



JAY MALINA INTERNATIONAL TRADE CONSORTIUM

WESTERN HEMISPHERE TRADE INITIATIVES

2007-2008

PROPOSED OUT-GOING MISSIONS DESTINATIONS

REPORT





WESTERN HEMISPHERE TRADE INITIATIVES

Best Country Prospects for Business Development Opportunities

Proposed Outgoing Trade Missions Destinations

October 1, 2007 thru September 30, 2008

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**WESTERN
HEMISPHERE
COUNTRIES**



WESTERN HEMISPHERE TRADE INITIATIVES

Given its geographic location, multilingual workforce, strong trade and cultural ties with countries in this hemisphere, Miami Dade is known for being the “Gateway of the Americas”™. In 1994, Miami hosted the first Summit of the Americas, and in 2003, it hosted the VIII Ministerial Meeting of the Free Trade Area of the Americas (FTAA).

According to WorldCity: “Although South Florida has seen dramatic growth in Asian imports, Latin America remains the district’s main market....and Miami Customs District holds on to its distinction as the most important United States gateway for goods from Central America, South America and the Caribbean”. In 2006, 12 out of Miami’s top 15 world trading partners were from Latin America and Miami Dade County’s total trade value with the region was \$US 52.8 billion. There are 13 US Free Trade Agreements negotiated or implemented with countries in the Region which will impact trade in South Florida.

As of April 2006, there are 15 Sister Cities Agreements and 12 Sister Port Agreements with countries in the Western Hemisphere. Miami Dade County has undertaken ITC Trade/Sister Cities Missions to Jamaica, Trinidad and Tobago, Dominican Republic, Turks and Caicos Islands, and Bahamas (June, 2007) and has funded several Third Party Trade Missions to the region.

During the ITC’s Strategic Retreat on December 2006, ITC Board members recommended the establishment of the Western Hemisphere Trade Initiatives Committee. The Western Hemisphere Trade Initiatives ad-hoc Committee’s mandate is to recommend to the ITC Board of Directors country or countries in the Americas to be visited during the next fiscal year (October 1st, 2007-September 30th, 2008). Consistent with ITC’s strategic plan, the objective of these ITC led trade missions is to improve and enhance commercial, economic and cultural ties between Miami-Dade County and countries in the Western Hemisphere, thereby strengthening Miami-Dade County’s role as the “Global Gateway”.

As requested by the Western Hemisphere Trade Initiatives ad-hoc Committee on March 2007, this report provides background information for selected countries:

North America:

Canada and [Mexico](#)

Central America:

Costa Rica, El Salvador, [Guatemala](#), Honduras, Nicaragua and Panama.

South America:

[Argentina](#), Bolivia, [Brazil](#), [Chile](#), Colombia, Ecuador, Paraguay, [Peru](#), Uruguay and Venezuela.

TRADE STATISTICS WITH SELECTED COUNTRIES IN THE WESTERN HEMISPHERE

COUNTRY	RANK WITH MIAMI DADE COUNTY (2006)	RANK WITH US (2005)	TRADE VALUE WITH MIAMI DADE COUNTY IN 2006*	TRADE VALUE WITH THE US IN 2005*	FTA WITH THE US
Argentina	12	43	\$ 1,696.8	\$ 8,671.8	
Bahamas	18	65	\$ 1,260.8	\$ 2,469.0	
Barbados	39	110	\$ 281.4	\$ 426.8	
Bolivia	42	105	\$ 247.5	\$ 512.7	
Brazil	1	14	\$ 8,883.5	\$ 39,782.1	
Canada **	34	1	\$ 388.1	\$ 499,290.7	NAFTA Implemented
Chile	8	32	\$ 2,431.3	\$ 11,863.5	Chile-US FTA Implemented
Colombia	4	31	\$ 4,388.0	\$ 14,260.5	Negotiated & awaiting Implementation.
Costa Rica	6	48	\$ 3,874.9	\$ 7,014.0	DR-CAFTA Negotiated & awaiting implementation
Dominican Republic	3	40	\$ 4,567.1	\$ 9,312.2	DR-CAFTA Implemented on March 1, 2007
Ecuador	17	45	\$ 1,328.4	\$ 7,738.1	Negotiated & pending implementation
El Salvador	11	56	\$ 1,829.1	\$ 3,835.2	DR-CAFTA Implemented on March 1, 2006
Guatemala	9	52	\$ 2,242.5	\$ 5,947.2	DR-CAFTA Implemented on July 1, 2006
Haiti	23	85	\$ 947.7	\$ 1,135.2	
Honduras	7	49	\$ 3,507.6	\$ 6,994.1	DR-CAFTA Implemented on April 1, 2006
Jamaica	27	68	\$ 747.9	\$ 2,064.4	
Mexico	15	2	\$ 1,491.4	\$ 290,246.8	NAFTA Implemented
Nicaragua	24	74	\$ 840.6	\$ 1,801.0	DR-CAFTA Implemented on April 1, 2006
Panama	21	64	\$ 1,046.5	\$ 2,495.8	Negotiated & pending implementation
Paraguay	25	91	\$ 836.4	\$ 946.8	
Peru	13	46	\$ 1,629.9	\$ 7,410.1	Negotiated & pending Implementation
Trinidad and Tobago	26	39	\$ 806.3	\$ 9,319.7	
Uruguay	41	87	\$ 268.4	\$ 1,087.4	
Venezuela	2	13	\$ 4,968.2	\$ 40,373.0	

* Figures in Millions - US Dollars. ** Trade with Canada is believed to be under represented.

Indicates Countries profiled in report

Sources: WorldCity-2006 Miami Trade Numbers; WorldCity Business-March 2007; U.S. Department of Commerce.

REPUBLIC OF ARGENTINA

President: Nestor Kirchner (since 2003)
Next presidential elections: 28 October 2007

Capital City: Buenos Aires. There are 23 provinces.

Population: 39.9 million (2006 est.)

Official Language: Spanish (official)

Currency: Argentine peso (ARS)

ECONOMY

GDP: \$210 billion (2006 est.)

Per capita GDP: \$15,000 (2006 est.)

GDP growth: 8.5% (2006 est)

GDP Composition by Sector(2005 est): agriculture: 9.5%; industry: 35.8%; services: 54.7%. **Agricultural Products:** sunflower seeds, lemons, soybeans, grapes, corn, tobacco, peanuts, tea, wheat; livestock. **Industries:** food processing, motor vehicles, consumer durables, textiles, chemicals and petrochemicals, printing, metallurgy, steel.

Natural Resources: fertile plains of the pampas, lead, zinc, tin, copper, iron ore, manganese, petroleum, uranium.

Exports (2006 est.): \$46 billion; **Exports Products:** edible oils, fuels and energy, cereals, feed, motor vehicles. **Export Partners** (2005): Brazil 15.8%, US 11.4%, Chile 11.2%, China 7.9%

Imports (2006 est.): \$31.69 billion; **Import Products:** machinery and equipment, motor vehicles, chemicals, metal manufactures, plastics; **Import Partners:** Brazil 35.9%, US 14.1%, China 7.8%, Germany 4.5% (2005).

Argentina's economy is expected to continue to perform well. The country still faces challenges such as a weak investment climate, inflation and power shortages from the energy crisis in 2004. The US is Argentina's second largest trading partner, following Brazil. In 2005, total trade with the US was \$8.7 billion, up 21.6% from the previous year.

In 2005, total trade with Miami is \$1.6 billion which makes Miami the number 1 entry point for all Argentinean goods. Argentina is Miami's 10th largest trading partner from Latin America. Increased exports to Argentina, combined with a steep drop in imports from the South American country gave Miami a \$1 billion surplus in 2005. Exports of the high tech equipment and parts for aviation sector helped drive the 70% surplus growth. Top Miami's exports to Argentina are: computers and computer parts, aircraft parts, electrical equipment for line telephony, machinery parts, heavy construction machinery, medicine, and medical instruments.

MIAMI DADE-ARGENTINEAN RELATIONS: Miami Dade has a Sister City Agreement with Mendoza and a Sister Port Agreement with the Port of Buenos Aires.

Source: www.cia.gov/cia ; World City, 2006 Miami Trade Numbers; Economist Intelligence Unit.



Map and Flag
of Argentina

FEDERATIVE REPUBLIC OF BRAZIL

President: Luis Inacio Lula da Silva (since Oct. 2006)

Capital City: Brasilia. *Other cities:* Sao Paulo, Rio de Janeiro, Belo Horizonte, Salvador, Fortaleza, Recife, Porto Alegre, Curitiba.

Population: 188 million (2006 est.)

Official Language: Portuguese (official)

Currency: real (BRL)

ECONOMY

GDP: \$943.6 billion (2006 est.)

Per capita GDP: \$8,600 (2006 est.)

GDP Growth: 2.8% (2006)

GDP Composition by Sector (2006 est): agriculture: 8%; industry: 38%; services: 54%

Agricultural Products: coffee, soybeans, wheat, rice, corn, sugarcane, cocoa, citrus, beef.

Industries: textiles, shoes, chemicals, cement, lumber, iron ore, tin, steel, aircraft, motor vehicles and parts, other machinery and equipment.

Natural Resources: bauxite, gold, iron ore, manganese, nickel, phosphates, platinum, tin, timber, uranium, petroleum, hydropower.

Exports (2006 est.): \$137.4 billion; \$46 billion surplus. **Exports Products:** transport equipment, iron ore, soybeans, footwear, coffee, automobiles. **Major Export Partners (2005):** European Union 25%, US 19.2%, Mercosur 20.4%

Imports (2006 est.): \$91.4 billion; **Import Products:** machinery, electrical & transport equipment, chemical products, oil, automotive parts, electronics. **Major Import Partners:** European Union 25.4%, US 17.2%, Argentina 8.5%, Germany 8.4%, China 7.3%, Japan 4.6% (2005).

Brazil is the largest and most populated country in Latin America. The Government has implemented prudent fiscal and monetary policy. In January 2007, the Government announced a reform package of economic reforms to increase public spending and control spending growth.

The US-Brazilian relations have significantly strengthened given the recent Ethanol Alliance between both countries. Brazil is South America's leading economic power and regional leader. Despite China's headway on the import side and the weakening of the dollar, Brazil remains South Florida's number one trade partner with \$9 billion in bilateral trade in 2005. In 2005, Miami's top imports were aircraft, devices for cell phones, shoes, wood, refined oil, granite. Miami's top exports were: jets, computers and aircraft parts, computer and chips, medical instruments, and electrical equipment.

MIAMI DADE-BRAZILIAN RELATIONS: Miami Dade has a Sister City Agreement with Sao Paolo.

Source: www.cia.gov/cia ; Background Note - www.state.gov, World City, 2006 Miami Trade Numbers; Economist Intelligence Unit.



Map and Flag of Brazil

REPUBLIC OF CHILE

President: Michelle Bachelet Jeria (*since March 2006*)

Capital City: Santiago. *Other Cities:* Concepción, Talcahuano, Valparaíso, Antofagasta, Temuco.

Population: 16 million (*July 2006 est.*)

Official Language: Spanish

Currency: Chilean peso (CLP)

ECONOMY

GDP: \$111.8 billion (*2006 est.*)

GDP per capita: \$12,700 (*2006 est.*)

GDP Growth: 4.2% (*2006 est.*)

GDP composition by sector (*2006 est.*): agriculture: 5.9%; industry: 49.3%; services: 44.7% **Agricultural Products:** corn, apples, grapes, pears, onions, wheat, oats, peaches, garlic, asparagus, beans; beef, poultry, wool; fish, timber. **Industries:** copper, other minerals, foodstuffs, fish processing, iron and steel, wood and wood products, transport equipment, cement, textiles.

Natural Resources: copper, timber, iron ore, nitrates, precious metals, molybdenum, hydropower.

Exports (*2006 est.*): \$58.2 billion; **Exports Products:** copper, fruit, fish products, paper and pulp, chemicals, wine. **Major Export Partners** (*2005*): US 15.8%, Japan 11.5%, China 11.1%, Netherlands 5.8%, South Korea 5.5%, Brazil 4.4%, Italy 4.2%, Mexico 4%.

Imports (*2006 est.*): \$35.37 billion; **Import Products:** petroleum and petroleum products, chemicals, electrical and telecommunications equipment, industrial machinery, vehicles, natural gas. **Major Import Partners** (*2005*): Argentina 14.8%, US 14.6%, Brazil 11.7%, China 7.8%, South Korea 4.8%, Yemen 4.4%.

According to the US Department of Commerce, Chile's Free Trade Agreement (FTA) with the US has had a dramatic trade effect on trade volumes between both countries. In 2003, US exports to Chile were \$2.7 billion. By 2006, Chile became one of the top 30 US export destinations with \$6.8 billion in exports, a 150% increase since the FTA went into force. Not only has the volume of exports to Chile increased, but so has the US share of Chile's import market, which rose from 14% in 2003 to 16% in 2006. Several US industries have benefited from the trade growth with Chile, including high tech, commodity and finished goods such as surgical equipment, airplanes, petroleum derivatives and earthmoving equipment given infrastructure projects in the coastal cities of Concepción and Valparaíso.

In 2005, Chile and US did \$11.9 billion in bilateral trade, a 42% increase from the previous year. Chile's FTA has had a dramatic impact on South Florida. In 2005, Chile's trade with Miami was \$2 billion (a 23% increase from the previous year) leaving South Florida with a \$763 million surplus. In 2005, Miami's top imports from Chile were seafood (salmon and other fish), fresh fruits (berries, apricots, peaches, apples, pears, grapes); wood and wine. Miami's top exports to Chile (\$1.4 billion) were mostly technology related: computers, computer parts and chips, motor vehicles parts, transmission apparatus for cell phones, heavy construction machinery, machinery parts, electrical equipment, and jet parts.

Miami Dade-Chilean Relations: Miami Dade has a Sister City Agreement with Iquique and a Sister-Port Agreement with Port of Iquique and Port of Valparaíso.

Source: www.cia.gov/cia; www.state.gov; 2006 Miami Trade Numbers; US Department of Commerce-International Trade Update, ProChile Office in Miami.



REPUBLIC OF GUATEMALA

President:: Oscar José Rafael Berger Perdomo. *Next elections: September 2007*

Capital City: Guatemala City
Other Cities: Quetzaltenango, Escuintla.

Population: 12.3 million (2006 est.)

Official Language: Spanish, indigenous Languages

Currency: Quetzal (GTQ)

ECONOMY

GDP: \$35.2 billion (2006 est.)

Per capita GDP: \$4,900 (2006 est.)

GDP Growth: 4.6% (2006 est.)

GDP Composition by Sector (2006 est):

agriculture: 22.1%; industry: 19.1%;

services: 58.7% Agricultural Products: sugarcane, corn, bananas, coffee, beans, cardamom; cattle, sheep, pigs, chickens. Industries: sugar, textiles and clothing, furniture, chemicals, petroleum, metals, rubber and tourism.

Natural Resources: petroleum, nickel, rare woods, fish, chicle, hydropower.

Exports (2006 est.): \$3.71billion; **Exports Products:** coffee, sugar, petroleum, apparel, bananas, fruits, vegetables and cardamom **Major Export Partners (2005):** US 50.1%, El Salvador 12.1%, Honduras 7.3%, Mexico 4%.

Imports (2006 est.): \$9.9 billion; **Import Products:** fuels, machinery and transport equipment, construction materials, grain, fertilizers, electricity. **Major Import Partners:** US 38.1%, Mexico 7.6%, El Salvador 4.8%, South Korea 4.8% and Panama 4.4% (2005).

Guatemala is the largest and most populated Central American Country. Its economy is dominated by the private sector which generates 85% of GDP. Agriculture, which employs half of the labor force accounts for 75% of exports. Remittances from expatriates in the US (\$2.5 billion in 2004) have become an important source of foreign income. The US is Guatemala's largest trading partner and the US-CAFTA agreement is expected to have a positive effect on exports and Foreign Direct Investment.

In 2005, US trade with Guatemala totaled \$5.9 billion and \$2.3 billion (a 3.8% increase from 2004) entered through South Florida. Miami's top imports were: textiles and apparel, coffee, bananas and non-traditional goods (vegetables, fruit, ornamental plants and cut flowers). Miami's top exports which totaled \$1.1 billion (an 8% increase from 2004) were: transmission apparatus of cell phones, computers and computer parts, raw material for the garment industry such as cotton, and electrical equipment.

Source: www.cia.gov/cia ; Background Notes - www.state.gov; 2006 Miami Trade Numbers; EIU February 9th report; 2006 Index of Economic Freedom-Heritage Foundation. Guatemala Trade Office.



UNITED MEXICAN STATES

President: Felipe de Jesús Calderón Hinojosa (*since December 1, 2006*)

Capital City: México City (Distrito Federal)
Other Cities: Guadalajara, Monterrey, Puebla, Ciudad Juárez, Mérida, León, Veracruz.

Population: 107.4 million (2006 est.)

Official Language: Spanish

Currency: Mexican peso (MXN)

ECONOMY

GDP: \$741.5 billion (2006 est.)

Per capita GDP: \$10,600 (2006 est.)

GDP Growth: 4.5% (2006 est.)

GDP composition by sector (2006 est.): agriculture: 3.9%; industry: 25.7%; services: 70.5% Agricultural

Products: corn, wheat, soybeans, rice, beans, cotton, coffee, fruit, tomatoes, beef, poultry, dairy products, wood products. Industries: food and beverages, tobacco, chemicals, iron and steel, petroleum, mining, textiles, clothing, motor vehicles, consumer durables, tourism.

Natural Resources: silver (the largest producer), petroleum (5th major producer), copper, gold, lead, zinc, natural gas, timber.

Exports (2006 est.): \$248.8 billion; **Exports Products:** manufactured goods, oil and oil products, silver, fruits, vegetables, coffee and cotton. **Major Export Partners (2005):** US 85.7%, Canada 2%, Spain 1.4%.

Imports (2006 est.): \$253.1 billion; **Import Products:** metalworking machines, steel mill products, agricultural machinery, electrical equipment, car parts for assembly, repair parts for motor vehicles, aircraft, aircraft parts. **Major Import Partners (2005):** US 53.4%, China 8%, Japan 5.9%.

Mexico is firmly established as an upper middle-income country and it ranks 13th in the world in terms of GDP. Mexico is one of the most open economies and since the implementation of NAFTA in 1994, trade with the US and Canada has tripled. Mexico is dependent on trade with the US, which bought 86% of its exports in 2005. In 2005, total trade with the US was \$290.2 billion.

In 2005, Miami's total trade with Mexico was \$1.3 billion (a 11% increase due to a big boost in Miami Imports). In 2005, Mexico was Miami's no. 14 trading partner with jewelry (which rose 129% surpassing \$218 million) and tech products on top. In 2005, Miami's top imports were: jewelry, diamonds, technology products, seafood, and aircraft parts. Miami's top exports to Mexico which totaled \$766.5 million were: yachts, boats, medicine, transmission apparatus for cell phones, electric equipment, and pharmaceuticals.

Miami Dade-Mexican Relations: Miami Dade has a Sister City Agreement with Veracruz. Puebla is bidding for the FTAA Secretariat.

Source: www.cia.gov/cia; www.state.gov; Miami Trade Numbers; EIU, 2006 Index of Econ Freedom Heritage Foundation.



REPUBLIC OF PERU

President: Alan Garcia Perez (*since July 2006*)

Capital City: Lima. *Other Cities:* Arequipa, Chiclayo, Cuzco, Huancayo, Ica, Trujillo, Ayacucho, Piura, Iquitos, Chimbote.

Population: 28.3 million (*2006 est.*)

Official Language: Spanish and Quechua

Currency: Nuevo sol (PEN)

ECONOMY

GDP: \$76.09 billion (*2006 est.*)

Per capita GDP: \$6,400 (*2006 est.*)

GDP Growth: 6.5% (*2006 est.*)

GDP composition by sector (*2006 est.*): agriculture: 8.5%; industry: 26.4%; services: 65% Agricultural Products: corn, asparagus, coffee, cotton, sugarcane, rice, potatoes, plantains, grapes, oranges, coca; poultry, beef, dairy products, fish, guinea pigs. Industries: mining and refining of minerals; steel, metal fabrication; petroleum extraction and refining, natural gas; fishing and fish processing, textiles, clothing, food processing.

Natural Resources: copper and silver (2nd largest world producer), gold (6th largest world producer), petroleum, timber, fish, iron ore, coal, phosphate, potash, hydropower, natural gas.

Exports (*2006 est.*): \$22.6 billion; **Exports Products:** copper, gold, zinc, crude petroleum and petroleum products, coffee, potatoes, asparagus (world top producer), textiles, guinea pigs. **Major Export Partners** (*2005*): US 31.1%, China 10.8%, Chile 6.6%, Canada 5.9%, Switzerland 4.6%.

Imports (*2006 est.*): \$15.38 billion; **Import Products:** petroleum and petroleum products, plastics, machinery, vehicles, iron and steel, wheat, paper. **Major Import Partners** (*2005*): US 18.2%, China 8.5%, Brazil 8%, Ecuador 7.4%, Colombia 6.1%, Argentina 5.1%, Chile 5.1%, Venezuela 4.1%.

In 2005, Peru's total trade with the US was \$7.4 billion dollars. Trade with Peru is expected to swell in light of the Free Trade Agreement with the US. The Andean Trade Program and Drug Eradication Act (ATPDEA) will expire in June 2007 and could be renovated for 6 months. If the FTA is not approved, ATPDEA might be renovated for 2 years. In 2005, Miami's total trade with Peru was \$1.3 billion (a 16.5% increase from the previous year) and this country was Miami's no. 16 world trading partner, with food products and apparel being imported and technology and machinery being exported.

In 2005, Miami's top imports from Peru were Asparagus (entering the US duty free thru the Miami Customs District). South Florida imports more than \$96 million worth of asparagus, as well as, peas and beans from this country. Peru could also soon start exporting citrus products to Miami. Since Peruvian textiles also enjoy duty-free entrance under ATPDEA, Apparel products such as men's shirts, sweaters, pullovers and t-shirts are also on the top list of Miami imports. Miami's top exports to Peru which totaled \$850.5 million in 2005 were: computers, computer parts, and transmission apparatus for cell phones. Miami is a major supplier of machinery and parts for Peru's energy and mining sector.

Miami Dade-Peruvian Relations: Miami Dade has a Sister City Agreement with Pucallpa and a Sister Port Agreement with Empresa Nacional de Puertos de Peru in Iquitos.

Source: www.cia.gov/cia; www.state.gov; 2006 Miami Trade Numbers; EIU, Peru Trade Office.



NOTES

NOTES



MIAMI-DADE COUNTY

Carlos Alvarez
Mayor

BOARD OF COUNTY COMMISSIONERS

Bruno A. Barreiro
Chairman

Barbara J. Jordan
Vice Chairwoman

Barbara J. Jordan
District 1

Dorrian D. Rolle
District 2

Audrey M. Edmonson
District 3

Sally A. Heyman
District 4

Bruno A. Barreiro
District 5

Rebeca Sosa
District 6

Carlos A. Gimenez
District 7

Katy Sorenson
District 8

Dennis C. Moss
District 9

Senator Javier D. Souto
District 10

Joe A. Martinez
District 11

José "Pepe" Diaz
District 12

Natacha Seijas
District 13

Harvey Ruvín
Clerk of Courts

George M. Burgess
County Manager

Murray A. Greenberg
County Attorney

