



MIAMI-DADE COUNTY BUSINESS & TRADE DEVELOPMENT
MISSION TO BRAZIL (SAO PAULO AND RIO DE JANEIRO)
NOVEMBER 11TH -19TH, 2014

END OF MISSION REPORT – JANUARY 2015

Mission Leader:

Honorable José "Pepe" Diaz
Miami-Dade County Commissioner, District 12 & ITC Chairman

Organized by:

Economic Development and International Trade Unit (EDIT)
Department of Regulatory and Economic Resources (RER) of Miami-Dade
County, Florida

Dimitrios "Jimmy" Nares
Chief, EDIT RER

&

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Senior Trade Development Specialist, EDIT RER

Mission Leader:

**The Honorable José “Pepe” Diaz
Miami-Dade County Commissioner, District 12
& International Trade Consortium (ITC) Chairman**



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EXECUTIVE SUMMARY

Background:

As part of Miami-Dade County's Department of Regulatory and Economic Resources (RER), the Economic Development and International Trade (EDIT) Unit's mission is to promote Miami-Dade County as a Global Gateway and enhance access to economic development opportunities.

EDIT's services primarily align with the Miami-Dade County Goal of expanded international trade and commerce, and the key strategy for achieving this goal is to attract and increase international trade and commerce from targeted countries. The unit works toward this goal by engaging our international trading partners through the local Miami Consular Corps and trade offices, the many bi-national chambers of commerce located in South Florida, and working closely with foreign governments or private sector organizations in their home countries.

One of the key programs supporting this strategy is the Unit's outbound business development missions program. On behalf of Miami-Dade County, the unit organizes missions to develop new commercial opportunities for local businesses in foreign markets and to help them increase their activities internationally. The missions are led by elected officials of Miami-Dade County Government, and include the participation of senior personnel from key County departments or other local economic development agencies, as one of the goals of these missions is to strengthen government to government relations. For local companies joining the mission, business linkages are formed during targeted business to business meetings and various networking events.

Why Brazil?

Brazil is the 7th largest economy in the world and the largest in Latin America with a Gross Domestic Product (GDP) of \$2.4 trillion. With a population of 202 million, Brazil is the world's sixth-most populous nation. By 2020, Brazil is projected to be the 5th largest consumer market in the world due largely to its increasing middle class.

Brazil has been Miami-Dade County's largest trading partner for 19 straight years. Bilateral trade with Brazil totaled \$16.8 billion in 2013, and resulted in a \$10.2 billion trade surplus with South Florida. This positive trade surplus alone was more than South Florida's total bilateral trade with our second largest trading partner, Colombia. The Miami's Customs District is the main entry point of most Brazilian goods entering the U.S., and our ports controls more than 23% of all the U.S. trade with Brazil. Brazil is MIA's 4th largest trade partner (by air) in volume and the 1st by value, with \$13.1 billion in total trade. Since 1988, Miami-Dade County has enjoyed a Sister City relationship with the City of Sao Paulo, Brazil's business capital.

Brazil is also an important emerging Foreign Direct Investment market for Miami-Dade County. The Beacon Council is currently managing 11 active projects from Brazil in the sectors of Information Technology, Logistics, Insurance, Food Processing/Services, High Tech

EXECUTIVE SUMMARY (cont'd)

Manufacturing, Automobile Parts, Cleaning Services, Hospitality and Tourism. The potential to further strengthen trade and investment with Brazil is very strong given the increasing presence of Brazilians in Miami-Dade County and the number of Brazilians prospects actively seeking to invest in South Florida. According to the Brazilian Consulate in Miami, around 300,000 Brazilians reside in Florida.

Miami is also Brazil's # 1 international market for tourism. The Greater Miami Convention and Visitor's Bureau reported that 755,550 visitors from Brazil overnighted in Miami-Dade in 2013, a 10% increase from the previous year making Brazil their top international market. Thirty nine percent of all passenger traffic between the USA and Brazil travels via Miami International Airport (MIA).

In 2009, Miami-Dade County's took a trade mission to Sao Paulo and Belo Horizonte which generated four reciprocal inbound business and government delegations from the cities visited. A combined official visit by various Miami-Dade organizations to our top trading partner, Brazil, immediately strengthens our commercial and business relationship with this important country.

Brazil has a Consulate General in Miami and a Brazilian Trade Promotion Bureau. In 2005, Brazil's Trade and Investment Promotion Agency "APEX-Brazil" opened the first distribution center of Brazilian products at the Miami Free Trade Zone which has since relocated to Downtown Miami. Miami was chosen for its prime location and excellent transport and logistics infrastructure, allowing superior access to the North American market.

In February 2014, Miami-Dade County Mayor Carlos Gimenez announced during his State of the County Address that he planned for Miami-Dade County to take an official trade mission to Brazil later in the year. Shortly thereafter, the Brazilian Consul General in Miami, Ambassador Helio Vitor Ramos met with Mayor Gimenez and expressed the Consulate's support of this important initiative. EDIT's Senior Trade Specialist Maria Dreyfus-Ulvert, conducted a pre-mission site inspection to Brazil in July 2014 to meet with Brazilian partners, and to begin work on mission logistics and a mission program. At its September 3rd meeting, Miami-Dade County's International Trade Consortium (ITC) board of directors welcomed the Business and Trade development mission to Sao Paulo and Rio de Janeiro, Brazil, scheduled from November 11th - 19th, 2014.

Objectives of the Mission:

The objectives of the mission were to:

1. Pursue international business and trade opportunities with Brazilian businesses;
2. Highlight Miami-Dade County's exceptional trade infrastructure as an international trade hub;
3. Foster bilateral trade, commercial ties, investment, tourism, and cultural exchanges between Miami-Dade County and Brazil.

EXECUTIVE SUMMARY (cont'd)

The Business and Trade Development Mission:

The mission included the participation of seventeen (17) delegates from Miami-Dade from both the private and the public sectors: seven (7) participants from the private sector, five (5) participants from the public sector (including the Miami-Dade Aviation Department and PortMiami), and five (5) participants from local economic development agencies (including the Greater Miami Convention and Visitors Bureau, Miami Downtown Development Authority, The Beacon Council, and the Brazilian American Chamber of Commerce of Florida). As in the past, all delegates were together the first day, and on the second day a two track program was developed for the Miami-Dade County Government and Economic Development Organization (EDO) delegates, as well as, the private sector delegates to maximize their interaction with Brazilian businesses. The Miami-Dade Government/EDO delegation included Miami-Dade County Commissioner and ITC's Chair, José "Pepe" Diaz (District 12) who led the mission; William D. Talbert, III, President and CEO of the Greater Miami Convention and Visitors Bureau (GMCVB); Mario Sacasa, Senior Vice President of International Economic Development Programs for The Beacon Council; Alyce Robertson, Executive Director of the Miami Downtown Development Authority (DDA) and Sonja Bogensperger, Team Leader, Marketing and Business Development for DDA; Gregory Owens, Assistant Director of Business Retention and Development for Miami-Dade Aviation Department (MDAD); Eric Olafson, Manager, Intergovernmental Affairs and Cargo Development at PortMiami; Jimmy Nares, Chief of Miami-Dade County's Economic Development and International Trade Unit (EDIT); and Maria Dreyfus-Ulvert, Senior Trade Specialist of Miami-Dade County's EDIT.

The Business Delegation included private sector participants representing the following sectors:

- Professional Services (Legal and Accounting)
- Aviation
- Hotel Equipment and Supplies
- Franchise
- Culture and Education

During the mission, participants first received an in-depth country briefing by U.S. Consul General in Sao Paulo, the Honorable Dennis Hankins. The Miami-Dade County Government and EDO Delegation, including Commissioner José "Pepe" Diaz along with representatives from EDIT, PortMiami, MIA, The Beacon Council, GMCVB and DDA all gave presentations in Sao Paulo and Rio de Janeiro to collectively promote Miami-Dade County's unique assets, its favorable business climate, its role as an international trade platform, and the advantages of using Miami as the Gateway and port of entry into the United States, in light of the expansion of the Panama Canal. During the mission, the Miami-Dade County Government Delegation also met with high level officials of the cities and states of Sao Paulo and Rio de Janeiro, respectively, and with local chambers of commerce and economic development agencies to promote Miami-Dade County and its two principal economic engines that support international trade and

EXECUTIVE SUMMARY (cont'd)

commerce – Miami's International Airport and PortMiami. These meetings also served to build important relationships that can further increase trade and investment, mutual cooperation on best practices, and cultural exchanges between both communities. At each of these meetings, Miami-Dade County Commissioner and ITC's Chair Commissioner José "Pepe" Diaz extended an invitation to bring a reciprocal inbound mission to Miami, which would be supported by Miami-Dade County.

With the support of Enterprise Florida's Office in Brazil, the Miami-Dade County/ EDO delegation had a series of meetings with Brazilian companies that were either currently investing or are actively seeking to invest in South Florida. Government/ EDO and business delegates also had numerous opportunities to network with local Brazilian companies including networking luncheons at the local chambers of commerce of in both cities, and at an evening reception at the residence of the US Consul General in Sao Paulo.

Members of the Miami-Dade business delegation gained access to new business prospects during the mission, including one-to-one business matchmaking meetings they had with Brazilian counterparts. A total of **69 B2B** meetings were held in Sao Paulo and Rio de Janeiro. The B2B meetings were organized by local Chambers of Commerce in Sao Paulo and Rio de Janeiro on behalf of EDIT and provided the Miami-Dade companies with an opportunity to introduce products, develop relationships, create business contacts, and explore new markets for future business activities in each of the cities visited.

Media:

The County's Business and Trade Development Mission to Brazil coincided with the Greater Miami Convention and Visitors' Bureau (GMCVB) annual media event to its #1 international market, Brazil. GMCVB's media event provided international exposure and allowed top representatives of Miami-Dade County's government and economic development organizations to collectively highlight South Florida's businesses and tourism attributes. A total of 26 media outlets and 36 journalists attended this networking media event. Additional media coverage included two articles with the mission leader, Commissioner José "Pepe" Diaz, posted on FIESP's and ACRJ's websites.

Cost to Miami-Dade County:

The mission to Brazil, as with all other Miami-Dade County/ EDIT led missions, did not incur costs to Miami-Dade County. Staff expenses were covered by revenues from participants' registration fees and mission sponsorships.

MISSION HIGHLIGHTS BY THE NUMBERS:

- Total number of mission participants: 17
 - 7 Private Sector Business Participants
 - 5 government representatives
 - 5 economic development organization representatives
- Total number of pre-screened Business-to-Business (B2B) matchmaking meetings for Private Sector Business Participants: **69**
- Total number of private meetings with active and new prospects reported by The Beacon Council: **5**
- Total number of business contacts and new prospects identified as reported by The Beacon Council: **85**
- Total number of Government-to-Government (G2G) meetings: **6**
- Total number of Government-private sector meetings: **3**
- Total number of local business organizations and Brazilian business representatives attending Miami-Dade County branding presentations: **139**
- Total number of local business organizations and Brazilian business representatives attending mission networking events during mission: **150**
- Total number of media events/coverage generated during mission: **3**

Other Highlights:

- The Miami-Dade County Government Delegation extended invitations to all its government counterparts to bring a reciprocal mission to Miami.
- Sao Paulo Negocios Executive Director, Ms. Beatriz Gusmao Sanchez Pereira travelled to Miami at the end of December and met with DDA and EDIT.
- The Executive Director of AMCHAM Sao Paulo, Gabriel Rico indicated that AMCHAM Sao Paulo is planning a reciprocal incoming mission to Miami in 2015.
- The Rio de Janeiro Chamber of Commerce (ACRJ) is also planning a reciprocal incoming mission to Miami during the first semester of 2015.

BUSINESS MEETINGS AND NETWORKING EVENTS

GOVERNMENT/EDO MEETINGS WITH BRAZILIAN INVESTORS IN SAO PAULO (November 14th) AND IN RIO DE JANEIRO (November 18th):

Miami-Dade County Commissioner José “Pepe” Diaz together with The Beacon Council’s Vice President of International Economic Development Program, Mr. Mario Sacasa, and with the participation DDA Executive Director Alyce Robertson, Greg Owens from the Miami-Dade Aviation Department; Eric Olafson from PortMiami, and Jimmy Nares and Maria Dreyfus-Ulvert from EDIT privately met with a total of five (5) Brazilian prospects (3 in Sao Paulo and 2 in Rio de Janeiro) who are actively considering expanding or investing in Miami-Dade. Companies represented the following sectors: manufacturers of plastic industrial tubes/pipes for water management, information technology, fast food restaurant chain, and a multi-sport facility (rowing). The meetings were organized by Enterprise Florida’s office in Brazil, The Beacon Council, Miami-Dade County’s official economic development partnership and Miami-Dade County’s EDIT Unit.

Meetings with 3 Brazilian prospects in Sao Paulo (November 14th):

1. **Brazilian company that is an extruder of plastic pipes for water management:** The company specializes in manufacturing wide and long (1/3 of a mile) plastic pipes to be used for waste water management in coastal areas. The company has a plant in Santos, Brazil and another one in Shanghai, China. Both plants (valued at U.S. \$10 Million) are ready to be shipped to the U.S., preferably to South Florida. The estimated capital investment will be US\$ 50 million with 140 direct jobs to be created during the first three years. A complete packet of information was provided to the company and The Beacon Council is analyzing the feasibility of this type of project with Miami-Dade County’s Water & Sewer Department.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

GOVERNMENT/EDO MEETINGS WITH BRAZILIAN INVESTORS IN SAO PAULO:

2. **Information technology company specializing in governance and business process management:** The company wants to expand the small office it currently has in Miami-Dade as a result of its collaboration with APEX Brazil. The company has a powerful yet flexible platform for services and business process management. The Beacon Council will assist with research information, contacts with the Small Business Administration office in Miami and with the Miami-Dade Procurement Management Services Division.



3. **Information technology company that develops solutions in wireless telecommunications through advanced Wi-Fi technology:** The company is interested in establishing operations in Miami-Dade with the goal of providing wireless access to large areas of the County. Information on Miami-Dade and Beacon Council services was provided to the company, and The Beacon Council is placing them in contact with the Federal Communications Commission regarding the required licensing process.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

GOVERNMENT/EDO MEETINGS WITH BRAZILIAN INVESTORS IN RIO DE JANEIRO:

1. **Large fast food restaurant chain in Brazil looking to enter the U.S. market through Miami:** A comprehensive information packet was provided to the company during the meeting, and preliminary contacts with attorneys in Miami-Dade were facilitated. The possibility of a second phase to include an extensive eatery is also being considered by the company.



2. **Company that develops water multi sports and training facilities:** The company is interested in opening a facility in the Miami-Dade area. Information on possible Miami-Dade sites has been provided to the company and further research is being conducted to assist the company in identifying a suitable location.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

PRIVATE SECTOR BUSINESS TO BUSINESS MATCHMAKING MEETINGS

In collaboration with the Sao Paulo Chamber of Commerce (ACSP) and the Rio de Janeiro Chamber of Commerce (ACRJ), seven (7) Miami-Dade County participants engaged in a total of **69** sector-specific business-to-business meetings (B2B's). These pre-arranged meetings provide Miami-Dade County companies with opportunities to increase their business activities internationally and they establish contacts for future business prospects.



Left and below: The Miami-Dade Business Delegation engages in Business to Business matchmaking sessions in both Sao Paulo and Rio de Janeiro.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

PRIVATE SECTOR BUSINESS TO BUSINESS MATCHMAKING MEETINGS



Left: Mission participant **Juliana Pavageau**, attorney with the law firm Fowler Rodriguez (seated right) meets with new business prospects in Sao Paulo.

Right: Mission participant **Rafael R. Ribeiro** a partner in the Litigation Department of the law firm Bilzin Sumberg (seated left) meets with Brazilian counterpart to discuss his firm's services: international dispute resolution, and corporate compliance including international investigations.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

PRIVATE SECTOR BUSINESS TO BUSINESS MATCHMAKING MEETINGS



Left: Mission participant **Álvaro R. González**, founder and CEO of AviaSupport (seated left) engages in B2B meeting in Sao Paulo to promote his company's commercial aviation tech services and to discuss franchise opportunities in Brazil.



Left and above: Mission participant **Reverend Dr. Preston W. Marshall, Jr.**, (pictured center in above photo) meets with new Brazilian contacts to discuss collaboration on cultural and educational initiatives.

BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

PRIVATE SECTOR BUSINESS TO BUSINESS MATCHMAKING MEETINGS



Left: Mission participant **Armando Rodriguez**, President and Owner of A&S Suppliers, Inc. (seated left) shows his hospitality industry products to a new business prospect during B2B meeting in Rio de Janeiro.

Right: Mission participant **Joséph “David” Peña, Esq.**, Partner and Chair at the law firm Fowler Rodriguez exchanges business cards with new prospect and discusses the services his firm provides: immigration and nationality law, general corporate law, banking, real estate, investment and entertainment law.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

PRIVATE SECTOR BUSINESS TO BUSINESS MATCHMAKING MEETINGS



Left: Mission participant **Megan Campos Haas, Esq.**, Director of International Taxation at Hernandez & Company, CPAs (seated right) discusses corporate accounting, tax compliance and outsourcing services to a new business prospect during a B2B meeting.

Right: Mission participant **Sonja Bogensperger** of the Miami Downtown Development Authority (seated right) meets with new contacts to promote business attraction, real estate development and destination marketing for the Downtown Miami area.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

NETWORKING EVENTS – SAO PAULO

Networking lunch at the Federation of Industries of the State of Sao Paulo – FIESP (November 13th):

Following the branding presentation at FIESP on November 13th, the Miami-Dade delegation hosted a networking lunch for 50 people at the Federation of Industries of the State of Sao Paulo with members of FIESP's Department of External Affairs, representatives of other local chambers of commerce and associations, and government organizations involved with the mission. Delegates also had the opportunity to network with Brazilian businesses from the State of Sao Paulo.

Networking reception at the residence of the U.S. Consul General in Sao Paulo (November 13th):

The Honorable Dennis Hankins United States Consul General in Sao Paulo hosted an evening reception at his residence for the Miami-Dade delegation with top local business people. Members of the Miami-Dade delegation networked with over **50** Brazilian business representatives interested in doing business in the United States.



Left: Miami-Dade County Commissioner José “Pepe” Diaz (pictured right) and Consul General Dennis Hankins (pictured left) make remarks during the networking reception.

BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

Networking reception at the residence of the U.S. Consul General in Sao Paulo (November 13th):

Right: Consul General Dennis Hankins and Commissioner José “Pepe” Diaz exchange protocol gifts at the networking reception.



Left: Members of the Miami-Dade delegation network with top local business executives during the reception at the Residence of the U.S. Consul General in Sao Paulo.

BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

NETWORKING EVENTS – RIO DE JANEIRO

Networking lunch at the Rio de Janeiro Chamber of Commerce - ACRJ (November 17th):

The Miami-Dade delegation hosted a networking lunch at the Rio de Janeiro Chamber of Commerce (ACRJ) on November 17th. Approximately 50 people attended the event including ACRJ's board members and business organizations from the State of Rio de Janeiro and Rio de Janeiro City Hall, Rio 2016, and Rio Negocios. Also in attendance, was the Honorable Vinicius Lummertz, Secretary of National Tourism Policies from the Ministry of Tourism of Brazil. Business delegates had the opportunity to meet and talk with local businesses, and government and economic development agencies from Rio de Janeiro.



MIAMI-DADE COUNTY BRANDING PRESENTATION (SAO PAULO AND RIO DE JANEIRO)

Sao Paulo - On November 13th at the Federation of Industries of the State of Sao Paulo (FIESP), the Miami-Dade delegation headed by Miami-Dade County Commissioner José “Pepe” Diaz gave a branding presentation about Miami-Dade’s attributes to an audience of **89** local business representatives from Sao Paulo. Presentations were made by the mission leader; Jimmy Nares, Chief of Miami-Dade County’s Economic Development and International Trade Unit (EDIT); Greg Owens, Assistant Director of the Miami-Dade Aviation Department (MDAD); Eric Olafson, Manager of Intergovernmental Affairs and Cargo Development at PortMiami; Mario Sacasa, Senior Vice-President of International Economic Development Programs for The Beacon Council; Alyce Robertson, Executive Director of the Miami Downtown Development Authority (DDA); and William Talbert III, CEO/President of the Greater Miami Convention and Visitors Bureau (GMCVB). The event was organized in collaboration with FIESP, which has a membership of about 132 business associations, representing more than 150,000 companies from the State of Sao Paulo. This event was also supported by the US Commercial Service in Sao Paulo, AMCHAM Brazil (Sao Paulo), Sao Paulo Chamber of Commerce (ACSP), and the Brazilian American Chamber of Commerce of Florida.



MIAMI-DADE COUNTY BRANDING PRESENTATION IN SAO PAULO (cont'd)



Above: Mission leader **Commissioner José “Pepe” Diaz** makes a presentation along with other panelists.

Right: an audience made up of approximately 90 local business representatives from Sao Paulo listen to the Miami-Dade County branding presentations.



Left: Mission leader **Commissioner José “Pepe” Diaz** greets a local Brazilian company representative after the conclusion of the branding presentations.

MIAMI-DADE COUNTY BRANDING PRESENTATION IN SAO PAULO (cont'd)



Left: Mission participant **Alyce Robertson**, Executive Director of the Miami Downtown Development Authority (pictured left), makes a new contact at the conclusion of the Miami-Dade County Branding Presentation in Sao Paulo.

Right: Mission participant, **Mario Sacasa**, Senior Vice-President of International Economic Development Programs for The Beacon Council exchanges business cards with several contacts at the conclusion of the Miami-Dade County Branding Presentation.



Left: Mission business participant **Megan Campos Haas, Esq.** with Hernandez & Company, CPAs (pictured center) networks at the conclusion of the Miami-Dade Branding Presentation in Sao Paulo

MIAMI-DADE COUNTY BRANDING PRESENTATION IN RIO DE JANEIRO

Rio de Janeiro - On November 17th at the headquarters of the Rio de Janeiro Chamber of Commerce (ACRJ), the Miami-Dade delegation headed by Miami-Dade County Commissioner José “Pepe” Diaz gave a branding presentation to an audience of approximately **50** local business and private sector representatives from Rio de Janeiro. The event was organized in collaboration with ACRJ, and supported by the U.S. Commercial Service in Rio de Janeiro, Rio Negocios and the Brazilian-American Chamber of Commerce of Florida. At the end of the presentations delegates had the opportunity to network with local businesses, government and economic development organizations attending the presentation.



Above: Mission leader Commissioner José “Pepe” Diaz (pictured right) makes a presentation during the branding workshop in Rio de Janeiro to an audience of 50 local business representatives.



Above: Mission leader Commissioner José “Pepe” Diaz (pictured right) being interviewed at the conclusion of the branding workshop.



Above: Mission business participant Juliana Pavageau, with the law firm Fowler Rodriguez (pictured left), networks after the workshop.

GOVERNMENT AND ECONOMIC DEVELOPMENT ORGANIZATION (EDO) MEETINGS IN SAO PAULO (November 13th and 14th)

Department of Trade and Foreign Affairs at the Federation of Industries of the State of Sao Paulo - FIESP (November 13th):

The Miami-Dade County Government/ EDO delegation headed by Commissioner José “Pepe” Diaz met with Thomas Zanotto, Director of the Department of Trade and Foreign Affairs (DEREX) at FIESP, Antonio Bessa, Deputy Director of DEREX and Magaly Menezes, Manager at DEREX. FIESP represents approximately 150,000 companies from various industry sectors in Sao Paulo. Mr. Zanotto welcomed the timely visit of the Miami-Dade delegation and indicated that the strengthening of commercial relations with the United States is one of the key priorities of his organization. Commissioner Diaz invited FIESP to bring a reciprocal trade mission to Miami-Dade and offered EDIT’s support. Mr. Zanotto responded positively given the increasing interest of Brazilian companies in doing business in the United States.



Left: Miami-Dade County Government/ EDO Delegates meet with FIESP/ DEREX officials in Sao Paulo.

Right: Mission leader José “Pepe” Diaz (pictured left) exchanges protocol gifts with Thomas Zanotto, Director of DEREX.



GOVERNMENT AND EDO MEETINGS IN SAO PAULO (cont'd)

AMCHAM Brazil - Sao Paulo (November 13th):

Gabriel Rico, CEO of AMCHAM Brazil welcomed Miami-Dade County Commissioner José “Pepe” Diaz and the Miami-Dade Government/EDO delegation. Also present at the meeting was Camila Moura, International Affairs Manager at AMCHAM who thanked EDIT staff for their support during their recent visit to Miami and highlighted the increasing interest by Brazilian companies to do business in the United States. The Miami-Dade Delegation briefed them on the advantages of doing business in or thru Miami. Commissioner Diaz offered EDIT’s support for AMCHAM’s next trade mission to Miami. Mr. Rico agreed on Miami-Dade being the logical platform for Brazilian businesses and indicated that his organization will include Miami as one of the destinations for next year’s trade missions to the United States. AMCHAM invited Miami-Dade business delegates to sponsor publications of their pamphlet series on doing business in the United States.



Above: AMCHAM Brazil CEO Gabriel Rico (pictured left) greets mission leader Commissioner José “Pepe” Diaz.



Above: The Miami-Dade County Government/ EDO delegation at the AMCHAM offices.



Left: Mission leader Commissioner José “Pepe” Diaz discusses working together with the AMCHAM to further increase bilateral trade between Brazil and South Florida.

GOVERNMENT AND EDO MEETINGS IN SAO PAULO (cont'd)

Sao Paulo Negocios (November 14th)

The Miami-Dade County Government/ EDO delegation meet with Beatriz Gusmao Sanchez Pereira, Director of Sao Paulo Negocios. Sao Paulo Negocios' mission is to promote investments, structure concession projects and public-private partnerships and to improve the business environment for the development of the City of Sao Paulo. Miami-Dade County Commissioner José "Pepe" Diaz discussed with Ms. Pereira the various ways in which Miami-Dade County and the City of Sao Paulo can collaborate on issues related to economic development and trade **(pictured below)**. The Director of Sao Paulo Negocios indicated that she will travel to Miami in December and Commissioner Diaz offered EDIT's support to put together an Agenda for the visit.



Immediately Above: Mission leader Miami-Dade County Commissioner José "Pepe" Diaz exchanges protocol gifts with the Director of Sao Paulo Negocios, Ms. Beatriz Gusmao Sanchez Pereira

GOVERNMENT AND EDO MEETINGS IN SAO PAULO (cont'd)

Secretariat of Economic Development, Science and Technology of the State of Sao Paulo and “Investe Sao Paulo” (November 14th):

The Miami-Dade Delegation was greeted by the Honorable Nelson Baeta, Deputy Secretary of Economic Development, Science and Technology of the State of Sao Paulo and Emilio Lucci, Director of “Investe Sao Paulo”. The State of Sao Paulo is recognized as the 19th largest economy in the world and the 2nd largest in South America (after the Country of Brazil as a whole). It has the largest consumer market in Brazil with a population of 42 million people. The State of Sao Paulo also has the largest seaport in South America (Port of Santos) and one of the largest airports on the continent (Guarulhos International Airport). As mission leader, Commissioner José “Pepe” Diaz highlighted the importance of Miami-Dade County as a Global Gateway, and seaport representative, Eric Olafson, confirmed that PortMiami will soon establish a Sister Port agreement with Port of Santos. Olafson added that with the expansion of the Panama Canal, Brazil could use PortMiami as a transshipment port for Brazilian products destined for the Asian market.



GOVERNMENT AND ECONOMIC DEVELOPMENT ORGANIZATION (EDO) MEETINGS IN RIO DE JANEIRO

Rio de Janeiro Chamber of Commerce - ACRJ (November 17th):

The Miami-Dade County Government/EDO delegation headed by Commissioner José “Pepe” Diaz was greeted by Antenor Barros Leal, President of the Rio de Janeiro Chamber of Commerce, and ACRJ’s Board members at “Palacio do Comercio” on November 17th. With 205 years in existence, ACRJ’s is one of the oldest institutions in the country representing civil society/private sector in Rio de Janeiro. Commissioner Diaz thanked ACRJ’s President for hosting the delegation for two days and invited the Chamber to bring a trade mission to our community. President Barros Leal welcomed the invitation and confirmed that ACRJ is planning a trade mission to Miami-Dade during the first half of 2015.



Above: Mission leader Commissioner José “Pepe” Diaz (pictured center) engages in a dialogue with ACRJ President Antenor Barros Leal (pictured right)



Above: The Miami-Dade County Government/ EDO delegation at ACRJ offices



Above: Exchange of protocol gifts at the conclusion of the government/ EDO meeting

GOVERNMENT AND EDO MEETINGS IN RIO DE JANEIRO (cont'd)

Meeting with “Rio Negocios”, “Rio 2016” and Rio de Janeiro City Hall (November 17th)

In the afternoon of November 17th, mission delegates had a private briefing about “Business Opportunities in Rio de Janeiro” by Marcelo Haddad, President of “Rio Negocios”, Rio de Janeiro’s International Promotion Agency. Mr. Haddad welcomed the timely visit of the Miami-Dade Delegation as the City of Rio prepares to celebrate its 450th Anniversary in 2015 and host the Summer Olympic and Paralympic Games in the summer of 2016.

Mr. Haddad noted that with 6 million people, Rio de Janeiro is the second largest city in Brazil and one of the largest in all of Latin America. He added that one of the key initiatives in Rio de Janeiro is the revitalization of “Porto Maravilha” or “Wonderful Port” in the heart of the city center. This project, he explained, is an initiative of the City of Rio de Janeiro with State and Federal Government support, and is the largest Public-Private Sector Partnership (PPP) Project in Brazil with billions of dollars in investments. He further explained that this ambitious initiative will revitalize the port area with the development of housing, a cultural and entertainment center, and new businesses.

Immediately following the Briefing by “Rio Negocios”, Ambassador Agemar Sanctos, Director of Institutional Relations of “Rio 2016” gave an overview of the preparations underway for the Olympic and Paralympic games in Rio de Janeiro in August and September of 2016. Staff from “Rio 2016” also provided delegates with comprehensive information about the procurement processes and business opportunities available for any Miami-Dade business interested in supplying products. For more information about procurement opportunities please visit: <http://portaladesuprimentos.rio2016.com/en/>.



Above: Marcelo Haddad, President of “Rio Negocios”, discusses business opportunities in Rio de Janeiro.



Above: Ambassador Agemar Sanctos, Director of Institutional Relations of “Rio 2016” makes a presentation to the Miami-Dade delegation.

GOVERNMENT AND EDO MEETINGS IN RIO DE JANEIRO (cont'd)

Meeting with “Rio Negocios”, “Rio 2016” and Rio de Janeiro City Hall (November 17th)

To conclude the presentations, Minister Laudemar Aguiar, Head of International Relations Department of Rio de Janeiro City Hall welcomed the Miami-Dade delegation on behalf of Eduardo Paes, Mayor of Rio de Janeiro. He noted that the “Porto Maravilha” was a priority for Mayor Paes because of the impact that it will have on the city residents. Mr. Aguiar invited the delegation to visit Rio de Janeiro’s Operation Center the following day.



Left: (Pictured right) Minister Laudemar Aguiar, Head of International Relations Department of Rio de Janeiro City Hall.

Right: (Pictured right) the Honorable Vinicius Lummertz, Secretary of National Tourism Policies from the Ministry of Tourism of Brazil addresses the Miami-Dade delegation



GOVERNMENT AND EDO MEETINGS IN RIO DE JANEIRO (cont'd)

Meeting with the Undersecretary of International Relations of the Government of the State of Rio de Janeiro

The Government/EDO delegation met with the Honorable Pedro Spadale, Undersecretary for International Relations of the Government of the State of Rio de Janeiro at Palacio Guanabara to discuss ways to strengthen the economic and commercial ties between Miami-Dade and the State of Rio de Janeiro. Commissioner Diaz highlighted Miami-Dade County's role as the entry point into the United States and Eric Olafson, from the seaport briefed Mr. Spadale about PortMiami's projects that will make it the closest US port of call for post-Panamax vessels. Secretary Spadale noted that the State of Rio de Janeiro is planning to invest \$98 bn between 2014-2016. He noted that Acu Port (a private mix used terminal) located in the southeastern part of the state of Rio de Janeiro will also have capacity to handle post-Panamax ships. Commissioner Diaz extended an invitation to Undersecretary Spadale to visit Miami-Dade and PortMiami.



Left: Mission leader Commissioner José "Pepe" Diaz along with the members of the Government/ EDO delegation meet with Undersecretary Spadale.

Below left: the Government/ EDO participants on the grounds of Palacio Guanabara.

Below: Exchange of protocol gifts at the conclusion of the government/ EDO meeting.



MEETING WITH THE UNITED STATES CONSUL GENERAL IN SAO PAULO AND IN-COUNTRY BRIEFING

On November 12th the Miami-Dade delegation met with the Honorable Dennis Hankins, U.S. Consul General in Sao Paulo for an in-country briefing. Consul General Hankins spoke about opportunities and challenges in doing business in Brazil and provided an update on the Brazil-U.S. relationship. Consul General Hankins noted that Miami-Dade has very strong ties with Brazil given the cultural affinity and the number of Brazilians living in Florida. Mr. Hankins also updated the Miami-Dade delegation about the status of the negotiation efforts of the “visa waiver” program with Brazil.



Left: U.S. Consul General Dennis Hankins during the in-country briefing.

Right: the Miami-Dade delegates pose with US Consul General Dennis Hankins at the conclusion of his briefing.



EXPLORATORY MEETINGS REGARDING MUNICIPAL SERVICES

Public Private Sector Partnership Projects – Rio de Janeiro, November 16th

On November 16th, mission leader Miami-Dade County Commissioner José “Pepe” Diaz and members of the Government/ EDO delegation took a tour of the largest Public-Private Sector Partnership (PPP) Project in Brazil – revitalization of Porto Maravilha (Rio’s seaport). The project includes planned investments of \$ 4.5bn over a 15 year period, and will include innovative projects of urban infrastructure, large housing stock development, a new cultural and entertainment center, as well as, the development of new businesses.



EXPLORATORY MEETINGS REGARDING MUNICIPAL SERVICES (Cont'd)

Tour of the Operations Center of the City of Rio and site visit to “Rio 2016”– Nov. 18th

On November 18th the Miami-Dade Government/EDO delegation met with Diego Blanc, Chief Advisor International Relations Department of Rio de Janeiro City Hall who gave a briefing and tour of the Operations Center of the City of Rio. Mission leader, Commissioner Jose “Pepe” Diaz, was impressed with the result of this Public Private Partnership between the City of Rio and IBM. The EDO delegation learned that the centralized operations hub supplies real-time data aggregated from multiple municipal agencies, including health, water, energy and transportation divisions. Mr. Blanc explained that the system was designed by IBM at the request of Rio’s Mayor, Eduardo Paes. He illustrated how the Municipality has integrated information and processes from approximately 30 different city agencies into a single operations center that provides a holistic overview of how the City of Rio de Janeiro is functioning on a 24 by 7 basis. The Operations Center serves to predict and coordinate reactions to emergency situations. After the tour of Rio’s Operation Center, the Miami-Dade Government/EDO Delegation visited “Rio 2016” headquarters.



Right: Diego Blanc, Chief Advisor International Relations, points out to the Miami-Dade delegation the live city monitoring activities undertaken at the floor of the Operations Center of the City of Rio de Janeiro.



Tour of the Operations Center of the City of Rio and site visit to “Rio 2016”– November 18th (Cont’d)



Above: The Miami-Dade County Government/ EDO delegates with Diego Blanc at the Operations Center of the City of Rio de Janeiro.



Left: Diego Blanc, Chief Advisor International Relations, makes a presentation to the Miami-Dade delegation about the functions of the Operations Center.

Right: The Miami-Dade County Government/ EDO delegates visit the “Rio 2016” (Olympics) headquarters. The City of Rio will host the Summer Olympic and Paralympic Games in 2016.



OTHER ACTIVITIES - MEDIA EVENTS IN SAO PAULO

Greater Miami Convention and Visitors Bureau media event (November 14th)

On November 14th the Greater Miami Convention and Visitors Bureau (GMCVB) hosted a media reception in Sao Paulo to create buzz and exposure in their #1 international market. Miami-Dade County Commissioner, José “Pepe” Diaz and GMCVB’s CEO/President Mr. William D. Talbert III, as well as a high profile delegation from Miami-Dade including DDA, MDAD, EDIT, Port Miami, and The Beacon Council made remarks and met with the media to update them on what’s new in the destination. A total of 26 media outlets and 36 journalists attended the event, and as a result UOL (Universo Online) interviewed Mr. Talbert and published an article about Brazilian tourism in Miami. Specifically, it highlighted how out of the **\$1.68 billion** that Brazilians spent in Miami in 2013; the largest category of expenditures was consumer purchases followed by meals, lodging, entertainment and transportation. The website is viewed by approximately 34 million people in 3,000 cities throughout Brazil and 14,000 cities abroad, and the ad value of this article, as estimated by the GMCVB, is approximately US \$26,000.



Above and Right: GMCV President and CEO, Mr. William D. Talbert III, engages an audience of media outlets and journalists about the exceptional experiences for Brazilian tourists traveling to Miami.

Left: Mission leader Commissioner José “Pepe” Diaz tells the audience how much Miamians love Brazil, how Miami appreciates Brazilian visitors, and he welcomes continued tourism from Brazil

OTHER ACTIVITIES - MEDIA EVENTS IN SAO PAULO (Cont'd)

Greater Miami Convention and Visitors Bureau media event (November 14th)



Above and left: Mission leader Commissioner José "Pepe" Diaz; GMCVB President and CEO William Talbert; and Eric Olafson, Manager for Intergovernmental Affairs and Cargo Development at PortMiami are all interviewed during the Greater Miami and Convention and Visitors Bureau's media event in Sao Paulo.

Right: As a result of Mr. Talbert being interviewed during the media event, UOL (Universe Online) published a prominent and positive article about Brazilian tourism in Miami.



MEDIA EVENTS (cont'd)

Other Media Events in Sao Paulo and Rio de Janeiro

Article on FIESP's website

An article about Miami-Dade County's Business and Trade Mission to Brazil was posted on FIESP's website.

Portal Fiesp > Notícias > Na Fiesp, representantes do condado de Miami-Dade discutem oportunidades de negócios com o Brasil

Na Fiesp, representantes do condado de Miami-Dade discutem oportunidades de negócios com o Brasil

13/11/2014 13:26 - Atualizado em 13/11/2014 15:33

Delegação com mais de 20 empresários, investidores e autoridades do comércio de Miami apresentaram números da região

Alice Astunção, Agência Indusnet Fiesp

O comissário do condado de Miami-Dade e presidente da International Trade Consortium, José Pepe Diaz, chegou à Federação das Indústrias do Estado de São Paulo (Fiesp) acompanhado de uma delegação de mais de 20 representantes da região no sul da Flórida para falar de oportunidade de negócios entre Brasil e Estados Unidos (EUA).

"Quando falamos com o Brasil é como falarmos com a nossa família porque muitos brasileiros estão fazendo de Miami sua segunda casa", afirmou Diaz ao abrir o seminário "Oportunidade de Negócios no condado de Miami-Dade".

O diretor titular do Departamento de Relações Internacionais e Comércio Exterior (Derex), Thomaz Zanotto, participou da abertura do encontro e acentuou que o estreitamento da relação comercial entre Brasil e Estados Unidos é "um dos principais objetivos dessa federação".

"Essa visita acontece em um bom momento. Espero que façam da Fiesp a casa de vocês e descubram novos negócios", afirmou Zanotto, acrescentando que pelo menos 27 mil estudantes brasileiros estão nos EUA por meio de diversos programas de incentivo a estudo, entre eles o Ciência sem Fronteira.



Comissário do condado de Miami-Dade, José Pepe Diaz. Foto: Everton Amaro/Fiesp

Últimas notícias

01 09/12/2014 - Espaço da Presidência
Paulo Skaf recebe diretor da
Transparência Internacional, Cobus
de Swardt

02 09/12/2014 - Meio Ambiente
Ligação do Jaguarí ao Atibainha é
urgente para tentar evitar falta de
água em São Paulo, afirma Jerson

O vice-presidente de Desenvolvimento Econômico Internacional do Beacon Council, agência de fomento ao investimento de Miami, Mario Sacasa, acompanhou o comissário Diaz na missão.

Segundo Sacasa, o objetivo da agência é orientar investidores estrangeiros na região. "Somos as pessoas certas para isso", completou. O Beacon Council oferece serviços de identificação de local, pesquisa personalizada, acesso a contatos de negócios, incentivo dos negócios, assistência e programas de financiamento, licenciamento e assistência regulatória, formação e recrutamento de mão de obra.

O chefe da Unidade de Desenvolvimento Econômico do Comércio Exterior do Condado de Miami-Dade e do Departamento de Recursos Econômicos, Jimmy Nares, também acompanhou a missão e apresentou um vídeo sobre a infraestrutura e as facilidades de instalar uma empresa na região.

"Formamos uma pequena área no sul da Flórida, mas temos 80% de todo o fluxo de comércio internacional do estado", afirmou Nares.

De acordo com Eric Olafson, diretor do Porto de Miami – conhecido como Portões das Américas –, mais de uma dúzia das principais companhias de carga marítima operam no local.

Em 2013, o Porto de Miami movimentou de quase US\$ 16 bilhões em exportações e importações do Brasil.

Olafson espera buscar parcerias com empresas brasileiras para cobrir a demanda por serviços de alimentação, por exemplo, de mais de 15 linhas de cruzeiro estabelecidas no porto. "Esperamos trabalhar com brasileiros para aumentar o nosso tráfego de cruzeiros."



Diretor de Comércio Exterior da Fiesp, Thomaz Zanotto. Foto: Everton Amaro/Fiesp

A diretora-executiva da Autoridade de Desenvolvimento do Centro de Miami, Alyce Robertson, chamou atenção durante o seminário para investimentos na indústria da arte na região central do condado.

"A arte é um aspecto muito importante do Centro de Miami. Atualmente movimenta pelo menos US\$ 1 bilhão em todo o condado", informou.

O diretor do Departamento de Aviação do Condado de Miami-Dade, Gregory Owens, e o presidente do Greater Miami Convention and Visitors Bureau, William Talbert, também fizeram apresentações sobre as instalações do Aeroporto Internacional de Miami e a indústria de turismo da região.

MEDIA EVENTS (cont'd)

Other Media Events

An article about the Miami-Dade County Business and Trade Development Mission to Brazil was also posted on ACRJ's website highlighting business opportunities with Miami-Dade.

ACRJ | 17/11/2014 | Por Alex Melo

Representantes do condado de Miami-Dade discutem oportunidades de negócios com o Brasil

O Brasil é o maior parceiro comercial do condado de Miami-Dade, situado no estado da Flórida, nos Estados Unidos. Somente em 2013, o Porto de Miami-Dade movimentou US\$ 16 bilhões em exportações e importações brasileiras. Para aumentar essa relação, a Associação Comercial do Rio de Janeiro (ACRJ) recebeu, dia 17 de novembro, delegação comandada pelo comissionado do condado de Miami-Dade e presidente da International Trade Consortium, José Pepe Diaz, acompanhado por empresários e representantes governamentais. Eles participaram do seminário "Sua porta de acesso às oportunidades nos EUA".

"O Brasil tem uma relação intensa no comércio bilateral com os Estados Unidos, é a segunda maior do país, perdendo apenas para a China. Com relação ao condado, o Brasil é o nosso principal parceiro comercial. E estamos, de forma objetiva, com o intuito de incrementar esse laço", afirmou Diaz na abertura do evento que acontece também no dia 18 de novembro.



Presidente da International Trade Consortium - José Pepe Diaz

O comissionado de Miami-Dade disse ainda que as principais oportunidades de negócios entre os dois lados são do setor de tecnologia de computação e de aeronaves, álcool etílico, gás natural e seus equipamentos e café. No entanto, Diaz não descartou que o bom momento dos negócios com o Brasil seja favorável para qualquer tipo de investimento.

"Muitos brasileiros visitam Miami. É preciso que essas pessoas passem a enxergar nosso condado como uma janelinha de oportunidades para qualquer tipo de empreendimento", observou.

NOTÍCIAS MAIS LIDAS

- 1 **ALHOÇO DO EMPRESÁRIO**
[Cidade do Rio pode se tornar capital dos Seguros e Resseguros da América Latina](#)
- 2 **ACRJ**
[ACRJ terá ano de comemorações em homenagem ao bicentenário de seu patrono](#)
- 3 **CONSELHO DIRETOR**
[Secretário quer mais paciência dos cariocas no trânsito do Centro em 2013](#)
- 4 **CE TURISMO PROJETO**
[CE de Turismo apóia projeto que liga Rio a Petrópolis por meio de barca e trem](#)
- 5 **CE LOGÍSTICA E TRANSPORTE**
[Especialistas analisam Arco Metropolitano](#)

O presidente do Greater Miami Convention and Visitors Bureau, William Talbert, destacou o turismo como outra importante fonte de parcerias. O executivo citou o crescimento do fluxo de turistas brasileiros nos Estados Unidos nos últimos 15 anos, apontando o setor como uma importante plataforma de desenvolvimento econômico e social.

"Os turistas brasileiros lideram no estado da Flórida. E muitos gostam tanto que fixam residência. Em Miami, 70% dos imóveis de alto luxo, com preços superiores a US\$ 1 milhão, são vendidos para brasileiros", ressaltou.

O presidente da ACRJ, Antenor Barros Leal, assegurou que a instituição, com 205 anos de história, a mais antiga entidade de representação civil do país, é uma ótima aliada para os empresários que desejarem iniciar negócios nos Estados Unidos ou em qualquer outro país.

"Todos aqueles que quiserem empreender em outros países, principalmente nos Estados Unidos, devem nos procurar. Temos os meios e as conexões para desenvolver seus negócios nesses locais".



Presidente da ACRJ - Antenor Barros Leal

Barros Leal lembrou ainda que a primeira missão empresarial internacional da Associação Comercial ocorreu em março do ano passado. Na ocasião, os empresários brasileiros dos setores de finanças internacionais, saúde, turismo, logística, aviação, educação, urbanismo, arquitetura, serviços portuários, zona franca e marketing foram recebidos por representantes da Organização de Desenvolvimento Econômico do condado de Miami-Dade.

O presidente da ACRJ afirmou ainda que irá realizar mais uma missão para Miami no primeiro semestre do ano que vem.

"Conto com o apoio do meu amigo e grande apaixonado por Miami, o benemérito da Casa Eduardo Lessa Bastos, para organizar mais essa missão", concluiu.

COMMENTS AND FEEDBACK

Below are some of the comments received from the mission participants:

"My overall experience as a participant of this event was extremely positive thanks to the organization and continual support offered by both Maria and Jimmy. Their tireless work and attention to detail ensured that events ran smoothly for all involved."

"Specific to our business, it is difficult at this time to assess what possible positive benefits we may obtain, vi- a-vis sales as it takes time to follow up leads, etc. However, in a parallel way, I met Eric Olafson of the Port of Miami Cargo Development Office, who gave me the news that our warehouse building is in the new free zone area, which allows us to apply for and convert to a bonded facility."

"Last....during this mission I was able to meet and work with a County Commissioner who was tireless in his work promoting our Miami facilities."

"I am very pleased to have participated in this Mission."

Armando Rodriguez

President, A & S Suppliers, Inc.

"The exposure we received on the first day in Sao Paulo and Rio de Janeiro was great. There were many people interested in our services and they approached us after the presentations. We had enough time to hand out our business cards and explain a few things. A good part of those who met us at FIESP have already contacted me, and we have either had conference calls or they have travelled to Miami to meet us in person. Most are interested in obtaining work visas in the United States, and for that they will need to open companies in the US... and therefore would bring investment to the region. The one to one meetings were not as productive...In light of the great interest in immigration, we would have benefitted from a presentation followed by 15 minute meetings with all attendees."

Juliana Pavageau

Attorney, Fowler Rodriguez

"The International Trade Unit of the Miami-Dade County Department of Regulatory and Economic Resources organized this Branding Business Development Mission to Brazil bringing together the efforts of the County's key asset organizations including The Beacon Council, the Greater Miami Convention and Visitors Bureau, Miami Dade Aviation Department, Port Miami and several members of the Miami Dade private sector. This combined effort resulted in a well-rounded mission identifying opportunities and organization-specific partnerships for the overall future benefit of Miami-Dade business and residents".

"For the Beacon Council, this mission was an opportunity to meet with key players of the Brazilian business community and follow up with active projects and new prospects".

Mario Sacaza

Senior Vice President of International Economic Development Programs, The Beacon Council

COMMENTS AND FEEDBACK (cont'd)

"As a member of the Private Sector that attended the Mission, I would have rather accompanied the members of the Miami-Dade County delegation members on their meetings with the public sector representatives in Sao Paulo and Rio.....The Mission was fairly well organized"

Rafael Ribeiro

Attorney, Bilzin, Sumberg, Baena, Price & Axelrod LLP

"We were able to meet with leaders in our industry which will be able to generate leads in the future."

Megan Campos

Hernandez & Company

"This is the first trade mission that I have attended and believe it to be beneficial. I learned a great deal. We should continue these missions to promote not only Miami International Airport but also the benefits of being in Miami Dade County".

Gregory C. Owens

Assistant Aviation Director

APPRECIATION

Miami-Dade County Commissioner, ITC Chair and Mission Leader the Honorable José “Pepe” Diaz and the Board of Directors of the International Trade Consortium (ITC) wish to thank mission participants, sponsors, hosts, friends, and staff of the many different organizations who contributed to the success of the Business and Trade Development Mission to Sao Paulo and Rio de Janeiro, Brazil. While the International Trade and Economic Development Unit of Miami-Dade County’s Department of Regulatory and Economic Resources was pleased to be the lead planning agency, we offer our deepest thanks for the collaboration of our friends, partners and sponsors of this mission. We would also like to thank Enterprise Florida, Inc. (EFI) for underwriting the cost of private sector B2B meetings through an EFI grant.

Sponsoring Organizations:



Supporting Organizations:

- Enterprise Florida Brazil Office
- The Beacon Council
- The Greater Miami Convention and Visitors Bureau (GMCVB) Office in Brazil
- PortMiami
- Miami-Dade Aviation Department
- Consulate General of Brazil in Miami
- APEX
- Brazilian American Chamber of Commerce of Florida
- The Consulate General of the United States in Sao Paulo – Consul General Dennis Hankins
- The U.S. Commercial Service in Brazil (Sao Paulo and Rio de Janeiro)
- Secretariat of Economic Development, Science and Technology of the State of Sao Paulo
- Investe Sao Paulo
- Sao Paulo Negocios
- Sao Paulo City Hall
- Government of the State of Rio de Janeiro
- Rio de Janeiro City Hall
- Rio Negocios
- Rio 2016
- Federation of Industries of the State of Sao Paulo (FIESP)
- Sao Paulo Chamber of Commerce (ACSP)
- Rio de Janeiro Chamber of Commerce (ACRJ)
- AMCHAM Brazil
- Ministry of Tourism of Brazil
- Fecomercio



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