

Date: November 25, 2009

To: Honorable Chairman Dennis C. Moss
And Members Board of County Commission

From: J.A. Ojeda, Jr. 
ITC Executive Director

Subject: ITC Facts

I am pleased to have the opportunity to provide this report clarifying the role and function of the Jay Malina International Trade Consortium (ITC).

ITC's Mission

The ITC Board of Directors adopted the following mission statement for the agency in the 2008-2009 fiscal year: **to promote Miami-Dade County as a Global Gateway by enhancing international relations, cultural understanding, and trade.**

Background

The Board of County Commissioners created the ITC by ordinance in November, 2002, and since that time it has amended the ordinance a number of times to reflect changes in its structure, functions, and membership.

The ITC Board consists of volunteer representatives appointed by the Mayor, the Chair of the County Commission, County Commissioners, the ITC Chair, the County Manager, and of members appointed by the key economic development agencies in Miami-Dade including: Latin American Chamber of Commerce (CAMACOL), the District Export Council of Florida, Enterprise Florida, Inc., the Florida Custom Brokers and Freight Forwarders Association, Florida International Bankers Association, Mayor's African Trade Task Force, Miami-Dade Chamber of Commerce, the Beacon Council, World Trade Center Miami, Greater Miami Convention and Visitors Bureau, Greater Miami Chamber of Commerce, and the Foundation for Democracy in Africa. The County Manager appoints representatives of Miami International Airport and the Port of Miami to serve on the board.

ITC is the **only** economic development organization in the County that can represent the County's interests, and that can officially speak for the County in meetings with foreign government officials and agencies both here and abroad. Further, ITC, unlike some other local economic development agencies, is not membership driven; but a public entity composed of citizen volunteers representing both the private and public sectors on its governing board.

Since the founding of the agency, its private sector board members serve on the board of directors to coordinate programs and activities and avoid duplication in the planning and execution of outbound missions. To that end, ITC has developed in conjunction with its partner agencies an international calendar of trade events available on ITC's website.

Consistent with the agency's strategic plan approved by the Board of Directors annually, the ITC's primary function is to promote Miami-Dade as a Global Gateway for trade and as an international trade platform. The agency does not engage in trade. It does not seek to produce contracts or generate sales and does not report such results. Rather it promotes Miami-Dade, its airport, seaport, and its superior infrastructure, cultural diversity, and unique geography with its proximity to South America, Central America, and the Caribbean as a logical center for triangular trade. ITC also acts as facilitator for private sector representatives participating in outbound

missions to meet with their counterparts. Enterprise Florida and other local economic development agencies do not report executed contracts or actual sales during their outbound missions or trade shows. In fact, most report expected sales only.

The agency's operating budget consists of revenues from the County's General Fund as well as revenues from the Port of Miami and the Greater Miami Convention and Visitors Bureau:

	MDC General Funds/ Carryover	Transfer from Port of Miami	Donation from GMCVB *	Total
FY06-07	1,199,000	295,000	100,000	\$1,594,000
FY07-08	1,156,000	295,000	100,000	\$1,551,000
FY08-09	1,202,000	295,000	100,000	\$1,597,000
FY09-10	813,000	295,000	100,000	\$1,208,000

* ITC's travel budget has consistently been under the GMCVB annual allocation to the agency.

The agency's travel allocation is a small fraction of its overall annual budget, as ITC-led missions are only one of a number of programs designed to promote Miami-Dade County as a Global Gateway:

	ITC Adopted Budget	Travel Allocation Budget	Travel % of total Budget	Actual Travel Expenses for ITC
FY06-07	1,594,000	80,000	5.02%	47,582
FY07-08	1,551,000	59,000	3.80%	51,431
FY08-09	1,597,000	64,000	4.01%	39,680
FY09-10	1,208,000	42,000	3.48%	0*

* ITC Board will vote on reimbursing ITC Budget for Africa mission expenditures

The branding of Miami-Dade County during ITC Business Development Missions abroad is a coordinated effort and in some cases includes the participation of other County officials and agencies:

	Commissioners/ Mayor's Office	Other County Agencies *	ITC Budget	Total
FY06-07	20,760	13,807	47,582	82,149
FY07-08	15,410	18,150	51,431	84,991
FY08-09	0	10,366	39,680	50,046
FY09-10	0	0	0 **	0
Totals:	\$36,170	\$42,323	\$138,693	\$217,186

* For travel of staff from Miami International Airport/ Port of Miami/ Cultural Affairs

** ITC Board will vote on reimbursing ITC Budget for Africa mission expenditures

ITC's Work Program—2007-2009

The ITC Board of Directors annually approves the agency's work program and recommends a budget allocation to the Mayor to support the following services and programs:

- Outbound Missions
- Inbound Missions
- Business Matchmaking Services
- Marketing and Outreach Services
- Sister Cities

Outbound Business Development Missions/Goodwill Missions:

The ITC process for the selection of missions consists of consultations with the appropriate ITC Board Trade Initiatives Ad Hoc Committee (4) and community stakeholders, including foreign consulates and trade offices, foreign embassies, and local economic development agencies. The appropriate Ad Hoc Committee then recommends a country or countries to the ITC Board of Directors which approves or modifies the final mission destination. Further, the selection process is consistent with the agency's Strategic Plan as well as its approved budget. For fiscal years 06-07 and 07-08, ITC conducted two outbound trade missions and one Sister Cities related mission respectively. In FY 08-09 and 09-10, ITC selected cities with whom the County had existing sister cities affiliations (Taipei, Taiwan; Sao Paulo, Brazil) or a city where ITC would sign a sister cities affiliation agreement (Dakar, Senegal) and combined the two missions into one. The Sister Cities Coordinating Council recommended the cities to be visited in any one fiscal year.

The purpose of the ITC Business Development Missions is to promote Miami-Dade County as a Global Gateway for trade, to increase cultural exchanges, and to provide private sector participants an opportunity to meet with their counterparts abroad through business to business matchmaking meetings.

Following selection of a country and determination of that country's principal interest for the mission, ITC invites representatives of Miami International Airport, the Port of Miami, and relevant economic development agencies to join the mission. In addition, ITC recruits small to medium sized businesses to join its missions from its database and from other databases available from local economic development agencies, including Enterprise Florida. Recruitment is open for individuals or organizations that register and pay for all related mission expenses.

Either the ITC Chair or another member of the County Commission leads the delegation and represents the government of Miami-Dade County.

It is common practice and consistent with international standards for missions to have an elected or high level government official to lead missions abroad. In fact mayors, governors, ministers of trade, or other foreign government officials routinely lead incoming delegations or missions visiting Miami-Dade County. For example, the Governor of the Province of Entre Rios, Argentina, accompanied by other elected and appointed officials from that province, recently led a delegation to Miami-Dade. Such delegations provide a degree of credibility and facilitate access to officials and other agencies in the host city that would otherwise be difficult to obtain if such a delegation would lack official representation.

ITC is the official public agency representing Miami-Dade County's interests abroad, and as such there is an expectation level on the part of foreign governments and agencies to have these missions led by an elected official from this community. These outbound missions also build important relationships that can further bilateral understandings, cultural exchanges and create an environment conducive to increased business opportunities. For example, during the recent ITC mission to South Africa, the U.S. Ambassador in Pretoria lauded the mission for its visit at a critical time in that country's current political and economic conditions. The presence of a County Commissioner in the mission signaled to South African authorities that Miami-Dade County's government was serious about its attempts to establish better economic and cultural relations with that country.

ITC's travel budget only covers the mission costs for participating ITC staff and the County Commissioner leading the mission. Other mission participants, including other county staff traveling, pay for their expenses out of their respective departmental budgets, and private sector mission participants pay for their own expenses. ITC staff plans, organizes, coordinates logistics, executes the mission, conducts branding presentations, and organizes the business to business matchmaking meetings in the countries visited.

ITC staff negotiates the lowest possible prices for airfare and lodging for an outbound mission. Airfare prices which are always below market rate are the result of either negotiations for group rates, or obtained with the assistance of the host country. Hotel accommodations are similarly negotiated at government rates or below, and are generally consistent with the County's as well as the U.S. government's travel per diem for hotels. In addition, the hotels selected are usually recommended by the U.S. Commercial Service for their safety and proximity to government and other offices to minimize local transportation costs, and because they provide adequate meeting facilities to accommodate presentations, meal events, and group events, which may include business to business matchmaking meetings. For example, in Taiwan the market rate for the Agora Garden Hotel was \$400 per night, but with the assistance of the Taiwanese Ministry of Foreign Affairs, ITC negotiated the per night rate to \$200.

Prior to departure, ITC staff works closely with the host government, the U.S. Commercial Service, appropriate U.S. embassy staff, as well as economic development organizations to develop a comprehensive agenda for the mission. ITC conducts site inspection visits to evaluate available facilities, plan transportation schedules, select and confirm sites and facilities as needed, discuss one-to-one business matchmaking schedules, determine budget estimates, and negotiate contracts with local service providers. These site inspection visits are necessary for countries where ITC is visiting for the first time.

ITC outbound missions to a given city typically consists of two full working days composed of governmental meetings, meetings with chambers of commerce and economic development agencies, as well as the ITC branding presentation usually delivered at the beginning of the mission.

The purpose of the branding workshop is to highlight Miami-Dade County's role as the "Gateway to the Americas" and platform for international trade to government officials, economic development agencies, the international trade community, and the media in the host cities. During the branding presentations, ITC provides an overview of Miami-Dade County, ITC's mission and function, highlights the uniqueness of Miami-Dade County with its superior infrastructure, multilingual workforce, and its geographic location as a transshipment point for products destined to and from Latin America and the Caribbean. In addition, ITC also analyzes trade figures between Miami-Dade and the country being visited and provides information on the

economic roles that Miami International Airport and Port of Miami play in promoting both passenger and cargo through Miami.

For example, during ITC's business development mission to Chile in September 2008, at a meeting with the Chilean National Chamber of Commerce, representatives of their logistics and exporters associations raised concerns about security issues at Miami that, in their opinion, were preventing them from successfully exporting their merchandise through Miami International Airport (MIA) and the Port of Miami. ITC, representatives of MIA and Port of Miami, and the Florida Customs Brokers & Forwarders Association addressed their concerns, explained U.S. security procedures, and assured them these regulations were U.S. requirements applicable to all ports of entry. This explanation clarified a serious misconception regarding exports to the Port of Miami. And, as a result of this meeting, representatives of the Chilean logistics and export associations visited Miami in October 2008 to further acquaint themselves with federal regulations.

ITC also arranges meetings for its private sector participants in cooperation with economic development organizations thus allowing an opportunity to meet in pre-arranged meetings with their counterparts in the host city. These meetings offer bilateral trade discussion, foster business relationships with local companies, and provide direct contacts for future business opportunities. Participants also receive business briefings and in-depth country briefings from the U.S. Commercial Service, the U.S. Ambassador or U.S. Consulate General, and meet with high level foreign government officials, chambers of commerce, and investment and trade promotion agencies.

ITC provides the business to business matchmaking meetings at no additional cost to mission participants. ITC does not guarantee that business will be completed or that orders will be taken, rather ITC's role is to act as a facilitator providing the private sector delegates an opportunity to meet with their counterparts in an official venue.

From 2007 to date, ITC has organized a total of 9 outbound missions to the following countries: (It was not until 2008 that ITC began officially tracking private sector matchmaking meetings)

FY 06-07

1. South Africa—April 15-26, 2007
2. Commonwealth of the Bahamas (Sister Cities)—June 27-30, 2007
3. India—September 30—October 7, 2007

FY 07-08

4. Tenerife, Canary Islands (Sister Cities)—January 19-24, 2008
5. Prague, Warsaw, and Istanbul—May 20-31, 2008 – private sector mission participants had 87 business to business matchmaking meetings.
6. Peru and Chile—September 21-27, 2008 (joint mission with Greater Miami Chamber of Commerce—business to business meetings not officially tracked)

FY 08-09

7. Osaka, Japan and Taipei, Taiwan—May 26-June 5, 2009 – private sector mission participants had 82 business to business matchmaking meetings.
8. Brazil—September 19-26, 2009 - private sector mission participants had 118 business to business matchmaking meetings.

FY 09-10

9. Senegal and Africa—October 16-27, 2009 – private sector mission participants had 110 business to business matchmaking meetings in Dakar, and 92 in South Africa

Enclosed in Attachment I are testimonials and feedback from past ITC missions.

Inbound Missions

Another important service the Agency provides is the Inbound Missions Program that receives missions and delegations from other countries. These missions come to Miami-Dade as a direct result of an invitation extended through the Outbound Missions Program (reciprocal), or missions/delegations that are coordinated by foreign consulates and trade offices, bi-national chambers of commerce, and local economic development organizations. These are either business development missions seeking new or expanded business opportunities or incoming missions organized by other local economic development agencies. These missions are usually headed by foreign government officials. For each of these missions, ITC provides briefings, coordinates meetings and facilities tours with Miami-Dade government officials as well as with other local economic development agencies, arranges business to business matchmaking meetings, or provides trade leads from ITC's database. ITC also provides financial support to sponsoring organizations for networking receptions and events, and in some cases, ITC provides protocol services for visiting delegations as requested.

As a result of the ITC Business Development Mission to Brazil, the Secretary for Development for the State of Minas Gerais brought a delegation to Miami-Dade and expressed the desire of his government to enter into an official memorandum of understanding with the County to increase cooperation, promote future investments, and increase tourism in light of his state's aggressive program for economic development.

Since 2007, ITC has supported a total of 39 inbound missions from other countries, including 5 reciprocal missions:

FY 07-08

1. Incoming delegation from South Africa headed by the Speaker of the Gauteng Provincial Legislature of Johannesburg, South Africa, July 15-21, 2008.
2. Incoming mission from South Africa organized by the South Africa Department of Trade & Industry, July 22-25, 2008. ITC arranged 56 business to business matchmaking meetings for the business delegates through the use of its database.
3. Incoming mission from the Czech Republic, August 15, 2008.

FY 08-09

4. Incoming mission from Poland, March 28-April 1, 2009 – ITC arranged 57 business to business matchmaking meetings for business delegates through the use of its database.

FY 09-10

5. Incoming delegation from Minas Gerais, Brazil, November 3-6, 2009 headed by Secretary for Development of the State of Minas Gerais.

During the same period, ITC hosted delegations/missions from: Malaysia; Haiti; Brazil; the People's Republic of China; Pakistan; Barcelona, Spain; Turkmenistan; Okinawa, Japan; Taipei County, Taiwan; Colombia; Provence, France; Tenerife, Canary Islands; Navarra, Spain; Dominican Republic; Turkey; Peru; Ecuador; Maldonado, Uruguay; Cordoba, Argentina; Italy; Nigeria; Honduras; Sierra Leone; Martinique; and Entre Rios, Argentina. For these missions/delegations, ITC provided a variety of services ranging from protocol, logistics, meetings with County and local economic development agencies, branding presentations, trade leads, business to business matchmaking services, financial support to organizing agencies for networking receptions, and coordination.

The Inbound Missions Program offers a one stop service for visiting delegations and serves to promote Miami-Dade as a Global Gateway by highlighting the County's transportation infrastructure, unique geographic position, platform for trade with the Americas, and financial stability. Through the use of ITC's database, local businesses that have registered with ITC have an opportunity to explore business expansion through participation in matchmaking meetings. The program also serves to promote goodwill by ensuring that visiting delegations receive a coordinated view of the community and its assets.

Enclosed in Attachment II are some testimonials and feedback from past incoming missions that ITC has facilitated.

Business to Business Matchmaking Services for Outbound and Inbound Missions

ITC provides as part of its work program business to business matchmaking services. Since 2008, the agency has closely tracked this service because of its direct impact on small and medium sized businesses that seek to know when outbound or inbound missions take place.

By refining the data available from the county's Occupational Tax roster, ITC built a database of small to medium sized businesses in the area that have expressed an interest in either exporting or importing. Working with other local agencies and available software, ITC now has the ability in a matter of seconds, to provide trade leads to foreign consulates or trade offices looking for product or to contact companies and invite them to participate in ITC outbound missions. The database is continually updated to keep it as relevant as possible. In addition, ITC works with its partner agencies in recruiting mission participants or in providing trade leads as may be required. For outbound missions, ITC generally relies on the database of the host city/country to organize the business matchmaking meetings since most foreign governments and economic development agencies keep similar data.

ITC has organized with its partner agencies in the cities/countries visited during its outbound Business Development Missions a total of **489** business to business matchmaking meetings and **155** such meetings for inbound missions.

Communications and Outreach

The Communications and Outreach program not only promotes, but also increases the agency's presence both locally and abroad by developing and strengthening working relationships with the private and public sector entities both locally and abroad.

ITC publishes The Global Trader newsletter six times per fiscal year. ITC staff write, edit, and produce the newsletter which reports on the agency's major activities, as well as relevant trade related stories and information in the international trade community. Since 2007, ITC has produced a total of **18** newsletters.

The agency also sponsors an annual Miami Trade Numbers magazine published by World City. The magazine highlights import / export statistics and trade trends for the Miami Customs District, and features merchandise commodity data on Miami's top 25 trading partners. It also includes trade volume numbers for Miami's top 100 trading countries. The publication provides at glance information on trade statistics and other relevant facts about our top 25 trade partners. It is extensively used as a data source for trade statistics. ITC and World City have published three editions of the magazine since 2007.

Another important outreach tool is the agency's in-house database which contains local Miami-Dade County businesses, professional associations, and trade offices. The database focuses on merchandise trade companies in Miami-Dade County that trade internationally and is available upon request to third-party organizations, incoming missions, and to area businesses.

The database plays a crucial role in linking local and foreign businesses and trade development offices from around the world, thus increasing opportunities for business development. The information provided can be tailored to fit the needs of businesses, trade offices, and consulates requesting information. ITC using its database has supplied **26,000** trade leads to these organizations.

In addition to the in-house database, the agency has recently partnered with Enterprise Florida, the State of Florida's economic development agency, to offer free of charge, the Florida Export Directory. This new outreach tool is a way for Florida exporters to gain international market exposure through a searchable, web-based directory.

In 2007, the agency developed the *Come Trade with Us* DVD—updated in 2009. The DVD is an important marketing tool featured in all branding presentations conducted during ITC-led missions, third party inbound missions, and visiting dignitaries. ITC also shows the DVD during meetings with other economic development agencies, trade offices, and as requested. The DVD is also available on ITC's website.

ITC has also developed and updates an interactive website which so far has attracted over **21,000** hits. The website is maintained in cooperation with the County's Government Information Center (GIC), and it includes links to many different resources such as the newsletter, annual trade statistical guide, the trade events calendar, the DVD, the End of Mission Reports, and links to other local, federal, and international trade development agencies.

In keeping with the agency's governing Ordinance, the agency has published three annual reports for fiscal years 06-07, 07-08, and 08-09. These reports highlight the agency's work program and achievements in every fiscal year.

In December of 2007, the agency commissioned Strategic Information Analysis, Inc. to conduct a report entitled the *Economic Impact of International Merchandise Trade in Miami-Dade County*. The report showed that in 2006, international trade activities in Miami-Dade supported an estimated 105,459 jobs, when direct, indirect and induced spending were considered. According to the report, international trade supported higher paying jobs, and that direct employment in trade paid an average of \$54,147 per year, which is 31.2 percent higher than average earnings for the Miami-Dade economy, up from a 25.9 percent differential in 2003.

The agency also commissioned Florida International University (FIU) to conduct a study entitled *International Trade Promotion among Major American Cities*. The study, which compared trade promotion entities in Atlanta, Baltimore, Houston, Miami, Philadelphia, and Seattle, concluded that Miami-Dade County possesses the best developed trade promotion authority as a single-focused entity, and that competition among U.S. cities will intensify. The study further pointed out that the agency's work is not only noble but indispensable to the international competitiveness of Miami-Dade County.

Sister Cities Program

ITC administers the Miami-Dade County Sister Cities program which promotes cultural and international understanding by developing programs that enhance citizen diplomacy, create international goodwill, and support Miami-Dade County's international trade agenda. The Sister Cities Program, which is currently administered by the ITC, has established Sister Cities' relationships with twenty-four cities in South America, Central America, the Caribbean, Asia, Europe, and most recently, Africa. Throughout these years, the program has developed

innovative projects, which have furthered international cooperation and understanding between Miami-Dade County and our respective Sister Cities. The program has helped to promote Miami-Dade's position as a Global Gateway.

Locally, the Sister Cities Program has partnered with other entities like the Miami-Dade Public School system and Miami-Dade College in promoting citizen diplomacy and international goodwill to young students through the three Youth Summits it has organized since 2007. The Youth Summit gathers over 100 students who consider, discuss, and participate in roundtable discussions guided by Miami-Dade College student-facilitators on the unique challenges and responsibilities citizens face when traveling or working abroad with an emphasis on citizen diplomacy and environmental sustainability.

Since 2007, ITC has also partnered with the Greater Miami Chamber of Commerce in hosting a Consular Corps reception. The reception brings together diplomats posted in Miami-Dade County for a discussion on international issues affecting the area.

The Sister Cities Program has also organized three Art Exhibits during this period. These exhibits were held each year at Miami-Dade College's Tower Theatre. The exhibits have featured artists from all over the world. A portion of the funds raised by the Art Exhibit have been used to provide scholarships to deserving Miami-Dade College students. Since 2007, The Sister Cities Program has awarded three scholarships to deserving students based on a combination of financial need and the spirit of community service as expressed in their respective applications and resumes.

ITC also organized the first ever Sister Cities Summit, which brought together representatives from other Sister Cities programs within Miami-Dade County. The morning-long session discussed ways in which our programs can work more closely with each other and how to partner for future events.

ITC and other Economic Development Agencies in Miami-Dade

ITC works closely with its private sector counterparts in Miami-Dade. Most of these organizations have a representative on ITC's Board of Directors to maximize coordination and whenever possible to avoid duplication and support each other in meeting individual program goals and objectives. In 1998, when the County began considering the creation of an international agency within the County organizational structure, the planners paid particular close attention in creating an agency that would not duplicate but would rather support the efforts of other local economic development agencies.

ITC is the only economic development entity in Miami-Dade County that can speak for and represent the County's interests both domestically and internationally. Unlike chambers of commerce and other similar organizations, ITC is not a membership driven organization but an

agency and instrumentality of the County government. The agency's mandate is to promote Miami-Dade County as a Global Gateway working through the County's main economic engines—Miami International Airport and the Port of Miami. It receives Miami-Dade County general fund, as well as funds from the Port of Miami and the Greater Miami Convention and Visitors Bureau to carry out its work program.

The Beacon Council is the County's official economic development partnership. And, according to its mandate, the agency is responsible for bringing new, job-generating investments to the community, while assisting existing businesses in their efforts to expand. The organization facilitates the creation of quality jobs for each and every resident of Miami-Dade County. The Beacon Council receives funding from the County's Occupational License Tax and from member dues. A representative from The Beacon Council sits on the ITC Board of Directors.

The Greater Miami Convention and Visitors Bureau (GMCVB) is a sales and marketing organization whose mission is to attract, encourage and induce all persons and organizations to visit Greater Miami and its Beaches for conventions, business and pleasure. The GMCVB markets and promotes all segments of the community as a preferred destination, and it supports and encourages actions and programs that enhance the desirability and attractiveness of Greater Miami and its Beaches for its visitors. The GMCVB receives funding from the Resort Tax and from member dues. A representative from the GMCVB sits on the ITC Board of Directors.

According to its website, The Greater Miami Chamber seeks solutions to the problems that vex businesses and creates solutions when answers cannot be found. It is dedicated to building the best environment for business in the Americas. To carry out this mission, the Chamber serves as the voice of business enterprise and involves the private sector in community leadership. The Greater Miami Chamber of Commerce is a membership driven organization and does not receive any County funds. It has a representative on the ITC Board of Directors. There are a number of other chambers of commerce including bi-national chambers representing other countries. ITC works closely with them in receiving incoming missions and in providing them with trade leads. The Miami-Dade Chamber of Commerce and the Latin American Chamber of Commerce (CAMACOL) also sit on the ITC Board of Directors.

Enterprise Florida Inc. (EFI) is a public-private partnership serving as Florida's primary organization devoted to statewide economic development. Its mission is to diversify Florida's economy and create better-paying jobs for its citizens by supporting, attracting and helping to create businesses in innovative, high-growth industries. EFI accomplishes this mission by focusing on a wide range of industry sectors, including clean energy, life sciences, information technology, aviation/aerospace, homeland security/defense, financial/professional services and manufacturing. In collaboration with a statewide network of regional and local economic development organizations, EFI helps to improve Florida's business climate, ensuring the state's global competitiveness. EFI receives funding from the State of Florida, and it has a seat on the ITC Board of Directors.

While these economic development organizations each has a distinct role to play in the domestic and international arena, ITC works directly with them through their representatives on the ITC Board and through daily contacts with their professional staffs to ensure coordination, avoid duplication of services, and to maximize efforts to secure Miami-Dade's premier role as an international trade and tourism destination.

Missions from other nations or U.S. cities, counties, or states to countries visited by ITC

U.S. cities, counties, states, and other nations are conducting missions abroad in an effort to promote their communities, increase business opportunities, and familiarize emerging markets of the potential available for increased bilateral relations. Below is a representative sample of these visits to countries ITC has led missions to since 2007:

CARIBBEAN:

- Bahamas: State of Rhode Island, People's Republic of China, Cuba
- Jamaica: Taiwan

SOUTH AMERICA:

- Chile: Minnesota (December 2009), Pennsylvania, California, Mississippi, and South Carolina (scheduled for 2010)
- Peru: Arkansas, Florida, Mississippi, Pennsylvania, Illinois, U.S. Department of Commerce (June 2009), San Jose, California Chamber of Commerce, and Colorado Hispanic Chamber of Commerce
- Brazil: Great Lakes (2007), Las Vegas (2007), Montana (2007), New Hampshire (2007 & 2009), Arkansas (2008), Georgia (2008), Pennsylvania (2008), New Orleans (2008), South Carolina (2008), Illinois (2009), City of Greenville (2009), City of Indianapolis (2009), Texas (2009), West Virginia (2009), and Minnesota (scheduled for December 2009).

EUROPE & THE MIDDLE EAST:

- Poland: South Carolina, Pennsylvania, and Tennessee.
- Turkey: China, Japan, South Korea, Russia, EU Countries, North Dakota, South Carolina, North Carolina, Georgia, West Virginia, Indiana, Northern Virginia, Houston (2008), and New England (scheduled for 2010)
- Czech Republic: Las Vegas.

AFRICA:

- Senegal: Prince George's County Maryland (2008), and Vermont (scheduled for 2010).
- South Africa: the State of Georgia (2009), Chicago (2009), California (2009), and North Dakota (2009); City of Dallas (2008), State of Alabama (2008), State of Ohio & Minnesota (2008)

ASIA:

- INDIA: Minnesota (2007), San Antonio (2008), Washington.
- TAIWAN: Atlanta (2008), Houston (2008) and Dallas (2009).
- JAPAN: Atlanta (2008)

Other missions from American cities abroad

ATLANTA 2009

- Atlanta City Councilman led a trade delegation to Abuja, Nigeria, July – August, 2009.

2008

- DeKalb County Commissioner led a trade mission to Port of Spain, City of Atlanta Sister City. Mission participants included private sector representatives and the DeKalb Office of Economic Development, February 2008.

2007-2008

- Mayor of Atlanta led delegations to several countries, including Atlanta's Sister Cities in the Middle East, Asia and Europe. In April of 2008, the Mayor traveled to Japan, Taiwan and Korea.

CINCINNATI

2007

- Mayor of Cincinnati led a trade mission to Dusseldorf and Munich, Germany, September 2007.

DALLAS

2009

- Mayor of Dallas led a trade mission to Taiwan, April 2009.
- Mayor of Dallas and Councilmember led a trade mission to South Korea and China, November 2009.

2008

- Mayor of Dallas led a trade mission to Mexico, January 2008.
- Mayor of Dallas led a trade mission to China, April 2008. The delegation included three other City Council members, as well as top Dallas/Fort Worth International Airport officials.

HOUSTON

2009

- Councilman travels on a business development mission to Milan, Italy, Rotterdam, the Netherlands, and Frankfurt and Hamburg, Germany, June 2009.
- Houston Councilwoman led a mission to Leipzig, Germany, Houston's Sister City, as part of a reciprocal visit, October 2009.
- Houston Councilman led a delegation to Beijing and Dongying, China to attend two major international conferences and promote Houston to government and business leaders, October 2009.

2008

- Houston Councilmember visited Nice, France, Houston's Sister City to promote bilateral ties, August 2008
- Mayor of Houston participated in the Offshore Northern Seas conference held in Stavanger, Norway August 2008.
- City of Houston organized a trade mission to China, September 2008.
- Mayor of Houston and State of Texas Senator led a business development mission to Beijing, Dongying, Shanghai and Suzhou, China, November 2008.
- The Mayor's Office of International Affairs & Development initiated or sponsored 12 major outbound trade delegations to Argentina, Canada, China, Korea, Qatar, Poland, Taiwan, Turkey, Ukraine & the United Arab Emirates.

2007

- Mayor of Houston led an economic development mission to Moscow, Russia, July 2007.
- Mayor of Houston led a business development mission to Amsterdam, Rotterdam, and The Hague, the Netherlands, July 2007.

INDIANAPOLIS

2009

- Deputy Mayor of Indianapolis represented the City of Indianapolis at the Investment and Trade Symposium in China June 2009.
- Mayor of Indianapolis led trade mission to Sao Paulo, Campinas and Rio de Janeiro, Brazil, July 2009.
- Mayor of Indianapolis led a trade mission to Cologne, Germany (an Indianapolis Sister City), and the UK, November 2009.

2008

- Mayor of Indianapolis led a trade mission to Japan and China in December 2008. Indianapolis signed a Sister Cities agreement with Hangzhou, China.

SAN ANTONIO

2009

- Mayor of San Antonio led a trade mission to Hong Kong, Shenzhen, Guangzhou, Shanghai and Xian, China. September 2009

2008

- Mayor of San Antonio led a trade mission to India to forge economic and cultural ties and work toward building a Sister City relationship with the City of Chennai February 2008.

TAMPA

2009

- Mayor of Tampa led trade mission to Canada, May – June, 2009.

In conclusion this report has summarized the role and function of the ITC and it has provided an accurate depiction of its activities and results since 2007. There is an important role for a public entity such as ours to function as a promotional institution to represent the County's interests both locally and abroad.

Attachments

Testimonials and feedback from past
ITC led missions

**Business Development Mission to
Senegal and South Africa**

October 2009

Hoffmann, Martha (ITC)

From: Alufohai, Desmond U. (ITC)
Sent: Friday, November 20, 2009 12:30 PM
To: Nares, Dimitrios (ITC)
Cc: Hoffmann, Martha (ITC); Bran, Ricardo (ITC)
Subject: FW: Letter to editor

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URL: www.miamidade.gov/itc

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From: JabariBrad@aol.com [mailto:JabariBrad@aol.com]
Sent: Friday, November 20, 2009 12:27 PM
To: Alufohai, Desmond U. (ITC); Ojeda, Tony (ITC)
Subject: Fwd: Letter to editor

From: JabariBrad
To: heralded@miamihearld.com
Sent: 11/20/2009 12:19:56 P.M. Eastern Standard Time
Subj: Letter to editor

Bradford E. Brown Ph.D.
11266 SW 166 Terrace
Miami, Florida 33157
Tel. 305 336 5104

Nov. 19, 2009

Dear Editor:

The recent articles in the Herald on Miami-Dade's international activities create an impression of sensationalism that does not match what I observed on the recent trip to Senegal. I joined that trip because I am involved with projects in Senegal and because the NAACP urged the county to add African cities to the list of 23 non African Sister Cities. The group (a joint mission with the State of Florida) did not stay in one of Dakar's luxury beach resorts but in the main downtown business hotel similar to staying in the Hyatt in downtown Miami. The days were filled with meetings with US

Embassy, and Senegalese officials and business persons thanks to the advance work of County staff. The schedule was so filled that several of the women were only able to get African dresses because our hosts arranged for a tailor to come to the hotel. The Chamber of Commerce, the Minister of Tourism, the Mayor of Dakar and the Director of the Port were among those met with. It is quite likely that there will be a delegation from the Tourism Ministry to Miami next year. It is very important to have government officials to open doors. I look forward to the Sister Cities effort being a catalyst for activities benefiting both areas. Interestingly enough, we had a rival in Orlando for that effort and Miami efforts can make it much more likely that visitors to Disney will stop here also. There are now direct flights from the US by Delta and South African Airways (the latter used to fly out of Miami, the closest point, but we lost that due to aggressive courting by other cities and we need to get it back). Miami is only an hour longer flight from Dakar than the one to Paris where Senegalese traditional go. All too often, Americans see Africa only in terms of poverty and strife but others, particularly the Chinese, are well aware of rising middle class consumers and are pursuing that business. The trip opened doors and the Sister Cities effort can help with follow through but the ultimate responsibility will rest with private citizens taking advantage of what has been initiated.

Sincerely,

Bradford E. Brown Ph.D.
First Vice President
Miami Dade NAACP

Desmond



END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **ITC/EFI Business Development Mission to:
Dakar, Cape Town & Johannesburg**

Event Dates: **October 16—27, 2009**

Participant's Name: GEORGE BATTLE JR. Title: PRESIDENT

Organization: ARC-RITE INC.

Type of Organization: ABOVE GROUND STORAGE TANK FABRICATION

Address: 341 Hwy 17 N (P.O. Box 1905 32178)

City: PALATKA State FL Zip: 32177

Telephone: 386-325-3523 Fax: 386-329-8479

E-Mail Address: GBATTLE@ARC-RITE.COM URL: _____

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: _____

1. Please state if your objectives for participating in this mission where met?
THERE WERE NO BUSINESS DEALS MADE, BUT THERE ARE A LOT OF POSSIBILITY

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended: _____

3. List the total number of business contacts and appointments during the mission [Please be exact]:
THERE WERE 15 BUSINESS CONTACTS

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any): THERE WERE NO CONTRACTS, THERE WERE 3 PROSPECTS.

RECEIVED 11

NOV 10 2009
I-11/19/09/76
EXEC. DIR. BFF 16

Business Development Mission to Brazil
September 2009



THE BEACON COUNCIL

September 29, 2009

Hon. Natacha Seijas
Miami-Dade County Commissioner, District 13
Chair, Jay Malina International Trade Consortium (ITC)
111 N.W. 1st Street, Suite 320
Miami, Florida 33128

Dear Commissioner Seijas,

I would like to thank you for having led the recent Miami-Dade County Business Development Mission to Brazil (September 19-26, 2009 /Sao Paulo and Belo Horizonte), organized by the Jay Malina International Trade Consortium (ITC).

The Branding Presentations on Miami-Dade County were very well attended and we made excellent contacts with both, government and business sectors. Your contributions and input were exemplary and that greatly reinforces your commitment to making Miami-Dade County an outstanding community for all of us. We hope you are as pleased as we are with the preliminary results from the mission: over 60 contacts, including 15 newly identified prospects, several of which may become active projects looking to start business operations in Miami-Dade in the near future.

Brazil is quickly moving up on our list of top target international markets. We will surely continue to develop and enhance our working relationship with both, government and private sector organizations.

Shortly we will be sending you a copy of our Mission Report as well as any related documentation.

Again, I thank you for your steadfast, continued support and dedication to our efforts.

With best regards, I remain,

Sincerely,

Frank R. Nero

FRN/ms

*Have a Mission in
Good Luck!*

cc: J.A. Ojeda, Jr., Executive Director, ITC
Alex Villoch, Chair, The Beacon Council
Jean-Michel Caffin, Chair- International Advisory Committee, The Beacon Council

Miami-Dade
County's
Official
Economic
Development
Partnership

80 Southwest
Eighth Street
Suite 2400
Miami,
Florida
33130
Telephone:
305.579.1333
Facsimile:
305.375.0470
www.beacon
council.com
E-mail:
frnero@beacon
council.com

Frank R. Nero
President & Chief
Executive Officer

RECEIVED ITC

OCT 02 2009

EXEC. DIR. OFFICE
10-02-09-02

Hoffmann, Martha (ITC)

To: Bran, Ricardo (ITC)
Subject: RE: End of Mission Report - Brazil

From: Gonzalez, Alex [mailto:agonzalez@wm.com]
Sent: Monday, November 23, 2009 3:33 PM
To: Bran, Ricardo (ITC); Ojeda, Tony (ITC)
Subject: RE: End of Mission Report - Brazil

Congratulations on another successful mission!

Mr. Ojeda, your staff is one of the most professional and energetic groups I've ever had the pleasure to work with.

Having participated on several ITC missions myself, and in prior years in missions conducted by The Institute of the Americas, with headquarters on the campus of the University of California, San Diego; I am fully aware of the focus and energy level required for these. Quite frankly I am always exhausted after each mission.

As you know, developing business contacts is no easy task, and particularly in international forums. It requires a tremendous amount of dedicated time to establishing contacts, setting up meetings, agreeing on a common agenda, logistical arrangements, searching for potential opportunities in foreign environments, etc. It's comparable to a courtship. Then comes the mission itself: the checking in at airports, the long travel hours, the long sleepless flights, and finally, upon arrival at the destination; one has to look ones best to begin the process of meeting with foreign counterparts.

I'm not sure why a local business wanting to begin or expand business overseas would not take advantage of the services of the ITC.

You may be aware that I spent almost 20 years as an expat, living in six different countries and developing business for a Fortune 200 Company throughout the globe. Unfortunately, I did not enjoy the benefits of an ITC.

I am proud to serve as a Board member of the ITC. I do not regret any of the time dedicated to the organization. In a way, one may say it's a manner of giving back to a community that gives all.

**Keep up the good work
Alex Gonzalez**

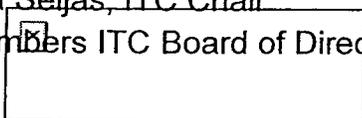
-----Original Message-----

From: Bran, Ricardo (ITC) [mailto:RBRAN@miamidade.gov]
Sent: Monday, November 23, 2009 12:00 PM
To: Bran, Ricardo (ITC)
Subject: End of Mission Report - Brazil



Date: November 23, 2009

To: Natacha Seijas, ITC Chair
And Members ITC Board of Directors



From: Ernesto Vila [ernesto@doubleace.net]
Sent: Thursday, October 15, 2009 11:20 AM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Ojeda, Tony (ITC); Hoffmann, Martha (ITC)
Subject: RE: Evaluation Business Development Mission to Brazil

Maria

Responding to your evaluation as follows:

1. Please state if your objectives for participating in this mission where met?

Yes, We where looking from an Agent and we are working with 3

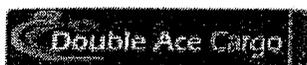
2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended:

3. List the total number of business contacts and appointments during the mission [Please be exact]:

During the Mission we had about 15 very useful meetings

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any):

We are currently working with a customer that visit us short after return from Brazil, we are receiving imports shipment from an agent we met in Sao Paulo and we registered with the Brazilian Consulate two agents that want to represent our business in Brazil



Ernesto Vila

President

ernesto@doubleace.net
 11027 NW 122 Street
 Medley, FL 33178 USA
 tel: 305-805-3555
 fax: 305-805-3593
 mobile: 786-797-8982
 Skype ID: ernestovila

Add me to your address book...
Always have my latest info

From: Dreyfus-Ulvert, Maria (ITC) [mailto:mdreyfu@miamidade.gov]
Sent: Tuesday, October 13, 2009 9:39 AM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Ojeda, Tony (ITC); Hoffmann, Martha (ITC)
Subject: Evaluation Business Development Mission to Brazil

Dear Mission Participant:

Hi. As a follow up to the Business Development Mission to Sao Paulo and Belo Horizonte (Sept. 19-26th, 2009), we would appreciate if you could send us your feedback by completing the attached

mission evaluation form which was included in your briefing package (see attached) or by sending us an email.

Kindly note please that the information you provide is public information and could be used for the End of Mission Report or for other reporting purposes.

Regards,

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Macaulay, Robert [rmacaulay@carltonfields.com]
Sent: Wednesday, October 14, 2009 4:51 PM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Ojeda, Tony (ITC); Hoffmann, Martha (ITC)
Subject: RE: Evaluation Business Development Mission to Brazil

Dear Maria,

I am writing to confirm that, as previously discussed with you, I was very pleased with last month's ITC mission to Brazil. It was a very productive and informative trip. Everything was well organized, and I made numerous valuable new contacts in Brazil in addition to exploring potential business opportunities with mission participants. While it is too early to calculate any tangible payoff from the trip, the intangibles were excellent, and I am confident that many of the seeds planted will ultimately yield fruit. In particular, I believe that the contacts made between certain of my Brazilian clients and mission participants, on both the business and governmental sides, could lead to important near term business.

Many thanks to you and the rest of the team for your excellent work in preparing and executing the mission.

All the best,

Bob

CARLTON FIELDS
ATTORNEYS AT LAW

Robert Macaulay
Attorney At Law

1000 International Place
 100 S.E. Second Street
 Miami, Florida 33131-2114
 Phone 305.530.0050
 Direct 305.530.4026
 Mobile 305.439.9051
 Fax 305.530.0055
rmacaulay@carltonfields.com
www.carltonfields.com
 /io
 /card

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From: Dreyfus-Ulvert, Maria (ITC) [mailto:mdreyfu@miamidade.gov]
Sent: Tuesday, October 13, 2009 9:39 AM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Ojeda, Tony (ITC); Hoffmann, Martha (ITC)
Subject: Evaluation Business Development Mission to Brazil

Dear Mission Participant:

Hi. As a follow up to the Business Development Mission to Sao Paulo and Belo Horizonte (Sept. 19-26th, 2009), we would appreciate if you could send us your feedback by completing the attached mission evaluation form which was included in your briefing package (see attached) or by sending us an email.

Kindly note please that the information you provide is public information and could be used for the End

of Mission Report or for other reporting purposes.

Regards,

Maria Dreyfus-Ulvert

Trade Development Specialist

The Jay Malina International Trade Consortium (ITC)

111 NW 1 Street, Ste. 2560

Miami, FL 33128

Tel. 305.375.3885

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From: Dreyfus-Ulvert, Maria (ITC)
Sent: Tuesday, October 13, 2009 5:03 PM
To: Hoffmann, Martha (ITC)
Subject: FW: TRIP TO BRAZIL

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Ojeda, Tony (ITC)
Sent: Friday, October 02, 2009 3:46 PM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: FW: TRIP TO BRAZIL

FYI

From: Marcos Matos [mailto:mmatos@advanced-inst.com]
Sent: Friday, October 02, 2009 3:28 PM
To: Dreyfus-Ulvert, Maria (ITC); ernesto@doubleace.net; rolgues@doubleace.net; ahpaly@coradinlaw.com; dnero@neroimmigration.com; searockmia@prodigy.net; sahivy@bellsouth.net; apineda@wsii.us; lazaroa@centrall.com; rmacaulay@carltonfields.com; excellbae@yahoo.com; msacasa@beaconcouncil.com; fnero@beaconcouncil.com
Cc: Ojeda, Tony (ITC)
Subject: TRIP TO BRAZIL

Dear friends and travelmates,

It was really nice spending such a great time during our trip to Sao Paulo and Belo Horizonte. I enjoyed and it was very productive for me and my company.

Thanks to Maria and all the team behind the scene that make this travel possible with so much and very well organized work and for the entertainment.
Thanks to the Commissioner Natasha Seijas and Tony Ojeda, Jr. for your effort and excellent job trying to bring more business to Miami.
Thanks to all of you guys. It was wonderful sharing with you last week.

Unfortunately I'm not able to go to Miami today. I wish you a great dinner tonight.

May GOD bless you all.

Marcos Matos
Advanced Instrumentations, Inc.

6800 NW 77th Ct.
Miami, FL 33166
Phone: 305-477-6331
Cel: 786-553-6231
Fax: 305-477-5351
Email: mmatos@advanced-inst.com
msn: marcos_matos@hotmail.com
Website: www.advanced-inst.com

From: Lisenby, Jeanie L. (ITC)
Sent: Tuesday, October 13, 2009 5:02 PM
To: Hoffmann, Martha (ITC)
Subject: FW: The Jay Malina International Trade Consortium (USA) 091009

See below positive feedback resulting from list supplied from Brazil mission.

Jeanie Lisenby

Marketing and Outreach Manager

The Jay Malina International Trade Consortium, (ITC)

111 NW 1st Street - Suite 2560

Miami, FL 33128

Office: 305-375-5290

Fax: 305-679-7895

Lisenby@miamidade.gov

www.miamidade.gov/itc

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From: Leonardo Borges [<mailto:leonardo@francosuissa.com.br>]
Sent: Friday, October 09, 2009 8:49 AM
To: Lisenby, Jeanie L. (ITC)
Cc: 'Sergio Srour'
Subject: The Jay Malina International Trade Consortium (USA) 091009

Dear Mrs. Lisenby,

How are you doing? I hope you're fine!

Thank you very much for your kind letter and information on the food distributors, within the Miami Dade County area. I'm positive it is just going to be very useful.

On the Americas Food & Beverage, I'd like to thank you very much for that as also, even though we're aware of that, and we will be present at the event (booth 442), and you are welcome to meet us there, and get to know our unique and outstanding products.

For now, I set myself to study the list you have send me, and will surely contact you for any doubt I may have, or further assistance I may need, as you can count on me for that as well.

Please, send my warm regards to Mr. Ojeda, who was very kind at our meeting here in São Paulo, and hopefully, we shall meet again at the show.

Hope to hear form you soon!

Our best regards,

Leonardo Borges

Export Manager

Aref Company LLC

A FRANCO SUISSA GROUP COMPANY

skype: lleonardo.borges

 Phone: BRAZIL +55 11 35891306
 Fax /Phone +55 11 55711103
 USA +1 516 874 4292
 Mobile +55 11 76911456

<http://www.arefcompany.com>
<http://www.franco-suissa.com.br>

De: Lisenby, Jeanie L. (ITC) [mailto:LISENBY@miamidade.gov]
Enviada em: quarta-feira, 7 de outubro de 2009 18:00
Para: leonardo@franco-suissa.com.br
Assunto: The Jay Malina International Trade Consortium (USA) 011009

Dear Mr. Borges,

Thank you for your recent inquiry regarding distributors for your Brazilian food products. Through our database, I have identified 85 contacts in the Miami-Dade County area that could be a potential match for your products. Attached is the contact information that you can use to contact each company directly.

You may also be interested to know every year Miami-Dade County hosts the Americas Food & Beverage Show. This year the show will take place in Miami Beach on November 9th-10th. For more information, please link to <http://www.americasfoodandbeverage.com/> The show would be a great place to showcase your products.

Please let me know if I can be of further assistance, and good luck with your business endeavors.

Best Regards,

Jeanie Lisenby
Marketing and Outreach Manager
 The Jay Malina International Trade Consortium, (ITC)
 111 NW 1st Street - Suite 2560
 Miami, FL 33128
 Office: 305-375-5290
 Fax: 305-679-7895
Lisenby@miamidade.gov
www.miamidade.gov/itc

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Dear Tony,

How do you do?

At first, I hope you remember me. I'm Leonardo Borges, and we have met by the beginning of last week, where I had the chance to watch your presentation on the **Miami Dade County**, as

well as for the **Jay Malina International Trade Consortium**, by which I'd like to congratulate you.

Also, I'd like to thank you very much for the attention dispended to me and my company needs.

For now, I would be glad if you could gently indicate us possible distributors to our products within the Miami area, as this is one of our greatest tasks so far.

However, it is very important to emphasize that I've met **Mr. Ernesto Vila**, from **Double Ace Cargo**, also present at the event, who mentioned to set up a formal business proposal to my company, as soon as he'd get back to the US, as his company has a nice potential to handle our products abroad the US.

By mid and late June this year, we've exposed our products at the All Things Organic fair in Chicago and at the Fancy Food Show, held in New York City, where we've introduce the public our brand new Açaí Jelly, with its unique, rich and exotic Brazilian flavor and our unique and outstanding Biquinho Pepper, with impressive flavor and low pungency, it fits quite perfectly for dressing salads or to be served as an appetizer (find pictures attached).

Also, we've presented the Passion Fruit Jelly and the Jungle Mix Tea, both of them, awarded at the IFE Miami 2008.

As a reminder for all of our export lines, you can check our online product catalogues at the following link:

<http://www.arefcompany.com/catalog.pdf>

Yet, it is important for you to know that our goods are available at our warehouse in Miami, and can be dispatched anywhere in the US, whether it is a small or a large quantity, where for that, we would simply need an e-mail from you regarding the products you could be interested in.

More information regarding to our products, can be found, visiting the websites of each one; please click on the links entitled with the names of our export lines.



If you have the chance, also visit our Company's website at:

www.francosuissa.com.br

www.arefcompany.com

For any doubt you may have regarding our products and/or our company, do not hesitate to contact us at anytime, as we would be glad to assist you providing any further information you may need from our side.

Hope to hear from you soon!

Our best regards,

From: Dreyfus-Ulvert, Maria (ITC)
Sent: Tuesday, October 20, 2009 5:15 PM
To: Hoffmann, Martha (ITC)
Subject: FW: Thank You

fyi

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Bernardo Silva [mailto:bernardo.silva@apexbrasil.com.br]
Sent: Tuesday, October 20, 2009 3:21 PM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Silvia Pierson
Subject: RES: Thank You

Dear Maria,

Thank you for your kind message. It is great to hear about the results achieved. This will most likely be the starting point for future collaborations!

Best regards,

Bernardo Silva
Gestor

Mercados Regionais
América do Norte
Tel: +55 61 34260202
Fax: +55 61 34260332
www.apexbrasil.com.br



De: Dreyfus-Ulvert, Maria (ITC) [mailto:mdreyfu@miamidade.gov]
Enviada em: sexta-feira, 16 de outubro de 2009 14:06
Para: Bernardo Silva
Cc: Silvia Pierson
Assunto: Thank You

Dear Bernardo:

Hi. I want to formally take this opportunity to thank you for your hospitality and cooperation during our recent visit to Brazil.

In particular, I want to thank you for participating in the branding presentation. We know this visit will help us strengthen the trade ties that exists between Miami-Dade and Brazil and that this visit has allowed us to establish direct contact with our partners like you. In fact, as an immediate result from this mission we expect to receive a delegation from the State of Minas Gerais next month.

Our delegates were very pleased with the results from the mission and you will soon receive a copy of the end of mission report. In the meantime, I'm attaching a picture from our trip.

Please do not hesitate to contact us if you need anything here.

Regards,

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Dreyfus-Ulvert, Maria (ITC)
Sent: Tuesday, October 13, 2009 9:04 AM
To: Hoffmann, Martha (ITC)
Cc: Ojeda, Tony (ITC); Alufohai, Desmond U. (ITC)
Subject: FW: Feedback on ITC Mission to Brazil

Martha,

Feedback from the trip to Brazil.

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Ahpaly Coradin [mailto:Ahpaly@CoradinLaw.com]
Sent: Monday, October 12, 2009 5:07 PM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: Feedback on ITC Mission to Brazil

Dear Maria,

I would like to congratulate you for a well organized, productive and enjoyable mission to São Paulo and Belo Horizonte last month. It was my first trade mission of this type, and I consider it to have been a success for my part.

Since returning from the trip less than three weeks ago, I have performed legal services worth \$4,500 arising directly from the trip. I have a pending request for a fee quote and have sent 5 proposals to companies that I met during the trip. Each proposal is for an average of \$10,000-\$20,000 in legal services. More importantly, each of these proposals is for advice to companies that are considering entering the US market in their respective sectors. All but one would likely enter through South Florida. These companies may either bring new jobs or help maintain current ones in the county. I have not completed my follow-up with all the companies that I met with. Therefore, there is potential still for further business to be generated.

One of the most pleasant surprises of the trip was the degree and volume of exposure to credible companies that I received. I was very well received, and in both São Paulo and Belo Horizonte there was insufficient time to meet with all of the businesses who wanted to meet with me. As a result, I am currently planning a follow-up trip to São Paulo and Belo Horizonte to continue meeting new leads and follow up with the ones that I already have.

Also, the fact that the mission was a public-private mission with public officials provided a degree of credibility, access and cooperation that I never would have achieved had I travelled on my own. I have real contacts with important organizations such as the FIESP, the American Chamber of Commerce and the FIEMG that I otherwise

might not have. These organizations can help me in future returns to Brazil.

There is no doubt in my mind that the ITC mission has not only benefitted my practice but will benefit Miami-Dade in terms of trade, goodwill and job creation.

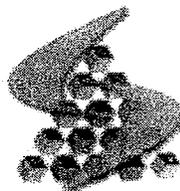
Sincerely,

1111 Brickell Avenue, Suite 1100
Miami, FL 33131

Ahpaly Coradin, Esq.
Coradin Law Group

5 Penn Plaza, 19th Floor
New York, NY 10001

US Tel and Fax: 888-678-5777
International Tel and Fax: +1-305-390-0590
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[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: ITC Miami-Dade County Business Development Mission to:
SAO PAULO AND BELO HORIZONTE, BRAZIL

Event Dates: SEPT 19TH - SEPT 26TH, 2009

Participant's Name: Adriana M. Pineda Title: Customer Relations Manager

Organization: Waste Services of Florida, Inc.

Type of Organization: Waste & Recycling Services

Address: 3840 NW 37th Court

City: Miami State: FL Zip: 33142

Telephone: 305-638-3800 Fax: 305-634-4272

E-Mail Address: apineda@wsfl.us URL: _____

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: Waste Service Provider

1. Please state if your objectives for participating in this mission were met?
Yes, I met with a lot of people that helped in the research of waste/recycling in Brazil.

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended: _____

3. List the total number of business contacts and appointments during the mission [Please be exact]:

9 meetings/business contacts

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any): Not exactly what we were looking to do. We went more for research than to really get into contracts with anyone.

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission: (if any) 0 NA

6. Please describe networking and business opportunities emanating from this mission (if any):

7. State how your participation in this event has impacted your business/organization:

It has given us a broader view on how much Brazil needs to develop their Waste Recycling Service. This gives us the opportunity to be able to help with the change.

8. What aspects of this mission were you satisfied with? Everything was great.

9. List the aspects of the mission that you were dissatisfied with?

N/A

10. Were you satisfied with the overall programs and activities during the trade mission?

Yes

11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator:

Very well coordinated.

12. Would you recommend our missions to other individuals/organizations?

Yes

13. What aspects of the mission should be changed in the future?

N/A

14. We appreciate your recommendation or suggestions:

Signature:

[Handwritten Signature]

Date:

10/15/09

This report is required for evaluating ITC mission and its effectiveness. The information you provide on this form is public information and will only be used for reporting purposes. Please be as accurate as possible in completing this form which is subject to audit and follow-up, as necessary.

From: Ojeda, Tony (ITC)
Sent: Wednesday, June 24, 2009 4:18 PM
To: 'Lazaro Amores'
Cc: Alufohai, Desmond U. (ITC); Dreyfus-Ulvert, Maria (ITC)
Subject: RE: ITC Mission to Brazil

Dear Lazaro:

Thank you so much for your kind words. We worked very hard to provide our delegates with the best opportunities to maximize their stay in Osaka and Taipei, and I very pleased to know that our efforts met with your objectives. We have enjoyed your participation in our business development missions and look forward to your continued involvement.

We will certainly accept your gracious offer to provide for a networking reception while in Sao Paolo. By copy of this memo, I am asking Maria Dreyfus-Ulvert to get in touch with you and work out the logistics. Similarly, we would be happy to have you arrange for media coverage while there. Maria will coordinate all the details with you.

On behalf of Commissioner Seijas and all of us at the ITC staff, I want to again thank you for your encouragement and continued support.

Best personal regards,

Tony Ojeda

From: Lazaro Amores [mailto:lazaroa@centrall.com]
Sent: Tuesday, June 23, 2009 12:38 PM
To: Ojeda, Tony (ITC)
Subject: ITC Mission to Brazil

Dear Tony

I hope you're doing well. Before anything else I would like to congratulate you on the success of another ITC mission. The accuracy, thoughtfulness and professionalism with which you and your staff put together these missions is un-paralled, making the whole experience seamless yet extremely productive. At least from my end.

Anyway, during this mission to Japan and Taiwan I asked Commissioner Seijas if she would be interested in maybe having a brief interview with the media in Sao Paolo as well as some media coverage when meeting with her counterparts and she told me to go thru you. If this is something that the Commissioner as well as your office would like to pursue please let me know so that I may begin the necessary legwork. If interested all I would need at the moment would be a preliminary schedule of dates and times and I would forward you the details.

Let me also put at the Commissioner's disposal as well as your staff's, our office in Sao Paolo. If there is anything that we can assist you with while putting this mission together please do not hesitate to let me know. Finally, if time and protocol permits, I would like to offer a dinner, reception (I'll leave it upto you) in honor of the Commissioner, delegates, and local officials while in Sao Paolo.

Thank you again and I hope to be hearing from you soon. *FELICIDADES E SUCESSO !!*

Lazaro Amores.,CDR
Vertical Source Pharma

Buying Mission to Japan and Taiwan

May 2009

From: Alufohai, Desmond U. (ITC)
Sent: Sunday, October 11, 2009 10:51 PM
To: Hoffmann, Martha (ITC)
Subject: RE: Public Records Request
Attachments: Appreciation from Lazaro.htm; Feedback from Onur.htm; Re Appreciation from Carmine.htm; Silvia's END OF MISSION EVALUATION.htm; Thank you from Bill Johnson.txt; Follow-Up Cartoon Candy South Africa - Beacon Council.htm; good morning - from Zandile.htm; Dr Rice - CPUT Partnership Conference.htm; Miguel Southwell.pdf; Bernadine Bush.pdf; Charita Allen - The Beacon Council.pdf; Mrs Rice END_OF_MISSION_REPORT.doc; Michele Rice.doc

COMMENTS & FEEDBACK: IN THEIR WORDS – JAPAN / TAIWAN MISSION 2009

“The mission opened up new opportunities that would have been difficult to accomplish on my own.”
 – **Operations Director, Lazaro Amores of Vertica Source Pharma, Miami, Florida**

“The ITC Buying Mission to Asia was a great experience and we definitely need to keep in touch.”
 – **President Onur Haytac of Benseron Technology, Inc., Naples, Florida**

“The ITC Miami-Dade Buying Trade Mission Guide and Briefing Booklet is top notch and very informative. I will recommend to the Ministry of Foreign Affairs, Taiwan that they adopt this as their standard format.”
 - **Director Enterprise Florida Taiwan & Pacific Rim, Wennie Chen**

“We are happy to receive our first official trade mission here at the U.S. Consulate in Osaka from Miami-Dade County. Your decision to visit Osaka was a great choice considering the many similarities between both communities.”
 – **Principal Commercial Officer, Bradley Alan Harker, U.S. Consulate Osaka-Kobe**

“We are pleased to welcome your delegation to Taipei and to provide customized business matchmaking meetings between Taiwanese local businesses and Miami-Dade County business participants and I am pleased that your delegation will take full advantage of Computex Taipei Exhibition Show now in its 29th year.”
 - **TAITRA's Executive Director, Simon Wang of the Market Development Department**

“Your mission to Taipei County is a milestone and has rekindled your Sister City relationship with Taipei County.”
 - **Governor of Taipei County, Honorable Hsi-wei Chou**

“The people of Taiwan eagerly await your visit and look forward to hosting your distinguished delegation.”
 - **Director General, Miguel Tsao of the Taipei Economic and Cultural Office in Miami**

“The Consulate of Japan in Miami supports Miami-Dade's first official mission to Osaka. This mission, no doubt, will serve to increase trade and foster closer ties between our nations. It is my hope that Florida and Japan will continue to enjoy greater economic prosperity.”
 - **Japanese Consul General, Honorable Hiroshi Yamaguchi of the Consulate of Japan in Miami.**

Desmond Alufohai, CMP
 Senior Trade Development Specialist

Business Development Mission to Peru and Chile

September 2008

Dreyfus-Ulvert, Maria (ITC)

From: Paul Wong [paul.wong@me.com]
Sent: Friday, October 10, 2008 9:22 PM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Marvin Ribero; Paul Wong
Subject: Re: quote

Hi Maria,

How is this...?

"As a hardware manufacturing company, Deltana set its sights to globalizing our company's distribution. The ITC was a key bridge to our expansion of our products into the South American market by offering us a clear path to some of the most important political and business contacts Peru and Chile had to offer. As a result, we are already reaping the benefits of new and significant sales in the territory."

OR

"Maria Dreyfus-Ulvert is best Trade Development Specialist in the history of Miami-Dade County and deserves a RAISE!"

Sincerely,
Paul Wong

Deltana Enterprises, Inc.
10820 NW 29 Street,
Miami, FL 33172 USA
phone: 305.592.8188
fax: 305.592.8842
www.deltana.net

On Friday, October 10, 2008, at 10:11AM, "Dreyfus-Ulvert, Maria (ITC)" <dreyfus@miamidade.gov> wrote:

>Dear Marvin and Paul,

>

>

>

>HI. I hope all is well with you. I'm in the process of writing our End
>of Mission Report and would like to know if

>

>You guys can provide us feedback on your meetings during the mission.

>Something that could be used as a

>

>Quote.

>

>

>

>Let me know.

>

>

>

From: Dreyfus-Ulvert, Maria (ITC)
Sent: Monday, October 12, 2009 11:58 AM
To: Hoffmann, Martha (ITC)
Cc: Alufohai, Desmond U. (ITC)
Subject: FW: quote

Feedback from the Mission to Peru and Chile

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Jacobson, Daniel [mailto:dan.jacobson@akerman.com]
Sent: Tuesday, October 14, 2008 6:24 PM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Liane Ventura; Juan Gonzalez
Subject: RE: quote

The joint mission with the County and the GMCC was a tremendous success. It is great to see how well the private and public sector can work together to create business opportunities for South Florida. The mission provided a great opportunity to network with the mission participants as well as meet the US Commercial Service and the local chamber business representatives. While the agenda of the mission was full, there was still time to meet with customers and prospective customers to develop and reaffirm business relationships and develop new business. I look forward to participating in future private-public sector missions.

Daniel Jacobson
Akerman Senterfitt
1 S.E. 3rd Avenue
Suite 2500
Miami, FL 33131
(305) 374-5600
(305) 982-5630 - dd
(305) 374-5095 - fax
dan.jacobson@akerman.com



www.akerman.com | Bio | V Card

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From: Dreyfus-Ulvert, Maria (ITC)
Sent: Monday, October 12, 2009 11:59 AM
To: Hoffmann, Martha (ITC)
Cc: Alufohai, Desmond U. (ITC)
Subject: FW: APACIT visit to Miami

More feedback from the Peru and Chile trip.

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Ojeda, Tony (ITC)
Sent: Wednesday, October 08, 2008 5:43 PM
To: 'Oses, Albert'
Cc: Dreyfus-Ulvert, Maria (ITC)
Subject: RE: APACIT visit to Miami

Hi Albert:

This is great news! I have just finished talking to Maria, and she will include this information as well as the results of your trip to Wash., D.C. in our End of Mission Report as actual achievements of the mission.

Regards,

Tony

From: Oses, Albert [mailto:aoses@ohl.com]
Sent: Wednesday, October 08, 2008 5:38 PM
To: Ojeda, Tony (ITC)
Subject: APACIT visit to Miami

Hi Tony

Below is the e-mail exchanges from Sr. Carlos Scarneo Sotomayor, Gerente General de A.P.A.C.I.T. which is the Association of Transportation and Logistic Companies from Peru will be in Miami the week of Oct 20th to meet with us and develop the framework alliance between both Associations with the purpose of reciprocating their gesture during our trip and drafting the work agenda to promote trade and create ease of doing business between Miami Dade County and Peru taking advantage of their economic boom and the recently approved Trade Agreement.

During this visit we will take Mr. Sotomayor to the Miami Free Zone for a tour and would like to ask if possible to bring him to the ITC offices since it was the ITC who made this alignment become a reality.

Let me know your thoughts

Rgds

Albert Oses
 Vice President
 Barthco, disvision of OHL
 1825 N.W. 87th Ave
 Miami FL 33172
 Tel: 305-716-6719 Fax: 305-471-1161
 Cell: 305-968-1487
 E-Mail: aoses@ohlogistics.com
www.barthco.com / www.ohl.com

From: jorge.romanc@terra.com.pe [mailto:jorge.romanc@terra.com.pe]
Sent: Tuesday, October 07, 2008 5:37 PM
To: Oses, Albert; bpimentel@fcbf.com; Roberto De la Tore - Enlace Aduanero S.A.C
Subject: Re: Saludos de Miami

Estimados Barbara y Albert:
 Tengo disponibilidad toda la manana del lunes o en todo caso podria ser toda la manana del martes.
 Puedo acomodar mi agenda a alguno de los dos dias.
 Por favor haganme saber cual dia seria mas conveniente para Uds.
 Cordiales saludos

From: "Oses, Albert" <aoses@ohl.com>
Date: Tue, 7 Oct 2008 16:26:03 -0500
To: <jorge.romanc@terra.com.pe>; <bpimentel@fcbf.com>; Roberto De la Tore - Enlace Aduanero S.A.C<rldatore@enlaceaduanero.com>
Subject: RE: Saludos de Miami
 Jorge, Roberto

Que bueno que estar por Miami, te estaremos esperando y quisiera saber to disponibilidad de tiempo para poder discutir los puntos de aliniamiento entre ambas organizaciones y empezar a trabajar con un plan de trabajo mutuo.

Estoy copiando a nuestra Vise Presidenta Ejecutiva- Barbara Pimentel la cual tambien estara presente en nuestra reunion.

Saludos, y espero noticias

Albert Oses
 Vice President
 Barthco, disvision of OHL
 1825 N.W. 87th Ave
 Miami FL 33172
 Tel: 305-716-6719 Fax: 305-471-1161
 Cell: 305-968-1487
 E-Mail: aoses@ohlogistics.com
www.barthco.com / www.ohl.com

From: jorge.romanc@terra.com.pe [mailto:jorge.romanc@terra.com.pe]
Sent: Tuesday, October 07, 2008 1:38 PM
To: Oses, Albert; Roberto
Subject: Re: Saludos de Miami

Estimado Albert:
 Muchas gracias por la informacion enviada la cual nos parece muy interesante.

Como te comento Roberto en su email, estamos listos para iniciar las conversaciones en referencia a las ideas trabajadas.

Asimismo te comento que estare los dias 20 y 21 de octubre en Miami. Es una buena oportunidad para juntarnos y elaborar un plan de accion. Por favor confirmame si tienes disponibilidad en tu agenda.

Cordiales saludos

Este mensaje ha sido verificado por el E-mail Protegido.
Antivirus actualizado en 30/09/2008 / Versión: 0.93.1/8359

Este mensaje ha sido verificado por el E-mail Protegido.
Antivirus actualizado en 07/10/2008 / Versión: 0.93.1/8387

From: Dreyfus-Ulvert, Maria (ITC)
Sent: Monday, October 12, 2009 11:55 AM
To: Hoffmann, Martha (ITC)
Cc: Alufohai, Desmond U. (ITC)
Subject: FW: A quick note of thanks

Martha, feedback from the Mission to Peru and Chile (Sept. 08)

Maria Dreyfus-Ulvert
Trade Development Specialist
 The Jay Malina International Trade Consortium (ITC)
 111 NW 1 Street, Ste. 2560
 Miami, FL 33128
 Tel. 305.375.3885

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From: Ojeda, Tony (ITC)
Sent: Tuesday, September 30, 2008 4:45 PM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: Fw: A quick note of thanks

Fyi and good job!
 Tony

From: Leslie, Marialaur A. (CUA)
To: Ojeda, Tony (ITC)
Cc: Spring, Michael (CUA); Margol, Deborah (CUA)
Sent: Sun Sep 28 15:52:03 2008
Subject: A quick note of thanks
 Mr. Ojeda:

Congratulations on a very successful trade mission to Lima, Peru and Santiago, Chile this past week. As it is the first time I join you and your Miami-Dade County team on a Jay Malina International Trade Consortium mission, I would like to express my deep gratitude to you for taking me under your wing and so graciously taking time from your busy schedule to "show me the ropes."

It was a pleasure working with you and your wonderful, hard-working staff. Please extend my appreciation to Desmond Alufohai, Ricardo Bran, Elizabeth Moss, and especially to Maria Dreyfus-Ulvert, who went above and beyond many times throughout the mission.

The meetings with arts officials in Peru and cultural leaders in Chile, set up by Ms. Dreyfus, were extremely positive and the possibilities for cultural exchanges with these countries is now stronger than ever thanks to the

cultural ties established through these contacts. I am working on my written mission report and will have that to you later this week.

Thank you once again for the opportunity to be a part of this ITC mission to promote Miami-Dade's cultural assets abroad, highlighting how our rich cultural life complements our strengths as a significant international trade center.

Sincerely,

Marialaura

Marialaura A. Leslie, Chief of Information and Outreach

Miami-Dade County Department of Cultural Affairs

111 N.W. First Street * Suite 625 * Miami, FL 33128

305-375-5042 Phone 305-375-3068 Fax

mleslie@miamidade.gov

www.miamidadearts.org

www.miamidade.gov

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Dreyfus-Ulvert, Maria (ITC)

From: Ojeda, Tony (ITC)
Sent: Monday, November 03, 2008 10:37 AM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: FW: visita a Municipalidad de Lima

From: LOLA FRANCO [mailto:lolaefranco@hotmail.com]
Sent: Friday, October 31, 2008 6:43 PM
To: Ojeda, Tony (ITC)
Subject: visita a Municipalidad de Lima

Muy apreciado "Tony" :

Tenemos el más grato recuerdo de su visita a Lima, y esperamos que su estadía, así como la de los miembros de la Delegación haya sido fructífera y placentera. Para los funcionarios de la Municipalidad fue un honor departir con ustedes y vislumbrar alguna alianza estratégica, tal como se hizo el hermanamiento de las ciudades Miami-Lima, para lo cual estamos siempre a sus gratas órdenes.

Un cordial saludo

Lola Franco Guardia
Gerente de Educación Cultura y Deportes

Invite your mail contacts to join your friends list with Windows Live Spaces. It's easy! [Try it!](#)

Business Development Mission to Prague, Warsaw, and Istanbul

May 2008

From: Dreyfus-Ulvert, Maria (ITC)
Sent: Monday, October 12, 2009 11:50 AM
To: Hoffmann, Martha (ITC)
Cc: Alufohai, Desmond U. (ITC)
Subject: FW: Thank you

Martha,

As requested. Feedback from the Mission to Prague, Warsaw and Istanbul.

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Lazaro Amores [mailto:lazaroa@centrall.com]
Sent: Friday, June 06, 2008 10:30 AM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: Thank you

Hello Maria

Just wanted to let you know what a wonderful job you did in putting this whole mission together. I have not had a chance to write to you before, just got caught up today, but I didn't want any more time to pass without telling you what a great time I had. Both personal & business. Till I see you again

Thanks !!

Lazaro Amores, CDR
Vertical Source Pharma
lazaroa@centrall.com

Dreyfus-Ulvert, Maria (ITC)

From: Nancy Martinez [nancy@nutriforce.com]
Sent: Friday, June 20, 2008 3:51 PM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: ITC European Trade Mission

Dear Maria,

Hope you're doing great and I just wanted to take a moment to thank you for helping make our trip to Eastern Europe so wonderful and eventful. Your organization proved to be not only fun to be with, but very helpful, provide much insight into the various areas in which we visited, and last but definitely not least, very professional in the measures taken to ensure that the private sectors' needs were met. Through this trade mission, we met several companies interested in both our Branded and private label capabilities in the dietary supplement sector. As a matter of fact, through meeting with the American embassy in Prague, we received immediate assistance with a financial matter issue we were having with a pre-existing client in this city. We were able to come to an amicable resolution all through learning how our embassy can help out in the countries we currently do business with.

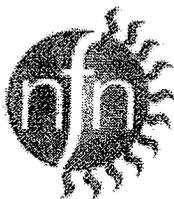
We also have had great success with several of the companies in the various countries we visited. In Istanbul alone, (3) three solid companies have taken immediate interest in doing significant business with Nutri-Force Nutrition. In Prague and Warsaw we are also having great success with opening the lines of communication in these countries. We actually have an opportunity with the Polish Army for distribution of an electrolyte replenishment product through one of the contacts we met at the AMCHAM reception. An opportunity needless to say, that I don't think we would have had it not been for going to the reception in Warsaw. Overall, we have to say that we are already seeing the fruits of our labor from this trip for which we are very happy.

Although there are some other opportunities that we are working on, this ITC Trade Mission was definitely timed perfectly for Nutri-Force Nutrition. We thank you Maria personally for being such a great point person. You and the ITC Team were always available and conscientious of what the private sectors' needs were and that was sincerely appreciated. Your whole ITC Team was wonderful, fun to work with and most importantly, very professional in helping establish the important business connections needed to help further Nutri-Force Nutrition's reach in these markets.

Hope to be able to go on the next trade mission, but even if I don't, the Eastern Europe Mission will always hold a special place in my heart!

Thanks again for a job well done and all of your assistance!

Best regards,



Nancy Martinez
Nutri-Force Nutrition
14620 NW 60th Avenue
Miami, FL 33014
Phone 1-800-455-3396 • (305) 468-1600
Fax (305) 629-9994
www.nutriforce.com

From: Dreyfus-Ulvert, Maria (ITC)
Sent: Monday, October 12, 2009 11:52 AM
To: Hoffmann, Martha (ITC)
Cc: Alufohai, Desmond U. (ITC)
Subject: FW: ITC European Mission Summary

Martha,

More feedback from the Trade Mission to Europe last year.

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Ste. 2560
Miami, FL 33128
Tel. 305.375.3885

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From: Ojeda, Tony (ITC)
Sent: Thursday, June 12, 2008 5:12 PM
To: Mangos, Chris (Aviation)
Cc: Dreyfus-Ulvert, Maria (ITC); Abreu, José (Aviation)
Subject: RE: ITC European Mission Summary

Hi Chris:

Thank you so much for your kind words. My staff and I worked very hard to coordinate this complicated mission, and we are very glad that all went according to schedule. We were pleased that MIA was so well represented, and we look forward to your personal participation in our future trade missions. It was a pleasure to have you on our team both professionally and personally. Your presentations were most professional and melded well with my own. We truly made a great team. Most importantly, I am convinced that we left no doubt in the minds of our friends in Prague, Warsaw, and Istanbul that Miami Dade County is truly an international community and the undisputed Gateway to the Americas.

Maria will use your very fine report as part of her End of Mission Report.

Best regards.

Tony Ojeda

From: Mangos, Chris (Aviation) [mailto:CMANGOS@miami-airport.com]
Sent: Thursday, June 12, 2008 2:56 PM
To: Ojeda, Tony (ITC); Dreyfus-Ulvert, Maria (ITC)
Cc: Southwell, Miguel (Aviation)
Subject: ITC European Mission Summary

Hello Tony and Maria:

As we settle back into our daily routines, I want to first say thanks for your planning and hard work that went into the ITC mission to Prague, Warsaw and Istanbul. I feel that while all was well orchestrated, the task of moving 14 people across European airports to three cities in three countries was something that the two of you carried out exceptionally well.

I also appreciate the emphasis given to MIA in the agenda, and for being given the opportunity to showcase MIA at each community briefing afforded in the three cities. Equally, I am grateful for the time and attention given to MIA's air service development efforts and how we were able to address the individuality of these airline meetings in each city as well.

Again, kudos and bravo to you both. All of this, plus you were pretty good travel mates as well!

For your final report(s) on the mission, I am providing below a synopsis of the three airline meetings conducted with CSA Czech Airlines, LOT Polish Airlines and THY Turkish Airlines during the mission. Please edit and compress as necessary.

CSA – Czech Airlines Meeting in Prague

CSA is a member of the SkyTeam Alliance and as such has not seriously considered MIA before, since its US alliance partner is Delta. However, the carrier is in fact interested in establishing charter flights to MIA as early as next March 2009, pending the September 2008 placement of Czech Republic under the US Visa Waiver Program. This would allow Czech citizens to travel to the US without having to go through the formalities of having to apply for, and receive an entry visa to formally enter the USA. CSA stated that Prague area tour operators are very interested in packaging vacation holidays to Miami and are committed to as many as 150 of 200 weekly seats that CSA would initially place at their disposal should there be true demand for the flight. This would equate to one weekly flight at commencement, with additional frequencies based on growth of package tour sales at the point of origin. CSA's long haul routes are served by Airbus A310, which are the largest aircraft in their fleet. The distance between PRA and MIA, as well as, operational limitations of the aircraft would limit sales to a maximum of 200 seats of the available 210-212 total seats. The airline has no new aircraft orders at this time. As such, the charters, while more limiting than establishment of scheduled service, would benefit MIA at least from the consideration that the Prague-Miami market is presently small and could use stimulation. Additionally, the airline does not have suitable aircraft to develop longer term strategies for any multiple frequency scheduled service to MIA. CSA will have to commit to new aircraft if it is to compete in the future. Privatization in the next year or so will produce the need for a long term strategy for CSA. With the proposed charters, we would in effect be buying time as we "build" the market. MIA will communicate with the airline as soon as the US government announces the official entry of the Czech Republic in the US Visa Waiver Program.

LOT – Polish Airlines Meeting in Warsaw

The meeting with LOT would mark the third year and fourth occasion in a series of meetings between MIA and the Polish carrier. The relationship is far more mature and established however, and as such was ready for introduction of Miami-Dade leadership to help reinforce the message that the airport and community are looking to see commitment for a Warsaw – Miami air route. All Miami-Dade government delegates from the ITC mission attended the LOT meeting. LOT has been subject to considerable turbulence within the organization within the

last two years, marked by efforts to privatize and to reorganize the company on numerous occasions. As such, long term strategies for the airline have not been concretely formed. The current VP of Network Planning stated that LOT was about to begin working on such a long haul strategy at this time. However, the airline is also the European launch customer for the new Boeing 787 aircraft, which is presently at least 18 months delayed from initial delivery dates. As of this writing, the new aircraft has yet to be test flown. As such, the aircraft still has to prove air worthiness, go into production, be certified by European civil aviation authorities and then be delivered to LOT. The VP stated that there is interest in MIA, and would like to see how a year-round service could eventually be contemplated, despite the anticipated seasonality of the proposed route. MIA will maintain periodic communication with LOT to see how the internal strategies are playing out, balanced with the progress of the B787 program which may become the prevailing issue preventing new air service from being established by LOT, and by many global carriers as well.

THY – Turkish Airlines Meeting in Istanbul

The meeting with THY was a first for MIA. The Turkish airline had served MIA with a non-stop from midpoint in 2000 to early 2002, when post 9/11 traffic plunges made the Istanbul – Miami route impossible to sustain. Much has changed in that time span since the suspension of service. THY has advanced as one of the leading carriers between Europe and the Middle East. Additionally, THY has joined the STAR Alliance and has United Airlines as a US airline partner. THY is about to expand to Washington Dulles airport, a United Airlines hub. THY said that after Washington, DC, another US city is being considered as part of their North American expansion. Thereafter, THY desires to revisit MIA service once again. The airline is concerned about seasonality of the Istanbul – Miami route, which causes high peak and valley load factors and does not permit a viable schedule of similar frequencies over the year-round period. THY is open however, to studying the seasonality of a future route and to adjusting frequencies depending on seasonal demand. MIA and THY agreed to wait until the first quarter of 2009 to see if there is any stabilization in fuel pricing at that point in time. If so, a feasibility study could be conducted that could use a stable fuel cost in the P&L analysis of the route forecast. If all proceeds smoothly, Istanbul - MIA service could realistically be achieved in the late 2010-2011 season.

Gracias y Saludos,

Chris



Chris Mangos
 Director - Marketing Division
 Miami-Dade Aviation Department
 Miami International Airport
 305.876.7862

**** IMPORTANT NOTICE ****

The Miami-Dade County Aviation Department is a public agency subject to Chapter 119 of the Florida Statutes concerning public records. E-mail messages are covered under such laws and thus subject to disclosure. All e-mail sent and received is captured by our server and kept as a public record.

**Goodwill Mission to Tenerife, Canary
Islands, Spain**

January 2008

From: Peters, Adam (ITC)
Sent: Friday, November 20, 2009 12:11 PM
To: Hoffmann, Martha (ITC)
Subject: FW: Tenerife

From: Martin, Pura (DIST6)
Sent: Monday, January 28, 2008 3:04 PM
To: Ojeda, Tony (ITC); Peters, Adam (ITC)
Subject: Tenerife

Gentlemen,

It was a pleasure working with both of you during the trade mission to Tenerife. Thank you for your professionalism and patience.

Saludos,

Purita Martin
District 6
Commissioner Rebeca Sosa
Tel. 305-267-6377 fax. 305-267-6366
1000 SW 57 Avenue, suite 201
Miami, FL 33158

Hoffmann, Martha (ITC)

To: Ojeda, Tony (ITC)
Subject: RE: ITC

From: Jorge P. Rovirosa [mailto:Jorge@Farovi.com]
Sent: Friday, November 20, 2009 12:42 PM
To: Ojeda, Tony (ITC)
Subject: ITC

Hi, Tony !

Hope you are doing well.

In reading the recent press articles on the ITC, I think I need to remind you that several years ago as a direct result of one of the trips we took with ITC to Tenerife, we were able to induce Fred Olsen Express to place one of their fast ferries into operation from the Port of Miami to Freeport, Bahamas. However since the government of the Bahamas refused to allow the service to be extended to Nassau, the service was stopped after 5 months. None the less this brought an economic benefit to the seaport and the community. Furthermore as a result of the relationship developed by us and the then Port Director Charles Towsley we were successful in bringing Fred Olsen Cruises to the Port of Miami for two consecutive winter seasons. This also created a positive financial benefit to the Port of Miami and the community.

Kindest regards,

Jorge P. Rovirosa

From: Peters, Adam (ITC)
Sent: Friday, November 20, 2009 1:34 PM
To: Hoffmann, Martha (ITC)
Subject: FW: Visit to Tenerife

Importance: High

From: Karen Blanchard [mailto:karen@webtenerife.com]
Sent: Tuesday, January 29, 2008 8:48 AM
To: Peters, Adam (ITC)
Subject: Visit to Tenerife
Importance: High

Dear Adam,

I hope you are well and you arrived home safely. It was a real pleasure working with you - you are very efficient and professional. I'm sure your boss must be very proud of you. I hope your father in law has recovered.

I just wanted to say how much I enjoyed being with you and the Miami Dade delegation last week - what wonderful people. I am now really looking forward to a delegation from Tenerife paying a reciprocal visit to Miami. I'm sure we will be able to get the flight going and many other exchanges between our two destinations.

Would you be able to send me any press clippings of your visit to Tenerife?

Please do not hesitate to contact me if you need anything.

I hope to hear from you soon.

Best regards,

Karen

P.S. I think you or Tony kept my Miami Dade pen, a gift from the Commissioner!



*Karen Blanchard
Prensa Internacional
Gabinete de Prensa
Excmo. Cabildo Insular de Tenerife*

*C/ Alcalde José Emilio García Gómez, nº9
38005, Santa Cruz de Tenerife.
Tfno. 922 23 75 26 Fax. 922 23 78 72
www.tenerife.es*

From: Peters, Adam (ITC)
Sent: Friday, November 20, 2009 12:13 PM
To: Hoffmann, Martha (ITC)
Subject: FW: NOTA DE PRENSA Y FOTOS: MIAMI DADE-VISITA BUENAVISTA

From: Gomez, Roddy (Mayor's Office)
Sent: Tuesday, January 29, 2008 11:29 AM
To: Peters, Adam (ITC)
Subject: RE: NOTA DE PRENSA Y FOTOS: MIAMI DADE-VISITA BUENAVISTA

Adam

We all have to thank you, You really went out of your way to make sure this mission was outstanding. Great Job.
Let me know when ever you have the pictures ready,
Adam once again thanks.

Roddy E. Gomez

Miami-Dade County
Office of the Mayor
111 N.W. 1st Street
Miami, Fl. 33128
Office 305-375-5589
Fax 305-375-3304
Cell. 786-295-1139

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From: Peters, Adam (ITC)
Sent: Tuesday, January 29, 2008 11:26 AM
To: Gomez, Roddy (Mayor's Office)
Subject: RE: NOTA DE PRENSA Y FOTOS: MIAMI DADE-VISITA BUENAVISTA

Roddy, many thanks for the article and the pictures, much appreciated. I hope you had a chance to get caught up on your rest over the weekend.

Thanks again for everything you did for us during the mission.

Best,
Adam

From: Gomez, Roddy (Mayor's Office)
Sent: Tuesday, January 29, 2008 11:20 AM
To: Peters, Adam (ITC)
Subject: FW: NOTA DE PRENSA Y FOTOS: MIAMI DADE-VISITA BUENAVISTA
Importance: High

Business Development Mission to India

September 2007



END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **Miami-Dade County Exploratory Mission to:
THE REPUBLIC OF INDIA**

Event Dates: **SEPTEMBER 30TH - OCTOBER 7TH, 2007**

Participant's Name: James Johnston Title: Manager

Organization: Beacon Council

Type of Organization: Public / private

Address: 80 SW 8th Street, Suite 2400

City: Miami State: FL Zip: 33133

Telephone: 305 579-1360 Fax: _____

E-Mail Address: jjohnston@beaconcouncil.com URL: _____

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: County EDO

1. Please state if your objectives for participating in this mission were met?
YES, Broaded & introduced Miami-Dade to contacts

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended

3. List the total number of business contacts and appointments during the mission [Please be exact]:
34 business contacts

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any):
0

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission: (if any) discussed one w/ FICCI

6. Please describe networking and business opportunities emanating from this mission (if any):
conversed w/ many companies w/ follow up and develop relationship

7. State how your participation in this event has impacted your business/organization:
potential new business from India to Miami state - per Beacon Council mission

8. What aspects of this mission were you satisfied with? accommodating organization & high level of meeting contacts

9. List the aspects of the mission that you were dissatisfied with?
low attendance - mission too short 1/2 more days

10. Were you satisfied with the overall programs and activities during the trade mission?
yes

11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator: good. Necessary to coordinate presentations - must do full dress rehearsal in Miami

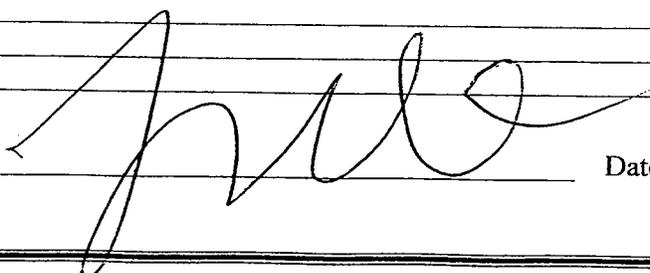
12. Would you recommend our missions to other individuals/organizations? yes

13. What aspects of the mission should be changed in the future?
more presentation coordination & prep. Everyone needs to have same base point/brand.

14. We appreciate your brief comments or suggestions:

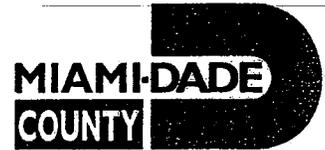
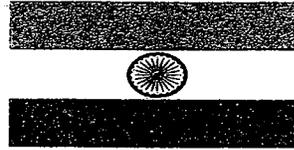
Thank you for everything

Signature: _____



Date: _____

11/6/07



END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **Miami-Dade County Exploratory Mission to:
THE REPUBLIC OF INDIA**

Event Dates: **SEPTEMBER 30TH - OCTOBER 7TH, 2007**

Participant's Name: MIGUEL + ANHONA CHAMAH Title: MD

Organization: MIGUEL A. CHAMAH, MD, PA

Type of Organization: MEDICAL SERVICES

Address: 1800 West 68th St. 127

City: HIALEAH State FL Zip: 33014

Telephone: (305) 820-0903 Fax: (305) 826-3827

E-Mail Address: MCHAMAHMD@EARTHLINK.NET URL: _____

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: SERVICES

1. Please state if your objectives for participating in this mission were met?

/ Yes /

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended Asti Italy - 2006

3. List the total number of business contacts and appointments during the mission [Please be exact]:

VALEA Polistiz Wellness / BPO Mind Services / SHAOM D Hospital Construction
HAMMUNA B I Solomon Corporate Law Advisors / Educational Future group /
& New materials & medical materials

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any): None at this time

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission: (if any) None at this time

6. Please describe networking and business opportunities emanating from this mission (if any):
Impact of natural products for wellness / Export of medical equipment x
Consultant for creation of medical education center / medical center

7. State how your participation in this event has impacted your business/organization:
exploration of a new market with real possibilities of business opportunities

8. What aspects of this mission were you satisfied with?
Organization (all details were taken into account)
Information / Quality of Hotels / Transportation /
adequate leisure time

9. List the aspects of the mission that you were dissatisfied with? none

10. Were you satisfied with the overall programs and activities during the trade mission? Yes

11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator: Very satisfied

12. Would you recommend our missions to other individuals/organizations? Yes

13. What aspects of the mission should be changed in the future?
None from my point of view

14. We appreciate your brief comments or suggestions:
We (my wife & I) are very satisfied with the overall
planning and activities of this mission.
We have met incredible people on our group and we really
appreciated to have been invited to be part of this wonderful group.

Signature: [Signature]

Date: Oct/6/07



END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **Miami-Dade County Exploratory Mission to:
THE REPUBLIC OF INDIA**

Event Dates: **SEPTEMBER 30TH - OCTOBER 7TH, 2007**

Participant's Name: *Eric Rodriguez Aviation Marketing Specialist*

Organization: *M D A D*

Type of Organization: *Aviation*

Address: *Miami International Airport*

City: *Miami* State: *FL* Zip: *33159*

Telephone: *(305) 876-7862* *(305) 876-7398*

E-Mail Address: *erodriguez@miami-airport.com* URL: _____

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:
 Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: *Aviation*

1. Please state if your objectives for participating in this mission where met?
met with a potential air carrier interested in providing air service to/from Miami

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended *Asia, Bahamas*

3. List the total number of business contacts and appointments during the mission [Please be exact]:
3 - 1 Meeting with Indian Air Carrier @ Miami Tech Exports *2 U.S. Consular Consulate interested in Airport*

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any):
NONE

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission: (if any) None NA

6. Please describe networking and business opportunities emanating from this mission (if any):

Opportunity to meet US Government official interested in report (Infrastructure) assistance

7. State how your participation in this event has impacted your business/organization:

If the AIA Center decides to operate at MIA, the program impact will be in the 30 to 40 million dollars for the community.

8. What aspects of this mission were you satisfied with? Meet with the Indiana Air Center

9. List the aspects of the mission that you were dissatisfied with? None

10. Were you satisfied with the overall programs and activities during the trade mission? Yes

11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator: Very well plan and coordinator

12. Would you recommend our missions to other individuals/organizations? Yes

13. What aspects of the mission should be changed in the future? Companies should spend more time on one to one meeting.

14. We appreciate your brief comments or suggestions:

Recommend that the local government presentation be placed into one CD. Recommend ITC should review the presentation before departure during the trade mission.

Signature: [Signature]

Date: Oct 26, 2007

This report is required for evaluating ITC mission and its effectiveness. The information you provided is public information and will be used for reporting purposes only. Please be as accurate as possible in completing this form which is subject to audit and follow-up.

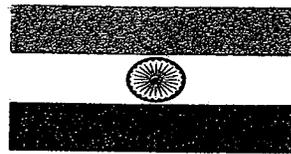
THE SECTION BELOW IS FOR MIAMI-DADE COUNTY OFFICIALS ONLY

- How many meetings did you have with government officials? Two Meetings
- Were these meetings productive? No Yes Please explain
able to not work with the U.S. Commercial Representative for Mexico.
- How many meetings did you have with representatives of trade organizations, Chambers of Commerce and business agencies? 0
- What institutional relations if any, were established or renewed and with whom?
able to meet with an Italian Air Carrier who identified their commercial needs for the next three years.
- What opportunities did you have to promote Miami-Dade County as the international gateway for trade?
If the Air Carrier decides to operate at MIA the economic impact to Miami-Dade County would be in the 30-50 Million dollars.

Signature: 

Date: Oct 07, 2007

09-30-2007



END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **Miami-Dade County Exploratory Mission to:
THE REPUBLIC OF INDIA**

Event Dates: **SEPTEMBER 30TH - OCTOBER 7TH, 2007**

Participant's Name: LAZARO AMORES Title: OPER. DIRECTOR

Organization: U.S. PHARMA

Type of Organization: WHOLESALE - PHARMA/MEDICAL

Address: 1042 NW 31 TERR

City: DORAL State: FL Zip: 33172

Telephone: 305-718-0000 Fax: 305-716-0000

E-Mail Address: LAZARO@CENTRAL.com URL: USPHARMA.COM

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: _____

1. Please state if your objectives for participating in this mission were met?

Yes

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended SA Africa

3. List the total number of business contacts and appointments during the mission [Please be exact]:

12

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any): 5

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission: (if any) 0

6. Please describe networking and business opportunities emanating from this mission (if any):

Sargal SP will be followed up on

7. State how your participation in this event has impacted your business/organization:

has paid down and legitimized my org. in eyes of Indian companies

8. What aspects of this mission were you satisfied with?

all aspects

9. List the aspects of the mission that you were dissatisfied with?

None

10. Were you satisfied with the overall programs and activities during the trade mission?

Yes/Yes

11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator:

Yes

12. Would you recommend our missions to other individuals/organizations?

definitely/Yes

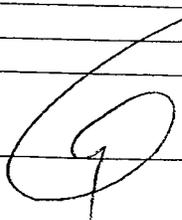
13. What aspects of the mission should be changed in the future?

Actual businesses as well as govt. offices

14. We appreciate your brief comments or suggestions:

All #13

Signature:



Date:

12/6/07

From: cuqlilpel@aol.com
Sent: Wednesday, October 31, 2007 12:58 PM
To: Alufohai, Desmond U. (ITC)
Subject: I OWED YOU THE EVALUATION...here it is

Attachments: desmond was always working.jpg; desmond takes a minute to document the trip.jpg; the three mosqueteers.jpg

please know that i have a copy of my slides for you... i went to the loy luncheon but forgot to give it to mayda... i have been so sick ... still under doctor's care... stomach, skin rash... but i would do it again tomorrow.

HERE IT IS
 SILVIA M. UNZUETA
 MIAMI TRADING GROUP
 INTERNATIONAL CONSULTING AND WHOLESALER
 PO BOX 144949
 C GABLES, FL 33114-4949
 305 607 2394
 SILVIA@MIAMITRADINGLLC.COM

1. yes; in fact i think i met with more business owners than any of my colleagues. excellent!
 2. first itc mission i was in the public sector for 33 years, just formed business, upon retirement as a county dir.
 3. approximately 23, that's as exact as i can be
 4. none there, but conversations are ongoing with about 4 serious potential leads.
 5. attended all meetings that you had scheduled, expect luncheon with chambers of commerce, had to leave for about an hour.
 6. yes. i found indian business owners easier to deal with. language goes a long way. my existing involvement with china has been difficult at best. indians know their business and seem very professional. a number of those i met were clueless, but the bulk i was favorably impressed with. i found particularly refreshing that they looked at your eyes and the contact was positive.
 7. all that you scheduled.
 8. the reason my visit was so successful is precisely because my business name incorporate the miami name, when i came to the table they were positively predisposed to work with us. i was pleased.
- i believe that the strong support shown by the ambassador and his team is a very good sign for those interested to venture into this market.

In closing, I would be remiss if I did not note the excellent job done by the staff assigned to the mission. Desmond was stressed to the max, but you could not tell. The schedule was tight, the Commissioner's and Tony's expectations were high and he delivered every step of the way.

Issues such as the length to travel to the Taj were totally outside his control, and still he handled it with grace and savvy.

In my particular case, I was sick during the trip and enroute to London. Had it not been for this wonderful ITC staff, I would not have been able to switch flights and return soon ahead of my schedule flight. I owe Desmond a personal note of gratitude.

Silvia M. Unzueta

Email and AIM finally together. You've gotta check out free [AOL Mail!](#)

From: Carmine.DAloisio@mail.doc.gov
Sent: Thursday, November 15, 2007 7:14 AM
To: Alufohai, Desmond U. (ITC)
Cc: Aliasgar.Motiwala@mail.doc.gov; anoop@cal3.vsnl.net.in; Jim.Cunningham@mail.doc.gov; Marianne.Drain@mail.doc.gov; P.Srinivas@mail.doc.gov; Yash.Kansal@mail.doc.gov
Subject: Re: Appreciation from the ITC Miami-Dade County Mission

Dear Desmond,

Thank you very much your kind words and feedback on your mission. I'm delighted that Miami-Dade focused its attention on the dynamic India market and my team and I look forward to supporting your efforts in the future.

Best regards,

Carmine D'Aloisio
 Minister-Counselor for Commercial Affairs
 U.S. and Foreign Commercial Service
 American Embassy New Delhi
 Tel 91-11-2331-6841 Fax 91-11-2331-5172
<http://www.buyusa.gov/india>

"Alufohai, Desmond U. (ITC)"
 <alufoha@miamidade.gov>

11/14/2007 03:03 AM

To <Carmine.DAloisio@mail.doc.gov>, <Jim.Cunningham@mail.doc.gov>
 cc <Marianne.Drain@mail.doc.gov>, <Yash.Kansal@mail.doc.gov>,
 <Aliasgar.Motiwala@mail.doc.gov>, <anoop@cal3.vsnl.net.in>,
 <P.Srinivas@mail.doc.gov>

Subject Appreciation from the ITC Miami-Dade County Mission

Dear Carmine D'Aloisio:
 Dear Jim Cunningham:

The outstanding success of the ITC's Business Development Mission to India, from September 30 – October 7, 2007, was due to your support, assistance and partnership. Please accept my profound gratitude and appreciation on behalf of the entire Miami-Dade County mission delegation.

The impact of our visit to India was positive and gratifying to our delegation. The insightful exchanges and invaluable information reinforced our belief that we must continue to build economic bridges of opportunities between our communities. Improving bilateral trade and cultural exchanges between Miami-Dade County and India is an absolute necessity.

I thank you for making our visit to India an unforgettable experience! Please give my very special regards to your staff. The end of mission report can be viewed or downloaded from the ITC website from this link:
http://www.miamidade.gov/ITC/library/end_mission_report_india.pdf

Sincerely,

Desmond Alufohai, CMP

Senior Manager - Trade Development Specialist
Jay Malina International Trade Consortium [ITC]
Stephen P. Clark Government Center

111 NW First Street, 25th Floor, Suite 2560
Miami, Florida 33128

Direct Line: 305-375-3526; Office: 305-375-5808

Fax: 305-372-6031; E-Mail: alufoha@miamidade.gov

URL: www.miamidade.gov/itc

Delivering Excellence Every Day

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Cultural and Trade Mission to The Bahamas

June 2007

FW US Embassy Contact Bahamas

From: Peters, Adam (ITC)
Sent: Friday, November 20, 2009 11:48 AM
To: Hoffmann, Martha (ITC)
Subject: FW: US Embassy Contact: Bahamas

-----Original Message-----

From: Eduardo del Rio [mailto:edelrio@redtrading.com]
Sent: Tuesday, July 03, 2007 5:53 AM
To: Peters, Adam (ITC)
Subject: US Embassy Contact: Bahamas

Adam,

I wanted to say again that I truly enjoyed the trip. I found it very informative and productive. I was also writing, because I wanted to see, if you could forward me the contact information for lady at the US Embassy. I am speaking of the blonde lady (cannot remember her name), that I was speaking about the napkins.

I appreciate all your assistance. I look forward to keeping in touch.

All the best,

Eddy del Rio

From: Peters, Adam (ITC)
Sent: Friday, November 20, 2009 11:49 AM
To: Hoffmann, Martha (ITC)
Subject: FW: Miami-Dade County Sister Cities Program "Mission to Bahamas"

From: Didier Ganin [mailto:Didier@woodmarketusa.com]
Sent: Friday, July 06, 2007 12:28 PM
To: Peters, Adam (ITC)
Subject: Miami-Dade County Sister Cities Program "Mission to Bahamas"

Good afternoon Peter,

I am sending you this email to find out when will the next Miami-Dade County Sister Cities Program "Mission to Bahamas" event take place. I would have loved to attend the previous mission which took place in June, but I was away traveling. Can you please provide me with some feedback as to what took place during this mission.

Woodmarket is US based corporation which exports lumber and plywood throughout the Caribbean. The Bahamas happens to be a huge market for us. Maybe you could tell me a little more as to what kind of future building projects is in store for the Bahamas. I would love to possibly meet with you and discuss this matter further. Please do not hesitate to contact me should you have any question.

All the best,

Didier Ganin
Woodmarket
3006 Aviation Avenue, Suite 3C
Miami, FL 33133
Work: 305-859-8737
Fax: 305-859-2812
Cell: 954-330-9700
Email: didier@woodmarketusa.com

Trade Mission to South Africa

April 2007

Thank you from Bill Johnson
From: Johnson, Bill (Seaport)
Sent: Thursday, April 26, 2007 5:03 AM
To: Ojeda, Tony (ITC); Alufohai, Desmond U. (ITC)
Subject: Thank you

I wanted to thank you both for your help with the port visit in Cape Town. I've had an excellent visit and meeting with Director Sanjay Govan. We had a good opportunity to spend time together discussing mutual issues and challenges we face. There are many similarities between us and we discussed how we can better work together to our mutual benefit.

The two ports as you know have had a Sister Port agreement in place for a number of years. We've agreed it now put the principles into practice and to work together to grow the cargo business between us. Sanjay is looking forward to visiting Miami and our port again. I suggested he attend the SeaTrade conference next March.

The director spoke highly of the ITC's visit and how impressed he was with the delegation. We both agreed on the importance of such missions to strength trade between our regions- for without the actual goods to be shipped, we as ports have no shipping business.

I will follow up on talking with several of the key shipping lines on ways to move current activity from the NY/NJ region to Miami.

I hope you all arrived home safely.

Bill

Sent from my BlackBerry wireless Handheld (www.BlackBerry.net)



END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA**

Event Dates: **APRIL 15TH THRU 26TH, 2007**

Participant's Name: MIGUEL SOUTHWELL Title: Assistant Director
Business Retention & Development

Organization: MIAMI DADE AVIATION DEPARTMENT

Type of Organization: COUNTY AIRPORTS

Address: P.O. BOX 025504

City: MIAMI State FL Zip: 33102-5504

Telephone: (305) 869-8553 Fax: (305) 876-8091

E-Mail Address: msouthwell@miami-airport.com URL: _____

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: Transportation

1. Please state if your objectives for participating in this mission where met?

YES - Had a successful meeting with South African Airways (SAA) and garnered support for the air service from key South African Government Officials

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended: South Africa 2001

3. List the total number of business contacts and appointments during the mission [Please be exact]: Six

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any): South African Airways - Prospect

6/11/2007

ITC End of Mission Report & Evaluation Form – Page 2 of 3

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission:
(if any) None

6. Please describe networking and business opportunities emanating from this mission (if any):
Business opportunity was effected to promote Miami-to-South Africa
air service to South Africa-based SAA officials

7. State how your participation in this event has impacted your business/organization:
The Aviation Department's participation resulted in its judgement,
an advancement in convincing SAA to serve MIA

8. What aspects of this mission were you satisfied with? (1) The selection of appointments were
directly related to substantially influencing SAA to serve MIA; (2) Well
organized - kept on schedule; sound preparations were evident.

9. List the aspects of the mission that you were dissatisfied with?
None

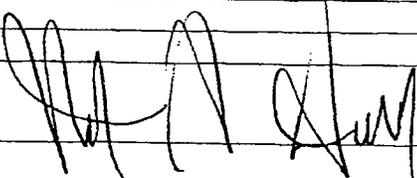
10. Were you satisfied with the overall programs and activities during the trade mission?
Yes

11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator: Extremely

12. Would you recommend our missions to other individuals/organizations? Yes

13. What aspects of the mission should be changed in the future?
Mission contained a connection between MIA and D.C., at Charlotte International
Airport. In future, work to minimize stops

14. We appreciate your brief comments or suggestions:
Excellent pre-mission planning/organization was evident during the mission

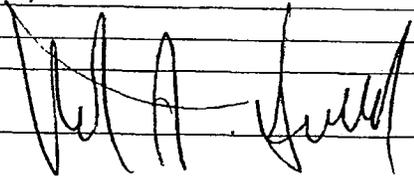
Signature: 

Date: 6/14/07

This report is required for evaluating ITC mission and its effectiveness. The information you provided is public information and will be used for reporting purposes only. Please be as accurate as possible in completing this form which is subject to audit and follow-up.

THE SECTION BELOW IS FOR MIAMI-DADE COUNTY OFFICIALS ONLY

- How many meetings did you have with government officials? Six
- Were these meetings productive? No Yes Please explain Secured suport for SAA service from key officials of the province of Gauteng. Also received commitment from officials to the Ron Brown Commercial Center of the United States, and Florida Enterprise to provide officials of SAA and the South African government, the air service to MIA.
- How many meetings did you have with representatives of trade organizations, Chambers of Commerce and business agencies? Three
- What institutional relations if any, were established or renewed and with whom?
 - 1) S. Africa office of Florida Enterprise (renewed)
 - 2) South African Province Tourism Office (renewed)
 - 3) United States Ron Brown Commercial Center
- What oppourtunities did you have to promote Miami-Dade County as the international gateway for trade? Oppourtunities were sought and granted in meeting with officials of:
 - 1) The United States Ron Brown Commercial Center
 - 2) The U.S. Embassy
 - 3) Speaker of the House - Gauteng Province
 - 4) Gauteng Office of Tourism
 - 5) SAA

Signature: 

Date: 5/30/07

END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA**

Event Dates: **APRIL 15TH THRU 26TH, 2007**

Participant's Name: Claire Michele Rice Title: President

Organization: Rice Training Solutions, Inc.

Type of Organization: Consulting and Training Organization

Address: 1802 North University Drive, Suite 102-174

City: Plantation State FL Zip: 33322

Telephone: 954-298-6720 Fax: 954-236-0405

E-Mail Address: mrice255@aol.com URL: www.ricetrainingsolutions.com

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent **XX** Consultant Distributor Manufacturer Other:

1. Please state if your objectives for participating in this mission were met?

Yes, our objectives for participating in the mission were met. We made many contacts and have already begun cultivating business relationships with the individuals we met.

2. Have you participated in an ITC mission before? **XX** NO YES; If yes, please list other ITC missions you have attended: _____

3. List the total number of business contacts and appointments during the mission [Please be exact]: Mike Sham, Levurn Jacobs of a farmer's labor union, Front Foot, Tangila Manly, Carmen Martinez of African Sky Hotels, Beryl Liebetrau of Cape Peninsula University of Technology, Adrianna Sholtz of SEDA, Jeetesh Kathararoo of Ambika Consulting, Rose Reddy of Cape Craft & Design Institute.

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any):
No agreements have been signed.

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission: (if any) None were conceived.
6. Please describe networking and business opportunities emanating from this mission (if any):
I have achieved some solid connections with members of the delegation including Patricia Arias, Charita Allen, Gerard Phillipaux. In South Africa, Tangila Manly and Beryl Liebetrau of the University of Cape Town were also contacts.
7. State how your participation in this event has impacted your business/organization: Since I do a lot of consulting and training, I have been able to bring back ideas on best practices or alternate approaches to development for the organizations with whom I work in the Caribbean and in the U.S.
8. What aspects of this mission were you satisfied with? We were given a thorough exposure to the South African economy and opportunities for business collaboration.
9. List the aspects of the mission that you were dissatisfied with? I would have liked to meet with more educational/ non-profit organizations since we do a lot of educational training as well.
10. Were you satisfied with the overall programs and activities during the trade mission? I was satisfied with the activities.
11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator: The pre-mission planning was good and helped us in preparation for the trip.
12. Would you recommend our missions to other individuals/organizations? I have already recommended the mission to other individuals/organizations.
13. What aspects of the mission should be changed in the future? For our line of work, it would be helpful to meet with more civil service organizations, government agencies, and educational institutions from K-12 interested in conflict resolution and leadership training.
14. We appreciate your brief comments or suggestions: I would personally like to commend the work of Desmond Alufohai. He has been meticulous in his planning and attention to detail. He has made sure that all of our needs were met. He met with us with us at least twice before the trip to ensure that we were informed about the trip. He is the consummate professional. We were very impressed with his quality of work and believe that Mr. Alufohai is a great asset to ITC. We were also grateful to **Mr. Tony Ojeda and Commissioner Seijas** for the kindness and warmth that they have shown toward us. We thank you again for inviting us to represent Miami-Dade County. It was a great and unforgettable experience, and we hope to continue nurturing new business relationships through the Mission.

To facilitate receiving evaluations for future Mission reports, we would suggest that you build in at least a half-hour session towards the end of the delegation in the host country so that delegates can fill out the evaluation for this report. This will assist in avoiding delays in response due to busy schedules.

Signature: Claire Michele Rice Date: 6/11/07

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THE SECTION BELOW IS FOR MIAMI-DADE COUNTY OFFICIALS ONLY

- How many meetings did you have with government officials? _____
- Were these meetings productive? No Yes Please explain _____

- How many meetings did you have with representatives of trade organizations, Chambers of Commerce and business agencies? _____
- What institutional relations if any, were established or renewed and with whom? _____

- What opportunities did you have to promote Miami-Dade County as the international gateway for trade? _____

Signature: _____ Date: _____

04/15/2007

From: Zandile Madikane [Zandile@gauteng.net]
Sent: Monday, April 23, 2007 6:19 AM
To: Alufohai, Desmond U. (ITC)
Subject: good morning

Dear Desmond

It was a great pleasure to see you again at GTA. I would like to thank you for opening such opportunities for Gauteng and SA.

The meeting I had with Chief was very positive and the guy from Cultural Help desk was 100 % excited after their meeting. I'm seeing a huge opportunity for them to work in partnerhsip.

I'm looking forward to your next visit. I hope you do remember this Zandile because we are two. I'm the one with dreadlocks.

Regards,

ZANDILE MADIKANE

TOURISM DEVELOPMENT MANAGER: DESTINATION MANAGEMENT





zandile@gauteng.net



086 609 3968 (SA only)



+ 27 (11) 832 2780 | + 27 (11) 639 1600



+ 27 (11) 832 2781 | + 27 (11) 639 1700

Please ensure to view our [e-mail disclaimer](#)

From: Larry Rice [Larry.Rice@jwu.edu]
Sent: Wednesday, May 16, 2007 9:53 AM
To: DUA; Alufohai, Desmond U. (ITC)
Subject: FW: CPUT Partnership / Conference

FYI, just keeping you in the loop on what's going on. Please advise if you have any thoughts or concerns.

Dr. Larry A. Rice

Dean of Academic Affairs
Johnson & Wales University
1701 NE 127th Street
North Miami, FL 33181
larry.rice@jwu.edu
phone: 305.892.7586 ; fax: 305.892.5364
www.jwu.edu

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-----Original Message-----

From: Beryl Liebetrau [mailto:LiebetrauB@cput.ac.za]
Sent: Wednesday, May 09, 2007 2:23 AM
To: Larry Rice
Cc: Mohamed Bayat; Deborah Johnson
Subject: CPUT Partnership / Conference

Dear Dr Rice

We thank you for your interest in Cape Peninsula University of Technology, Cape Town and trust that you have arrived back safely and are now up to date with your 'inbox'.

I have met with Mr Nge'tish, Director of the Cape Town Hotel School, to discuss further the AHASA conference and the invitation to as guest speaker, to you or a member of your faculty, and he requested that I address an email to Wesgrow to request funding for an air ticket to enable us to finalise our proposed partnership agreement and give the conference delegates the benefit of a global perspective.

We await their response where after the formal invitation will be forwarded to Johnson & Wales.

Below is a copy of a responsible tourism newsletter from Professor Goodwin, as discussed. Neither Deborah or I have come across Helen Turnbull with regard to responsible tourism initiatives but I will try and find out more about Serindipity at the national Tourism Indaba in Durban.

In addition I attach the web address of the Thandi Project in Grabouw - approximately one and a half hours out of Cape Town. You will note from the content of their website

the extent of the community involvement and the support and mentorship provided. Should you wish to meet anyone in their 'photogallery' we will arrange it with pleasure when next you and your wife or family are in Cape Town as we enjoy a close developmental relationship with Thandi and the Paul Cluver Wine Estate.

<http://www.thandi.com>

It was a pleasure meeting you and I do hope that you will be able to return in November.

Regards to Michele
Sincerely
Beryl

Beryl Liebetrau
Graduate Centre for Management
Cape Peninsula University of Technology
Tel: (021) 460 3185
Fax: (021) 460 3717
liebetraub@cput.ac.za

>>> "Harold Goodwin" <harold@haroldgoodwin.info> 02/05/2007 13:14 >>>

International Centre for Responsible Tourism

April 07 Newsletter

1. **Virgin Holidays Responsible Tourism Awards**
2. **Kerala Conference on Responsible Tourism Destinations**
3. **World Responsible Tourism Day**
4. **MSc in Responsible Tourism Management**
5. **Opening of Peace and Conflict Resolution Centre**
6. **Fair Trade tourism certification**
7. **Globally Responsible Leaders Initiative**
8. **Tourism crisis resilience in Sri Lanka**
9. **Touch Africa Lightly**
10. **Market entry and sustainability training of tourism SMEs**
11. **Market assistance to Nepal for sustainable tourism products**
12. **Research on the Value of Tourism to Protected Areas**

1. Virgin Holidays Responsible Tourism Awards

There has been a change in the headline sponsor for the Responsible Tourism Awards with Virgin Holidays becoming the sponsor in the fourth year of the awards. The 2007 Awards were launched in The Times on Saturday April 28th. Nominations can be made on line at www.responsibletourismawards.com

Please encourage others to nominate and think about nominating the best examples of responsible tourism. Harold Goodwin continues to chair the judges.

2. Kerala Conference on Responsible Tourism in Destinations

Five years on from Cape Town it is time to reflect on progress and to set priorities for the next five years - be there if you can. Full details of the conference are at www.rtd2kerala.org The costs are now up on the site and a draft programme will be going up shortly. If you would like to present a paper or propose a workshop contact harold@haroldgoodwin.info

3. World Responsible Tourism Day

Plans for World Responsible Tourism Day are beginning to take shape - the day has real potential to become a focus for the Responsible Tourism Movement. Do you have plans for initiatives which can be show cased as part of World Responsible Tourism Day? Take a look at the website www.wtmwrtd.com and let Harold Goodwin know if you have ideas for initiatives. harold@haroldgoodwin.info

4. MSc in Responsible Tourism Management

The 'new' MSc at Leeds Metropolitan is recruiting well. The new structure with four distance learning courses and three intensive courses is turning out to be very popular because it allows combining full time work with part time study, wherever you are in the world. Most people enrolled this coming year have between 5 and 10 years industry experience, and plan to use the masters to change practices in their companies- so you are in great company. Full details at <http://www.icrtourism.org/msc.html>. E-mail xfont_24@hotmail.com to find out how we can tailor the course to suit your personal needs.

5. Opening of Peace and Conflict Resolution Centre

The *Senator George Mitchell Centre for Peace and Conflict Resolution* will be developed at Leeds Metropolitan University. This centre is integral to the development of the Peace Museum at LeedsMet. ICRT will contribute to the work of this centre by researching and consulting on ways that tourism can be used as economic development tool in unstable areas, with work already underway in Colombia, Sri Lanka, Nepal, Pakistan and Syria amongst others. **More** at http://www.leedsmet.ac.uk/the_news/apr07/peacecentre_160407.htm

6. Fair Trade Tourism certification

The Fairtrade Labelling Organisation commissioned a team including ICRT's Xavier Font a feasibility study for a fairtrade tourism label. The study rightly highlighted the main challenges ahead: i) the adaptability of the FTL model to a service sector like tourism; and ii) the development and monitoring

of satisfactory trade certification criteria in this multifaceted environment. A two pronged Fairtrade certification strategy based on a niche model and on a mainstream model to be tested through pilots was proposed. Given the different objectives that each model fulfilled, the Steering Committee agreed on a clear political vision and then outlined a concept for the Fairtrade Labelling of Tourism, that combines the best of the two models proposed by the study.

7. Globally Responsible Leadership Initiative

The Globally Responsible Leadership Initiative (GRLI) held at LeedsMet its first meeting of the General Assembly in the UK. The Assembly brought together experts from twenty one companies, business schools and centres for leadership learning from around the world, to explore issues surrounding global responsibility and to foster curriculum and research development. ICRT's Prof. Harold Goodwin mapped out the agenda for corporate social responsibility for the tourism industry. More at <http://www.leedsmet.ac.uk/international/0165863254744BE993F9C8F08E2980BA.htm>

8. Tourism crisis resilience in Sri Lanka

Janet Cochrane is working on a programme in Sri Lanka with the Stockholm Environment Institute to support the tourism sector - primarily SMEs - build resilience to crises. The industry is still recovering from the Asian tsunami of 2004, and many smaller entrepreneurs working in tourism received little or no help with rebuilding their businesses. Leeds Met's ICRT and SEI are currently assessing the most effective intervention, and Janet has a visit planned to Sri Lanka in mid-June as a follow-up from an initial scoping survey last November. It is expected that structures will be put in place with Colombo University's Community Extension Centre and an association of tourism SMEs to develop training and networking over the coming year. Ask Janet for more information at J.Cochrane@leedsmet.ac.uk

9. Touch Africa Lightly June 5-7

The EMIT 2007 Conference is strap lined *Towards caring and sustainable tourism in Africa*. Harold Goodwin is a key note speaker on *Responsible Tourism - The Business Opportunity*. The conference is taking place on the Wild Coast - full details are at www.emit.co.za/Programme Page.html

10. Market entry and sustainability training of tourism SMEs

World Bank project to monitor and evaluate the business case for responsible tourism marketing continues with training of 50 incoming tour operators from around the world during a meeting in Siem Reap in March 07. The International Finance Corporation, part of World Bank Group, has contracted ICRT for three years to monitor and evaluate the contribution that responsible tourism practices make to the financial success of properties retailing via www.worldhotel-link.com, who operate mainly in developing countries providing marketing access to previously offline properties. Email xfont_24@hotmail.com for more details.

11. Market assistance to Nepal for sustainable tourism products

Nepalese tour operators continue receiving sustainable tourism product development in May, with marketing training planned in September, from ICRT associates Richard Tapper and Benjamin Carey. Both Richard Tapper and Harold Goodwin had been training both private and public sector staff in February 07. This two year project is headed by UNEP with SNV and the Nepal Tourist Board, with financial assistance from ASIA INVEST. Outbound tour operators aiming more sustainable and authentic tours in Nepal should contact benjamin@dunira.com

12. Research on the Value of Tourism to Protected Areas

As part of FFI's 'Biodiversity and Human Needs' programme, Dr Matt Walpole an Associate of the ICRT working with a colleague and some students in the University of Cambridge to explore the value generated by tourism to protected areas. We are particularly in need of visitor figures from as wide a range of protected areas around the world as possible.

We need is the name of the protected area, the year to which the figures relate and the number of visitors, preferably divided into domestic and foreign, where this information exists. If you have any documents from which we can glean this information then that would be equally valuable. In addition, if you have any information on entrance fees and/or average spend per visitor, that would be extremely useful.

If you have access to such information, or know where (or from whom) we might find it, please do let us know as soon as you can. Any help will be fully acknowledged, and a report of the work will be available to anyone who would like to see it email Matt at Matt.Walpole@fauna-flora.org

Xavier Font and Harold Goodwin

X.Font@leedsmet.ac.uk or harold@haroldgoodwin.info

To view the terms under which this email is distributed, please go to
<http://disclaimer.leedsmet.ac.uk/email.htm>

END OF MISSION REPORT & EVALUATION FORM

[PLEASE COMPLETE ONLY ONE REPORT PER PERSON/COMPANY. COMPLETED FORM SHOULD BE RETURNED TO THE MISSION COORDINATOR UPON COMPLETION OF THE MISSION]

Event Name: **BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA**

Event Dates: **APRIL 15TH THRU 26TH, 2007**

Participant's Name: **Bernadine Bush**

Title: **President**

Organization: **B. Bush Inc.**

Type of Organization: **Consulting Services Organization/Business Development and Education and Staff Training**

Address: **3015 NW 49 Street**

City: **Miami**

State: **Florida**

Zip: **33142**

Telephone: **305-491-3080**

Fax: **305-635-1770**

E-Mail Address: **abwbush@aol.com**

URL:

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: _____

1. Please state if your objectives for participating in this mission were met?

The general objective of connecting with some business and educational institutions was met.

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended: _____

3. List the total number of business contacts and appointments during the mission [Please be exact]: _____

Total number of business contacts 6

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any):

Zero

5. List number of Licenses/Joint Ventures -JV/Memorandum of Understanding-MOUs signed during the mission:
(if any) Zero

6. Please describe networking and business opportunities emanating from this mission (if any): **The networking and business meeting opportunities were good, however, the time allotted for such did not permit ample opportunity for meaningful business to business interaction in my specific area of interest. I think more benefit could have been derived had the arranged transportation been flexible enough to allow mission business participants to attend more meaningful meetings since there was little to no need for their participation in the government to government meetings.**

7. State how your participation in this event has impacted your business/organization: **Plans are in process to see how we might be able to convert the contacts into future contracts for services.**

8. What aspects of this mission were you satisfied with? _____

9. List the aspects of the mission that you were dissatisfied with? _____

10. Were you satisfied with the overall programs and activities during the trade mission? yes

11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator: **The mission planning and information as coordinated by ITC staff was exceptional.**

12. Would you recommend our missions to other individuals/organizations? yes

13. What aspects of the mission should be changed in the future? **Registration fees should include some opportunity for flexible transportation options if needed by a business participating in the mission.**

14. We appreciate your brief comments or suggestions: _____

Signature: _____

Date: 6/29/07

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END OF MISSION REPORT & EVALUATION FORM

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Event Name: **BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA**

Event Dates: **APRIL 15TH THRU 26TH, 2007**

Participant's Name: Charita Allen Title: Assistance Vice President

Organization: The Beacon Council

Type of Organization: Economic Development

Address: 80 SW 8th Street, Suite 2400

City: Miami State FL Zip: 33130

Telephone: 305-579-1349 Fax: 305-579-7580

E-Mail Address: callen@beaconcouncil.com URL: www.beaconcouncil.com

PLEASE INDICATE YOUR BUSINESS TYPE OR COMPANY SECTOR:

Wholesaler Retailer Agent Consultant Distributor Manufacturer Other: EDO

1. Please state if your objectives for participating in this mission were met?

The primary objective of The Beacon Council in participating in the South Africa mission was to identify South African companies looking to establish operations in Miami-Dade County. Our objectives were met as we conducted meetings with two companies interested in Miami-Dade County for their business expansions.

2. Have you participated in an ITC mission before? NO YES; If yes, please list other ITC missions you have attended: As The Beacon Council's representative on the South Africa mission, I have not participated in previous ITC missions.

3. List the total number of business contacts and appointments during the mission [Please be exact]: Five (5)
The Beacon Council met individually with two companies during the Enterprise Florida organized business-to-business meetings: Cartoon Candy and Simon Says Concierge Services, CC. Both companies are familiar with Miami and are interested in opening operations in South Florida. The Beacon Council also met with three entities interested in trade opportunities for Miami-Dade based companies looking to expand into South African markets: U.S. Commercial Service Center, WESGRO, and Coega Development.

4. List number of agreements or prospects or contracts signed, by business category, during the mission (if any):
Two business prospects resulted from the South Africa mission.

5. List number of Licenses/Joint Ventures-JV/Memorandum of Understanding-MOUs signed during the mission:
(if any) N/A
6. Please describe networking and business opportunities emanating from this mission (if any): As a result of the South Africa mission, The Beacon Council is prepared to work more closely with the following entities and organizations on economic development efforts between Miami-Dade County and South Africa: U.S. Commercial Service Center, Enterprise Florida, Inc, Gauteng Economic Development Agency (GEDA), Western Cape Investment and Trade and Promotion Agency (WESTGRO), and the Coega Development Corporation.
7. State how your participation in this event has impacted your business/organization: As a result of the South Africa mission, The Beacon Council is now aware of the key players, process, and protocol for referring Miami-Dade companies interested in conducting business in South Africa.
8. What aspects of this mission were you satisfied with? I was very satisfied with the overall agenda and corresponding travel schedule. The meeting substance, details, and locales were strategically planned. I especially appreciated the ITC gently guiding delegates to participate in the downtime weekend tours as the tours provided valuable external framework for the business meetings held during the week.
9. List the aspects of the mission that you were dissatisfied with? I was not dissatisfied with any portion of the mission.
10. Were you satisfied with the overall programs and activities during the trade mission? I was very satisfied with the South Africa mission and would encourage future delegates to contribute and participate.
11. How satisfied were you with the pre-mission planning and information you received from the mission coordinator: The pre-planning materials were very informative and useful. I would not revise/edit/delete any of the pre-planning materials.
12. Would you recommend our missions to other individuals/organizations? Yes, I would highly recommend ITC missions to other individuals and organizations.
13. What aspects of the mission should be changed in the future? I do not have any change recommendations as I believe the mission was well-planned, organized, and executed.
14. We appreciate your brief comments or suggestions: I would like to extend many thanks to Tony Ojeda and Desmond Alufohai for their guidance and direction during this protocol-intense mission. Their energies and efforts were especially appreciated.

Signature: Charita Allen Date: May 29, 2007

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THE SECTION BELOW IS FOR MIAMI-DADE COUNTY OFFICIALS ONLY

- How many meetings did you have with government officials? _____
- Were these meetings productive? No Yes Please explain _____

- How many meetings did you have with representatives of trade organizations, Chambers of Commerce and business agencies? _____
- What institutional relations if any, were established or renewed and with whom? _____

- What opportunities did you have to promote Miami-Dade County as the international gateway for trade?

Signature: _____ Date: _____

04/15/2007

Jay Malina International Trade Consortium of Miami Dade County
111 NW First Street ■ 25th Floor ■ Suite 2560 ■ Miami ■ FL 33128
Tel: 305.375.5808 ■ Fax: 305.679.7895 ■ E-Mail: itc@miamidade.gov ■ www.miamidade.gov/itc

Other Comments/Feedback



F.Y.I.
Desmond

SOUTH AFRICAN EMBASSY

3051 Massachusetts Avenue, NW • Washington DC 20008 USA • Tel: 202-232-4400 • Fax: 202-265-1607

9 November 2006

Mr J.A. Ojeda, Jr
Executive Director
Jay Malina International Trade Consortium
111 NW First Street, 25th floor, Suite 2560
Miami, FL 33128

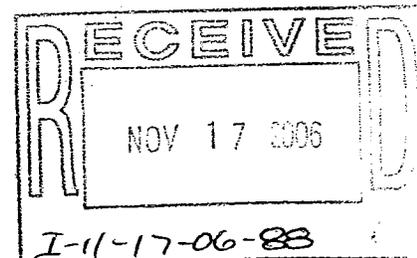
Dear Mr Ojeda,

I am writing to express my appreciation for the support that the ITC provided to me and my staff in making my recent visit to Miami so successful. In this regard, I would like to make special mention of the assistance that Mr Desmond Alufohai provided to us.

I believe that our discussions provided a good overview of the opportunities and developments in Miami Dade County, and have laid a solid basis for future cooperation between the Embassy and the ITC in strengthening the economic and trade relationship between South Africa and Miami Dade. To this end, I am particularly encouraged by the decision of the ITC to include South Africa in its trade mission next year, and we look forward to working with you in making the visit a success.

Yours sincerely

Barbara Masekela
Ambassador





GAMBIA TOURISM AUTHORITY

29th January 2007

Ref: AWG 317/404/01 (64)

Desmond Olafahai
Jay Malina International Trade Consortium
111 NW 1st Street
Suite 2560
Miami, Florida
Fax: 305 6797895

Dear Mr. Desmond Olafahai

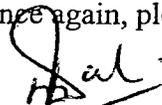
APPRECIATION

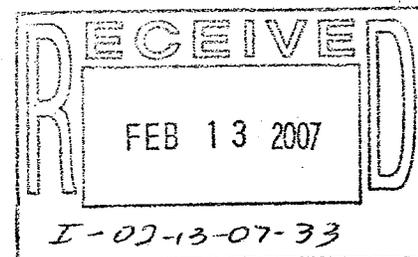
I wish to express on behalf of the Department of State for Tourism and Culture, the Gambia Tourism Authority, and indeed the entire tourism trade, our sincere gratitude and profound appreciation to the warm and gracious reception, fraternal hospitality and inestimable friendliness accorded us during our recent visit to Miami.

During the various meetings, which were conducted in an atmosphere of fraternal solidarity and understanding, lends testimony to the common bonds of kinship, cultural and historical relations that exist between the people of Miami- Dade County (and indeed African-Americans in general) and The Republic of The Gambia.

We are therefore, very confident that the visit symbolizes the laying of the foundation stone for greater cooperation, support and solidarity for mutual benefit of our people as these relate to the various proposals for collaboration between the ITC and The Gambia. We look forward to maintaining contact with you, which I consider so vital in charting the future relationship and strengthening of relations between your agency - ITC and The Gambia.

Once again, please accept, sir, the assurances of our highest consideration.


Lamih Saho
For: Director General





Asian American Advisory Board
111 NW 1st Street • Suite 660
Miami, Florida 33128-1960
T 305-375-1570 F 305-375-5711
mshakir@miamidade.gov
www.miamidade.gov/asianboard

miamidade.gov

May 11, 2007

Mr. Tony Ojeda, Director
International Trade Consortium
Miami-Dade County
111 NW. First Street, Suite 2560
Miami, FL. 33128

Dear Mr. Ojeda,

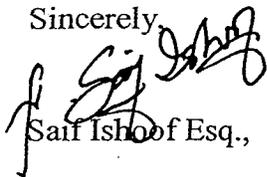
The Asian American Advisory Board is pleased that we could facilitate Pakistani Ambassador Mr. Mahmud Ali Durrani's visit to Miami-Dade County.

On behalf of the board, I thank you for your hospitality and the excellent presentation you made about the trade opportunities in Miami-Dade County. I am especially appreciative of your two very able staff members, Assistant Director, Jimmy Nares and Desmond Alufouhai for putting a nice program together.

I am convinced that our mutual efforts will produce meaningful exchanges, trade and business opportunities between Pakistan and Miami-Dade County.

Thank you again.

Sincerely,


Saif Ishoof Esq.,

cc.

Mr. Jimmy Nares
Mr. Desmond Olufouhai ✓





Desmond

Gambia Ports Authority

Liberation Avenue, P O Box 617, Banjul, The Gambia, West Africa
TELEPHONES: Managing Director: 4227266, Others: 4229940, FACSIMILE: 4227268
CABLES: Gamports Banjul, TELEX: 2235 GAMPORTS GV, EMAIL: info@gamport.gm
URL: <http://www.gambiaports.com>

Ref: GPA\1001(8)

4th July 2007

Mr. Desmond Alufohai
Senior Trade Development Specialist
International Trade Consortium of
Miami - Dade County, Florida

Dear Sir,

Letter of Appreciation

On behalf of the Management and staff of the Gambia Ports Authority, and our delegation to the Port of Miami in particular, I wish to extend our gratitude and appreciation of your organisation's efforts in helping to facilitate the Inter-port Cooperation mission to the Port of Miami in May 2007.

We thank you for your valuable assistance and look forward for further cooperation towards the successful signing and implementation of the Inter-port agreement.

Capt. A R Bah

FOR: MANAGING DIRECTOR

Cc: File

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JUL 23 2007

EXEC DIR OFFICE



USAfrica Air Transportation Summit

June 6 – June 8, 2007



Desmond

RECEIVED ITC

JUL 24 2007

EXEC. DIR. OFFICE

107-24-07-57

July 17, 2007

Mr. Desmond Alufohai
International Business Manager
Jay Malina International Trade Consortium
111 N.W. 1st Street, Suite 2560
Miami, FL 33128

Dear Mr. Alufohai:

Once again, we would like to take this opportunity to extend to you our warm and sincere gratitude for your attendance and participation in the 2007 USAfrica Air Transportation Summit in Miami Florida. The conference's success was due in large part to your participation and contributions.

Enclosed, please find a CD-Rom containing Summit presentations, photographs and other important documents and materials. We also enclosed, a Certificate of Participation, as a small token of our gratitude and a testimony of your presence at this important gathering, please feel free to visit our website www.democracy-Africa.org for more information on the Summit.

We welcome all suggestions and recommendations on how the secretariat can better work with you to achieve our common objective of expanding USAfrica Air Transportation linkages. Once again, we thank you for honoring us with your attendance. We look forward to more partnerships in the future. Please feel free to contact us should you have any questions or concerns.

Sincerely,

Fred Oladeinde
President
The Foundation for Democracy in Africa

Miguel Southwell
Assistant Director
Miami International Airport

Dreyfus-Ulvert, Maria (ITC)

From: Cynthia Mayer [cynthiamayer@corpeiusa.com]
Sent: Wednesday, August 13, 2008 11:56 AM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Lisenby, Jeanie L. (ITC)
Subject: RE: Your mission

Dear Maria,

I would like to thank for the ITC's support in this incoming mission, I am certain that these contacts will be of great help for the matchmaking agenda. I will keep you informed about the leads.

Best regards,

Cynthia Mayer Z.
Trade Commissioner
Director CORPEI Miami
1101 Brickell Avenue
B.I.V. Tower Suite M102
Miami, FL 33131
Tel 305 5390224
Fax 305 5398313
www.corpei.org

From: Dreyfus-Ulvert, Maria (ITC) [mailto:dreyfus@miamidade.gov]
Sent: Wednesday, August 13, 2008 11:16 AM
To: Cynthia Mayer
Cc: Lisenby, Jeanie L. (ITC)
Subject: RE: Your mission

Cynthia Mayer
CORPEI USA

Dear Cynthia,

Hi. In response to your request for trade leads, please find attached 10 lists by sector for your matchmaking efforts for the Ecuadorean Delegation coming in September of 2008. Another set of lists by sector will be send to you later.

We would greatly appreciate if you could send us feedback (even if is is via email) on how useful our trade lead were.

Regards,

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1st Street, Ste. 2560
Miami, FL 33128
Office: (305)375-3885
Fax: (305)679-7895
www.miamidade.gov/itc

Delivering Excellence Every Day



Florida Delegation,
Southeast U.S./Japan
Association, Inc.

Desmond

October 30, 2008

Mr. J. A. "Tony" Ojeda
Executive Director
Jay Malina International Trade Consortium
111 NW 1st Street, Suite 2560
Miami, FL 33128-1994

Dear Tony:

I am writing to thank you for sending your Senior Trade Development Specialist, Desmond Alufohai, to represent your organization at this year's 32nd Annual SEUS/Japan Joint Meeting in Raleigh, NC this past October 19-21. As I am sure you heard from Desmond, the meeting was a great success with the attendance of some 500 participants, and our outstanding Florida Delegation was led by Lt. Governor Jeff Kottkamp.

We appreciate your support of this event and of our sister association, "Florida China Association," and would now like to invite you to become a member of Florida Delegation, Southeast U.S./Japan Association so that we can work more closely with you henceforth regarding Japan as well. Participation in the annual joint meeting normally requires you to become a member of the association. However, I waved the requirement this year to facilitate Desmond's participation to the joint meeting and experience first hand the value of this important annual event.

Enclosed for your review and consideration are membership and general information materials and a "saves the date" flier for next year's joint meeting. Please let me know if you have any questions or would like additional at this time. Thank you for your consideration.

Sincerely,

Dave Woodward
Executive Director

Cc: Desmond Alufohai, Senior Trade Development Specialist
Laurent Gloor, Membership & Programs Coordinator

Enclosures

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NOV 03 2008

EXEC. DIR. OFFICE
I-11-03-08-06

Desmond

January 8, 2009

Mr. Desmond Alufohai, CMP
Senior Trade Development Specialist
The Jay Malina International Trade Consortium
111 NW 1st Street, 25th Floor, Suite 2560
Miami, FL 33128-1994

RECEIVED

JAN 10 2009

EXECUTIVE OFFICE

I-01-12-09-1E

Dear Desmond,

Happy New Year!

I hope this note finds you well. In follow up to the CAPEXIL delegation's visit to Miami in late November, I am writing to share my personal thanks for the kind hospitality and warm welcome that you extended to the CAPEXIL Trade Mission delegates and to me as the mission coordinator. It was truly a pleasure for me to work with you in arranging the meeting for the delegation with you, on behalf of the Jay Malina ITC, and the whole community of internationally oriented organizations in Miami. I was simply overwhelmed by the wonderful collaboration and willingness to accommodate the CAPEXIL visit – particularly in light of their arrival during the week of Thanksgiving. Please know that I am telling everyone I meet about what a delight it was to visit Miami and to work with you and the rest of the "team". I will certainly take every opportunity to recommend Miami as a destination for future inbound Trade Missions that ROI might work with.

Beyond the joy of working with you, Joe, Gary, Madhu and Charlotte, I was most impressed with the "flow" of your respective presentations and remarks. I think you made an excellent case for Florida as an advantageous location for Indian firms that may seek to serve the US and Latin American markets, while introducing all the wonderful resources available to assist with the process. As a fellow, former, trade promoter for Virginia, I truly applaud your presentation of the ITC's services and the advantages of doing business in Miami.

As we briefly discussed, my firm, ROI Research on Investment, was engaged by CAPEXIL in order to assist the trade mission organizers with the implementation of their plan for the US Trade Mission. The specific services provided by ROI for CAPEXIL were focused on three elements of their program throughout the four city tour of the US:

- Coordinating logistics for the delegation (lodging, transportation and venues/catering for their Buyer Seller Meets);
- Scheduling meetings for the delegation with key industry associations, chambers of commerce and economic development organizations with resources available to assist international companies;
- Identifying and qualifying companies to invite to the CAPEXIL Buyer Seller Meets, and promoting these events to the appropriate target audience through direct outreach as well as through local partner promotion.

I would be happy to elaborate on the services provided to CAPEXIL if you have any questions about our approach to the tasks undertaken in support of the delegation.

As a bit of background, ROI is a market research firm which offers customized, business to business research services that enable our clients to identify, qualify and connect with the companies they have defined as their target



audience (customers, partners, prospective investors, or other). Our traditional clients are economic development agencies seeking new investment and individual firms or companies seeking qualified prospective customers or partners in new markets, both international and domestic. I encourage you to learn more about ROI through our website: www.roivision.com.

Looking forward, ROI would be pleased to offer our services as a resource for your organization. At your convenience, I would be delighted to schedule some time to speak with you early in the New Year to discuss possible opportunities for us to support your organization directly or indirectly.

- Indirectly, we might be a useful as a resource you might offer to clients who require additional assistance with customer or partner identification and qualification in a new market, beyond the limit of your in-house resources. We have found our in-depth prospect and partner qualification to be a welcomed service in support of the programs developed by International Trade organizations, due to our ability to dedicate teams of researchers to tackle big projects and to do so in more than 25 languages.
- Directly, we would welcome the chance to support the Jay Malina ITC with any of your programs in the Miami area (identifying companies and promoting the events or seminars) or trade missions abroad (by providing matchmaking services).

Our company's value is grounded in the professionalism of our research personnel and built upon the strength of our methodical process for obtaining, managing, and presenting large amounts of granular data in a useful format for our clients. We are unlimited in the industry scope of our research and able to provide our services in nearly every country around the world.

Thank you once again for your kind support and accommodation of the CAPEXIL Delegation. I am grateful to CAPEXIL for providing me with an opportunity to work with you, and I very much enjoyed my time in Miami. I am hopeful that our paths will cross again soon in 2009.

With best regards and warm wishes for a wonderful New Year,



Kimberly Weir
VP, Marketing & Business Development
ROI Research on Investment



Dreyfus-Ulvert, Maria (ITC)

From: Cecilia Arroyo [cecilia.arroyo@prochile.us]
Sent: Wednesday, March 25, 2009 10:14 AM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Ojeda, Tony (ITC); Lisenby, Jeanie L. (ITC); 'Maite Castaneda'
Subject: RE: Chilean Delegation April 20th

María,

Muchas gracias por tu ayuda, nos pondremos en contacto con Lubby Navarro.
Saludos
Cecilia

From: Dreyfus-Ulvert, Maria (ITC) [mailto:mdreyfu@miamidade.gov]
Sent: Martes, 24 de Marzo de 2009 15:52
To: Cecilia Arroyo
Cc: Ojeda, Tony (ITC); Lisenby, Jeanie L. (ITC)
Subject: FW: Chilean Delegation April 20th

Cecilia Arroyo
Trade Commissioner
PROCHILE

Estimada Cecilia,

Adjunto te remito respuesta del Sr. Marc LaFerrier, Director del Departamento de Planning and Zoning del Condado. Te recomiendo te pongas en contacto con la Sra. Lubby Navarro (ver sus datos abajo) quien se encargara de coordinar la reunión de dicho departamento con la delegación de Chile el día 20 de Abril en el Conference Room del 12avo piso en el Stephen P. Clark Government Center (111 NW 1 Street).

Por favor no dudes en contactarme si necesitas algo mas.

Saludos cordiales,

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Suite 2560
Miami, FL 33128
Tel. (305)375-3885
email: mdreyfu@miamidade.gov
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From: Navarro, Lubby (DP&Z)
Sent: Tuesday, March 24, 2009 3:13 PM
To: Dreyfus-Ulvert, Maria (ITC)
Cc: Fernandez, Elizabeth (DP&Z); Lodi, Gianni (DP&Z)
Subject: FW: Chilean Delegation April 20th

Maria,

I will be the person from our Department coordinating the meeting for the Delegation.

My contact inform is :

Lubby Navarro, Agenda Coordinator

Miami-Dade County Department of Planning and Zoning

111 N.W. 1 St. Street, 11th Floor

Miami, FL 33128

Phone Number: (305) 375-4724

Email: lubby@miamidade.gov

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From: Navarro, Lubby (DP&Z)

Sent: Tuesday, March 24, 2009 2:58 PM

To: Basu, Subrata (DP&Z); Woerner, Mark (DP&Z); Silva, Eric (DP&Z); Fojo, Maria Teresa (DP&Z)

Cc: Lodi, Gianni (DP&Z); Fernandez, Elizabeth (DP&Z); LaFerrier, Marc C. (DP&Z)

Subject: Chilean Delegation April 20th

All,

Please read below pertaining to a request from the Construction Chamber of Chile and a group of members from their department that would like a briefing on the three specific issues pertaining to our Department.

The meeting will take place on April 20th from 9:00 AM to 11:00 AM on the 12th FL –Conference Room.

I will schedule a meeting with all of us to discuss the request and prepare the information for their visit on the April 20th.

Lubby Navarro

Agenda Coordinator

111 N.W. 1 St. Street, 11th Floor

Miami-Dade County Department of Planning and Zoning

305-375-2800 x 8972

www.miamidade.gov/planzone

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From: LaFerrier, Marc C. (DP&Z)

Sent: Monday, March 23, 2009 11:35 AM

To: Dreyfus-Ulvert, Maria (ITC)

Cc: Navarro, Lubby (DP&Z); Fernandez, Elizabeth (DP&Z)

Subject: Re: Chilean Delegation (March 20th 2009)

We are pleased to assist and be involved. We will follow up with you to coordinate our participation.

From: Dreyfus-Ulvert, Maria (ITC)
To: LaFerrier, Marc C. (DP&Z)
Cc: Jensen, Larry (DP&Z); Ojeda, Tony (ITC)
Sent: Mon Mar 23 11:20:03 2009
Subject: Chilean Delegation (March 20th 2009)
Mr. Marc LaFerrier
Director
Department of Planning and Zoning
Miami Dade County

Dear Mr. LaFerrier,

The Trade Commissioner from Chile, Ms. Cecilia Arroyo, contacted our office to request our assistance in setting up a meeting with the Planning and Zoning Department on April 20th at 9:00am. The delegation composed of 20 people (*see list attached*) which are members of the Construction Chamber of Chile are interested in meeting with someone from your department that could brief them on the following:

1. Get to know the instruments or alternative methods that are used by the County to introduce the externalities of the developments (different from the traditional method of zoning).
2. Get to know the evaluation by the different sectors (public, private, academic) of the **impact fees** as a mechanism for financing urban infrastructure.
3. Get to know the methods used to manage urban densification.

We were told by the Chilean Trade Office that the briefing could be done in English.

I spoke with Mr. Jensen this morning, and he suggested that I sent you this email. Please let me know if your department will be able to meet with the Chilean Delegation, so that I can put them in contact with the appropriate person.

Looking forward to your response.

Regards,

Maria Dreyfus-Ulvert
Trade Development Specialist
The Jay Malina International Trade Consortium (ITC)
111 NW 1 Street, Suite 2560
Miami, FL 33128
Tel. (305)375-3885
email: mdreyfu@miamidade.gov
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No virus found in this outgoing message.
Checked by AVG.

Version: 7.5.557 / Virus Database: 270.11.3/1975 - Release Date: 27-02-2009 7:05



SOUTH AFRICAN CONSULATE-GENERAL
NEW YORK

333 EAST 38TH STREET 9TH FLOOR
NEW YORK, NY 10016

TEL (212) 213-4880 FAX (212) 213-0102

WEBSITE: <http://www.southafrica-newyork.net>

EMAIL: sacg@southafrica-newyork.net

17 April 2009

Desmond

Mr. Desmond Alufohai, CMP
Senior Manager - Trade Development Specialist
Jay Malina International Trade Consortium [ITC]
Stephen P. Clark Government Center
111 NW First Street, 25th Floor, Suite 2560
Miami, Florida 33128

Dear Mr. Alufohai,

Please allow me to thank you for your assistance during my recent visit to Florida, which coincided with our participation at the Miami International Boat Show. Your kindness in including Jeff and I to the State of the Ports lunch, was very much appreciated. It is clearly an event of some significance, and provided a wonderful opportunity to meet with many of the "movers and shakers", from the world of international trade.

I was also delighted that you and Tony were able to join us for our cocktail reception at the Intercontinental Hotel in honor of the participants at the Miami Boat Show. The Show was again a significant success for the South African boat builders and we look forward to maintaining our presence there in the coming years.

I must say, it is indeed encouraging to know that South Africa has such good friends in the south Florida region.

Yours sincerely,

**FIKILE MAGUBANE
CONSUL GENERAL**

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APR 27 2009

EXEB DIR OFFICE
I-04-27-09-48

Dreyfus-Ulvert, Maria (ITC)

From: Flanders Investment & Trade Atlanta [atlanta@fitagency.com]
Sent: Friday, April 17, 2009 12:51 PM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: Request for information

Dear Ms. Dreyfus:

First of all, I would like to thank you for all the assistance you provided before and during Mr. Van den bossche's business trip to Miami. His trip was very successful.

Recently our office received a request from a Flemish company that is interested in doing business in Florida. The company installs horse training tracks and indoor training walkers. Before starting up a business, they would like to perform the work for the potential client with their own equipment (earth movers, leveling machines) and workforce. Is it possible to do this?

Please feel free to contact me if you need additional information.

Thank you in advance for your input.

Best regards,

*Diane Muse
Trade Assistant
Flanders Investment & Trade
C/O Consulate of Belgium
235 Peachtree Street NE Suite 810
Atlanta GA 30303 USA
Tel: +1-404-659-9611
Fax: +1-404-659-9461*

atlanta@fitagency.com
www.flandersinvestmentandtrade.com www.brussels-export.be
[Website](#) | [Disclaimer](#)

The opinion of a trusted source... [Flanders is Northern European Region of the Future 2006-2007](#) (Financial Times' fDi magazine)

From: Dreyfus-Ulvert, Maria (ITC)
Sent: Friday, July 24, 2009 1:10 PM
To: Ojeda, Tony (ITC); Lisenby, Jeanie L. (ITC); Hoffmann, Martha (ITC)
Cc: Alufohai, Desmond U. (ITC)
Subject: FW: Greetings

Fyi. Good feedback received.....

Maria Dreyfus-Ulvert
Trade Development Specialist
 The Jay Malina International Trade Consortium (ITC)
 111 NW 1 Street, Ste. 2560
 Miami, FL 33128
 Tel. 305.375.3885

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From: Doris DUNON [mailto:d.dunon@martinique.cci.fr]
Sent: Friday, July 24, 2009 1:07 PM
To: Dreyfus-Ulvert, Maria (ITC); Alufohai, Desmond U. (ITC); de Villiers, Richard (Seaport); Rodriguez, Ernesto B. (Aviation)
Cc: mdreyfus@miamidade.gov; Philippe Timon; elise@afmiami.org; Marie Noelle CATAYEE
Subject: Greetings

Dear Ms Dreyfus, Mr Alufohai, Mr Rodriguez and Mr de Villiers,

We came back from the trade mission very pleased.

Today we had our "post mission meeting" that permits me to relay you the very high satisfaction expressed by the participants regarding all the information received, the various contacts and the business opportunities. We have deeply discussed about the show room in the free zone. Would it be possible to have more information about is. The conditions to apply, the cost, availability, etc? We would like to consider it as a project within the next coming years.

I really wanted to thank the Jay Malina International Trade Consortium and especially you for having welcomed us, for your reactivity and the quality of your presentations.

We take good note of your recommandations and contacts and hope the future will allow good collaboration.

Would it be possible to have the presentations sent to me via email? I think that with the photo session, we forgot about it.

Thank you again

Best regards

Doris DUNON

Conseillère en Développement International / International Business Development Officer / Consejera en desarrollo internacional

Chambre de Commerce et d'industrie de la Martinique / Martinique Chamber of Commerce & Industry / Cámara de comercio e industria de la Martinica

Direction de l'Accompagnement des Entreprises / Companies Consultancy Department

Tel (office): (+596) 596 55 29 13 / (+596) 596 55 28 71

Fax: (+596) 596 71 66 80

d.dunon@martinique.cci.fr
www.martinique.cci.fr

From: Lisenby, Jeanie L. (ITC)
Sent: Tuesday, October 13, 2009 5:01 PM
To: Hoffmann, Martha (ITC)
Subject: FW: Trade Events Calendar for October 2009

See below for positive feedback.

Jeanie Lisenby

Marketing and Outreach Manager

The Jay Malina International Trade Consortium, (ITC)

111 NW 1st Street - Suite 2560

Miami, FL 33128

Office: 305-375-5290

Fax: 305-679-7895

Lisenby@miamidade.gov

www.miamidade.gov/itc

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From: Priscillabd@aol.com [mailto:Priscillabd@aol.com]

Sent: Friday, October 09, 2009 5:23 PM

To: Lisenby, Jeanie L. (ITC)

Subject: Re: Trade Events Calendar for October 2009

It was fantastic finally meeting you, Jeanie at the MEDweek event today. Thank you for all that you do for small business.

Priscilla

Priscilla B.Dames, President

Wingspan Seminars, LLC

19200 E. Saint Andrews Drive

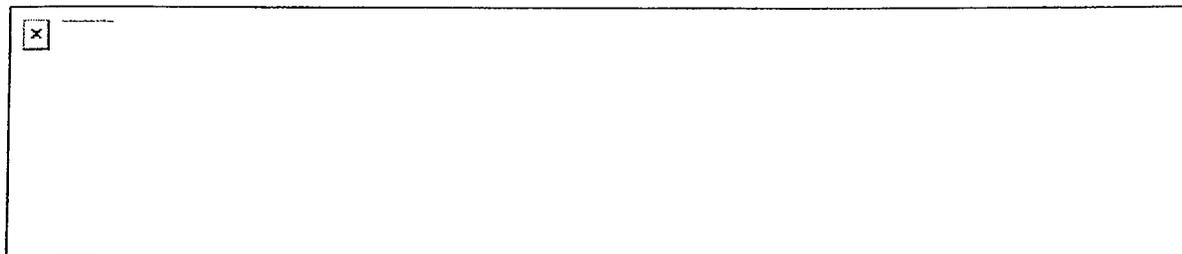
Hialeah, FL 33015

305-804-4627

visit- www.wingspanseminars.com

Positive Climate Through Prevention & Intervention Training

In a message dated 10/2/2009 7:02:43 P.M. Eastern Daylight Time, LISENBY@miamidade.gov writes:



Dear Friends,

In an effort to keep the business community in South Florida informed on trade related activities, the Jay Malina International Trade Consortium (ITC) of Miami-Dade County has compiled a list of trade related events for 2009.

Dreyfus-Ulvert, Maria (ITC)

From: Danilo Colares - SEAIN [danilo.colares@desenvolvimento.mg.gov.br]
Sent: Friday, October 30, 2009 11:45 AM
To: Dreyfus-Ulvert, Maria (ITC)
Subject: ENC: Minas Gerais Delegation

Maria,

Please find Bellow the correct number of Perutz passport and also Paula's.

The agenda is great. Thank you and congratulations for the excellent service.

Regards,

Danilo Colares de A. Moreira
Diretor da Plataforma Logistica de Comércio Exterior
Subsecretaria de Assuntos Internacionais
Secretaria de Estado de Desenvolvimento Econômico
Rua Rio de Janeiro, 471 - 16º andar
31160-040 Belo Horizonte - MG
Tel. 031 3270 9370
e-mail danilo.colares@desenvolvimento.mg.gov.br

De: Danilo Colares - SEAIN [mailto:danilo.colares@desenvolvimento.mg.gov.br]
Enviada em: quinta-feira, 29 de outubro de 2009 18:40
Para: 'Dreyfus-Ulvert, Maria (ITC)'
Cc: 'Paula Andrade'
Assunto: Minas Gerais Delegation

Maria,

Please find below Minas Gerais delegation data. It is missing Paula's passport number that I will send to you tomorrow.

1) LAST NAME

Barroso

FIRST NAME -

Sergio

PASSPORT NUMBER -

[REDACTED]

NATIONALITY -

Brazilian

DATE OF BIRTH (MONTH, DAY, YEAR)

[REDACTED]

TITLE - ORGANIZATION - State Secretary for Economic Development of Minas Gerais

2) LAST NAME

Meneguetti

FIRST NAME

Pedro

PASSPORT NUMBER

[REDACTED]

Dreyfus-Ulvert, Maria (ITC)

From: Mary B. Arnaud [marnaud@brazilchamber.org]
Sent: Thursday, November 05, 2009 11:15 AM
To: Ojeda, Tony (ITC)
Cc: Dreyfus-Ulvert, Maria (ITC)
Subject: Thank you

Dear Tony:

I would like to thank you for giving the Brazilian-American Chamber of Commerce of Florida (BACCF) the opportunity to host the reception for the incoming Minas Gerais mission yesterday. It was a pleasure to work with Maria on the event. I hope that we met your expectations and look forward to working with the ITC on future joint ventures.
Best regards,

Mary B. Arnaud
Executive Director
Tel: 305-579-9030 // 954-965-1184
Fax: 305-579-9756 // 954-965-1187
www.brazilchamber.org