Miami, FL through the auctions for DTI's investors. He has partnered MIEX as a means of expanding for more opportunities and being part of a team. He also specializes in procuring properties in Miami-Dade County for DTI, while consulting with investors for their rehabbing needs on any or all of their properties if necessary. Mr. Aponte assists with sales of MIEX's products.



INDUSTRY SECTOR  
REAL ESTATE

#### SECTOR PROFILE

**Company:** Miami International Exchange / Dream Team Investments LLC.

**Industry Sector:** Real Estate Investment Company

**Products/Services:** Seeking Chinese investors and manufacturers that would bring their products to Miami, Florida, USA.

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**URL:** [www.miex.com](http://www.miex.com); **WeChat ID:**

富兰克林·阿庞特是梦之队投资有限公司 (DTI) 的一员, 并且是迈阿密国际交易有限公司 (MIEX) 的销售代表。他在迈阿密出生长大, 目前已经在房地产投资领域工作一余年, 擅长通过拍卖为 DTI 投资人购得迈阿密的单户住宅和公寓。为拓展更多机会, 他曾与 MIEX 合作, 并成为团队其中一员。他还专为 DTI 采购迈阿密的房产, 同时与投资者沟通是否需要重修任何房产。阿庞特先生还协助 MIEX 销售产品。

#### 行业概况

**公司:** 迈阿密国际交易有限公司 / 梦之队投资有限公司

**所属行业:** 房地产投资公司

**产品 / 服务:** 寻找能够将自己的产品带到美国迈阿密的投资人和制造商

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**网址:** [www.miex.com](http://www.miex.com)

**Harry Aponte** is a member of Dream Team Investments LLC., a.k.a DTI and sales representative for Miami International Exchange LLC., a.k.a. MIEX. He was born and raised in Miami Dade County. He has been practicing Real estate investing for over a year and he specializes in procuring single family homes and condominiums in Miami, FL through the auctions for DTI's investors. He has partnered MIEX as a means of expanding for more opportunities and being part of a team. He also specializes in procuring properties in Miami-Dade County for DTI, while consulting with investors for their rehabbing needs on any or all of their properties if necessary. Mr. Aponte assists with sales of MIEX's products.



INDUSTRY SECTOR  
REAL ESTATE

#### SECTOR PROFILE

**Company:** Dream Team Investments LLC.

**Industry Sector:** Real Estate Investments

**Products/Services:** DTI offer educated and experienced procurement services in the real estate field both residential and commercial. Also offer full rehabbing services.

**Areas of Interest:** Seeking manufacturing companies that mainly deal with real estate, construction goods, consumer electronics, etc.

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**URL:** [www.dtirealty.com](http://www.dtirealty.com); **WeChat ID:** Aponte87

哈里·阿庞特是梦之队投资有限公司 ( DTI ) 的一员, 并且是迈阿密国际交易有限公司 ( MIEX ) 的销售代表。他在迈阿密出生长大, 目前正在房地产投资领域工作一余年, 擅长通过拍卖为 DTI 投资人购得迈阿密的单户住宅和公寓。为拓展更多机会, 他曾与 MIEX 合作, 并成为团队其中一员。他还专为 DTI 采购迈阿密的房产, 同时与投资者沟通是否需要重修任何房产。阿庞特先生还协助 MIEX 销售产品。

#### 行业概况

**公司:** 迈阿密国际交易有限公司 / 梦之队投资有限公司

**所属行业:** 房地产投资公司

**产品 / 服务:** DTI 提供专业、经验丰富的住宅和商业房地产采购服务, 和地产重建服务。

**感兴趣的领域:** 寻找能够将自己的产品带到美国迈阿密的投资人和制造商

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**网址:** [www.dtirealty.com](http://www.dtirealty.com); **微信 ID:** Aponte87

**David S. Fonseca**, a Miami Beach, Florida native, has gained knowledge of the South Florida real-estate industry since 1998. Since then, he has adapted to changing times within the industry and joined Florida Home Sales & Investments, a family company that focused primarily in the areas of residential, commercial, and Pre-Construction sales. With a Bachelor's in Political Science, a minor in Chinese Studies, and a Certificate in International Hospitality from Florida International University, David has dedicated his years in real-estate to fully immerse himself in different cultures being that Miami is a melting pot for so many nationalities, particularly focusing in Chinese culture and language. He has a deep passion, admiration, and respect for Chinese culture, language, and history. Fonseca is fluent in Chinese, Spanish, and English which also allows him to engage customers whom not only come from Western countries, but also Asia and Latin America. Recently, David has made a leap in his career to join American Da Tang Group, which aims at providing a membership-based and comprehensive set of real-estate services to accommodate customers looking for a high-quality lifestyle and high-class needs.



### SECTOR PROFILE

**Company:** American Da Tang Group, Miami, Florida.

**Industry Sector:** Real Estate Development

**Products/Services:** Showcasing residential pre-construction and commercial properties in the Florida region, particularly in South Florida.

**Areas of Interest:** All agencies or companies that deal with buying or selling real estate in China or abroad

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**大卫·凡赛卡**，佛罗里达州迈阿密海滩人，1998年进入房地产行业。他顺应行业的变化，加入到佛罗里达州的一家销售和投资的家族公司，这家公司专注于住宅，商业，和待建建筑销售领域。在佛罗里达州国际大学毕业的大卫·凡赛卡，主修政治学，副修中文，并在佛罗里达国际大学取得了国际礼仪证书，他对中国小有研究。迈阿密是一个民族大熔炉，大卫一直致力于房地产行业，并充分沉浸在不同文化之中，他敬重、钦佩中国的文化、语言和历史。他能讲一口流利的中文，西班牙语和英语，他的语言能力帮助他拥有来自亚洲和拉丁美洲以及美国本地客户。

最近，大卫加入美国大唐集团。大唐集团是侧重在满足客户寻找高品质的生活方式和高级需求的全方位服务的房地产公司。大卫的职业生涯自此有了新的飞跃。

### 行业概况

**公司：**美国大唐集团，迈阿密，佛罗里达州。

**所属行业：**房地产开发部

**产品/服务：**佛罗里达地区住宅建设前期和商业建筑展示。

**感兴趣的领域：**在中国或国外买卖房地产的所有机构或公司

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**网址：**[www.americandatang.com](http://www.americandatang.com)；**微信 ID：**U2Rockstar

**Erika Correa** is Commercial Real Estate Broker with WestVest Associates, Inc. Ms. Erika is a member of the National Association of Realtors, the Miami Association of Realtors and the Realtors Commercial Alliance (RCA). She has been practicing Commercial Real Estate in Doral, FL for almost a decade, specializing in Industrial, retail, warehousing, mixed-use condos, shopping centers, land parcels, hotels, and investment properties.



INDUSTRY SECTOR  
REAL ESTATE

Over the years, Erika has become an integral part of the commercial sector in Doral, Florida. Through her extensive knowledge of industrial properties, Erika has also become the top tenant representative in all of South Florida. West Vest Associates, Inc. is one of the leaders and innovators of the most vibrant Industrial/Commercial real estate markets in the US. South Florida is the recognized cargo gateway of the Americas, with the number one airport for international freight, the second most important seaport on the east coast and the Miami River. For over 23 years West Vest Associates, Inc. has been dealing on a daily basis with the trade and cargo business that choose Miami-Dade and Broward counties for their industrial and commercial real estate needs.

If you are looking for property to diversify your investments we have an impressive record of identifying the best properties in South Florida. We are proud to put our market knowledge, our local relationships and our team of experts at your service. West Vest Associates, Inc. specializes and has expert knowledge in Industrial, Office, Retail, Land Development, Property management and Commercial Financing.

### SECTOR PROFILE

**Company:** WestVest Associates, Inc.

**Industry Sector:** Real Estate

**Products/Services:** One of the leaders and innovators of the most vibrant industrial / commercial real estate brokers in in South Florida.

**Areas of Interest:** Networking opportunities and connecting to Chinese real estate brokers and investors.

**Contact:** Tel: +1 786.306.9636 • Email: [erika@westvest.com](mailto:erika@westvest.com);

**URL:** [www.westvest.com](http://www.westvest.com); **WeChat ID:** ErikaCW

埃里卡·科雷亚是商业房地产经纪，为 West Vest Associates 公司的一员。埃里卡女士是美国全国房地产经纪协会房地产经纪人协会、迈阿密商业房地产经纪人联盟（RCA）的成员。她一直在佛罗里达州从事商业房地产近十年，专门从事工业，零售，仓储，混合使用的公寓，购物中心，地块，酒店和投资物业。多年来，埃里卡已经成为佛罗里达州多拉市商业部门的一个组成部分。通过她广泛的产业特性的知识，埃里卡也成为所有南佛罗里达州的前租户代表。West Vest Associates 公司是美国最具活力的工业/商业地产市场的领导者和创新者之一。南佛罗里达州是公认的美洲货运门户，拥有国际货运的头号机场，在东海岸和迈阿密河第二重要的海港。23 年来，West Vest Associates 公司一直在处理的贸易和货物的业务，满足选择迈阿密和布劳沃德郡的工业和商业房地产的需求。

如果你正在寻找房产来使您的投资多元化，我们确定拥有在南佛罗里达州的最佳性能的骄人战绩。我们很自豪地运用我们的市场知识，我们当地的关系和专家我们的团队为您服务。West Vest Associates 公司在工业，办公，零售，土地开发，物业管理和商业融资方面拥有专业知识和技巧。

### 行业概况

**公司：** WestVest Associates, Inc.公司

**所属行业：** 房产经纪

**产品 / 服务：** 在南佛罗里达州最具活力的工业/商业房地产经纪公司的领导者和创新者。

**感兴趣的领域：** 与中国的房产经纪和投资人建立良好的人脉关系

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**网址：** [www.westvest.com](http://www.westvest.com); **微信 ID：** ErikaCW

**Jeanie Kwan Gallegos** understands transitions after having crossed continents and cultures. She knows it's not easy to leave the place you have called home. Born and raised in Beijing, she remembers packing up all of her belongings in order to leave her homeland and move to Hong Kong in the 1970s. Although Jeanie had to speak a different language and acclimate herself to an entirely new system, Jeanie embraced the experience and learned to make smooth transitions.



INDUSTRY SECTOR  
REAL ESTATE

A few years later, Jeanie attended Jinan University, in Guangzhou, China. There she was awarded her bachelor's degree in Business Administration. Then she returned to Hong Kong and embarked on her business career with a major import/export company. In 1989 she left Hong Kong and moved to New York. She then left New York in order to challenge herself to speak English and pursue her MBA in Charleston, West Virginia. This transition proved to her that she possesses the wisdom and ability to adapt and succeed anywhere in the world. Ms. Gallegos took English language classes and earned her MBA at the same time. Promptly, she was ready to make one more move when she was recruited to a job in Miami with a leading computer company focused on a business bridge from Asia to Latin America. Jeanie has been working in south Florida Real Estate market since 2003, provides service for people relocate to South Florida and She also a columnist who writes Real Estate articles for local Chinese newspapers. As the president of Florida Beijing Association and Vice President of Federation of Florida Chinese Associations, Jeanie promotes Chinese Culture and helps the new comers settle into South Florida.

#### SECTOR PROFILE

**Company:** American Da Tang Group, Miami, Florida.

**Industry Sector:** Real Estate Development

**Products/Services:** Member-based concierge and personalized comprehensive relocation services.

**Areas of Interest:** Networking opportunities and connecting to Chinese buyers.

**Contact:** Tel: +1 305.321.1373 • Email: [valuerejkg@gmail.com](mailto:valuerejkg@gmail.com)

**URL:** [www.AskJeanieRealEstate.com](http://www.AskJeanieRealEstate.com); **WeChat ID:** Miami54321

关京妮，在上世纪 70 年代，北京出生和长大的京妮，离开了家乡，搬到香港。当京妮抵达后，香港的环境对她一切都那么陌生。京妮进入到一个新的环境。她努力使自己融入这个新的环境。

几年后，京妮考入广州的暨南大学，毕业后回到了香港，在一家贸易进出口公司开始了她的职业生涯。

1989 她离开香港，移居纽约。为了挑战自己的英语能力，搬到西弗吉尼亚州攻读 MBA。这次搬迁再次证明了她拥有能在世界任何地方适应和成功的智慧和能力。京妮在进修英语课程提高口语能力学习美国文化礼仪的同时获得了 MBA 学位。这时她准备好再次搬迁，她被迈阿密一家领先的计算机公司录用，这是一家以拉丁美洲商务为主的亚洲电子公司。京妮自 2003 年开始进入房地产行业，10 多年来帮助很多移居南佛州的客人置业安家，她的诚信可靠赢得广大客户的赞赏和信任。同时她也是本地的中文报纸的地产专栏作家，为读者提供房地产方面的信息。作为北京同乡会会长，和佛州中华同乡总会付会长，京妮致力于推广中国文化和帮助新朋友融入南佛州多元文化。

#### 行业概况

**公司：**美国大唐集团，迈阿密，佛罗里达州。

**所属行业：**房地产销售,中国城开发部

**产品 / 服务：**为客户提供买卖房地产相关的个性化一条龙服务。

**感兴趣的领域：**互联网销售，连接中国买家,房地产开发商。

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**Angie Ki, ND**, is an accomplished leader with proven quantitative, communication, and strategic planning skills interested in exploring opportunities and connecting dots around the globe with like-minded people. Angie's passion is in reorganizations and roll-ups, business start-ups, corporate governance, private equity, mezzanine and EB-5 financing as well as servicing arrangements and franchising.



INDUSTRY SECTOR  
REAL ESTATE/INVESTMENT

She plans and directs all aspects of American Da Tang Group's businesses, for example, developing policies, objectives, new business initiatives etc. Her responsibilities include assessment and development of new markets and services, analyzing business opportunities, underwriting business proposals and real estate projects. She also conducts financial feasibility studies and proposal development for new business opportunities.

Dr. Angie Ki has engaged in cross-border transactions and investments particularly relating to Asia Pacific (China/Hong Kong and Malaysia/Singapore) Regions, including letters of credit, bank guarantees, project financing, corporate reorganizations, equity and cooperative joint ventures, strategic alliances, manufacturing and development projects, import and export arrangements and foreign investments in real estate.

### SECTOR PROFILE

**Company:** American Da Tang Group, Miami, Florida.

**Industry Sector:** Real Estate Development & Sales.

**Products/Services:** Member-based concierge and personalized comprehensive relocation services.

**Areas of Interest:** Real Estate Developers, Hedge Fund Companies, EB-5 Investors and Medical Tourism Companies.

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**暨黄菁雲博士**，是一个成功的领导者，具有稳重及非常强的沟通和战略规划能力，善于发现机会和寻找联系周边志同道合的人。暨黄博士擅长企业的设立、重组、公司治理、私募股权 EB-5 投资以及服务咨询和特许经营。

她计划和指导美国大唐集团的所有业务，例如，制定政策，目标，新的商业计划等。她的职责包括评估和发展新的市场和服务，分析商业机会，承保业务建议和房地产项目。她还对新的商业机会进行财务可行性研究和提供开发建议。

暨黄博士从事跨境交易和投资，特别是亚太地区（中国/香港，马来西亚/新加坡）地区，包括信用证、银行担保、项目融资、企业重组、合资、合作、战略联盟、制造和开发项目，进出口贸易和外国投资房地产的安排。

### 行业概况

**公司：**美国大唐集团，迈阿密，佛罗里达州。

**所属行业：**房地产开发与销售。

**产品 / 服务：**为客户提供买卖房地产相关的个性化一条龙服务。

**感兴趣的领域：**房地产开发商，对冲基金公司，EB-5 投资者和医疗旅游公司。

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**网址：**[www.americandatang.com](http://www.americandatang.com)；**微信 ID：**angieki007

**Elliot Lee** began his career with some of South Florida's leading real estate brokerages. His vision and determination has quickly led him to build an impressive track record. As a truly self-made individual, Elliot excelled to gain the trust and respect of many peers and clients among his industry. Coming from a background with business management and international business, Elliot possess the unique trait of having proven experience in working with buyers, sellers, international investments, and even international projects. His determination has led him to become considered one of the millennial industry's leaders. He values honesty, integrity, trust, and a passion for in-depth knowledge of his real estate business.



INDUSTRY SECTOR  
REAL ESTATE

Mr. Lee is fluent in English and Chinese-Mandarin, and has lived in both the US and Asia in some of the world's most popular destinations including; Taiwan, Los Angeles, Shanghai, and Miami. Having lived in these very diverse geographic locations and cultures, Elliot has developed a strong ability to read and adapt to cultures from around the globe. Embedded in his personality, he is able to effectively pinpoint his client's wants and needs with his charisma & unrelenting work ethic.

### SECTOR PROFILE

**Company:** American Da Tang Group, Miami, Florida.

**Industry Sector:** Real Estate Development & Sales.

**Products/Services:** Member-based concierge and personalized comprehensive relocation services.

**Areas of Interest:** Real Estate developers, Hedge Fund companies, EB-5 investors and medical tourism Companies.

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李元泰的职业生涯始于他加入南佛罗里达州的领先的房地产经纪机构。他的职业眼光和决策能力，使他很快创下了令人印象深刻的记录。对他个人来说，他出色的表现获得了很多同行和客户的信任和尊重。李元泰拥有与买家，卖家，国际投资，甚至国际项目合作的背景与商业管理和国际业务的经验。他决心使自己成为公认的千禧年代同行业的领导者。他诚实，正直，为大家所信任，他深度具备对房地产业务的知识及对房地产业务的热情。

李先生精通英语和中文，并在美国和亚洲的一些世界上最受欢迎的地方生活过，包括台湾、洛杉矶、上海和迈阿密。在这些迥异不同的地理位置和文化当中生活，李元泰已练出强化自己的阅读能力，适应来自世界各地的文化。嵌在他的人格中，是他能够有效地洞察他的客户的需求与他的魅力和不懈工作的热情。

### 行业概况

**公司：**美国大唐集团，迈阿密，佛罗里达州。

**所属行业：**房地产开发与销售。

**产品 / 服务：**为客户提供买卖房地产相关的个性化一条龙服务。

**感兴趣的领域：**房地产开发商，对冲基金公司，EB-5 投资者和医疗旅游公司。

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**Svetlana (Lana) Karpova** has founded Miami Development Corporation Ltd. (Dragon Estate LLC) to open up Florida real estate market for Chinese investors, bring Chinese buyers to Miami real estate and share her passion for Chinese culture and language with her American colleagues. The company has offices in Hong Kong and Miami and is starting operations in Shanghai and Shenzhen. Lana was born in the Soviet Union, studied in USA, France and Singapore, lived in China, and traveled a world.



INDUSTRY SECTOR  
REAL ESTATE/INVESTMENT

She has a unique background of working for the state-owned enterprises, at executive positions at a major US Multinational Corporation and private sector and being a serial entrepreneur in Russia, China and USA. Her broad experience covers areas in logistics, finance, procurement, hospitality business, real estate investment and development, and internet marketing. Being a successful real estate investor and entrepreneur, Lana shares her knowledge with clients who want to settle, invest or open businesses in Florida.

Lana's life experiences of living in both hemispheres, in communist and capitalist countries help her bridge the cultural and communication gap between West and East and earn trust from her Chinese clients. Lana moved with her family to South Florida 5 years ago and since then considers this place a paradise. She has earned MBA degree from INSEAD that is recognized by Financial Times as the best business school in world ahead of Harvard and Warton.

### SECTOR PROFILE

**Company:** Dragon Estate

**Industry Sector:** Real Estate

**Products/Services:** Real Estate Broker.

**Areas of Interest:** Seeking to meet with real estate investors and brokers.

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斯韦特兰娜 (拉娜)·卡珀瓦创办了迈阿密发展股份有限公司 (龙地产 LLC)，为中国投资者开拓佛罗里达州的房地产市场，把中国买家带到迈阿密房地产市场并且分享她和她的美国同事对中国文化和语言的热情。该公司在香港和迈阿密设有办事处，并开始在上海和深圳运营。拉娜生于苏联，曾在美国，法国和新加坡学习，生活在中国，并走遍世界。

她有着独特背景：曾任职于国有企业，担任美国大型跨国公司和私营部门的行政职务，并且在俄罗斯，中国和美国三国创业。她的丰富经验涵盖了物流，财务，采购，酒店餐饮，房地产投资和开发，以及网络营销领域。作为一个成功的房地产投资者和企业家，拉娜乐于跟所有想要在美国佛罗里达州定居或者投资的客户分享她的知识。

拉娜在共产主义和资本主义国家的生活经历帮助她认识到东方和西方之间的文化和沟通差距，这为她赢得了中国客户的信任。5年前拉娜与她的家人搬到了南佛罗里达州，从那时起她就觉得这个地方是天堂。她持有欧洲工商管理学院颁发的 MBA 学位，这是一所金融时报公认的世界最好的商学院，超过了哈佛和沃顿的商学院。

### 行业概况

**公司名称：**龙地产

**所属行业：**房地产

**产品/服务：**房地产经纪

**感兴趣的领域：**会晤房地产投资者和经纪人

**联系方式：**电话：+1 786.241.3280 • 电子邮箱：[Lana@Dragonestate.com](mailto:Lana@Dragonestate.com)

**网址：**[www.jumiami.com](http://www.jumiami.com); **微信 ID：***karposve*

**Ariel Martinez** is part-owner of Dream Team Investments LLC a.k.a DTI, Miami International Exchange LLC., a.k.a. MIEX, and **Dream Team Construction LLC (DTC)**. He is a native of Argentina. He has been practicing Real Estate investing for over a year and he specializes in procuring properties for Miami, Florida through the auctions for overseas investors. He partnered MIEX with DTI and OTC as a means of expanding for more opportunities and being part of a team. He also specializes in procuring properties in Miami-Dade County for DTI, consulting with our investors for their rehabbing needs on any or all of their properties if necessary. MIEX's role consists of providing DTI and OTC with real estate construction goods in order to facilitate the rehabbing experience for investors at the same time establishing the company locally by selling nationally.



INDUSTRY SECTOR  
REAL ESTATE

#### SECTOR PROFILE

**Company:** Dream Team Investments LLC.

**Industry Sector:** Real Estate Investments

**Products/Services:** DTI offer educated and experienced procurement services in the real estate field both residential and commercial. Also offer full rehabbing services.

**Areas of Interest:** Seeking manufacturing companies that mainly deal with real estate, construction goods, consumer electronics, etc.

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阿里尔·马丁内斯是梦幻队投资有限公司的合伙人，简称 DTI，迈阿密国际交流 LLC，又名 MIEX 和梦幻队建设有限公司 ( DTC ) 投资者之一。他是阿根廷人。他已经投资房地产一年多了，他擅长通过拍卖为海外投资者采购迈阿密佛罗里达州的房产。他为扩大更多的机会和成为团队的一部分与 MIEX，DTL 和 OTC 展开合作。他还专长于为 DTI 在采购在迈阿密戴德郡的房产，征询投资者对他们的房产的改建和装修的需求。MIEX 的作用在于为 DTI 和 OTC 提供房地产建材，为投资者对房产的改建和装修过程提供便利，同时在当地建立公司并销售至全美。

#### 行业概况

**公司：**梦幻队投资有限公司

**所属行业：**房地产投资

**产品/服务：**DTI 提房地产领域经验丰富的采购服务，住宅和商业。还提供全面的咨询服务。

**感兴趣的领域：**寻求房地产，建筑产品，消费类电子产品等的制造类企业。

**联系方式：**电话：+1 305.499.9888 • **电子邮箱：** [dtiharrya@gmail.com](mailto:dtiharrya@gmail.com)

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**Chen Frank Peng** is a 25-year resident of Miami. He was born and grew up in Shanghai. He acquired a B.E. in Naval Architecture and Ocean Engineering at the Shanghai Jiao Tong University and Masters of Science in Applied Marine Physics as well as an MBA in Finance from the University of Miami. He founded Quantum Epoch LLC., in 2013 - advising and facilitating cross border investment for Asian investors. At the same time, as Vice President of Business Development of Cervera Real Estate he manages its Asian division. Cervera is the leading real estate service company in South Florida and has exclusively represented and sold 75% of all new condo developments in downtown, Brickell and Miami Beach since 1969.



INDUSTRY SECTOR  
REAL ESTATE

Prior to 2013, he served for a long time in the headquarters of the top 3 cruise groups (Carnival, Royal Caribbean Norwegian/Prestige/Genting). He served as Vice President of Corporate Planning and Strategic Planning of Prestige Cruises, which merged with Norwegian Cruises in 2014. During the tenure, he participated in all mergers & acquisitions in the industry and its post-merger re-organization, involved in decision making process for all major investments, including new ship projects and international market expansion, particularly the entrance to the Chinese cruise market.

### SECTOR PROFILE

**Company:** Quantum Epoch LLC. / Cervera Real Estate, Inc.

**Industry Sector:** Real Estate

**Products/Services:** Real Estate development and sales.

**Areas of Interest:** Networking opportunities and business development.

**Contact: Tel:** +1 305.975.0512 • **Email:** [Quantumever@gmail.com](mailto:Quantumever@gmail.com)

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**彭晨**，上海人，旅居美国迈阿密 25 年。上海交通大学船舶及海洋工程系本科毕业，迈阿密大学海洋物理/工商管理（金融）双硕士。2013 年创立了量子纪元（Quantum Epoch）公司，倡导并推进亚洲对外跨国投资。客户包括很多中国一流的精英公司。同期担任南佛罗里达房产服务行业的领军者赛威（Cervera）房产公司的业务开发副总裁，主导其亚洲业务。赛威自 1969 年以来独家代理、开发、并承销了迈阿密市区包括市中心下城商业区（Downtown）、金融区（Brickell）、南海滩（South Beach）在内的 75% 的公寓开发项目。

2013 年前，长期就职于世界上最大的三个游轮集团（嘉年华、皇家加勒比、挪威/威望/云顶）的总公司，从事营运及战略规划工作，曾经担任威望游轮集团（Prestige Cruise Holdings, 2014 年与挪威游轮公司合并）的全球营运规划副总裁、全球战略规划副总裁。在任期间，直接参与了国际游轮业所有大型企业兼并及整合、以及包括建造新船、资本市场运作和国际市场开发在内的大型投资决策工作，并直接参加了中国游轮市场的开发活动。

### 行业概况

**公司:** 量子纪元有限公司/ 赛威房产有限公司

**所属行业:** 商业咨询、房地产

**产品/服务:** 国际商业投资及营运咨询；房地产开发/销售/管理全方位一条龙高质服务（白金/黑卡级）

**感兴趣的领域:** 有意跨国投资/营运/经商的个人/机构/团体，以及提供相应配套服务的团队

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**网址:** [www.cervera.com](http://www.cervera.com); **微信 ID:** *ChenPeng33156*

**Rolando Aedo** is the Executive Vice President & Chief Marketing Officer for the Greater Miami Convention & Visitors Bureau. Rolando Aedo has been a senior staff member of the Greater Miami Convention & Visitors Bureau (GMCVB) since 1994. As Executive Vice President, Mr. Aedo works closely with the President and CEO on all operational aspects of the GMCVB including governmental relations and stakeholder engagement. His role as Chief Marketing Officer is focused on developing the overall marketing strategy for the organization and brand development to drive consumer and business demand for Greater Miami and the Beaches as a preferred destination for vacation, meetings, conventions and major events.



INDUSTRY SECTOR  
TOURISM

Mr. Aedo received his undergraduate degree from Florida International University and an MBA in International Business from the University of Miami. He is also a Certified Destination Management Executive. He was also recognized as one of the top 25 “extraordinary minds” in sales and marketing by the Hospitality Sales and Marketing Association International.

Mr. Aedo was born in Norfolk, Virginia but came to Miami at a very early age where he has spent most of his life and is professionally and civically active. He currently serves on the boards of the Florida Association Destination Marketing Organization (FADMO), Miami Dade County Taxi Advisory Group, City of Miami Civilian Investigative Panel, Miami Bayside Foundation and the Education Fund among others.

#### SECTOR PROFILE

**Company:** Greater Miami Convention & Visitors Bureau.

**Industry Sector:** Tourism / Hospitality / Leisure.

**Products/Services:** GMCVB is a sales and marketing organization - its mission is to attract, encourage and induce all persons and organizations to visit Greater Miami and its Beaches for conventions, business and pleasure.

**Areas of Interest:** Tourism, hospitality and leisure.

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**URL:** [www.MiamiandBeaches.com](http://www.MiamiandBeaches.com); **WeChat ID:** RolandoAedo

罗兰多·埃多是大迈阿密休闲旅游局的执行副总裁兼首席营销官。自 1994 年，罗兰多·埃多一直是迈阿密会议及旅游局 (GMCVB) 的一名高级工作人员。作为执行副总裁，埃多先生在 GMCVB 操作方面，包括政府关系和利益相关者参与的所有业务，与公司总裁和首席执行官紧密合作。他作为首席营销官的主要职责是开发的组织和品牌的发展，带动消费者和企业对大迈阿密需求，使海滩成为度假，会议和重大活动的首选目的地的整体营销策略。

埃多先生从佛罗里达国际大学获得学士学位在迈阿密大学获得国际商务 MBA 学位。他也是一个有证书的目的地管理执行。他也被国际酒店销售与营销协会认为是排名前 25 位“非凡的头脑”之一。埃多先生出生于弗吉尼亚州诺福克，但在很小的时候来到迈阿密，并在这里度过了他的绝大部分时间和职业发展。

他目前担任佛罗里达协会旅游目的地营销组织 (FADMO)、迈阿密戴德郡出租车咨询小组、迈阿密市的民间调查小组和迈阿密碧沙基金会教育基金的董事。

#### 行业概况

**公司：**大迈阿密休闲旅游局

**所属行业：**旅游/酒店/休闲

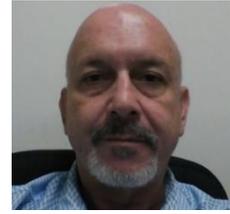
**产品 / 服务：**GMCVB 是销售和营销组织 - 它的使命是吸引，鼓励和促使所有人员和组织参观大迈阿密和海滩举办会议，商务和休闲。

**感兴趣的领域：**旅游、酒店和休闲

**联系方式：**电话：+1 305.539.3090•电子邮箱：[Rolando@GMCVB.com](mailto:Rolando@GMCVB.com)

**网址：**[www.MiamiandBeaches.com](http://www.MiamiandBeaches.com); **微信 ID：**RolandoAedo

**Rafael Hernandez** is an innovative and creative business leader with more than 25 years' experience and with a proven track record in managing business operations from conception to launch while driving brand growth and improving sales. Experienced manager recognized for building strong client and customer relationships while leveraging excellent negotiating skills to achieve brand success and contracts, primarily in the Retail and Hospitality industry through foreign investors in EB5 products as well as franchises.



INDUSTRY SECTOR  
TOURISM/HOSPITALITY

- Passionate business development specialist, skilled in impacting the visibility, profitability, and performance of the brand through orchestration of competitive market intelligence and resources.
- Track record of developing startup business within budget, on schedule and surpassing corporate goals. Adept at leading by example, marshaling resources and creating professional atmosphere to accomplish objectives. Natural communicator with strong motivational skills and the ability to support operational goals and meet business objectives.
- Exceptionally skilled professional with demonstrated excellence in building and driving new business success, strategic planning and sales.
- Champion at program/project development operations. Analytical, intuitive expert with proven record of reaching target customers and identifying emerging trends.
- Successfully managed businesses from the initial idea through all the subsequent stages.
- Administration of multi store sales, operations and new store development.
- Extended network connections.

#### SECTOR PROFILE

**Company:** Sunsol Hotels

**Industry Sector:** Hospitality

**Products/Services:** Tourism, hospitality and leisure.

**Areas of Interest:** Seeking law firms, financial consultants and brokers to represent our group, selling our products, E-B5 investors looking to obtain residency in the United States.

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拉斐尔·埃尔南德斯是一个有创新精神的商业领袖，有超过 25 年经验，并有记录从概念到发行的管理业务和运营的成功经验，同时驱使品牌的成长，提高销售成绩。埃尔南德斯先生是一名经验丰富的管理者。他在建立强大的客户关系，同时利用出色的谈判技巧来实现品牌的成功方面广受认可。

- 富有激情的企业发展专家，精于通过强大的市场情报和资源编排，影响能见度，盈利能力和品牌的表现
- 在预算范围内追踪记录刚起步的公司，按计划并超越企业目标的记录

善于以身作则，编组资源和创作一个专业的氛围来实现目标；善于沟通，具有较强的激励能力和支撑业务目标、满足业务目标的能力

- 在推动新业务的成功、战略策划和销售方面表现出色，并有专业素养
- 计划项目的开发运营方面的先锋；有敏锐直觉和分析能力的专家，有与目标客户达成协议并确定新趋势的记录证明
- 成功做到帮助企业从最初的想法实现到所有后续阶段
- 多加商店的销售、运营和新店发展的管理层人员
- 丰富的人脉。

#### 行业概况

**公司：**Sunsol 酒店

**所属行业：**服务行业

**产品 / 服务：**服务旅游行业

**感兴趣的领域：**寻找能够代表我们集团的律师事务所、财务顾问和代理人；销售我们的产品；想要在美国获得居留权的 E-B5 投资人

**联系方式：**电话：+1 754.245.5212 • 电子邮箱：[rafael.hernandez@mycavas.com](mailto:rafael.hernandez@mycavas.com); 微信 ID：*RafaelSunsol*

## MIAMI-DADE COUNTY AT-A-GLANCE

### 迈阿密戴德郡简介

#### 迈阿密戴德郡政府

迈阿密政府有着大约两万五千名员工并致力于为两百五十万多的人民提供最好的服务。为了能让市民更便利的享受市民服务，戴德郡政府在政府官网提供了“七天 24 小时”全天候帮助。该服务包括线上充值、地图搜索、报告问题以及提出意见。居民可以申请新的交通标志，安排固体垃圾收集，跟踪市政建设进程，甚至可以查询迈阿密国际机场航班到达和起飞时间。对于房产税或建筑物复检费可以使用信用卡进行支付，许多服务申请表格可以随时打印或下载。市民可以在周一至周五早七点到晚七点、以及周六早八点晚五点间拨打郡政府服务热线了解更多信息和服务需求。精通英语、西班牙语、克里奥尔语的专家会为您解答各种疑惑。市民服务热线中心每年处理约 200 万个电话。该中心提供 24 小时紧急事件服务，市民在台风或者飓风天可以拨打此电话寻求帮助。此外，居民也可直接访问三个 3-1-1 服务中心办理过境通行证，宠物证，童车停车证，纳税，等其他服务。

#### 市辖区

迈阿密戴德郡由 34 个市辖区组成：阿文图拉、保罗哈博，保罗哈博岛，比斯坎湾公园，科勒尔盖布尔斯，卡特勒湾，多拉，埃尔波特，佛罗里达城，金沙滩，海厄利亚，海厄利亚花园，家园，印度河，钥匙比斯坎，混合泳，迈阿密，迈阿密海滩，迈阿密花园，迈阿密湖，迈阿密海岸，迈阿密泉，北湾村，北迈阿密，北迈阿密海滩，奥帕洛卡，棕榈湾，派恩克雷斯特，南迈阿密，阳光岛海滩，冲浪道，斯威特沃特弗吉尼亚花园和西迈阿密。迈阿密市是全国最大的直辖市，其次是海厄利亚，迈阿密花园，迈阿密海滩，北迈阿密和科勒尔盖布尔斯。

#### 未合并市政服务区 (UMSA)

迈阿密戴德郡未合并地区不属于市政当局的管辖范围内。随着人口增长超过一百万人，如果未合并地区升级为城市将形成佛罗里达州最大的城市并且也是全国最大的城市之一。

#### 所在地

迈阿密戴德郡总面积为 2000 多平方英里。戴德郡位于佛罗里达半岛的东南端，三分之一的郡面积位于大沼泽地国家公园。迈阿密戴德郡东至位于大西洋的比斯坎湾，西至大沼泽地国家公园，南至佛罗里达群岛，北邻布劳沃德县。

# MIAMI-DADE COUNTY OFFICIALS



**Carlos A. Gimenez**  
Mayor



**Jean Monestime**  
District 2  
Chairman, Board of  
County Commissioners



**Esteban Bovo, Jr.**  
District 13  
Vice Chairman, Board of  
County Commissioners



**Barbara J. Jordan**  
District 1



**Audrey M. Edmonson**  
District 3



**Sally A. Heyman**  
District 4



**Bruno A. Barreiro**  
District 5



**Rebeca Sosa**  
District 6



**Xavier L. Suarez**  
District 7



**Daniella Levine Cava**  
District 8



**Dennis C. Moss**  
District 9



**Sen. Javier D. Souto**  
District 10



**Carlos C. Zapata**  
District 11



**José "Pepe" Díaz**  
District 12



**Harvey Ruvin**  
Clerk of Courts



**Pedro J. Garcia**  
Property Appraiser



**Abigail Price-Williams**  
County Attorney

迈阿密 - 戴德郡政府官员

迈阿密 - 戴德郡委员会

委员们制定政策·建立社区法律。委员们不分党派·是在单区选举中选出。迈阿密戴德郡分为 13 个区。居民只能从住在本区的候选人中选择。委员任期为 4 年，每两年选举一次。从 2012 年开始，委员的任期被限制为不得超过两届。

现任委员会由 Jean Monestime 担任主席，他的两年主席任期开始于 2015 年 1 月 1 日。

政府治理

迈阿密 - 戴德郡委员会是迈阿密戴德郡的郡级管理实体，被赋予广泛的区域性管理权利，制定郡内跨各城市的服务政策。郡政府负责为郡内所有居民提供重要的大都市级的公共服务和负责为未立市的地区的居民们提供城市级的公共服务。

执行市长

迈阿密 - 戴德郡执行市长拥有可否决委员会的行动项目的权力。2007 年 1 月，市长被赋予额外的权力去监督迈阿密 - 戴德郡政府的日常运作。市长最多只能服务两个 4 年任期。

其他官员