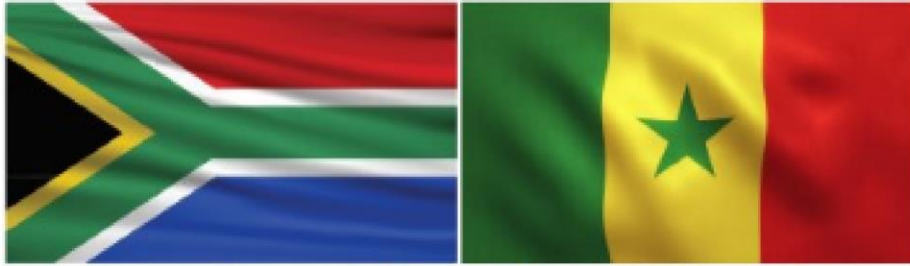


POST-MISSION REPORT



Miami-Dade County
Economic Development
& International Trade Consortium

MIAMI-DADE COUNTY FLORIDA

BUSINESS DEVELOPMENT MISSION



Africa

(Cape Town, Dakar, Abidjan, Conakry & Lagos)

May 19-31, 2017

ORGANIZED BY THE OFFICE OF ECONOMIC DEVELOPMENT AND INTERNATIONAL TRADE
DEPARTMENT OF REGULATORY AND ECONOMIC RESOURCES (RER), MIAMI-DADE COUNTY, FLORIDA



Post–Mission Report

Business Development Mission to Africa

Cape Town • Dakar • Abidjan • Conakry • Lagos

May 19 - 31, 2017

Led by

The Honorable Audrey M. Edmonson

Vice Chairwoman, Miami-Dade Board of County Commissioners
Vice Chair, International Trade Consortium (ITC) Board of Directors

Organized by

The Office of Economic Development & International Trade
Department of Regulatory & Economic Resources
Miami-Dade County, Florida, USA

Compiled by

Desmond Alufohai, CMP, CGBP

Snr. International Trade Coordinator

Mission Sponsors



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Appreciation

The Honorable Audrey Edmonson, Vice Chairwoman, Miami-Dade Board of County Commissioners, and Mr. Juan Kuryla, director & CEO, PortMiami, extend their appreciation and gratitude to mission participants, sponsors, vendors, service providers, interns, volunteers and partners for their invaluable support and assistance towards the planning and execution of the 2017 Business Development Mission to Africa. We would like to mention the invaluable support and cooperation of the following agencies: Enterprise Florida Inc., PortMiami, Miami International Airport, Greater Miami Convention and Visitors Bureau, Office of Economic Development and International Trade and the Office of Commissioner Edmonson.

Our hosts and hostesses in each city were gracious and ensured our comfort and safety. The successful outcomes from this mission could not have been achieved without the support, cooperation and collaboration of everyone involved in this mission directly and indirectly.

We also would like to extend our gratitude and appreciation to the following:

Cape Town, South Africa

- ☐ The Government of the Republic of South Africa
- ☐ The Office of the Executive Mayor of the City of Cape Town
- ☐ Enterprise Florida, Southern Africa
- ☐ Port of Cape Town, Transnet National Ports Authority
- ☐ WESGRO

Dakar, Senegal

- ☐ The Government of the Republic of Senegal
- ☐ The Embassy of the United States of America in Dakar and U.S. Department of Commerce, Dakar
- ☐ Port Autonome de Dakar
- ☐ AMCHAM Senegal
- ☐ Prestige Communications

Abidjan, Côte d'Ivoire

- ☐ The Government of the Republic of Côte d'Ivoire
- ☐ Service de Promotion Economique de la Côte d'Ivoire (SPECI), New York, NY, USA
- ☐ Côte d'Ivoire Chamber of Commerce and Industry (CCCI)
- ☐ Port Autonome d'Abidjan
- ☐ Port Autonome de San Pedro

Conakry, Guinea

- ☐ The Government of the Republic of Guinea
- ☐ The Embassy of the United States in Conakry, Guinea
- ☐ Port Autonome de Conakry
- ☐ The Consulate General of the Republic of Guinea in California

Lagos, Nigeria

- ☐ The Government of the Federal Republic of Nigeria
- ☐ The Consulate General of the United States in Lagos
- ☐ U.S. Department of Commerce, Lagos, Nigeria
- ☐ The Nigerian Ports Authority (NPA)
- ☐ Office of the Deputy Governor of Lagos State
- ☐ Lagos Chamber of Commerce & Industry (LCCI)

Thank You
Merci Beaucoup

Executive Summary

The Office of Economic Development and International Trade (OEDIT), in Department of Regulatory and Economic Resources (RER), was created by County Ordinance in 2002 as the International Trade Consortium (ITC). The agency has undergone numerous name changes since its inception, but the purpose and duties remain mostly unchanged. The agency was created to promote Miami-Dade County as a global gateway and enhance access to economic development opportunities. It has conducted out-bound business development missions to more than 30 nations since 2002.

The agency was authorized by County Ordinance to exercise such powers and to perform such duties, among others, as follows:

Advocate and support the development of Miami-Dade County as a premiere hemispheric platform for two-way trade.

- Promote Miami-Dade County as a global gateway both locally and abroad by developing and expanding trade opportunities with Africa, Asia, Europe and the Western Hemisphere.
- Represent and advocate Miami-Dade County's economic development and international trade interests at the local, state and federal level.

The International Trade Consortium (ITC) Board of Directors, at its board of directors meeting on March 15, 2017, approved an out-bound business development mission to the following destinations for FY 2016 - 2017: South Africa, Senegal, Cote d'Ivoire, Guinea and Nigeria. This was a historic mission. It was the first time that an official Miami-Dade mission was scheduled to visit Abidjan, Conakry and Lagos.

The mission was scheduled from May 19 – 31, 2017. The purpose of the mission was to foster trade, tourism and commercial linkages between Miami-Dade County and the African continent. The mission was organized by Miami-Dade County's Office of Economic Development and International Trade with the support of the following agencies: PortMiami, Miami International Airport, Greater Miami Convention and Visitors Bureau and Enterprise Florida Inc.

A total of 13 participants, led by Commissioner Audrey Edmonson, joined the mission. During the mission, participants had ample opportunities to meet with high-level U.S. government officials, representatives of city, state and national governments, Chambers of Commerce, Port Authorities, trade and economic development agencies, in official settings, guaranteeing the effectiveness and seriousness of these meetings.

At each destination, Commissioner Edmonson invited heads of governments and economic development agency officials we met to consider visiting Miami-Dade County in the near future. She also announced and invited the port directors of Cape Town, Dakar, Abidjan, San Pedro, Conakry and Lagos to the first-ever **PortMiami-African Ports International Sister Seaport Trade Summit**. The summit will be hosted by PortMiami in 2018 to discuss best practices, trade and maritime opportunities between PortMiami and the African continent.

The Miami-Dade contingent conducted branding workshops in Cape Town and Lagos to promote the County's attributes and unique assets. The public-sector participants engaged in numerous government-to-government (G2G) meetings while the private-sector participants met with their business counterparts in and one-to-one business matchmaking and networking meetings.

The following individuals and agencies played a pivotal role assisting the delegation with the planning and successful execution of the mission. We express my gratitude to them for their invaluable assistance and support:

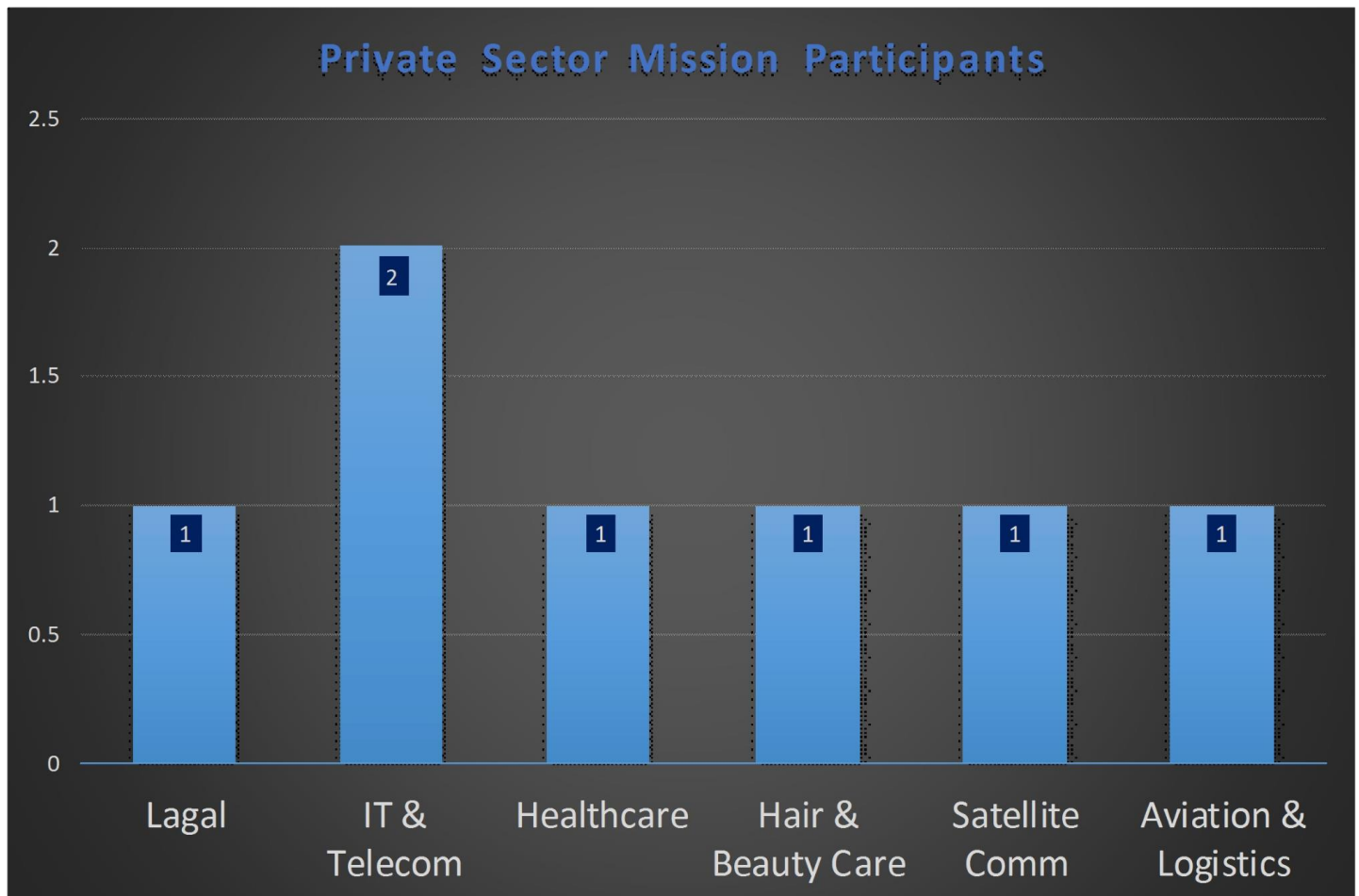
Ms. Abigail Ellary and Ms. Lauren Shaw - Enterprise Florida Southern Africa; Laurent Taieb - Prestige Communications; Mr. Inza Camara and his staff at SPECI, New York; Mr. Jordan Garcia - Consulate General of the Republic of Guinea in California; and Mrs. Ugo Madubuike and the staff of the Nigerian Ports Authority.

Finally, no County funds were involved in this travel for the Commissioner and OEDIT staff. Mission-related expenses, including travel and lodging, for the mission leader and OEDIT staff were solicited and acquired from sponsorships and participation fees.

Mission Highlights

By the Numbers

- **13** - registered mission participants.
- **7** - number of private-sector participants.
- **6** - number of public-sector participants.
- **25** - total government-to-government (G₂G) meetings.
- **98** - total business-to-business (B₂B) matchmaking meetings.



Other Mission Highlights

- Private-sector mission participants reported strong leads and interests from the business meetings with their counterparts in Africa.
- Inbound (reciprocal) mission from Port Autonome de Dakar to Miami-Dade County, August 5-13, 2017.
- Incoming trade mission from Nigeria scheduled for October 2017.

Mission Activities & Official Meetings

Commissioner Audrey Edmonson and the Miami-Dade delegation met with the following dignitaries and agencies:

Cape Town, South Africa

- The Honorable Alderman Ian Neilson, Executive Deputy Mayor, City of Cape Town.
- Ms. Mpumi Dweba-Kwetana, Port Manager, Port of Cape Town, Transnet National Ports Authority.
- Mr. Paul van den Brink, Project Manager, Cape Town Air Access, WESGRO.
- Ms. Abigail Ellary & Lauren Shawn, Enterprise Florida Southern Africa.

Dakar, Senegal

- His Excellency Mohammed Dionne, Prime Minister, Republic of Senegal.
- Dr. Cheikh Kante, Director General, Port Autonome de Dakar.
- Mr. Jonathan Scott, U.S. Commercial Service, Embassy of the U.S. in Dakar.
- Mr. Laurent Taieb, Prestige Communications.
- Representatives of AMCHAM Senegal in Dakar.

Abidjan, Côte d'Ivoire

- His Excellency Amadou Gon Coulibaly, Prime Minister, Republic of Côte d'Ivoire.
- The Honorable Amadou Kone, Minister of Transportation, Republic of Cote d'Ivoire.
- The Honorable Souleymane Diarrassouba, Minister of Commerce, Republic of Cote d'Ivoire.
- Mr. Hien Yacouba Sie, Director General, Port Autonome d'Abidjan.
- Mr. Hilaire Lamizana, Director General, Port Autonome de San Pedro.
- Mr. Inza Camara, Director General, SPECI - New York.
- Mr. Faman Toure, President, Chambre de Commerce & d'Industrie de Cote d'Ivoire (CCCI).

Conakry, Guinea

- His Excellency Mamady Youla, Prime Minister, Republic of Guinea.
- His Excellency Dennis Hankins, United States Ambassador to the Republic of Guinea.
- The Honorable Oye Guilavogui, Minister of State, Ministry of Transport, Republic of Guinea.
- The Honorable Abdoulaye Diouma Diallo, 3rd Vice President, National Assembly, Republic of Guinea.
- Mrs. Keita Hawa Toure, Director General, Port Autonome de Conakry.
- Mr. Jordan Garcia, Honorary Consul General, Consulate General of the Republic of Guinea in California.

Lagos, Nigeria

- Mr. F. John Bray, Consul General, Consulate General of the United States in Lagos.
- The Honorable Idiat Oluranti Adebule, Ph.D., Deputy Governor, Lagos State.
- His Royal Highness Adeyeye Enitan Ogunwusi, King of Ife, Oshun State.
- Representatives of the Nigerian Ports Authority (NPA).
- Representatives of the Lagos Chamber of Commerce and Industry (LCCI).

Cape Town
Republic of South Africa
(May 20 - 23, 2017)

The five-nation Miami-Dade County Business Development Mission started in Cape Town. The city of Cape Town and Miami-Dade County have been engaged in a Sister Cities affiliation since September 2013. Also, PortMiami and the Port of Cape Town have been International Sister Seaport affiliates since 2005.

Commissioner Edmonson and the Miami-Dade delegation met with the Honorable Alderman Ian Neilson, Executive Vice Mayor, city of Cape Town, at the City Hall. They discussed a wide range of issues, including direct air service between Cape Town and Miami International Airport, ways to boost tourism and other viable economic development programs that would be interest to both communities.

While in Cape Town, the Miami-Dade delegation hosted a branding workshop and breakfast. During the workshop, County representatives made presentations highlighting the County's attributes and unique assets as a world-class city, global gateway and logistics hub. In her welcome remarks, Commissioner Edmonson noted that she had visited Cape Town four times "to work on the Sister Cities program and to discuss re-establishing direct air service between Cape Town and Miami International Airport." She informed the invited guests, representing a cross-section of the South Africa business community that Miami-Dade is "always open for business."

The following County staff members also made presentations:

- Gregory C. Owens - "Miami International Airport: Global Trade & Logistics Hub."
- Debra Duster Owens - "PortMiami: Trade Hub and Cruise Capital of the World," and
- Desmond Alufohai - "Miami-Dade County: Come Trade with Us."

The Miami-Dade delegation met with Cape Town Air Access (CTAA) project team (a division of WESGRO) to discuss the prospect how both sides could work amicably to secure non-stop service between Cape Town and Miami International Airport. CTAA was established in June 2015, to intensify and broaden air access between the Western Cape and targeted African and international markets to improve the region's global economic competitiveness. Mr. Paul Van den Brink, Air Access Project Manager gave an overview of CTAA's mission and achievements. Mr. Gregory Owens, Assistant Director, Business Retention and Development, Miami-Dade Aviation Department also gave a presentation.

Mr. Owens elaborated on Miami International Airport's (MIA) status as the foremost economic engine for the County and its attributes as a global gateway, trade and logistics hub. Both sides pledged to continue to work together to eventually realize the goal of securing direct air service. Commissioner Edmonson noted that she will work with MIA to establish a task force aviation experts, trade and community leaders to work on the prospect of direct air service with Africa.

Mission delegates also visited the Port of Cape Town. Ms. Mpumi Dweba-Kwetana, port manager, Port of Cape Town, welcomed the delegation. Ms. Dweba-Kwetana enumerated the port's capital improvement projects, expansion plans and new port initiatives. Ms. Debra Owens, PortMiami's Director for Government & International Relations, also gave a presentation about PortMiami's post-Panamax strategic plans undertaken by the port.

Pictures of Miami-Dade Delegation - Cape Town



Commissioner Audrey Edmonson and Hon. Alderman Ian Neilson, Executive Deputy Mayor, city of Cape Town.



L-R: Commissioner Edmonson, Ms. Mpumi Dweba-Kwetana, port manager, Port of Cape Town and Debra Owens of PortMiami.



Miami-Dade mission delegation and officials of Port of Cape Town

Pictures of Miami-Dade Delegation - Cape Town, contd.

Miami-Dade County delegation with South African SME's and government officials during the County's Branding-workshop and networking breakfast in Cape Town.



Pictures of Miami-Dade Delegation - Cape Town, contd.



Miami-Dade Mission participants with WESGRO's Cape Town Air Access (CTAA) Team and staff of EFI Southern Florida.



L-R: Greg Owens, Lauren Shaw, Abigail Ellary and Commissioner Audrey Edmonson

Dakar
Republic of Senegal
(May 24 & 25, 2017)

The Miami-Dade delegation arrived in Dakar on May 24, 2017. In Dakar, the delegation met with His Excellency Mohammed Dione, Prime Minister of the Republic of Senegal. Commissioner Edmonson expressed her appreciation to the Prime Minister for meeting with the delegation. She also invited the Prime Minister to visit Miami-Dade in the near future. Prime Minister Dione thanked the delegation for the courtesy visit and noted the very close and cordial relations between the USA and the people of Senegal.

The delegation then visited Port Autonome de Dakar. They were hosted by Dr. Cheikh Kante, director general, Port Autonome de Dakar and his team. Dr. Kante gave an overview about the port's activities and introduced members of the team. Commissioner Edmonson introduced members of her delegation and invited Director General Kante to join the other African port directors at the PortMiami—African Sister Seaport Summit in 2018. She then introduced Director Juan Kuryla, who gave a presentation about PortMiami. After the presentations from both ports, the Miami delegation was taken on a tour of the port of Dakar.

The Miami-Dade contingent concluded their visit in Dakar with an in-country briefings by representatives of the U.S. Commercial Service, U.S. Embassy in Dakar and AMCHAM Senegal on business and market opportunities in Senegal.

Pictures of Miami-Dade County visit to Dakar



L-R: Desmond Alufohai, Councilman Jimmie Williams, III, Commissioner Audrey Edmonson, His Excellency Mohammed Dionne, Prime Minister, Republic of Senegal, Debra Owens, Juan Kuryla and Laurent Taieb, during the courtesy visit to the Prime Minister's residence in Dakar.



Dr. Cheikh Kante, DG of Port Autonome de Dakar, welcoming Commissioner Edmonson and the Miami-Dade delegation to the port of Dakar.

Pictures of Miami-Dade County visit to Dakar, contd.



Photo of joint working session between representatives of Port Autonome de Dakar and PortMiami.



L-R: Djibril Toure, Cleveland Carter and Lauren Taieb.



Top and bottom photos of in-country briefings by representatives of U.S. Department of Commerce, Dakar and AMCHAM Senegal.



Abidjan
Republic of Côte d'Ivoire
(May 25 - 28, 2017)

The Miami-Dade delegation met with His Excellency Amadou Gon Coulibaly, Prime Minister of the Republic of Côte d'Ivoire, including some members of the Cabinet. Prime Minister Coulibaly welcomed the Miami-Dade County delegation to Abidjan and said that he was pleased with the cordial relations between the U.S. and Côte d'Ivoire. His Excellency introduced the Cabinet members and stated that his country was open and ready to work with Miami-Dade County to improve trade and tourism, in light of the affiliation between PortMiami and the ports of Abidjan and San Pedro.

Commissioner Edmonson thanked the Prime Minister and members of the Cabinet for receiving the delegation. She introduced her delegation and highlighted the purpose of the mission and invited the Prime Minister to consider a visit to Miami in the near future. After the meeting, Commissioner Edmonson addressed and fielded questions from national media at a press conference organized by the Office of the Prime Minister.

The delegation met with the Honorable Amadou Kone, Minister of Transport, and the Honorable Souleymane Diarrassouba, Minister of Commerce, Rep. of Côte d'Ivoire. These meetings helped to solidify closer relations and economic ties between Miami-Dade and Cote d'Ivoire. Additionally, Commissioner Edmonson discussed the prospect of direct air service between Abidjan and MIA. She invited the Ministers to visit Miami in the near future in order to further explore business and commercial opportunities ties with the County.

The Miami-Dade County delegation then met with representatives of Port Autonome d'Abidjan and Port Autonome de San Pedro. Mr. Hien Yacouba Sie, director general, Port Autonome d'Abidjan and Mr. Hilaire Lamizana, director general, Port Autonome de San Pedro, signed Sister Seaport Agreements with Mr. Juan Kuryla, PortMiami's director & CEO. The three port directors exchanged ideas about ways to engage in closer trade ties taking advantage of the Sister Seaport affiliation, geographic location of PortMiami, and the African Growth and Opportunity Act (AGOA). Mr. Kuryla noted that the "ultimate goal was to increase maritime services from Africa to U.S., via PortMiami."

The delegation also visited Port Autonome d'Abidjan. Mr. Sie gave presentations about the port. Mr. Kuryla responded with an overview of the capital projects and improvements at PortMiami. He stated the port's readiness to receive the post-Panamax ships and reasons why PortMiami is the cruise capital of the world.

After the tour, Mr. Sie thanked the delegation for visiting the port. The delegation then visited the office of Port Autonome de San Pedro, in Abidjan. Mr. Lamizana, gave a presentation and elaborated on the port's history, challenges and opportunities.

Finally, the delegation visited Côte d'Ivoire Chamber of Commerce and Industry (CCCI). They were received by Mr. Faman Toure, CCCI's president. The president gave a presentation about the business and investment opportunities in Côte d'Ivoire. Commissioner Edmonson addressed the audience, stating the reason for the visit and encouraged the private sector to consider the numerous advantages of doing business in Miami-Dade. Thereafter, the chamber organized one-to-one business matchmaking meetings between the Miami-Dade delegation and local Ivorian business and economic development agencies.

Pictures of the Miami-Dade County's delegation in Abidjan



L-R: Juan Kuryla, Commissioner Edmonson, His Excellency Amadou Gon Coulibaly, Prime Minister of the Republic of Côte d'Ivoire , Councilman Jimmie Williams, III, Ms. Debra Owens and Mr. Inza Camara, DG of SPECI in New York.



Commissioner Edmonson and Juan Kuryla address the national media shortly after meeting with the Prime Minister. To the Commissioner's immediate right is the Hon. Amadou Kone, Minister of Transport, Republic of Côte d'Ivoire

Pictures of the Miami-Dade County's delegation in Abidjan, contd.



L-R: Cleveland Carter, Djibril Toure, Commissioner Audrey Edmonson, Hon. Souleymane Diarrassouba, Juan Kuryla, Debra Owens and Walter Stokes.

Pictures of the re-signing ceremony of the International Sister Seaport Agreements- Left-side photo: Commissioner Edmonson and Hon. Amadou Kone, Minister of Transport.



Bottom photos:

L-R: Juan Kuryla, Hien Sie, and Mr. Hilaire Lamizana.





Joint presentations by officials of Port Autonome d'Abidjan and PortMiami.



Miami-Dade County delegation with officials of Port Autonome de San Pedro L-R: Mr. Hien Yacouba Sie, Juan Kuryla and Hilaire Lamizana.



Port Directors

L-R: Mr. Hien Sie, Port Autonome d'Abidjan
Mr. Juan Kuryla, PortMiami, and
Mr. Hilaire Lamizana – Port Autonome de San Pedro.

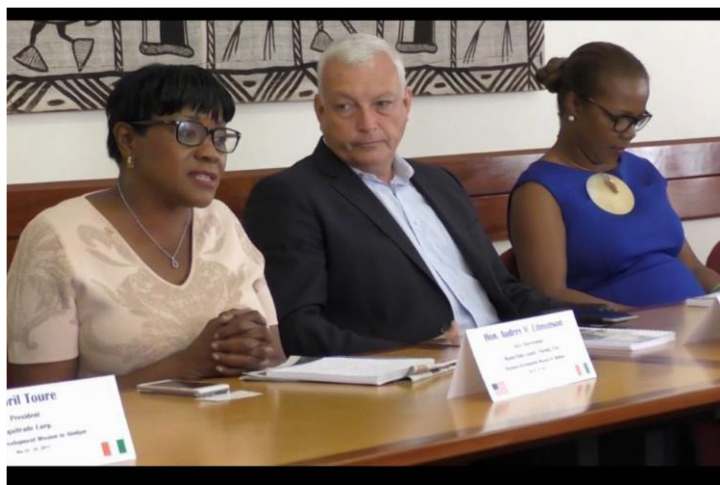


Mr. Hilaire Lamizana shows the map of the port to Juan Kuryla and Debra Owens .

Miami-Dade County Delegation in Abidjan, Contd.



Miami-Dade County delegation, CCCI's officials and local Ivorian businesses at Côte d'Ivoire Chamber of Commerce and Industry (CCCI).



L-R: Commissioner Edmonson, Juan Kuryla and Debra Owens at the CCCI conference room.

Mr. Faman (with glasses), president of CCCI address the Miami-Dade delegation.



Pictures of Miami-Dade County's delegation in Abidjan, contd.

B2B meetings at the CCCI



Conakry
Republic of Guinea
(May 28 & 29, 2017)

In Conakry, the Miami-Dade delegation was received by Mrs. Keita Hawa Toure, director general, Port Autonome de Conakry, her staff and Mr. Jordan Garcia, Honorary Consul General of the Republic of Guinea in California. The delegation visited the office of the Hon. Oyé Guilavogui, Minister of State, Ministry of Transport, who noted that the visit was important and timely for the Port of Guinea. The Minister reiterated his support for the Sister Seaport agreement signed between PortMiami and Port Autonome de Conakry in 2016. He noted that the Conakry port is ready to work with PortMiami in the areas of technical support, cruise and training of port personnel in Miami.

Commissioner Edmonson expressed her appreciation on behalf of the delegation to the Minister and assured him of the County's support and cooperation. She extended an invitation to the Minister to visit Miami in the near future. She then introduced her delegation. Councilman Jimmie Williams, commented about the opportunities in the city of Homestead and thereafter, Juan Kuryla made brief remarks about the port's capital improvement and status as a vital trade hub for Florida.

The delegation also met with His Excellency Mamady Youla, Prime Minister and head of government of the Republic of Guinea. The courtesy meeting afforded both sides to exchange information pertinent to building closer working relations and ways to improve trade and tourism. The delegation then visited the Honorable Abdoulaye Diouma Diallo, 3rd Vice President, National Assembly, and some legislative members.

The delegation visited Port Autonome de Conakry and met with the staff of the port. Officials of PortMiami and Port Autonome de Conakry share information pertinent to closer working ties. Commissioner Edmonson invited the port official to the first-ever PortMiami– African ports summit in Miami in 2018.

Finally, His Excellency Dennis Hankins, United States Ambassador to the Republic of Guinea, hosted a business networking cocktail reception at his residence in honor of the delegation. The occasion presented the opportunity for the delegation to meet and network with public and private sector officials in Conakry.

Pictures of Miami-Dade County's delegation in Conakry



Commissioner Audrey Edmonson with His Excellency Mamady Youla, Prime Minister and head of government, Republic of Guinea.



L-R: Councilman Jimmie Williams, III, Juan Kuryla, Commissioner Edmonson, Prime Minister Mamady Youla, Hon. Oye Guilavogui, Debra Owens, Desmond Alufohai, Mrs. Keita Hawa Toure, , Mrs. Aribot and Jordan Garcia.

Pictures of Miami-Dade County's delegation in Conakry, contd.



Miami-Dade County delegation with the Hon. Oye Guilavogui and officials of Port Autonome de Conakry at the Minister's office.



L-R: Juan Kuryla, Councilman Jimmie Williams, III, HE Dennis Hankins, Mrs. Keita Hawa Toure, Hon. Oye Guilavogui, Walter Stokes, Commissioner Audrey Edmonson, Mrs. Aribot, Debra Owens, Desmond Alufohai (kneeling), at a networking reception at the Ambassador's residence.

Pictures of Miami-Dade County's delegation in Conakry, contd.



Juan Kuryla and Mrs. Keita Hawa Toure conducting an interview with the national media at the Port of Conakry.



Joint working meeting between representatives of PortMiami and Port Autonome de Conakry.

Pictures of Miami-Dade County's delegation in Conakry, contd.



Commissioner Audrey Edmonson and Juan Kuryla meet with Hon. Abdoulaye Diouma Diallo (in white hat) and members of the Guinean Legislature.

Lagos
Federal Republic of Nigeria
(May 29 - 31, 2017)

The last leg of the business development mission culminated in Lagos. The Miami-Dade delegation visited the Consulate General of the United States in Lagos. They met with Mr. F. John Bray, Consul General, Consulate General of the United States in Lagos. The Consul General was accompanied by Brent Omadhl, commercial counselor, U.S. Mission to Nigeria, and his colleagues from the U.S. Commercial Service. The delegation was briefed about the socio-political, economic and business opportunities in Nigeria for U.S. companies.

The delegation then visited the Nigerian Ports Authority (NPA) in Marina, Lagos. Mr. Kuryla and Ms. Debra Owens joined NPA executives and directors for a brief meeting. They discussed best practices and collaborative measures between PortMiami and NPA.

The delegation visited the Lagos State government office. They met with Her Excellency Idiat Oluranti Adebule, Ph.D., deputy governor of Lagos State. The Deputy Governor welcomed Commissioner Edmonson and her delegation to Lagos State. She enumerated the trade and tourism potential of the state and informed the audience that the state is always open to receiving foreign investors, trade and tourism partners. Commissioner Edmonson expressed her appreciation to Dr. Adebule and enumerated Miami-Dade's potential as an international platform for investment, trade and tourism.

One of the most important mission highlight in Lagos was the joint branding presentations by Miami-Dade County and NPA officials. The branding provided the opportunity for County representatives to showcase the County's attributes and unique assets as a world-class city, global gateway and logistics hub. The event was attended by more than 300 business executives and trade agencies.

In Lagos, the one-to-one business matchmaking appointments for private sector mission participants was organized by the U.S. Department of Commerce through their renowned gold key service. The private-sector participants reported their satisfaction with the service and they indicated notable outcomes with their business counterparts.

Before departing from Lagos, participants met with representatives of the Lagos State Chamber of Commerce and Industry (LCCI). Officials of LCCI indicated their support for and willingness to work with the County in improving trade between Nigeria and South Florida., taking advantage of the AGOA trade preference between sub-Saharan African and the United States.

Pictures of Miami-Dade County's delegation in Lagos

Clockwise:

Commissioner Audrey Edmonson, Councilman Jimmie Williams, III, and Juan Kuryla, making remarks during the Miami-Dade Branding Workshop in Lagos



Miami-Dade Branding Presentation in Lagos, contd.



Pictures of Miami-Dade County's delegation in Lagos, contd.



L-R: Desmond Alufohai; Jean Barnett, Esq.; Prof. Idris Abubakar, NPA's Executive Director, Engineering & Technical Services; Dr. Sokonte H. Davies, NPA's Executive Director, Marine & Operations; Mr. Juan Kuryla; Debra Owens; and Mr. Mohammed Bellow-Koko, Executive Director, Finance & Administration for NPA.

Below: The meeting between officials of PortMiami and the Nigerian Ports Authority.



Pictures of Miami-Dade County's delegation in Lagos, contd.



Top: Commissioner Edmonson exchange protocol gifts with Hon. (Dr) Idiat Oluranti Adebule.

Below: Group photo with the Deputy Governor of Lagos State.



One-to-One Business Matchmaking Meetings in Lagos

Gold Key Service – B2B matchmaking meetings organized by the U.S. Commercial Service in Lagos for private-sector mission participants



Mr. Adjai (right), mission participant, discuss with clients in Lagos



Ms. Nike (left in red) meeting with a client.

Mission delegation meeting with representatives of Lagos Chamber of Commerce and Industry (LCCI)



Mission Participants
(Public Sector)



Commissioner Audrey Edmonson
Vice Chairwoman
Miami-Dade Board of County Commissioner
(Cape Town, Dakar, Abidjan, Conakry & Lagos)



Juan Kuryla
Director & CEO
PortMiami
(Dakar, Abidjan, Conakry & Lagos)



Debra Duster Owens
Director, Government & Intl Relations
PortMiami
(Cape Town, Dakar, Abidjan, Conakry & Lagos)



Councilman Jimmie Williams, III
City of Homestead, Florida
(Dakar, Abidjan, Conakry & Lagos)



Greg Owens
Director
Real Estate Management Division
Miami-Dade Aviation Department
(Cape Town only)



Desmond Alufohai
Snr. International Trade Coordinator
Miami-Dade County
(Cape Town, Dakar, Abidjan, Conakry & Lagos)

Mission Participants
(Private Sector)



Jean J. Barnett, Esq.
Owner of JBI Law Group
(Lagos only)



Cleveland Carter
Founder Cleveland Carter Enterprises
(Cape Town, Dakar & Abidjan)



Nike Isaac
President, Puregreen Health Inc.
(Lagos only)



Djibril Toure
President, Equitrade Corp.
(Cape Town, Dakar & Abidjan)



Joy E. Osayi
Consultant, Hair Afrikana Beauty, Inc.
(Lagos only)



Adjai Ramnarine
International Sales Manager
Satamazone, Inc.
(Lagos only)



Walter Stokes
President, Virginia-32
(Cape Town, Dakar, Abidjan, Conakry and Lagos only)

Feedback & Comments

“The Business Development Mission to Cape Town, Dakar, Abidjan, Conakry and Lagos was a success. We achieved our mission objectives. We had numerous opportunities to promote Miami-Dade County and made presentations about our County’s assets and attributes. The private sector participants on this mission reported numerous leads and prospects. We met with Prime Ministers and high level government and business officials and we discussed expanding trade, maritime services and tourism. We continued to advocate for direct air service between Miami International Airport and Africa with top level government officials and interested airline executives at each country we visited. We visited five African ports and invited them to the first-ever PortMiami-African Ports summit to be held in Miami 2018. The summit will explore ways of improving trade and maritime services between Africa and Miami-Dade.”

- **Commissioner Audrey Edmonson, Vice Chairwoman** *(Mission leader)*.

“Through this trip, I was able to promote international trade with both the County and City of Homestead...and was able establish relationships with the officials of the ports of Dakar, Abidjan, Conakry and Lagos...I highly recommend more elected officials and business executives to visit Africa and other developing countries.”

- **Councilman Jimmie L. Williams, III** *(Mission participant)*.

“I am pleased to have joined Commissioner Audrey Edmonson on this historic mission to Africa. The mission was important and timely for PortMiami. With the anticipated arrival of more post-Panamax ships and the increase in cargo, PortMiami is poised to be a global trade hub and gateway to Africa. The African continent is the next frontier and PortMiami wants to leverage its geographic proximity to expand trade with Africa... I look forward to welcoming the Port Directors of our Sister Seaports in Africa to the first-ever PortMiami-African Seaports trade summit in 2018”

- **Juan Kuryla, Director and CEO, PortMiami** *(Mission participant)*.

“We were able to accomplish opening the discussion of reestablishing our desire to have direct service from South Africa to Miami International Airport.”

- **Gregory C. Owens, Assistant Director, Business Retention & Development, Miami-Dade Aviation Dept.**
(Mission participant)

“The Commercial Service did a very good job arranging 2 days of meetings with the companies that I needed to meet. I could not have entered Nigeria without the help of the team...I expect good business in the near future with Nigeria.”

- **Adjai Ramnarine, International Sales Manager, Satamazone,, LLC.** *(Mission participant)*.

“The mission was vitally important to opening new doors and contacts for my company.....The Gold Key Service in Nigeria was a tremendous success. I had five (5) very good meetings that will develop into sales. The service was a home-run.”

- **Walter Stokes, President & CEO, Virginia-32, Inc.** *(Mission participant)*.

“The African Trade Mission was a great success. We met with business people and government officials. The meetings held were great networking events for business development. I met many new contacts on this mission and I plan to follow-up to increase my business. Please continue this African Trade Mission in the future.”

- **Jean J. Barnett, Esq., Law Office of Jean J. Barnett, PA** *(Mission participant)*.

Feedback & Comments, contd.

“I had extremely positive leads in Dakar and Abidjan....The business meetings arranged with d'Ivoire Chamber of Commerce and Industries (CCCI) were tremendous in opening multiple leads.”

- Djibril Toure, President & CEO, Equitrade Corp. (Mission participant).

“This was my first trade mission. All I can say is that, it was worth it. I was able to meet all the contacts I expected from the Gold Key Services organized by the U.S. Consulate staff in Lagos. My business meetings went very well and I now have all I need to move to the next level.”

- Nike Isaac, President & CEO, Puregreen Health Inc., (Mission participant).

“We were pleased to host and participate in this important trade mission from Miami-Dade County. Our office in New York has been engaged with Miami-Dade County for several years now. We extend our thanks to Commissioner Edmonson and the Miami-Dade delegation for choosing to visit Abidjan. We look forward to our continued collaboration to increase trade and closer commercial ties with the County.”

- Inza Camara, Director General, SPECI, New York, USA.

“It was a pleasure working with Debra and Desmond on this mission. I extend my appreciation to Commissioner Audrey Edmonson and the entire Miami-Dade County delegation for visiting the Nigerian Ports Authority in May, 2017.

- Mrs. Ugo Madubuike, General Manager, Special Duties, Nigerian Ports Authority, Lagos, Nigeria

The image shows the cover of the magazine 'RÉUSSIR', issue N° 122 from June 2012. The cover features a photograph of a man in a purple shirt standing behind a fruit stall filled with various fruits, including lemons, oranges, and bananas. He is holding a box of 'DATTES DEGLET NOUR D'ALGERIE'. The magazine title 'RÉUSSIR' is prominently displayed at the top in large white letters on a red background. Below the title, there is a list of featured articles: 'CBAO : Innovation pour le futur', 'PAD : S'inspirer du modèle de Miami', 'HCDS : Avancées du dialogue social', and 'UEMOA : Le Ramadan chez nos voisins'. At the bottom of the cover, the text 'RAMADAN CONSOMMATION À VOLONTÉ' is written in large, bold, red letters. The entire cover is set against a dark blue background with a laurel wreath design on the sides.

RÉUSSIR
N° 122 JUIN 2012
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CBAO : Innovation pour le futur
PAD : S'inspirer du modèle de Miami
HCDS : Avancées du dialogue social
UEMOA : Le Ramadan chez nos voisins

DATTES DEGLET NOUR D'ALGERIE

**RAMADAN
CONSOMMATION
À VOLONTÉ**

La Banque Régionale de Marchés
récompensée pour son innovation financière



Le Port de Dakar s'inspire de Miami

S'il faut s'inspirer de quelqu'un, mieux vaut aller chez le meilleur. C'est ce qu'a compris le Port de Dakar et son Directeur Général, le Docteur Cheikh Kanté qui ont reçu les responsables du Port de Miami avec qui ils ont signé des accords de partenariats et projeté d'étudier les possibilités de lancer une ligne commerciale de croisières.

Le port de Dakar a mis les petits plats dans les grands pour recevoir son homologue de Miami. Le docteur Cheikh Kanté et toute son équipe ont durant la visite souligné les similitudes entre le port économique du Sénégal et le plus grand port de croisière du monde. Des points de convergence qui, exploités comme il se doit, pourront bénéficier à toutes les parties selon leurs partenaires américains, en recevant leurs partenaires américains, plusieurs protocoles ont été signés dont un accord de partenariat dans le but d'intensifier et d'étendre la collaboration dans les domaines techniques et industriels de l'activité portuaire.

« Je nourris beaucoup d'espoir sur cette visite. Tenait compte de ce que représente Miami dans plusieurs domaines d'activité. Aujourd'hui le port de Miami est reconnu à travers le monde dans le domaine des croisières avec ses sept (7) terminaux et plus de 4



millions de passagers, donc le considère fortement que Miami peut être une jonction entre les Etats-Unis et l'Afrique. Le port de Dakar joue parfaitement ce rôle.

Le port de Miami aussi. Il valorise le tourisme de votre pays et il se trouve que le tourisme africain est sous valorisé en particulier au Sénégal ne serait-ce que par des activités historiques qui pourraient montrer un certain intérêt à faire une escale à Dakar pour visiter Gorée. Parce que Gorée fait partie de l'histoire des Etats-Unis, de l'histoire du monde à travers la civilisation universelle, à travers la route des négres en autres.

L'avenir de la coopération entre Miami et Dakar est au niveau des croisières. Je crois fortement des lignes Dakar Miami. La visite d'aujourd'hui va nous permettre de discuter de décliner des formules dans plusieurs domaines. Le concurrent par exemple. Je sais que vous travaillez avec le canal de Panama vous permet de traiter presque million de conteneurs par an. Cette année nous sommes à Dakar 660 000 conteneurs. Et d'ici quelques années nous aspirons aller vers ces chiffres voir le doubler car c'est un élément essentiel de notre programme dénommé Port 2025, qui va faire du Port Autonome de Dakar le port le plus compétitif de la zone ouest-africaine. Cette vision qui est arrivée à celle du président de la république comprise dans le Plan Sénégal Émergent à débuter ses phases », a déclaré en conclusion de la séance le docteur Cheikh Kanté.

La nécessité d'amener le port de Dakar vers une nouvelle ère de gestion a amené le Directeur du port à ouvrir une nouvelle dimension de partenariat. Miami est déjà dans cette dynamique, son expérience et ses compétences sont à un grand apport pour Dakar. Et si, dit le docteur Kanté, il faut suivre le chemin de la marche du monde en essayant d'incorporer les mutations technologiques qui nous entraînent en cours de route et qui peuvent modifier les méthodes et formes de travail dans un secteur donné.

Dans cette dynamique, face aux exigences de la plus élevée du transport maritime, la direction du port autonome de Dakar a mis en place un système de management qualité sécurisé qui prend en compte la spécificité de chaque type de bateau qui transite par le port de Dakar. La politique de spécialisation des services a déjà abouti à plusieurs concessions permises comme Necotrans concernant la gestion du terminal vracier. L'opération dans un futur proche d'un terminal fruitier et cetera pour accompagner les objectifs de plan Sénégal Émergent, et la réalisation du port du futur viendront appuyer le dispositif opérationnel du terminal de DP World et augmenteront les capacités du port 1,5 boîtes d'EVP. Il y a aussi la réalisation d'un nouveau Warf pétrolier qui deviendra à terme, un véritable terminal pétrolier avec toutes les commodités. Il y a en outre la signature d'une concession minière d'une durée de 25 ans à Grande Côte opérations pour l'exploitation du zinc.

Audrey Edmonson : la reine de l'Afrique

« Je rends un hommage appuyé au docteur Kanté qui a bien voulu nous accueillir moi et à la délégation. J'en suis à mon quatrième voyage au Sénégal qui occupe une place particulière

dans mon cœur. À l'issue de ce qui a été dit, je vois que nous avons beaucoup de points de communs entre nos deux ports. Certains similarités apparaissent avec les PPP et la volonté de devenir plus compétitif et toujours à la pointe de l'innovation pour satisfaire nos clients », a déclaré **Madame Audrey Edmonson**, la représentante du Maire de Miami, en charge des questions portuaires au Comité de Miami. Elle a profité de la cérémonie de signature pour inviter le Docteur Kanté au Sommet maritime des Ports que sa localité va organiser l'année prochaine.

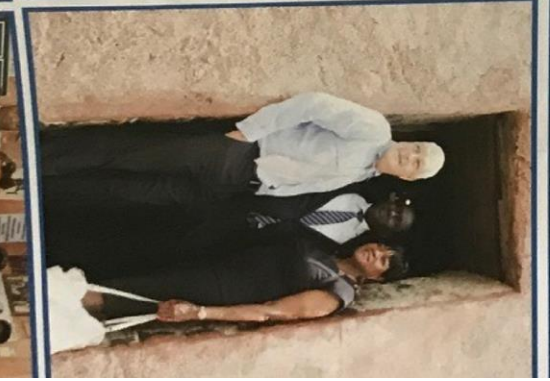
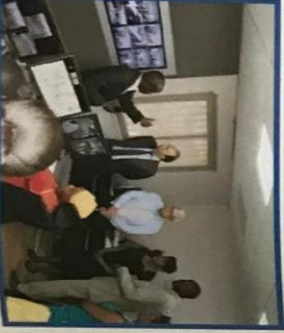
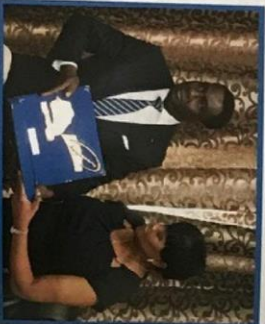
La volonté manifeste de faire du port de Miami un véritable partenaire du port de Dakar a particulièrement touché le Directeur du Port de Miami Juan Kurila qui a invité son homologue dakarais à s'inspirer de son modèle de gestion en connexion avec le réseau routier national. En effet, il a expliqué que son institution a développé un parc routier qui relie directement le port et les autorités du pays sans que les camions chargés de transporter les marchandises ne subissent les embouteillages.

Pour clore la visite des invités américains, les autorités du port de Dakar ont convié leurs homologues de Miami à une visite des installations du port. Mais, le écho du spectacle reste la visite dans l'île de Gorée.



Le commerce triangulaire réactualisé

Rien n'est trop beau pour ces hôtes, surtout s'ils sont de marque. Le Port de Dakar et ses autorités ont fait sienne cette pensée en recevant les responsables du Port de Miami. Le Docteur Cheikh Kanté et son staff ont déroulé le tapis rouge à Madame Audrey Edmonson et sa délégation du Comité de Miami et charge du Port. Premier port du monde dans le domaine des croisières sur lesquelles il a bâti sa réputation. Le Port dirigé par le Directeur Général Juan Kurlia est un exemple de gestion et de compétitivité. Des atouts sur lesquels le Directeur Général du Port Autonome de Dakar veut s'appuyer pour placer Dakar comme plaque tournante de la côte ouest-africaine, à l'image de sa place historique lors du commerce triangulaire. En image, la visite de la Direction Générale du Port, des installations et de l'île de Corée.



Business

MARITIME

Stories by Ajibola Patrick
Lagos

Miami port in the United State of America has been described as a destination eager to receive home made goods from Nigeria by the US maritime trade delegates.

The comment was made in Lagos during the week when a delegation from the Miami-Dade's Office of Economic

Miami-Dade port, opportunity for Nigeria exports – US delegates

Development and International Trade and Port of Miami met with the Nigerian maritime stakeholders.

The delegation was led by Mission Leader, Commissioner Audey Edmondson.

Members of the delegation, Jean, J. Barnett and Desmond Alufohai, who spoke exclusively with Blueprint said America, especially business operators at Miami-Dade County could not wait to tap from the huge potentials that abound in the nation's maritime sector.

They explained that their mission was to further boost existing businesses frame works with the Nigerian ports in the area of technical exchange, port development and strategic partnership that would lead to mutual benefits between Nigeria and the Miami port.

Barnett said, "Nigeria is a nation blessed with hardworking and vastly educated people who are making waves

across the globe and core sectors in the US. We are here for trade facilitation. We are going to share our success story the leadership of the maritime sector and Nigeria will be better for it.

"We have made the best choice by coming to partner with the biggest business brand in Africa. The huge potentials in the Nigerian ports are inexhaustible. The US market through port Miami is waiting for Nigeria to take the lead in business initiative and expand the coast of tourism and home grown products."

Barnett, a legal practitioner and consultant to the Miami port added that no serious industrious nation with future would ignore Nigeria.

"Part of what has helped us in Miami that made us a global brand today is planning with the right people. The port in America is being managed by the private sector and everything is fine.

I am confident that our partnership with the Nigeria ports will be fruitful. We are happy to be here" she said.

Alufohai said that the Miami trade delegation was also on ground to get an update on an agreement signed with the ports authority in the country six years ago.

"Yes we were here six years ago and we will concretise the foundation we have laid. 10 years ago, Miami ports was not listed among leading six ports both today we are there through diligent planning, hard work and policy support from our government.

"The government has been supporting every positive step to turn around the ports. Despite the huge traffic in out of the port, we have a robust transport system that takes of the congestion. We are waiting for the Nigerian agricultural produce like tomatoe, garri, yam and many others through which the people can earn foreign exchange."



From left: Representative of the Managing Director of Nigerian Ports Authority (NPA), Prof. Idris Abubakar (3rd left); Executive Director, Marine and Operations, Dr. Sokonte Davies (4th left); Executive Director, Finance and Admin. NPA, Mohammed Bello-Koko and leader of Port Miami delegation, Joan Raknett with other delegates at the NPA corporate headquarters in Marina, Lagos.



Carlos A. Gimenez
Mayor



Esteban L. Bove, Jr.
Chairman
District 13



Audrey M. Edmonson
Vice Chairwoman
District 3

MIAMI-DADE COUNTY ELECTED OFFICIALS



Barbara J. Jordan
District 1



Jean Monestime
District 2



Sally A. Heyman
District 4



Bruno A. Barreiro
District 5



Rebeca Sosa
District 6



Xavier L. Suarez
District 7



Daniella Levine Cava
District 8



Dennis C. Moss
District 9



Sen. Javier D. Souto
District 10



Joe A. Martinez
District 11



José "Pepe" Díaz
District 12



Harvey Ruvin
Clerk of Courts



Pedro J. Garcia
Property Appraiser