

## Deep Dredge Project: Gearing Up for Post-Panamax World



The expansion of the Panama Canal, scheduled to be completed by 2014, means America's trade with East Asia is expected to continue shifting from Pacific

to Atlantic ports. As the closest U.S. port to Panama, the Port of Miami is ideally positioned to take advantage of these changes. To do so, however, the port must be deepened to -50 feet, the required depth for fully-laden post-Panamax vessels. Congress has authorized the dredge project and the U.S. Army Corp of engineers will complete preliminary design and engineering next summer.

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## ITC to Host Inbound Trade Mission from Taiwan

ITC will host a 40 member inbound trade mission from Taiwan September 18th- 23rd, 2010. During an ITC Board of Directors meeting on June 10th, 2010, Miguel Tsao, Director General of the Taipei Economic and Cultural Office in Miami (TECO) announced that his government had decided to organize this important trade delegation to Miami-Dade County as a direct result of ITC's trade mission to Taipei, Taiwan in June 2009 led by ITC Chair, Commissioner Natacha Seijas. "This is one of the tangible outcomes of ITC's trip last year. ITC's trade mission to Taiwan laid a solid foundation for the current and future cooperation between Miami-Dade County and Taiwan," Mr. Tsao said.



*Miguel Tsao, Director General of Taipei Economic and Cultural Office in Miami (TECO)*



*David Y. Liu, Director of Taiwan Trade Center Miami (TAITRA)*

Mr. Tsao, together with Ken Hu, TECO Deputy Director General and David Liu, Director of the Taiwan Trade Center Miami (TAITRA) formally requested ITC's support for this trade mission comprised of Taiwanese private sector representatives. "We will bring companies interested in learning about the friendly business environment in the area and that could establish their own regional operations in Miami-Dade County. We kindly ask for the joint support and assistance of ITC to promote Miami-Dade as the Gateway for Taiwan to Latin America," Mr. Liu said. In 2009, total trade between South Florida and Taiwan was over \$500 million. Taiwan is ranked 5th for several of South Florida's principal imports such as refined petroleum, computer parts, landlines and cell phones.

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MESSAGE FROM

# Gerald Schwartz

Marketing and Internal Management  
Committee Member

I am pleased to be part of the Marketing and Internal Management Committee where my knowledge and experience can contribute to the overall advancement of ITC's outreach initiatives. This committee recommends revisions to the ITC bylaws, as well as all internal policies and procedures relating to the operation and management of the ITC Board. In addition, the committee recommends marketing programs, including the development of a speaker's bureau which I am honored to be heading. The new speaker's bureau will allow ITC Board members to represent ITC at local events such as trade related panel



discussions, conferences, workshops, seminars, executive briefings, and trade shows. The purpose of the speaker's bureau is to inform the community about ITC and its mission to strengthen Miami-Dade County's position as a Global Gateway by promoting international relations, facilitating international business opportunities, and advancing international cultural understanding. I am excited to be part of this new program that will allow board members to take a more hands on approach at facilitating international trade and motivating the community to become more involved in the County's international interests.

## ITC to Host Inbound Trade Mission from Taiwan

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Moreover, trade ties between Taiwan and countries in Latin America continue to grow making Miami-Dade the obvious bridge between both regions. While Miami-Dade is the Gateway to the Americas, Taiwan is quickly becoming the Gateway to mainland China and other Asian countries. Taiwan, one of the Four Tigers of Asia, has become a high-tech powerhouse and boasts the world's eighteenth largest economy. This mission will further serve to increase economic and cultural ties between Taiwan and Miami-Dade County that has also enjoyed a Sister Cities relationship with Taipei County since 1989. In addition, Miami-Dade County businesses will have an opportunity to meet with the private sector delegates for pre-screened business-to-business meetings. All meetings are free of charge and will provide local businesses with increased opportunities to trade with Taiwan. "ITC stands ready to receive this important delegation from Taiwan, as well as to work in partnership with TECO and TAITRA to make this mission a success for both Taiwan and Miami-Dade County," Commissioner Seijas said.

## ITC Board of Directors Meeting

At the June 10th, 2010 ITC Board meeting, ITC Chair, Commissioner Natacha Seijas presented Peter A. Quinter of Becker & Poliakoff with an award of recognition for his invaluable contributions towards the ITC Import Export Workshop series which he conducted on a pro-bono basis.



Board member Andrew Josh Markus reported on the activities of the Internal Management and Marketing Committee which includes the implementation of the ITC Speaker's Bureau headed by Gerald Schwartz. The Speaker's Bureau will be fully operational by October 1st, 2010.



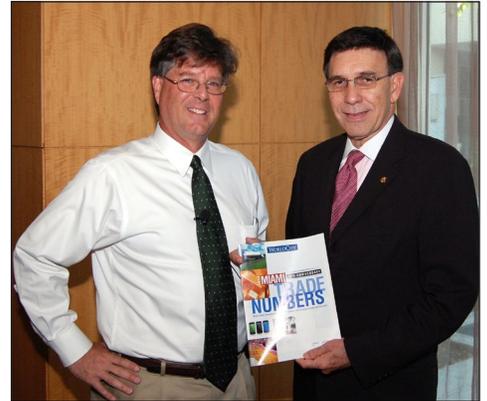
## ITC Board of Directors Welcomes New Member

The ITC Board of Directors welcomes newly appointed Board member Gerald Zadikoff, P.E. representing Miami-Dade County Commissioner Katy Sorenson (District 8). Mr. Zadikoff is a professional engineer and CEO of G.M. Selby, Inc.



# Miami Trade Numbers Celebrates its 10th Anniversary

ITC Executive Director, Tony Ojeda reported on the State of Trade as a featured panelist at the launch of the 10th annual *Miami Trade Numbers* publication during WorldCity's Trade Connections event on June 16th, 2010 at the Intercontinental Hotel Doral. ITC has been the principal sponsor of *Miami Trade Numbers* since its inception. In 2009, total trade for the Miami Customs district was \$79 billion and trade surplus was \$20 billion. 2009 was a difficult year for the import-export community; however, despite trade being off \$11 billion or 12%, South Florida fared far better than most other U.S. customs districts which suffered declines of up to 30%, with overall U.S. trade down nearly 23%. Consequently, after five consecutive years as the country's 13th top customs district, in 2009 Miami advanced to No. 11. 2009 trade data also revealed some unexpected results including the advancement of Switzerland to South Florida's No. 6 position, as well as



WorldCity President, Ken Roberts and ITC Executive Director, Tony Ojeda



Speaker panelists included Hans Toggweiler, CEO, DHL Global Forwarding, Tony Ojeda, ITC Executive Director, and George Calienes, General Manager for McQuay Int'l, Latin American Division

gold jumping to the No. 1 spot for imports. In 2010, the first four months of trade has already shown record breaking improvements from last year's dismal numbers with an increase of over 18%. South Florida's robust trade activity with Latin America is in part the reason why trade in Miami is bouncing back at a relatively quick pace. Although South Florida trade did much better than most customs districts in 2009, Miami continues to lose market share to other districts, particularly Houston which has long engaged in an aggressive trade promotion campaign largely focused on Latin America.

## ITC Welcomes Delegation from Belize

ITC Chair, Commissioner Natacha Seijas met with the Honorable Wilfred Peter Elrington, Minister of Foreign Affairs and Foreign Trade of Belize on Thursday, June 24th, 2010. Minister Elrington was accompanied by Belizean Ambassador Nestor Mendez, Beverly Burke, Director of Information & Promotion, Belize Trade and Investment Development Service (BELTRAIDE), and Janine Sylvestre, Honorary Consul of Belize in Florida. Minister Elrington and the Belizean delegation were in South Florida as part of the first official visit of the Prime Minister of Belize, the Honorable Dean Barrow. ITC Chair, Commissioner Seijas also hosted a meeting, coordinated by ITC,



L to R: Ivan Barrios, VP Trade Development, Enterprise Florida; Tony Ojeda, ITC Executive Director, Hon. Wilfred Peter Elrington, Minister of Foreign Affairs and Foreign Trade of Belize; ITC Chair, Commissioner Natacha Seijas; Belizean Ambassador Nestor Mendez, Eduardo Torres, Director, U.S. Export Assistance Center; Janine Sylvestre, Honorary Consul of Belize in Florida

with Minister Elrington and the members of this high-level delegation, with the key economic development agencies in Miami-Dade County. The purpose of this meeting was to explore opportunities for investment, trade, and tourism between Miami-Dade County and the nation of Belize.

# Miami-Dade Reinforces Economic Ties with Brazil



In collaboration with the American Chamber of Commerce Sao Paulo (AMCHAM) and the Brazilian-American Chamber of Commerce of Florida, ITC coordinated an inbound mission from Sao Paulo, Brazil from May 18th-19th, 2010. This mission came as a direct result of an invitation extended to the AMCHAM by ITC Chair, Commissioner Natacha Seijas during ITC's business development mission to Brazil in September 2009. The delegation, made up of mostly Brazilian attorneys, also visited New York and Houston to explore ways in which Brazil and the U.S. can expand and strengthen business relations. The mission was organized in conjunction with the "How to do Business in Brazil" series developed by AMCHAM Brazil to assist potential foreign investors. On May 19th, mission delegates participated in "Doing Business with Brazil" hosted by the Brazilian Consulate in Miami. The seminar included topics such as establishing a company, litigation, government contracts, environmental regulation, and other aspects of operating in Brazil. During the luncheon hosted by ITC and the Brazilian-American Chamber of Commerce, Commissioner Seijas officially welcomed the delegation to Miami-Dade County and also thanked the AMCHAM for accepting her invitation to bring a mission to Miami, particularly in light of the County's long standing Sister Cities relationship with Sao Paulo. Brazil is South Florida's #1 trading partner with total trade of over \$11 billion in 2009.



Above: ITC Executive Director Tony Ojeda briefs the delegation about Miami-Dade County's role as a Gateway to Latin America and the Caribbean, its superior infrastructure for international trade, and the services ITC provides incoming missions and local businesses

Below: ITC Chair invites mission participants to organize and bring other delegations to Miami-Dade in the near future so that what was accomplished during this mission will flourish and grow



## ITC Coordinates Inbound Mission from KwaZulu Natal South Africa



At the request of the South African Consulate in New York, ITC hosted an inbound mission from KwaZulu Natal, South Africa from May 21st-24th, 2010. The 15 member delegation was from the Conservation and Environment Portfolio Committee of the KwaZulu Natal provincial government in South Africa. The Committee was in the midst of a study tour in New York and Washington DC when they expressed a strong interest to incorporate a visit to Miami into their mission schedule. ITC staff quickly coordinated a robust agenda which included meetings with representatives from the Office of Sustainability, Parks & Recreation, Water & Sewer, Solid Waste, and Environmental Resource Management. In addition, ITC arranged for a tour of the Resources Recovery Waste & Energy Plant, as well as the South District Wastewater Treatment Plant. ITC Chair, Commissioner Natacha Seijas, also an outspoken advocate for clean air and water quality, met with the delegation and discussed Miami-Dade County's burgeoning relationship with South Africa as a result of ITC's outbound trade missions to their country in 2007 and 2009, as well as several reciprocal missions.



ITC Chair, Commissioner Natacha Seijas speaks with mission leader Mr. A. Singh Chairperson of the KwaZulu Natal Conservation & Environmental Affairs Portfolio Committee

Below: ITC Executive Director Tony Ojeda briefs the delegation about Miami-Dade County's position as an international trade center, and ITC's role in promoting the County as a Global Gateway



## CAMACOL's 31st Hemispheric Congress Offers New Trends in a Green and Global Marketplace



The Latin Chamber of Commerce of the United States (CAMACOL) held its 31st Hemispheric Congress Trade Show Event from May 26th-29th, 2010 at the Doral Golf Resort and Spa.

The Congress brought representatives from twenty-one countries in the hemisphere, as well as Spain to promote alliances and projects among business partners in the United States and nations in the region. This year's Congress themes included renewable energy, global warming, and the economic recovery. ITC Executive Director, Tony Ojeda, a guest speaker at the event, discussed the relationship between government and the private sector in a free trade marketplace.



# Import/Export Workshop Series Comes to a Close

ITC wrapped up its successful International Trade Import/Export Workshop Series on June 3rd, 2010 at the Miami Free Zone. The workshop series was organized in conjunction with Peter A. Quinter of Becker and Poliakoff Legal and Business Strategists who provided his services on a pro-bono basis. Due to high demand for the workshops, a fourth session was added to accommodate additional attendees. "Importing Food Products into the United States in Compliance with U.S. Customs and FDA Rules," was the last workshop in the series which brought the total number of participants to 150. Mr. Quinter conducted the workshops in association with Jennifer Diaz, a Senior attorney at Becker and Poliakoff, and together they offered participants compelling lectures that included robust audience dialogue, as well as real world examples. ITC will unveil its next workshop series in the fall based on participant feedback.



Above L to R: Arcelio Gerardo Miami Free Zone General Manager, Peter Quinter, Jennifer Diaz, and Desmond Alufohai ITC Senior Trade Development Specialist



Here is what some of the participants had to say:

**"I drove 4 hours just to get this information"**

**"Information provided was excellent, workshop was very informative and detailed"**

**"Excellent workshops, a learning experience hearing about real life customs cases and legal handling"**

## Inbound Mission from Haiti



As part of the Association of Bi-National Chambers of Commerce (ABiCC) World Business month, ITC participated in a roundtable and gala dinner hosted by The Haitian-American Center for Economic and Public Affairs (HACEPA) on May 27th, 2010 at the Doubletree Biscayne Bay Hotel. Dr. Reginald Boulos, President of the Haiti Chamber of Commerce and Industry was the keynote speaker and spoke about business and investment opportunities in post earthquake Haiti.



ITC Senior Trade Development Specialist Desmond Alufohai (right) with Dr. Reginald Boulos (center), and President of HACEPA Jean-Claude P. Cantave

## Peruvian Vice President Visits Miami



Miami-Dade County Commissioner Senator Javier D. Souto hosted a reception in honor of the Vice-President of Peru, Admiral Luis A. Giampietri on June 29th, 2010 at the Women's Park on Flagler Street. ITC also took part in the event that was organized in conjunction with the American Chamber of Commerce, the Peruvian American Coalition, and TUMI USA Award, Inc.



Commissioner Javier D. Souto (beige jacket) with Vice-President of Peru Admiral Luis A. Giampietri (center), Consul General of Peru (left), and Sergio Massa of TUMI USA Award (right)

# Consular News



## Consul General of France



ITC Executive Director Tony Ojeda and members of ITC staff met with the Honorable Gaël de Maisonneuve, Consul General of France on May 26th, 2010 to discuss ways in which ITC can collaborate with the French Consulate on future projects.



L to R: ITC Trade Development Specialist Maria Dreyfus-Ulvert, Consul General Gaël de Maisonneuve, ITC Executive Director Tony Ojeda, and ITC Trade Development Specialist Adam Peters

## ProChile



On June 27th, 2010 ITC Executive Director met with Felix de Vicente the new Director of ProChile, the Trade Commission of Chile. Mr. de Vicente discussed ProChile's plans to expand the agency's scope by promoting and helping to bring international investments and tourism to Chile. In addition, the Director mentioned a possible visit to Miami by the new President of Chile.



L to R: ProChile Trade Commissioner Miami Maria Antonieta Jara, ProChile Director Felix de Vicente, ITC Executive Director Tony Ojeda, and ITC Trade Development Specialist Maria Dreyfus-Ulvert

# TRADE UPDATES

## Miami-Dade Trade

### Deep Dredge Project: Gearing Up for Post-Panamax World

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Miami-Dade County, along with the City of Miami, is working with South Florida's business community to secure \$75 million in federal funding to move forward with the project. This month Mayor Carlos Alvarez appointed a "Deep Dredge Leadership Team," comprised of civic and business leaders, to spearhead a communitywide effort to send a message to Washington that the *Deep Dredge* is essential for South Florida's future economic growth and development. The project will also have an enormous economic impact for the entire state of Florida. The *Deep Dredge* will enable the Port of Miami to double its cargo business over the next decade with the potential of creating more than 30,000 jobs statewide.

In addition to the *Deep Dredge*, other port-related infrastructure improvements include the Port of Miami Tunnel now under construction. The tunnel, expected to open in 2014, will improve port access by directly connecting the port with the interstate system. The *Deep Dredge* and Port Tunnel are two important infrastructure improvements which will secure and solidify Miami-Dade County's competitiveness as a Global Gateway.

### Miami International Airport

#### Air Berlin Launches New Non-Stop Flights From Berlin to Miami

As of November 1st, 2010, South Florida residents will be able to fly directly to the German capital from Miami International Airport (MIA) twice a week. The announcement of this new flight route is yet another indication of Miami's ever growing importance to the key cities in Europe.

#### Non-Stop Flights to Russian Capital

Transaero Airlines announced in April that it will commence scheduled passenger and cargo service between Moscow and Miami International Airport (MIA) on October 29th, 2010. The new service will operate twice weekly on Tuesdays and Fridays.

# Consular Corps Workshop South America

In conjunction with Baptist Health, ITC conducted its final Consular Corps Workshop for the fiscal year on June 17th, 2010 for the countries of South America at the Port of Miami. Walter Loy, Chair of the Sister Cities and Consular Corps Committee welcomed consular officials and trade representatives to the morning-long session comprised of panel and roundtable discussions intended to highlight the resources that are available in Miami-Dade to promote international trade. The workshop panel included representatives from Miami International Airport, the Port of Miami, U.S. Customs and Border Protection, Transportation Security Administration,



and the Adrienne Arsht Center. The panel members discussed their role in the community and the ways in which they can be of assistance to the consulates. The principal objective of the Consular Corps workshops is to collaborate more closely with the consulates and provide assistance with issues related to trade, international relations, and cultural exchange.

## EVENTS

### July 21st-24th

**14th Annual International African American Hotel Ownership & Investment Summit & Trade Show**  
 National Association of Black Hotel Owners, Operators and Developers  
 954-797-7102  
[horizons@gate.net](mailto:horizons@gate.net)

### July 23rd

**Inbound Mission: Ghana and Senegal**  
 U.S. Export Assistance Center/  
 The City of Doral/Florida District Export Council/ITC  
 Linda Santucci 305-526-7425 x 29  
[Linda.Santucci@trade.gov](mailto:Linda.Santucci@trade.gov)

### August 9th-14th

**Outbound Mission: Bogota & Cartagena, Colombia**  
 Enterprise Florida  
 Lorrie Belovich 305-808-3660  
[lbelovich@eflorida.com](mailto:lbelovich@eflorida.com)

### August 11th-13th

**FIME 2010**  
 FIME International Medical Exposition, Inc.  
 941-366-2554  
[www.fimeshow.com](http://www.fimeshow.com)

### October 26th-27th

**2010 Americas Food and Beverage Show**  
 World Trade Center Miami  
 305-871-7910  
[afb@worldtrade.org](mailto:afb@worldtrade.org)

## DID YOU KNOW...

**Miami International Airport has more scheduled non-stop cargo flights to Latin America and the Caribbean than Orlando, Houston, New Orleans, Atlanta, Tampa, and New York's Kennedy airports combined.**

Source: Miami International Airport

*To sign up for the ITC newsletter:*  
[www.miamidade.gov/itc/itc\\_registration\\_form.asp](http://www.miamidade.gov/itc/itc_registration_form.asp)



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