



Miami-Dade County, Florida

## ***A Global Gateway***

**Presented By:**

**Natacha Seijas**

**Miami-Dade County Commissioner**



The Jay Malina International Trade Consortium (ITC)



## Mission Purpose

- To highlight Japan's burgeoning trade community;
- To promote Miami-Dade County position's as a global gateway, and our role as an international platform for international business and trade;
- To discuss our infrastructure, friendly business environment, and our cultural diversity;
- To explore ways to increase bilateral trade and cultural relations between Japan and Miami-Dade.

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## Mission to Japan

- Delegation of 16 members;
- Including both government and the private sector;
- Representatives of ITC, Miami International Airport, the Port of Miami, and business leaders from throughout the State of Florida.



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## About Miami-Dade County Government



- The Mayor is the head of the government and presides over the Executive Branch.
- The Board of County Commissioners consists of 13 members elected by districts.
- County's Budget of \$7.5 billion (2008).



Mayor Carlos Alvarez



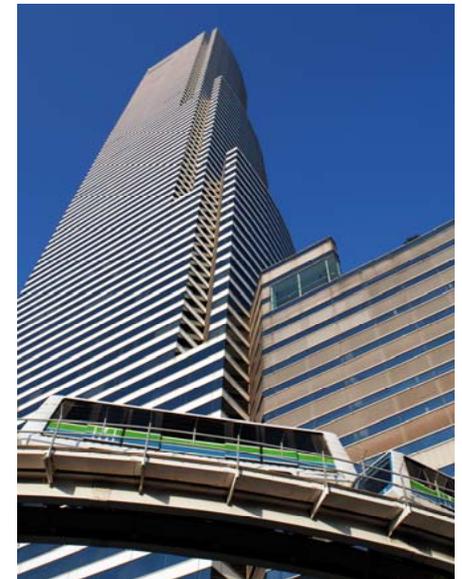
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# About Miami-Dade County Government

## County Programs:

- Economic Development
- Health
- Housing
- Transportation
- Public Utilities
- Public Safety
- Culture and Recreation





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## About Miami-Dade County

- Culturally and ethnically diverse metropolitan area
- Most populous County in Florida
- Over 2.4 million people
- 104 Languages
- 35 Municipalities
- 60% Hispanic
- 20% Non-Hispanic White
- 15% African American
- 5% Other



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## Come Trade with Us

- Platform for Trade with the Americas
- Trade and Communications Infrastructure
- Superior Health Care
- Superb Educational Facilities
- World Class Hotels and Entertainment
- South Florida Climate
- Friendly and Hospitable



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## Come Trade with Us

**ON BEHALF OF MIAMI DADE COUNTY  
WE INVITE YOU TO  
BRING A  
TRADE MISSION  
TO OUR COMMUNITY**





Miami-Dade County, Florida

## ***A Global Gateway***

**Presented By:**

**J.A. Ojeda, Jr.**

**ITC Executive Director**

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## About Florida

- Population (2008): 18.3 million and nearly 1,000 new residents arrive daily;
- Ranks 3<sup>rd</sup> Best State for Business in U.S.;
- Fourth largest USA market;
- Total merchandise trade \$130 billion in 2008—22% increase from 2007.



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## About Florida

- Total foreign direct investment (FDI) in Florida reached \$39.3 billion (2008);
- The 20<sup>th</sup> largest economy in the world and 4<sup>th</sup> largest economy in the U.S.;
- Ranks 9<sup>th</sup> in Technology & Innovation;
- Ranks 9<sup>th</sup> in Access to Capital.



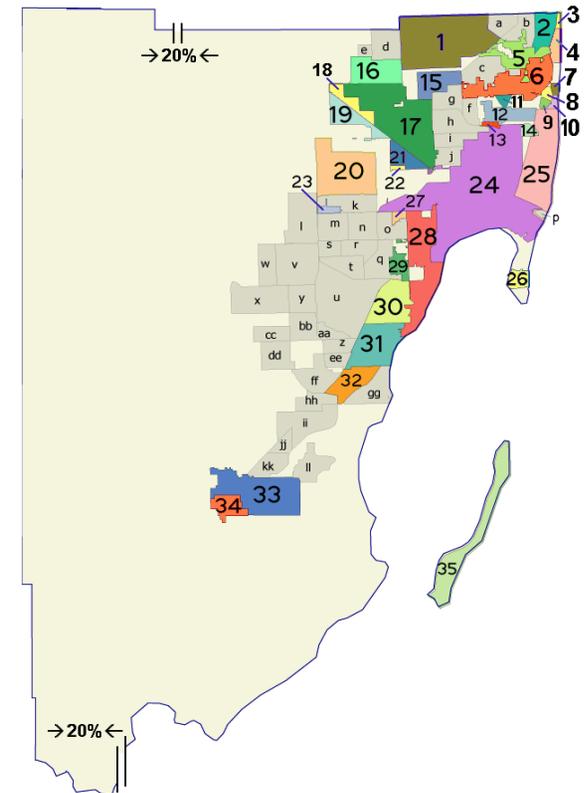
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## About Miami-Dade County

- Multilingual labor force of about 1.1 million;
- Operates Miami International Airport – No. 1 U.S Airport for international freight;
- Operates the Port of Miami – Cruise Capital of the World and largest containerized port in Florida;
- Second largest center for international banking after New York;



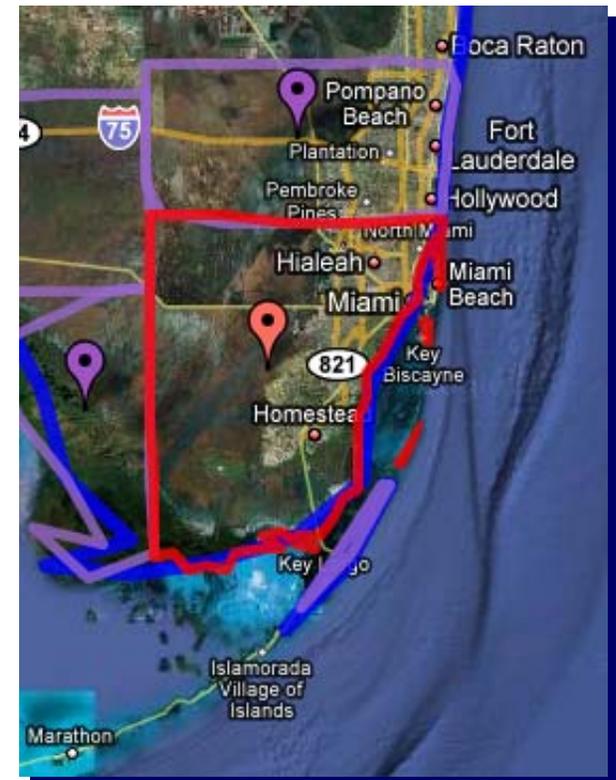


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## About Miami-Dade County

- 69 Foreign Consulates (including Japan) and Trade Offices;
- 75% (1,146) of multinational firms in South Florida located in Miami-Dade;
- Best Metro area for “Small Business in the U.S.”.





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## What Is The ITC?

- Official County government agency responsible for the development of two-way merchandise trade between Miami-Dade County and other parts of the world;
- Represents Miami-Dade County's international interests;
- Organizes inbound and outbound trade missions;
- Administers Sister Cities Program that promotes international cultural understanding.

Come Trade With Us

The Jay Malina International Trade Consortium of Miami-Dade County, Florida is the official County agency that promotes Miami-Dade as a Global Gateway for trade.

www.miamidade.gov/itc  
Tel: 305.375.5808

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SISTER CITIES INTERNATIONAL

The graphic features a collage of images: a city skyline, an airplane, a meeting, and a ship. It includes the ITC logo and contact information.



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# ITC Board Composition

- ITC's Board Members are appointed by the Mayor and County Commissioners;
- Miami-Dade County's major private sector trade organizations are also members of the ITC Board of Directors;
- ITC has 8 Committees composed of Board members and community stakeholders.





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## ITC's Mission

- To promote Miami-Dade County as a Global Gateway by enhancing International Relations, Cultural Understanding, and Trade.





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## ITC Programs and Services

- Economic Development
- Trade Promotion
- Protocol Services
- Sister Cities Program





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## Economic Development

- ITC Led Outbound Trade Missions
- Inbound Trade Mission Sponsorships
- *Miami Trade Numbers* Statistical Guide
- Business Matchmaking Services
- Trade Events Promotion

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## ITC Regional Trade Initiatives

- African Trade Initiatives
- Asian Trade Initiatives
- Europe & Middle Eastern Trade Initiatives
- Western Hemisphere Trade Initiatives



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**Miami-Dade County is the  
“Gateway of the Americas”™  
and  
Platform for International Trade**





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## Miami Customs District 52: One of Two Districts in U.S. with Trade Surplus

- Exchanged \$90 billion worth of merchandise in 2008 (14% increase from 2007);
- Record trade surplus: \$20 billion (biggest ever!) due to increase of exports to growing economies from Central & South America.

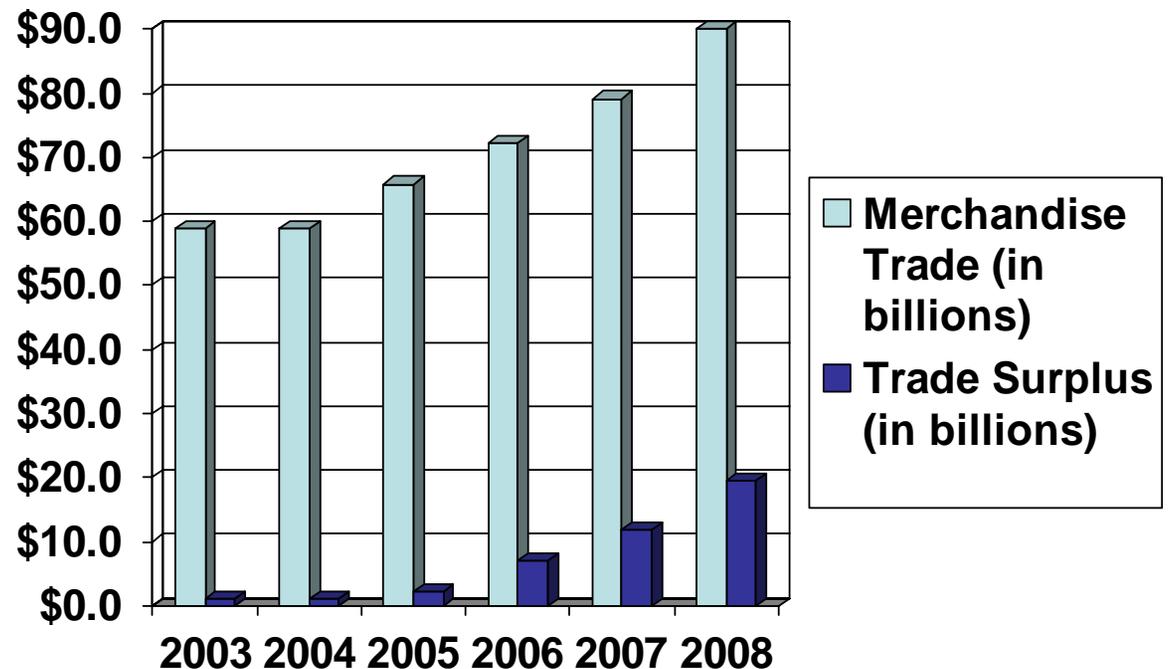




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# Miami Customs District 52: One of Two Districts in U.S. with Trade Surplus





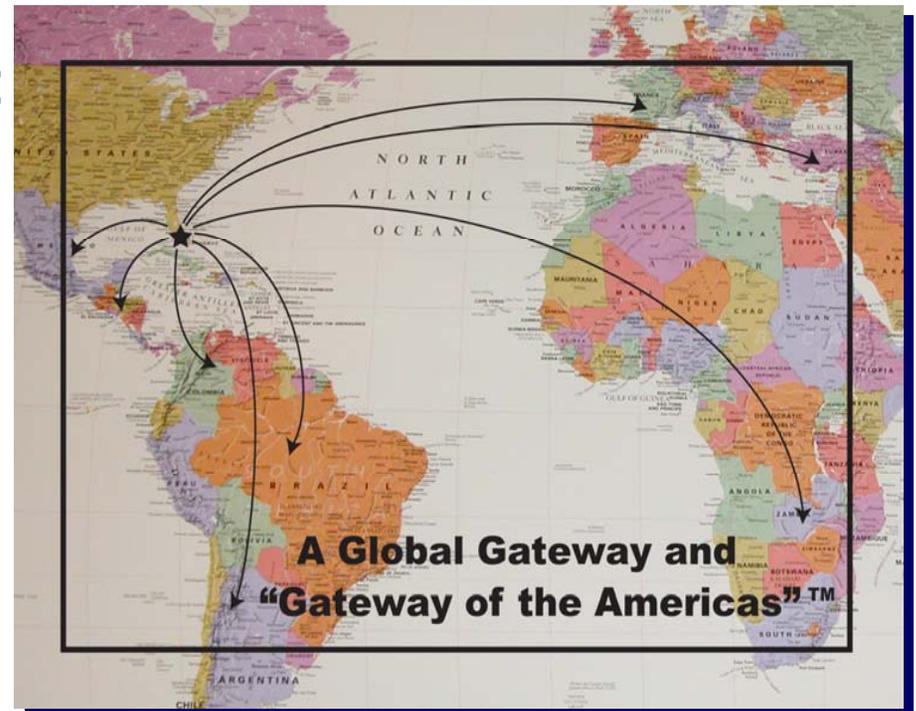
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## Miami-Dade is the U.S. Connection to Latin America and the Caribbean

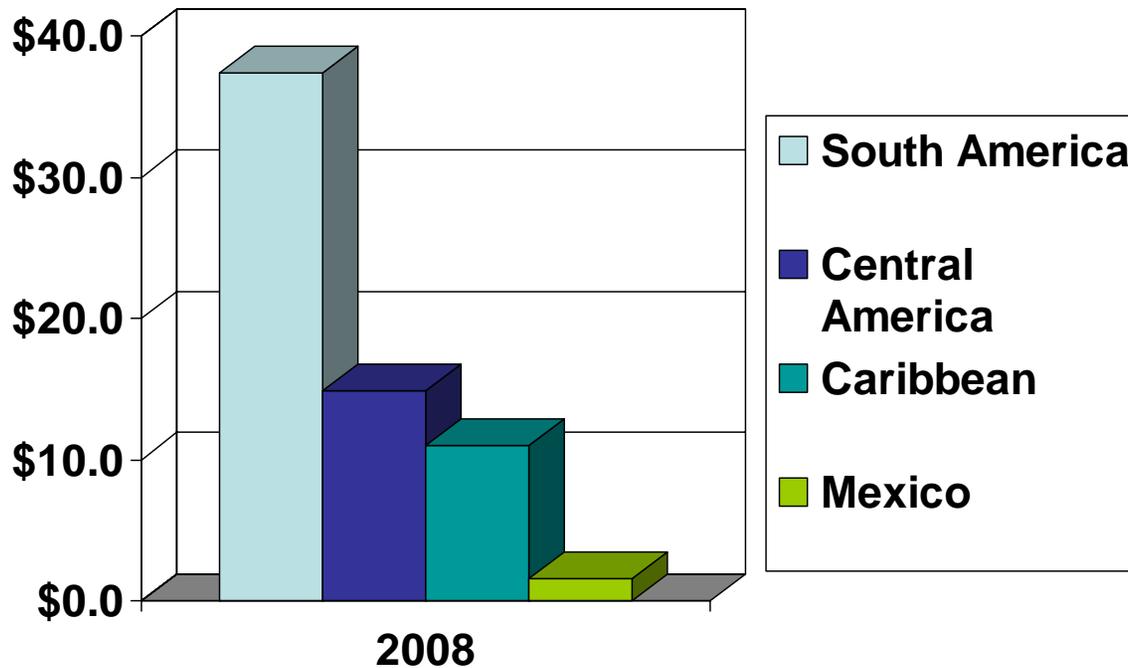
In 2008, total trade between Miami and LAC was \$64.9 billion:

- South America: \$37.4 billion (Peru FTA, Chile FTA);
- Central America: \$14.9 billion (DR-CAFTA Countries);
- Caribbean: \$11 billion (excludes Cuba);
- Mexico: \$1.6 billion (NAFTA).





# Miami-Dade is the Platform for Trade with Latin America and the Caribbean





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## U.S. Connection to Latin America

In 2008, 11 of Miami's Top 15 World Trading Partners were from South and Central America and the Caribbean:

- Brazil
- Venezuela
- Colombia
- Dominican Republic
- Honduras
- Costa Rica
- Chile
- Perú
- Argentina
- Guatemala
- El Salvador



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## Miami-Dade's Top Ten Trade Partners 2008

1	Brazil	\$ 13,165,524,649
2	Venezuela	6,384,337,861
3	Colombia	5,639,100,056
4	China	4,653,010,924
5	Dominican Republic	4,540,637,730
6	Honduras	4,004,184,051
7	Costa Rica	3,967,031,558
8	Chile	3,305,871,775
9	Peru	2,499,357,640
10	Argentina	2,348,035,120



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## Miami-Dade Tourism

- Year-round tourist destination;
- More than 13 million overnight visitors (2008);
- Record economic impact of \$17 billion (2007);
- 15+ miles of beaches and 800+ parks
- Subtropical annual average daily temperature of 76 degrees Fahrenheit / 23 degrees Celsius
- Ranked as “America’s 50 Hottest Cities”.



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## Platform for International Trade

### Connectivity:

- Network Access Point (NAP) of the Americas is the only facility of its kind specifically designed to link Latin America with the rest of the world;
- One of the top-five test interconnected cities in the world;
- Only city in the U.S. where Optical, Ethernet, MPLS, Voice, and Internet traffic is handed off in a single location;
- More than 160 global carriers exchange data at the NAP of the Americas.



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## Platform for International Trade

### Miami Free Trade Zone:

- Merchandise from over 70 countries;
- Over 5,000 ocean containers received;
- 102,000 tons of merchandise processed annually;
- Duty elimination (on re-exports);
- Duty reduction (on U.S. imports);
- 650,000 square feet of distribution space with U.S. Customs & Border Protection office on site.

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## Miami-Dade's Top Asian Trade Partners 2008

1	China	\$4,653,010,924
2	Japan	1,479,399,168
3	South Korea	678,426,284
4	Taiwan	596,993,362
5	Hong Kong	454,284,369



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## Miami-Dade Trade With Japan

- Japan is Miami-Dade's 20<sup>th</sup> largest trading partner (2008);
- Miami-Dade exports to Japan in 2008 totaled \$376 million;
- Miami-Dade imports from Japan in 2008 totaled \$1.1 billion.

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## Miami-Dade Trade With Japan

Total trade with Japan totaled \$1.4 billion in 2008



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## Miami-Dade Trade With Japan

Top exports to Japan include:

- Pharmaceuticals;
- Chemical compounds used as a building block for a variety of industries including food, pesticides, and others;
- Medical Equipment;
- Jet engine parts;
- Aircraft parts.





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## Miami-Dade Trade With Japan

Top imports from Japan include:

- Heavy construction machinery;
- Electronics including TV's, camcorders, & digital cameras;
- Computer printers.





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## Miami-Dade Delegates Trade With Japan

Miami-Dade visiting delegation looking to trade with Japan:

- Architectural & Interior Design
- Food Packing Equipment
- Medical Services & Equipment
- Point of Sale & other Electronic Equipment
- Pharmaceutical Products
- Computer Related Products





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## Come Trade with Us

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WE INVITE YOU TO  
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Welcome to  
**MIAMI INTERNATIONAL AIRPORT**  
***ITC - OSAKA PRESENTATION***



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# ***PASSENGER HUB***





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## MIA: Entry Point for Visitor Market

- Miami is USA's 3rd top destination for international visitors
- Miami among top five destinations for international visitors since 1990
- Miami's visitor numbers rose to over 12 million in 2008
  - 5.8 million or 48% were international visitors
  - Over 95% of all visitors arrive to Miami by air

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## MIA: Rankings & Stature

The # 3 leading international gateway to the USA after New York-JFK and Los Angeles

- The world's largest gateway to the Latin America / Caribbean
- The #1 international gateway to Florida





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# TOP 3 U.S. GATEWAY AIRPORTS

## INTERNATIONAL PASSENGER TRAFFIC - 2008

US GATEWAY	JFK	LAX	MIA
International Passengers	22,378,271	16,686,487	16,146,872



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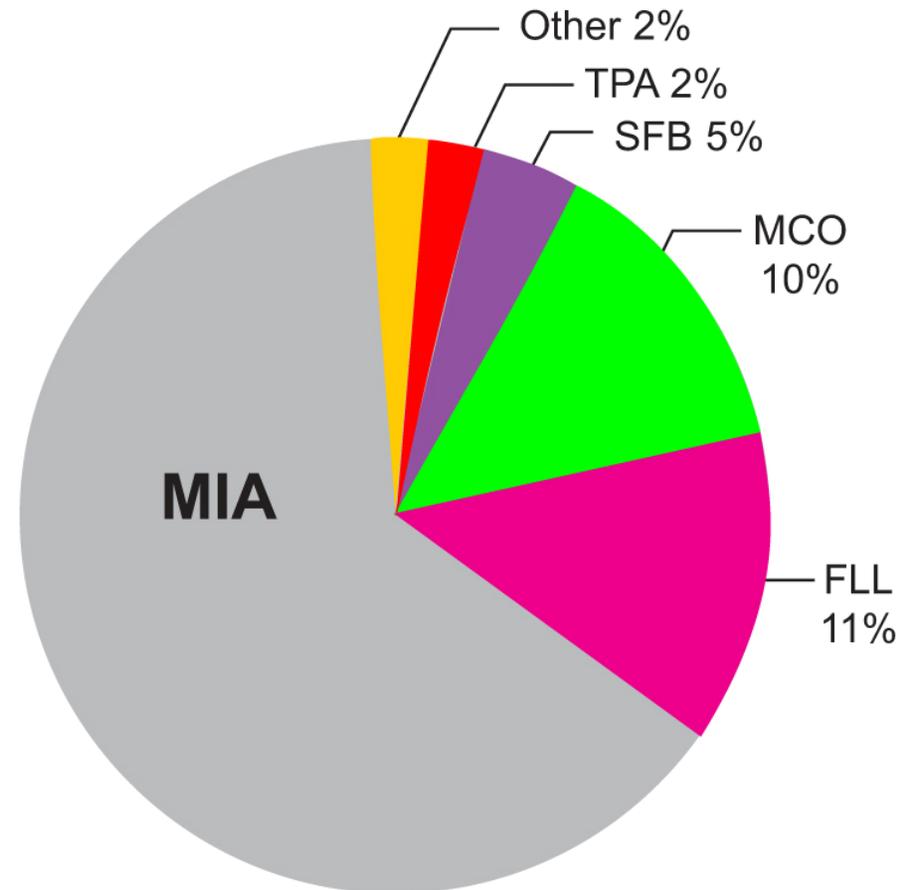


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# Market Share of International Travelers to State of Florida by Airport





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## MIA: Air Service Attributes

- Direct air service to nearly 150 destinations on 4 continents
- Total of 69 scheduled and 20 charter airlines
- Total of 34.1 million passengers at MIA in 2008
  - **16.2 million or 48% were international passengers**



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# MIA: Served by 16 US and 33 International Passenger Airlines



Note: Includes Scheduled and Non-Scheduled Carriers

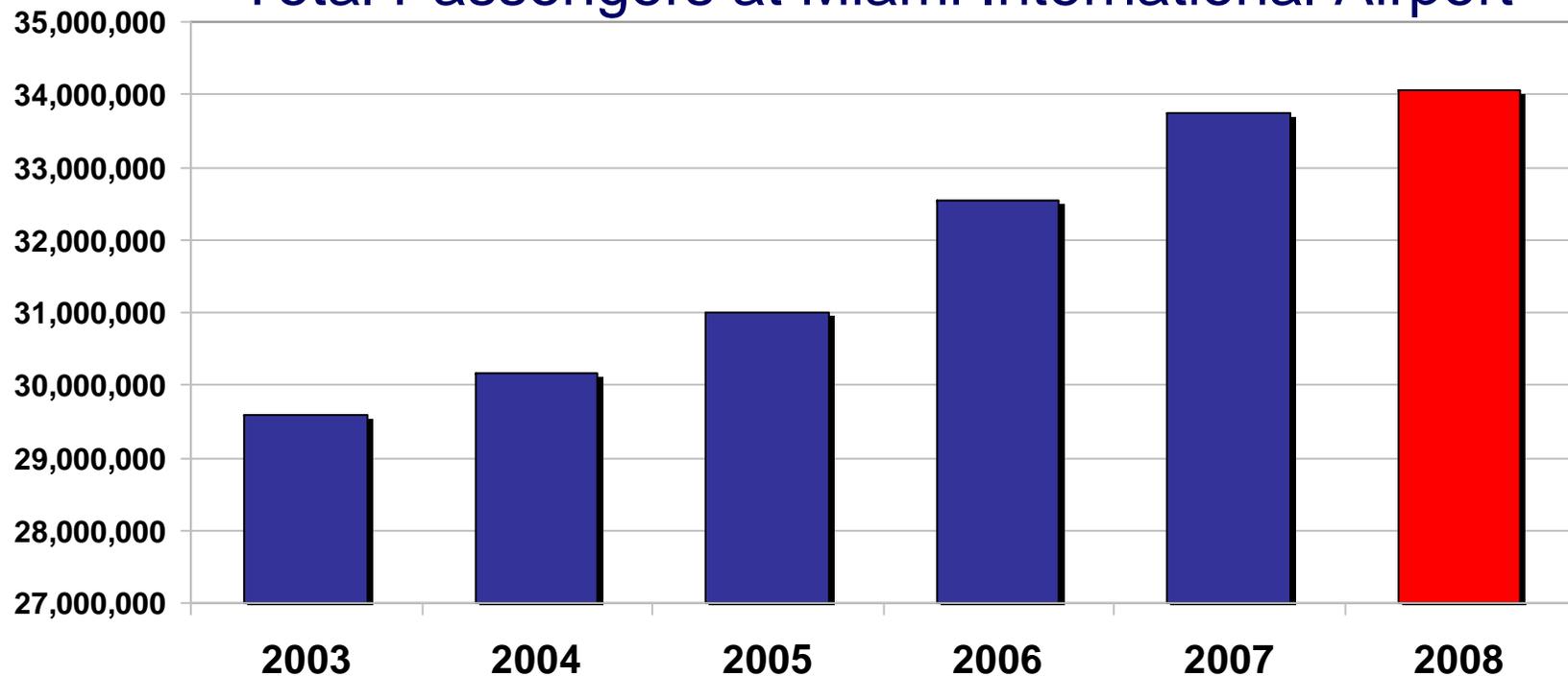


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## Passenger Growth at MIA

Total Passengers at Miami International Airport



Source: Miami-Dade Aviation Department

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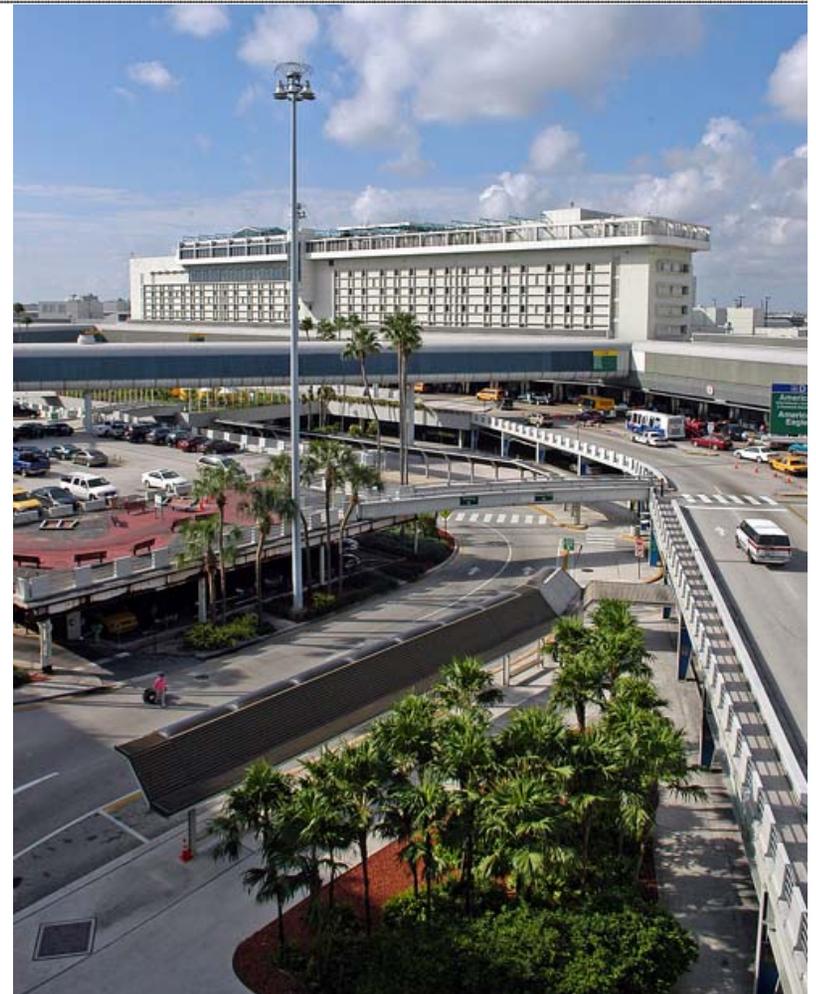
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## MIA: Passenger Facilities

- \$6.3 Billion Capital Improvement Program
- Projects: New Access Roads, New 4<sup>th</sup> Runway, New Terminals
- Construction focused on new South and North Terminals
- New terminals are adding over 372,000 square meters to MIA's existing 325,000 square meters



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## **SOUTH TERMINAL**





## New South Terminal

- Size: 158,000 square meters
- Gates: 28
- New Federal Inspection Facility for 2,000 passengers per hour



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## MIA South Terminal

New Home for 21 Passenger Airlines:

- United Airlines & Star Alliance
- Delta Air Lines & SkyTeam Alliance
- Other Participating Airlines



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**NORTH TERMINAL**



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## North Terminal

- Size: 297,000 Square Meters
- Completion: Through early 2011
- Gates: 48
- Over 1,770 meters long



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## North Terminal

- Gates opening in phases
- People Mover Trains / 4 stations will handle 9,000 passengers per hour



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## North Terminal

Flexible gates for domestic and international arrivals

- Designed for connectivity – 50% of passengers will connect
- New Federal Inspection Facility – largest at MIA – will handle 3,600 passengers per hour
- American Airlines & the *Oneworld* Alliance



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**CARGO HUB**



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## MIA: Cargo Overview

The leading *international* freight airport in the Americas

- Global Hub for Transshipment: Perishable Products, High Technology Commodities, Textiles, Pharmaceuticals and Commercial / Industrial Machinery
- Of **89** airlines at MIA, **40** offer freighter service to **91** cities
- MIA links the Western Hemisphere to Asian, European & Middle Eastern markets



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## MIA: Cargo Statistics

MIA Handled 1.77 Million Metric Tons of Airfreight in 2008

- Of this, 1.54 Million, or 87% was International Airfreight





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### Preliminary Rankings - Major US Airports International Freight – 2008

Rank	Airport	Millions / Metric Tons
<b>1</b>	<b>Miami International (MIA)</b>	<b>1.54</b>
2	New York Kennedy (JFK)	1.05
3	Chicago O'Hare Int'l (ORD)	0.90
4	Los Angeles Int'l (LAX)	0.87
5	Atlanta Hartsfield Int'l (ATL)	0.36
6	Dallas-Ft. Worth Int'l (DFW)	0.27
7	San Francisco Int'l (SFO)	0.25
8	Newark Int'l (EWR)	0.22
9	Washington Dulles Int'l (IAD)	0.18
10	Houston Intercontinental (IAH)	0.16

Source: Airports  
Council  
International



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**Preliminary Rankings - Major World Airports  
International Freight – 2008**

Rank	Airport	Millions/ Metric Tons
1	Hong Kong Int'l (HKG)	3.63
2	Seoul Incheon Int'l (ICN)	2.39
3	Tokyo Narita (NRT)	2.06
4	Paris Charles de Gaulle (CDG)	2.01
5	Frankfurt (FRA)	1.96
6	Shanghai Pudong Int'l (PVG)	1.94
7	Singapore Changi (SIN)	1.86
8	Dubai Int'l (DXB)	1.74
9	Amsterdam Schiphol (AMS)	1.57
<b>10</b>	<b>Miami International (MIA)</b>	<b>1.54</b>

Source: Airports Council International

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# MIA: Served by 23 US and 17 International All-Cargo Airlines



Source: OAG Cargo Guide



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## MIA 2008 Trade Analysis

- Over 873,000 metric tons, or 50.5% was origin & destination freight – valued at \$40.7 billion
- 49.5% of international freight was transshipped via MIA
- MIA handles 96% dollar value of Florida's total air imports & exports





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## MIA – Leading Imports: PERISHABLES

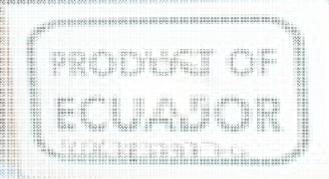
- The leading airport for perishable products in the Western Hemisphere
- During 2008, of all US air imports of Perishable Products MIA handled over 71%.

This included:

**86% Of All Flower Imports**

**65% Of All Fish Imports**

**71% Of All Fruit & Vegetable Imports**



877.76 ROSES  
(76737)



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## MIA – Leading Exports: HIGH TECHNOLOGY COMMODITIES

- Computers & Peripherals, Computer Chips & IC's, and Telecommunications Equipment.
- Inbound from Asia, Europe and North America
- Outbound to Latin America & the Caribbean
- Value of shipments: USD \$ 978 million per month





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## Cargo Facilities

- 17 Warehouse Facilities
- Over 251,000 square meters of space
- 60 Freighter (wide-body) aircraft positions
- Ramp space amounting to 353,000 square meters
- Designed for Air-to-Land & Multi-modal Transport
- Over 74,000 square meters of new facilities now in planning

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## MIA TOP 10 ASIAN TRADE PARTNERS

### Origin/Destination Freight for 2008

Top 10 Trade Partners by Weight		Top 10 Trade Partners by Value	
CHINA	8,648	CHINA	\$804,225,698
INDIA	2,617	<b>JAPAN</b>	<b>\$412,779,749</b>
<b>JAPAN</b>	<b>2,420</b>	SINGAPORE	\$280,469,616
HONG KONG	1,737	HONG KONG	\$207,045,261
SOUTH KOREA	1,566	SOUTH KOREA	\$195,557,176
TAIWAN	1,169	INDIA	\$190,835,308
THAILAND	1,083	MALAYSIA	\$116,676,228
SINGAPORE	945	TAIWAN	\$116,023,162
MALAYSIA	918	THAILAND	\$52,205,190
INDONESIA	746	INDONESIA	\$44,049,552
Total Trade - Top 10	21,851	Total Trade - Top 10	\$2,419,866,940
Total Asia Trade	23,748	Total Asia Trade	\$2,498,423,510



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## Japan - MIA Air Trade - 2008

### *Exports to Japan*

1. Beauty Products
2. Vegetables & Roots
3. Medicines / Drugs / Vitamins
4. Office Machines & Supplies
5. Scientific Instruments

### *Imports from Japan*

1. Air / Spacecraft Parts
2. Industrial Machinery / Parts
3. Vehicle Parts / Tires
4. Electric Machinery
5. Radio / TV Transmitters



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# ***Thank You!***

CHRIS MANGOS  
**Director of Marketing**  
**Miami-Dade Aviation Department**

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# Port of Miami *Osaka Presentation*

**Presented By:**  
**Richard R. de Villiers**  
**Business Development**



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## Growing the Business

- New cargo and cruise agreements have increased guaranteed revenues to the Port from just under **\$40M in 2007 to \$60M in 2008.**
- Approximately **55%** of our annual revenues are now contractually guaranteed compared to under **40%** just a year ago.



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## Cruise Industry Leader

- More than **4.1 Million Passengers - up 9.2%**
- Host to 24 of the world's finest cruise ships representing 10 cruise lines



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## Port of Miami Cruise Partners



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COUNTY

SISTER  
CITIES  
INTERNATIONAL

## Cargo Gateway to the Americas

- Latin America and the Caribbean **52%** of our Cargo Business
- Asia represents **27%**



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## World's Leading Cargo Lines





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## Top 15 Trading Partners

Focusing on emerging new markets such as Brazil, and seeking to strengthen our ties with established partners in Asia

1. China
2. Honduras
3. Germany
4. Dominican Republic
5. Guatemala
6. Hong Kong
7. Jamaica
8. Panama
9. Italy
10. Colombia
11. Venezuela
12. Costa Rica
13. France
14. Netherlands
15. Korea



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## Leader in Safety & Security

- Named by the State of Florida as one of the top Seaports for Safety and Security



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## New Cargo Gate Security Facility

- 16-Lane complex integrates business and security functions for efficient processing



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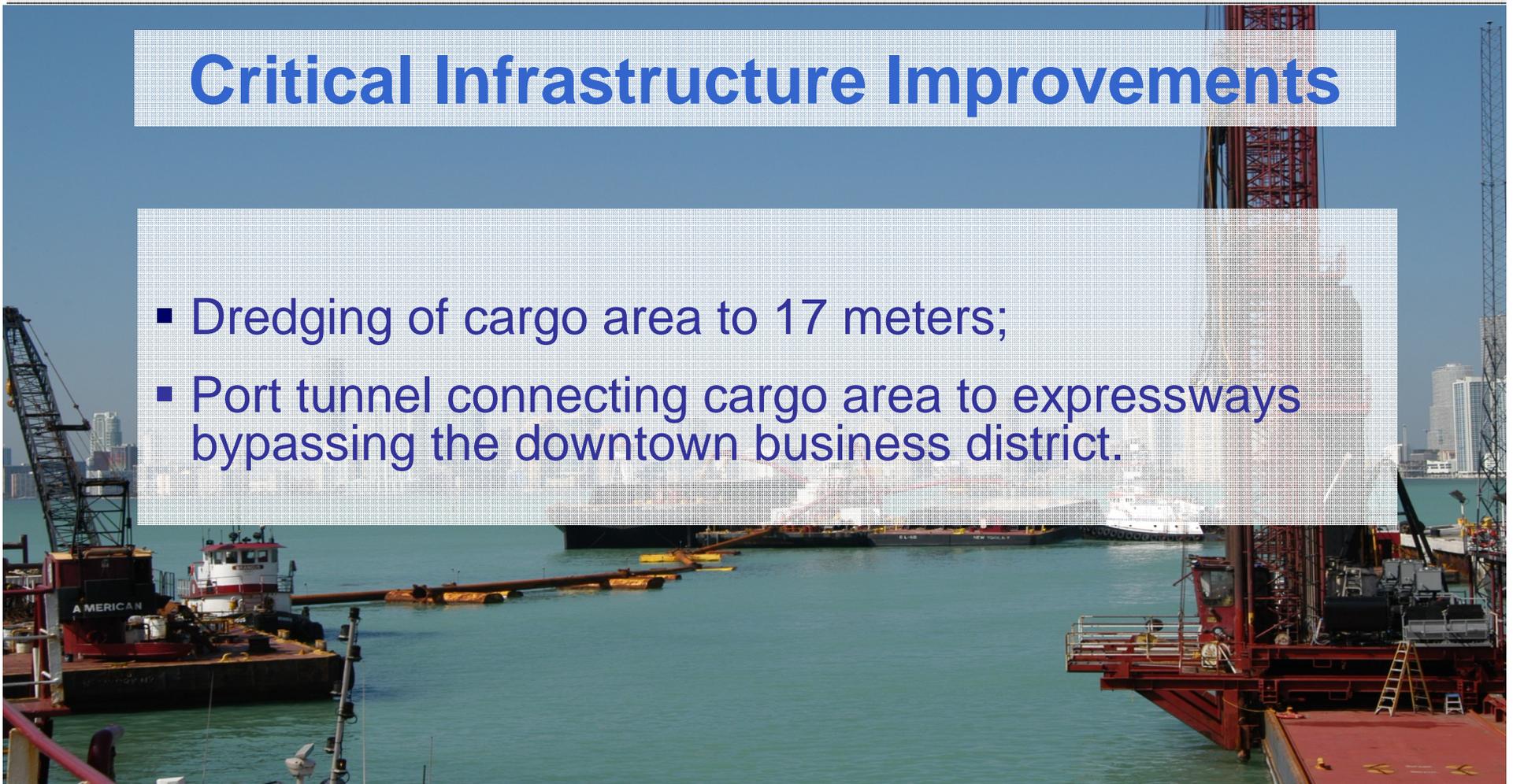


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## Critical Infrastructure Improvements

- Dredging of cargo area to 17 meters;
- Port tunnel connecting cargo area to expressways bypassing the downtown business district.

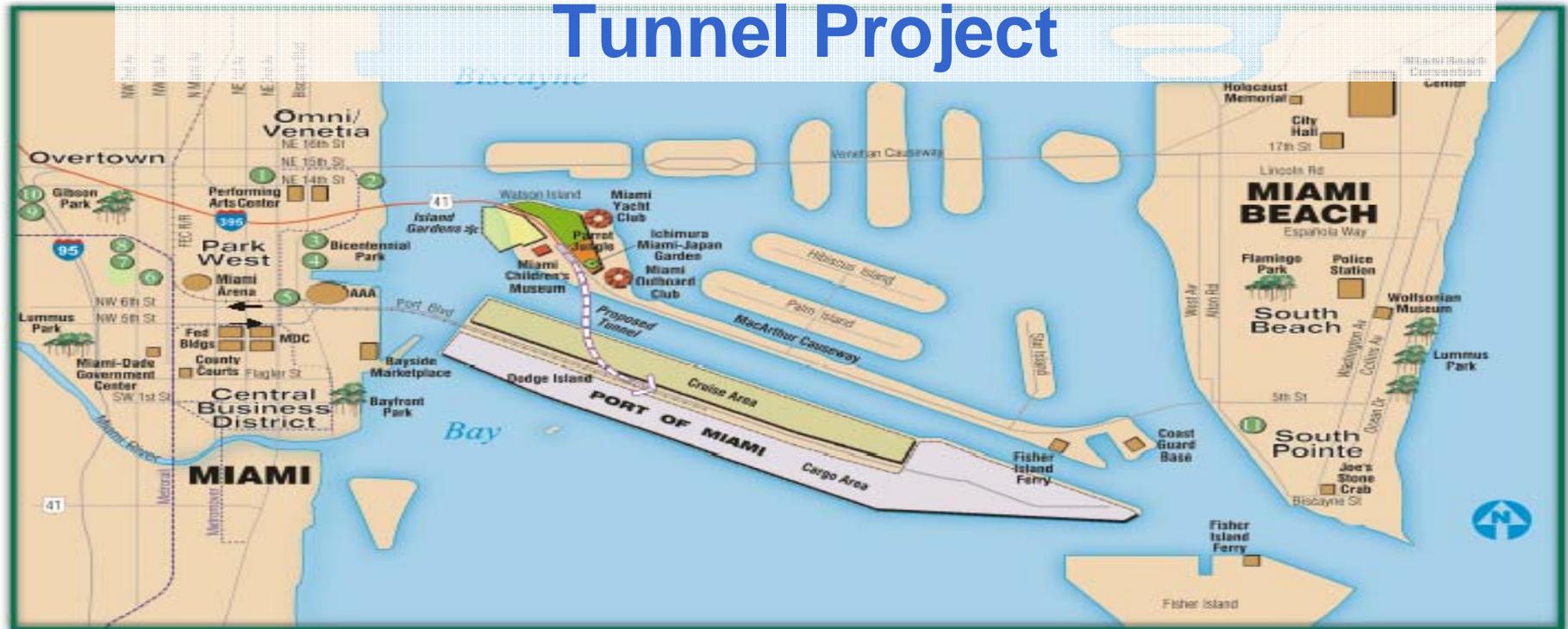


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# Tunnel Project



## Port of Miami Tunnel Study Public Affairs Program

### LEGEND

- |                             |                               |                                                                         |
|-----------------------------|-------------------------------|-------------------------------------------------------------------------|
| ① Miami-Dade School Board   | ⑥ Lyric Theatre               | ⑩ South Pointe Elementary School                                        |
| ② The Miami Herald          | ⑦ Dorsey House                | ■ Historic Overtown Folklore Village<br>A Florida Main Street Community |
| ③ Miami Museum of Science * | ⑧ Dr. Davis Dental Office     | * Proposed Site                                                         |
| ④ Miami Art Museum *        | ⑨ Booker T. Washington School |                                                                         |
| ⑤ Freedom Tower             | ⑪ Chapman House               |                                                                         |

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## The Jay Malina International Trade Consortium (ITC)



**“Everything we do at the Port of Miami begins with our goal to be even more than we are today.”**



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***Thank You!***

Richard R. de Villiers  
**Business Development**  
**Port of Miami**

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[www.miamidade.gov/portofmiami](http://www.miamidade.gov/portofmiami)