



Miami-Dade County  
Board of County Commissioners  
International Trade Consortium



# TRADE AND INVESTMENT RESOURCE GUIDE

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NOVEMBER 2020



## ABOUT US

The Office of the International Trade Consortium (ITC), reporting to the Board of County Commissioners and the ITC Board, promotes #OurCounty as a Global Gateway for trade in goods, services, and ideas. Established in November of 2002, our office is the lead County liaison to foreign governments and serves as a one-stop information and referral resource for Miami-Dade County businesses and other organizations requiring assistance in international trade and investment.

Our consortium is made up of fourteen (14) member organizations, which along with our other partners; provide a broad range of services to the Miami-Dade County business community. We work with a wide range of partners, to include foreign diplomatic and trade offices, bi-national chambers of commerce, and county, state, and federal government agencies, many of which are featured in this guide. With our partners, our office plans and supports out-bound and in-bound trade missions and administer the county's Sister Cities program.

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## AFRICA TRADE DEVELOPMENT CENTER

The Africa Trade Development Center (ATDC) promotes and facilitates trade between Africa, the United States and the Americas. Established by The Foundation for Democracy in Africa (FDA), and located in Miami, Florida, ATDC serves as a fully functioning trade hub to the Americas. ATDC provides technical assistance, and distribution support for export ready micro, small, and medium enterprises (MSMEs) from AGOA eligible countries; and serves as a trade resource center for small businesses interested in expanding trade between the United States and emerging markets in Latin America, the Caribbean and Africa.

ATDC's mission is to create demand for micro, small, and medium enterprises' (MSMEs') products in the U.S. and the Americas and advance U.S. - Africa trade, and investment. ATDC accomplishes this task by showcasing MSME's products in the ATDC, and on-line in our shopping mall ([africandomall.com](http://africandomall.com)); providing MSMEs with marketing and promotional assistance, and logistical support and access to distribution networks in various markets throughout the Western Hemisphere.

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[www.africatdc.com](http://www.africatdc.com)

## CAMACOL



Founded in 1965, The Latin Chamber of Commerce of the United States, CAMACOL is the largest Hispanic business organization in the State of Florida and one of the largest and most influential minority business groups in the United States.

For over five decades, CAMACOL's mission has been to foster the entrepreneurial spirit of Hispanic and minority communities, and as such, it conducts programs to strengthen local business activity, promote economic development, facilitate international commerce, and serve the civic needs of the local Miami community and state of Florida.

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[www.camacol.org](http://www.camacol.org)



## ENTERPRISE FLORIDA

Enterprise Florida, Inc. (EFI) is the state's principal economic development organization. Under the leadership of its Chairman, Governor Ron DeSantis, EFI facilitates economic growth and diversification in the state. With its network of overseas offices and statewide trade offices, EFI is also the state's primary entity for foreign direct investment and international trade development. Free and confidential assistance is available to companies interested in locating and expanding in Florida, while existing companies can take advantage of numerous programs to help them expand globally.

Enterprise Florida now offers two **virtual trade grant programs** to help companies keep selling globally while overseas travel for trade missions and trade shows is limited. Utilizing Enterprise Florida's network of International Offices and the U.S. Commercial Service, **Virtual Business Matchmaking (VBM)** offers introductions via teleconference or videoconference with pre-screened and pre-qualified agents, distributors, or partners in target markets. **Virtual Trade Shows** are rapidly advancing to ensure that buyers and sellers can still easily come together to do business to secure sales and suppliers. Enterprise Florida's virtual trade grants are available until at least June 30th, 2021.

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[www.enterpriseflorida.com](http://www.enterpriseflorida.com)



## EXPORT-IMPORT BANK

The Export-Import Bank of the United States (EXIM Bank) is an independent federal agency that promotes and supports American jobs by providing competitive and necessary export credit to support sales of U.S. goods and services to international buyers. A robust EXIM can level the global playing field for U.S. exporters when they compete against foreign companies that receive support from their governments.

EXIM also contributes to U.S. economic growth by helping to create and sustain hundreds of thousands of jobs in exporting businesses and their supply chains across the United States. In recent years, approximately 90 percent of the total number of the agency's authorizations has directly supported small businesses. Since 1992, EXIM has generated more than \$9 billion for the U.S. Treasury for repayment of U.S. debt.

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[www.exim.gov](http://www.exim.gov)





## FLORIDA EXPORT FINANCE CORPORATION

The Florida Export Finance Corporation (FEFC) was created by the State of Florida in 1993 as a not-for-profit corporation with the mandate to expand employment and income opportunities to Florida residents by increased exports of goods and services resulting from assistance given by the FEFC to Florida companies. Information, technical and consulting assistance is offered. However, financial assistance in the form of loan guarantees is the primary service offered by FEFC. Guarantees are transaction-specific but normally issued as a revolving line of credit.

Additionally, FEFC is a participant of the Regional Export Promotion Program (REPPP) of the Export Import Bank of the United States (EX-IM Bank) and offers Florida exporters access to export assistance programs offered by EX-IM Bank and SBA. Services include packaging for EX-IM Bank and SBA export working capital guarantees, and other loan, insurance and guarantee programs offered by these U.S. Government agencies.

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[www.fefc.biz](http://www.fefc.biz)

## FLORIDA CUSTOMS BROKERS & FORWARDERS ASSOCIATION (FCBF)



The Florida Customs Brokers & Forwarders Association (FCBF) is the most active Florida trade association for industry professionals. We pride ourselves on educating managers and staff alike to thrive in their businesses while keeping up-to-date with changing regulations, and advocate for our industry both at the state and federal levels. Our aim is to elevate this dynamic industry by fortifying the ecosystem in which we operate.

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[www.FCBF.com](http://www.FCBF.com)



## GREATER MIAMI CHAMBER OF COMMERCE

The Greater Miami Chamber of Commerce (GMCC) is an association of businesses and professions organized to create economic progress in Miami-Dade County. Its mission is to make South Florida the most business-friendly region in the Americas and to promote members' competitiveness through state-of-the-art benefits and services, support for sustainable economic development, and advocacy to enhance the business environment. To carry out this mission, the Chamber serves as the voice of business enterprise and involves the private sector in community leadership.

Since March 2020, the Chamber has had more than 100 virtual webinars, events, and meetings to ensure that the South Florida community receives up-to-date information on all things COVID-19. Chamber members have volunteered hundreds of hours to help feed those in need. Webinars featuring local and national leaders, some having more than 1200 participants, have taken place to keep our community informed on business protocols, opportunities, and issues during these trying times. Chamber members and senior staff have been participating on the Mayor's reopening task forces since they were established.

The Chamber has developed programs such as GMCC Cares, GMCC Unites, Thursday Roundtables, HYPE Miami and others that keep our members engaged and provides them with business opportunities. Internationally, we continue to support our community by partnering with LATAM on webinars to exchange creative business ideas and solutions. The Chamber was able to partner with our local agencies, consulates, trade offices, importers and exporters and others to ensure that international businesses could continue to import necessary supplies to sustain our communities while observing safety protocols.

Our international team partnered with Fast Track Global Services (FTGS), a US-based company that works with US and international companies to be compliant with regulatory requirements. One of the services is the revolutionary Swiftbox® platform, a new digital export documentation platform solution for US-based exporters that can apply electronically for various types of export certificates with the ability to request Apostille or legalization services for any country in a safe and secure manner.

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[www.miamichamber.com](http://www.miamichamber.com)



## MIAMI-DADE BEACON COUNCIL

The Miami-Dade Beacon Council, a public-private partnership, is the official economic development organization for Miami-Dade County since 1985. Led by a professional staff and Board of volunteer community leaders, the organization facilitates business growth and expansion locally, nationally, and internationally and is charged with bringing new, job-generating investments to the community. The organization has brought more than 100,000 combined direct and indirect jobs to Miami-Dade County, driving more than \$6.7 Billion in capital investment. The Beacon Council continues to market, grow, and shape Miami-Dade as a world-class business destination. The organization also focuses on growing high-wage, high-value target industries that help diversify Miami-Dade's economy, which include: Aviation, Creative Design, Technology & Innovation, International Banking & Finance, Life Sciences & Healthcare.

### Trade & Logistics:

Services include and not limited to site identification services, customized research, business access & incentives, permitting and regulatory assistance and helping businesses locate and expand in Miami-Dade.

### Additional Programs:

Miami-Dade County's business community is made up of over 90,000 small businesses driven by industries that have been deeply impacted by COVID-19 including aviation, tourism, and trade and logistics. In order to mitigate the impact on the local economy, the Miami-Dade Beacon Council created a dedicated portal-BizHelp. Miami-that streamlined access to key resources available in English, Spanish and Kreyol to serve our broader community. A series of local partners have been convened to create a Business Assistance Team that offers customized business assistance to Miami-Dade small businesses. The Business Assistance Team provides resources to Miami-Dade small businesses at little or no cost, including access to capital, growth marketing and B2B connections.

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[www.beaconcouncil.com](http://www.beaconcouncil.com)



## MIAMI INTERNATIONAL AIRPORT

Miami International Airport (MIA) is essential to Miami-Dade's trade status, as MIA's air service network, dominance in the region's stronghold markets, CEIV Pharma-Certified airport community and overall trade infrastructure are key for bridging business in the Hemisphere.

The leader in the Americas in international freight and the world's largest gateway to Latin America & the Caribbean, MIA controls the north/south cargo flows in the Western Hemisphere. Handling 79% of all air imports and 74% of all exports from the Latin American/Caribbean region, MIA serves as the hub for the distribution of perishable products, hi-tech commodities, telecommunications equipment, textiles, pharmaceuticals, and industrial machinery.

Exceptional infrastructure and facilitation, strong pharmaceutical handling capabilities, ample runway capacity with no slot restrictions or delays, and room for growth form just part of MIA's outstanding attributes.

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[www.miami-airport.com](http://www.miami-airport.com)

## MINORITY BUSINESS DEVELOPMENT AGENCY EXPORT CENTER - FLORIDA



The Minority Business Development Agency (MBDA) Export Center - Florida is operated by M. Gill & Associates, Inc. Funded by the U.S. Department of Commerce, Minority Business Development Agency, the MBDA Export Center provides Triple A services, free of cost, to help small, minority, and women businesses gain access to capital, access to contracts, and access to domestic and global markets. We provide a One-Stop-Service-Access to help businesses from concept to expansion.

We help with certifications, bid preparation, loan packaging, export development, and many other services as a result of the great support of local, state and federal partners such as the City of Miami, Miami-Dade County's ITC, Broward County, Enterprise Florida, U.S. Commercial Service, U.S. Small Business Administration, Export-Import Bank of the U.S., various chambers of commerce, legal and accounting support services, and local funding sources. Our team of experienced and committed consultants provide hands-on technical assistance, managerial coaching, and training that help our clients to develop winning business strategies, build scale and capacity, increase revenues, create jobs, and expand to new and global markets.

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[www.mbdaexport.com](http://www.mbdaexport.com)





## PORTMIAMI

PortMiami earned the status of *“Cruise Capital of the World”* in part due to the ever-increasing number of satisfied passengers boarding ships at its different terminals. The port has been breaking records the last 5 years thanks to its wonderful partnership with the cruise lines and its collaboration with the many service providers from baggage handlers to transportation companies to excursion and tour organizers.

PortMiami is also referred to as the *“Global Gateway.”* Ideally located at the epicenter of trade routes between the east west axis and north south traffic, PortMiami is the central passage for goods from and to Asia, Europe, the Americas and even Africa. As measured by the number of containers transiting through its three cargo terminals, PortMiami has spurred tremendous economic activities and commercial exchanges for the benefit of Miami-Dade County and the south Florida region. Prior to the pandemic, its economic impact of \$43 billion had generated about 335,000 jobs, providing opportunities across all types of businesses.

From the start of the global health crisis PortMiami continued to play a critical role in providing a steady supply of merchandises - from ship to shelf. In addition, preparing for a great comeback, PortMiami is working very closely with its cruise partners to get ready for the reopening of cruises.

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





## SMALL BUSINESS ADMINISTRATION

COVID-19 has increased pressures on small business manufacturers to pivot and address new unknowns and risks. With so many new issues to confront, let SBA's Fast Track Service help your business navigate the myriad of available resources; shorten the research cycle; and speed recovery.

- Meet privately with SBA senior trade and technical staff to discuss unique needs.
- Quickly access to accurate information, guidance on eligibility requirements.
- Receive introductions and professional referrals to Federal, State, or local resource partners.

SBA's Office of International Trade will respond within 24 hours on weekdays to requests for an appointment. To schedule Fast Track Service, interested small businesses can call SBA toll free at (855) 722-4877 or send an email to [international@sba.gov](mailto:international@sba.gov).

SBA's export loan products can also help your small business overcome financing challenges:

- **Export Express** for business development - \$500,000 limit.
- **Export Working Capital Program** to fulfill your international and supply chain orders - \$5 million limit.
- **International Trade Loan** for expanding your production capacity, re-financing debt, and reshoring - \$5 million limit.

For questions about export financing, please contact SBA's Lead Export Finance Manager covering South Florida: [mary.hernandez@sba.gov](mailto:mary.hernandez@sba.gov).

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[www.sba.gov/international](http://www.sba.gov/international)







## SMALL BUSINESS DEVELOPMENT CENTER

The Florida Small Business Development Center (SBDC) at Florida International University (FIU) is a small business resource within FIU's College of Business. The center's team of business experts works one-on-one with about 1,000 entrepreneurs each year in Miami-Dade County and the Florida Keys to help them launch new businesses and grow existing businesses. These specialists provide confidential, no-cost consulting in areas such as access to capital, e-commerce/digital marketing, international trade, competitive analysis, business strategy, government contracting, and Human Resources.

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[www.business.fiu.edu/sbdc](http://www.business.fiu.edu/sbdc)



## SOUTH FLORIDA DISTRICT EXPORT COUNCIL

The South Florida District Export Council (SFDEC) provides leadership and international trade expertise to complement the U.S. Commercial Service's export promotion efforts. We represent the interests of the South Florida exporting community and provide business counseling on the export process, trade education through seminars and webinars and events and community outreach to encourage Florida firms to export.

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[www.southfloridadec.com/events](http://www.southfloridadec.com/events)



# MIAMI-DADE COUNTY

## AT-A-GLANCE

### MIAMI-DADE GOVERNMENT

Miami-Dade County government serves a population of 2.7 million people with a work force of approximately 25,000 employees dedicated to providing the best services possible. The County has made it more convenient for residents to obtain County services “24 hours a day, seven days a week” at miamidade.gov. A wide array of services are available online to make payments, search maps, or report a problem. Residents can schedule bulky waste pickups, track building plans, and even check the arrival and departure times of flights at Miami International Airport online. Payments for property taxes or building re-inspection fees can be made using credit cards.

For information or service requests, residents can dial 311 Monday through Friday from 7 a.m. to 7 p.m., and Saturday from 8 a.m. to 5 p.m. (closed on holidays). Residents can also submit service requests by email, online, social media or on the 311 Direct mobile application. Specialists, with knowledge of 2,600 topics, are available to answer questions six days a week in English, Spanish and Creole. The 311 Contact Center handles approximately 1.3 million calls and 31,000 emails a year and provides 24-hour information services during emergency events such as hurricanes. In addition, residents can visit one of three 311 Service Centers for in-person assistance with transit passes, dog tag licenses, baby stroller parking permits, and other services.

### MUNICIPALITIES

Miami-Dade County is comprised of 34 municipalities: Aventura, Bal Harbour, Bay Harbor Islands, Biscayne Park, Coral Gables, Cutler Bay, Doral, El Portal, Florida City, Golden Beach, Hialeah, Hialeah Gardens, Homestead, Indian Creek, Key Biscayne, Medley, Miami, Miami Beach, Miami Gardens, Miami Lakes, Miami Shores, Miami Springs, North Bay Village, North Miami, North Miami Beach, Opa-locka, Palmetto Bay, Pinecrest, South Miami, Sunny Isles Beach, Surfside, Sweetwater, Virginia Gardens and West Miami. The City of Miami is the largest municipality, followed by Hialeah, Miami Gardens, Miami Beach, North Miami and Coral Gables. Each municipality has its own government and provides city services such as police and zoning protection.

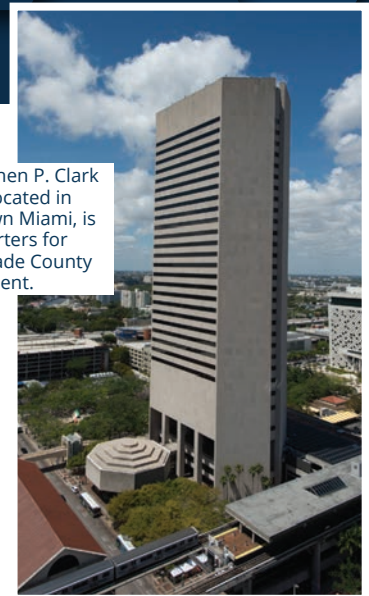
### UNINCORPORATED MUNICIPAL SERVICE AREA (UMSA)

The unincorporated areas of Miami-Dade County do not fall within the jurisdiction of a municipality. With a population exceeding one million residents, the unincorporated area, if declared a city, would form the largest city in Florida and one of the largest in the nation.

### LOCATION

Miami-Dade County encompasses more than 2,000 square miles. Located along the southeast tip of the Florida peninsula, one-third of Miami-Dade County is located in Everglades National Park. Miami-Dade County is bounded by Biscayne Bay and the Atlantic Ocean to the east, Everglades National Park to the west, the Florida Keys to the south, and Broward County to the north.

The Stephen P. Clark Center, located in Downtown Miami, is headquarters for Miami-Dade County Government.



Updated January 2019

### POPULATION 2017 CENSUS

Estimated Population 2,751,796



# Notes

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Board of County Commissioners - **International Trade Consortium**

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

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