



Miami-Dade County
Economic Development
& International Trade and
International Trade Consortium



MIAMI-DADE COUNTY, FLORIDA

BUSINESS DEVELOPMENT MISSION TO FRANCE

JUNE 16 - 21, 2017



Aerial view of the Paris Airshow at "Le Bourget".

Mission Leader

Honorable Carlos A. Gimenez
Mayor of Miami-Dade County

Accompanied By

Honorable Jean Monestime
Miami-Dade County Commissioner, District 2

Organized By

Department of Regulatory and Economic Resources
The Office of Economic Development and International Trade

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EXECUTIVE SUMMARY

The Office Economic Development and International Trade (OEDIT) is part of the Miami-Dade County Department of Regulatory and Economic Resources. OEDIT promotes Miami-Dade County as a global gateway both locally and abroad by developing and expanding trade opportunities throughout the world. OEDIT coordinates with the principal economic development agencies in Miami-Dade County to ensure a comprehensive and unified approach to programs.

As part of its outreach activities, OEDIT organizes business development missions to develop new commercial opportunities to help local businesses grow in foreign markets. Elected officials of Miami-Dade County's government lead the missions, and they include the participation of senior personnel from key County departments and other local economic development agencies. One of the goals of these missions is to share best practices, as well as to strengthen the relationship with the host government and local economic development agencies. For Miami-Dade companies joining the mission, business links are formed during pre-arranged business meetings and through business networking events.

According to WorldCity's 2017 Miami Trade Numbers publication, France is the county's 12th-largest trading partner, and continues to be one of our top European trading partners. In 2016, total trade with France amounted to **\$2.6** billion, and the region ranked as France's 8th most important gateway for U.S. trade, up two positions from the previous year. France is also an important Foreign Direct Investment source for the area and has the 3rd most multinational corporations, **46**, among all foreign countries with a presence in Miami.

On March 15, 2017, Miami-Dade County's International Trade Consortium (ITC)/Trade Mission of the Americas (TMC) board of directors approved a trade mission to France from June 16 - 21, 2017. Early in 2017, during a courtesy visit of the new Consul General of France in Miami, the Honorable Clement Leclerc, Miami-Dade County Mayor Carlos A. Gimenez expressed interest in leading a Business Development Mission to France in June 2017, to coincide with the Paris Air Show. Consul General Leclerc offered his support.

The 2017 Business Development Mission to France was a collaborative effort between the Miami-Dade Aviation Department, the Miami-Dade Beacon Council, and the Greater Miami Convention and Visitor's Bureau (GMCVB). The Consulate General of France in Miami and the French-American Chamber of Commerce of Florida (FACC) actively supported and participated in this mission.

EXECUTIVE SUMMARY (cont'd)

The objectives of the mission were to:

1. Attend the 52nd Paris Air Show;
2. Promote Miami-Dade County as a global gateway;
3. Strengthen trade, investment, tourism, and cultural ties between Miami-Dade County and France;
4. Explore business opportunities with French businesses.

The mission included the participation of **21** delegates from Miami-Dade representing the private and the public sectors. Ten participants joined from the private sector, three from the Miami-Dade Beacon Council, and eight from the public sector (including the Miami-Dade Aviation Department).

List of Miami-Dade County government and economic development organizations (EDOs) delegation:

- The Honorable Carlos A. Gimenez, Mayor, Miami-Dade County (Mission Leader)
- The Honorable Jean Monestime, Miami-Dade County Commissioner, District 2 (Co-leader)
- Mr. Alex Ferro, Mayor's chief of staff
- Mr. Emilio Gonzalez, Ph.D., director and CEO, Miami-Dade Aviation Department (MDAD)
- Mr. Manny Gonzalez, chief, OEDIT
- Mr. Joe Napoli, chief of staff & senior policy advisor, MDAD
- Mr. Michael Finney, president and CEO of the Miami-Dade Beacon Council
- Mr. James Kohnstamm, senior vice president of economic development programs, the Miami-Dade Beacon Council
- Ms. Pamela Fuertes-Berti, vice president of international economic development programs, the Beacon Council
- Ms. Maria Dreyfus-Ulvert, senior trade specialist, OEDIT
- Mr. Paul Hernandez, Sergeant at Arms, Board of County Commissioners

The business delegation included private-sector participants representing the following sectors:

- Aviation
- Professional Services (Transportation, Engineering and Consulting)
- Construction
- Real Estate

EXECUTIVE SUMMARY (cont'd)

The delegation attended the Paris Air Show on the first day, and a separate, two-track program for the private and public-sector participants was developed for the second day. The Miami-Dade delegation participated in the 52nd International Paris Air Show in Le Bourget. The delegation also included the director of MDAD and the new president and CEO of the Beacon Council. Meetings were held with companies that are either investing, expanding or seeking to invest in South Florida.

On the second day, with the support of Enterprise Florida's office in France, Mayor Gimenez gave a short presentation to a group of businesses and organizations at the largest business confederation in France, known as the Movement of Enterprises in France (MEDEF). Mayor Gimenez spoke about Miami-Dade's unique assets, its favorable business climate, and its role as an international trade platform and the innovation and technology hub in the Americas.

During the mission, the Miami-Dade delegation visited Dijon to learn about best practices in public transportation systems. The delegation met with the deputy mayors of Dijon and Marseille to build relationships that will contribute to better trade and investment, mutual cooperation and sharing of best practices, and cultural exchanges between Miami-Dade and these cities/regions in France. At each of these meetings, Mayor Gimenez, and Commissioner Monestime extended invitations for these cities to bring a trade missions to Miami. A delegation from Marseille is scheduled to visit in November 2017.

The business participants had various opportunities to network with U.S. and French aviation companies during the airshow and at the reception by the Aerospace Industry Association (AIA) at the residence of the U.S. Ambassador in France. Miami-Dade companies also networked with French companies in other sectors during MEDEF presentation. The business participants met new business prospects during the mission, particularly during the pre-arranged one-to-one business matchmaking meetings. Ten business-to-business (B2B) meetings were organized by the local chambers of commerce and Industry of Paris Ile-de-France (CCI) on behalf of OEDIT. These meetings provided the Miami-Dade companies with an opportunity to explore new markets for future business activities, introduce and market their services or products and develop relationships with potential clients and the local chamber.

The Business Development Mission to France received media coverage in Dijon and Paris.

Cost to Miami-Dade County Taxpayers:

Travel costs were covered by revenues from participants' registration fees.

MISSION HIGHLIGHTS BY THE NUMBERS:

- Total number of mission participants: **21**
 - 10 private sector business participants
 - 3 economic development organization representatives
 - 8 government representatives
- Total number of pre-screened B2B matchmaking meetings for business participants: **10**
- Total number of business contacts including private meetings, as reported by the Miami-Dade Aviation Department: **6**
- Total number of Government-to-Government (G2G) meetings: **2**
- Total number of Government-private (G2B) sector meetings: **1**
- Total number of local business organizations and French business representatives attending Miami-Dade County branding presentations: **24**
- Total number of media stories generated during the mission: **2**

Other Mission Highlights:

- Mayor Carlos A. Gimenez, Commissioner Jean Monestime, and representatives from the Beacon Council and MDAD met with various global aviation companies exhibiting at the show to promote Miami-Dade.
- The Honorable Didier Parakian, vice-mayor of Marseille, confirmed an official visit by the City of Marseille and Provence led by the Honorable Jean Claude Gaudin, mayor of Marseille in November 2017. The delegation from Marseille expressed interest in signing a Sister City agreement between Miami-Dade County and Marseille, both gateway communities, during their upcoming visit.
- Compagnie de Phalsbourg is interested in investing in Miami.
- The Miami-Dade delegation visited Dijon to meet with First Deputy Mayor, the Honorable Nathalie Koenders to learn about Dijon's comprehensive public transportation system.
- The Miami-Dade County government delegation extended invitations to all its government and private-sector partner organizations to bring a reciprocal trade mission to Miami-Dade and offered the County's support.

52nd INTERNATIONAL PARIS AIRSHOW AT LE BOURGET

On June 19, the Miami-Dade delegation attended the 52nd International Paris Airshow at Le Bourget. The Paris Air Show has been the world's leading aviation event bringing together all the players of the industries around the latest technological innovations. Approximately 20 U.S. states participated at the show this year, including Alabama, Connecticut, Florida, Idaho, Illinois, Indiana, Kansas, Louisiana, Maryland, Michigan, Mississippi, North Carolina, New York, Ohio, Oklahoma, South Carolina, Texas, Virginia and Washington State. The Florida Pavilion organized by Enterprise Florida showcased 16 Florida companies/organizations including two from Miami-Dade: Avionica and the Miami-Dade Beacon Council.

During the first day of the show Mayor Gimenez, Commissioner Monestime, Emilio Gonzalez, and Michael Finney met with a number of leading global aviation companies to promote Miami-Dade as a strong aviation center and home to one of the largest clusters of MRO (maintenance, repair and operations) providers and training centers in the country. The meetings with potential or current investors organized by the Beacon Council were an opportunity to demonstrate Miami-Dade County's competitive advantages in the aviation sector. The Miami-Dade delegation also attended the inauguration of the Florida Pavilion.

The business delegation had the opportunity to learn about the latest trends in the aviation/aerospace industry. Several Miami-Dade private-sector delegates returned to Le Bourget on June 20 to continue to network and establish contact with other European, U.S., and Florida businesses participating at the Paris Air Show.



Left: Miami-Dade companies attending the 52nd Paris Airshow at Le Bourget.

BUSINESS MEETINGS AND NETWORKING EVENTS

GOVERNMENT/EDO MEETINGS WITH INVESTORS

PARIS

Meetings with aviation companies at Le Bourget (June 19)

On opening day of the show, June 19, the Beacon Council arranged private business meetings for the Miami-Dade delegation with European and American aircraft and aviation parts manufacturers. These meetings were set for the purpose of business development, job and investment retention, expansion, and recruitment as well as Miami-Dade County branding with global aviation companies exhibiting at the show. Meeting participants included Mayor Gimenez, Commissioner Monestime, Michael Finney, James Kohnstamm, Emilio Gonzalez, Joe Napoli and Alex Ferro.

Meeting with Compagnie de Phalsbourg (June 21)

On June 21, Mayor Gimenez, Michael Finney, and Manny Gonzalez met with Mr. Philippe Journo, CEO of Compagnie de Phalsbourg, one of France's top real estate developers. Mr. Journo explained the various real estate projects his company is currently involved in France and indicated that he's interested in diversifying and investing in real estate in Miami. Mr. Journo was accompanied by Max Castro, vice-president of international development, and Mr. Mathieu Boncour, responsible for institutional relations at the Compagnie of Phalsbourg, who are planning to come to Miami in the near future.



Left: Miami-Dade County Mayor Carlos A. Gimenez during a meeting with Philippe Journo, President of Compagnie de Phalsbourg.

BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

PRIVATE SECTOR B2B MATCHMAKING MEETINGS (JUNE 20)

In collaboration with the CCI, two Miami-Dade private-sector participants engaged in 10 B2B matchmaking meetings. These pre-arranged business meetings, held at CCI Paris, provided Miami-Dade companies with an opportunity to establish contact with potential clients for future business activity or to learn about the emerging business opportunities available in France in their respective sectors. Created in January 2013 through the merger of several smaller chambers of commerce, CCI Paris Ile-de-France is a French chamber of commerce with more than 300,000 members that supports businesses in Paris. CCI tapped into their membership to set up the pre-arranged business meetings for the Miami-Dade companies. OEDIT invited CCI to bring a trade mission to Miami and offered its support.



Left: Ofer Mizrahi, CEO of Miami Ironside, during pre-arranged B2B meetings at CCI Paris Ile-de-France office.

Left (from left to right): Irmgard Francois, responsible for doing business in Paris at CCI Paris Ile-de-France; Al Maloof, managing partner of Government Affairs Consulting; Alexandre Missoffe, general manager, Paris Ile-de-France Capitale Economique; and Margaux Hamoui, international adviser at CCI Paris Ile-de-France.



BUSINESS MEETINGS AND NETWORKING EVENTS (cont'd)

NETWORKING EVENTS

AIA Networking Reception in Paris (June 19)

The U.S. industry reception organized by the AIA was the largest U.S. event during the 2017 Paris Air Show. More than 1,000 people from premiere U.S. civil aviation and defense companies attended the event, as did government officials from the U.S. and France. The reception, held at the residence of the U.S. Ambassador to France and hosted by the Honorable Uzra S. Zeya, Charge d'Affaires a.i. of United States in France, provided an opportunity for the Miami-Dade delegates to network with other U.S. delegations and business people from the aviation industry.

Networking lunch with the City of Marseille in Paris (June 20):

The Honorable Didier Parakian, deputy mayor of the City of Marseille, hosted a networking lunch for the Miami-Dade government/EDO delegation at a restaurant in Paris on June 20. Top representatives of key economic development organizations from Marseille and the Provence region, such as the City of Marseille, Aix Marseille Metropole, Chamber of Commerce and Industry of Marseille Provence, and Provence Promotion, attended this event. Also present were Chrystele Cazin, GMCVB's representative in France, and Gary Brinberg, president of the French-American Chamber of Commerce of Florida.



Above (from left to right): Commissioner Jean Monestime, investor from Marseille, Mayor Gimenez, Vice-Mayor Didier Parakian from Marseille, Michael Finnney, and Gary Birnberg with the Marseille delegation.

Deputy Mayor Parakian welcomed Mayor Gimenez, Commissioner Monestime and the Miami-Dade delegation. He noted that Miami and Marseille are both gateway communities and indicated that he looks forward to establishing a Sister City affiliation during the official visit of the Honorable Jean Claude Gaudin, mayor of Marseille, to Miami-Dade County in November. Mayor Gimenez thanked Deputy Mayor Parakian for his hospitality and said that he looks forward to welcoming the official delegation from Marseille. The Mayor noted the strong relationship that exists since Commissioners Monestime and ITC Chair Jose "Pepe" Diaz led an official visit from Miami-Dade to Marseille in June 2015. Since then, Miami-Dade

County has received two advanced site inspection delegations from Marseille. The Mayor indicated that he looks forward to strengthening the economic and cultural ties between both gateway communities.



Above (from left to right): Michael Finney, Mayor Gimenez, Deputy Mayor Didier Parakian; and Commissioner Monestime during networking lunch with the delegation from Marseille.

MIAMI-DADE COUNTY BRANDING PRESENTATION

Miami-Dade Seminar at MEDEF International (June 20)

On June 20, Mayor Gimenez gave a presentation to top representatives of French companies and economic development organizations. The event, organized by MEDEF International, Enterprise Florida and OEDIT, gave the Mayor the opportunity to share his vision of Miami-Dade and speak about trade and investment opportunities to an audience of 25 top businessmen from various sectors and organizations interested in business opportunities in South Florida.



The Miami-Dade delegation was greeted by Bernard Hagege, president of the French company *Atemation* and member of MEDEF International. MEDEF International is a non-profit private-funded organization created in 1989 by the French business confederation that represents 750,000 companies. Following the presentation, the Miami-Dade delegation had the opportunity to network with businesses interested in doing business in Miami-Dade.



Right: Mayor Gimenez and Commissioner Monestime present a gift to Bernard Hagege.

Left: Mayor Gimenez during branding presentation at MEDEF.



EXPLORATIVE MEETINGS REGARDING MUNICIPAL SERVICES

Site visit to Dijon (June 18)

The Miami-Dade delegation visited Dijon on June 18 to learn about the comprehensive transportation system in place in Greater Dijon. Dijon is a city in eastern France, capital of the Côte-d'Or department and located in the Burgundy region. Since 2016, Greater Dijon combined all public transport services and shared mobility into a comprehensive mobility contract that includes public transportation (tram lines and hybrid buses), parking and bike-share services.

The delegation was greeted in Paris by Alain Leray, CEO of SNCF America at Gare de Lyon, who gave an overview of the high-speed train in France. The day visit to Dijon, organized by the Economic Department of the French Embassy in Washington D.C., also provided an opportunity for the Miami-Dade delegation to meet with government officials from Dijon. Upon arrival to Dijon via high-speed train (TGV), the Miami-Dade delegation was greeted by Andre Gervais, vice-president of Dijon Greater in charge of transportation, and Laurent Verschelde, director of Keolis Mobility, the operator of Dijon's public transportation network. The delegation was invited to ride the tram from Gare de Dijon to the center of town to experience the integrated transportation services. The delegation was later greeted by the Deputy Mayor of the City of Dijon.



Above: Delegation during SNCF presentation at Gare de Lyon in Paris



Above: Miami-Dade delegation in front of Dijon City Hall

EXPLORATIVE MEETINGS REGARDING MUNICIPAL SERVICES IN DIJON (cont'd)

Meeting with the Honorable Nathalie Koenders, First Deputy-Mayor of the City of Dijon

The Hon. Nathalie Koenders, first deputy mayor of Dijon, welcomed the Miami-Dade delegation to Dijon City Hall. Ms. Koenders noted that like Miami, Dijon is an international city that receives tourists from all over the world. She indicated that she looks forward to establishing closer ties with Miami-Dade County and share best practices in the transportation sector. Mayor Gimenez thanked Deputy Mayor Koenders and Mr. Gervais for their hospitality and invited them to visit Miami-Dade County. The Miami-Dade delegation had lunch at Brunch of Halles, a market that is transformed into a restaurant by a local chef. In the afternoon, the delegation visited Dijon's Museum of Art to learn about the history and culture of Dijon and the Burgundy region.



Above (from left to right): Andre Gervais, the Hon. Nathalie Koenders and Mayor Gimenez during welcoming remarks.

EXPLORATIVE MEETINGS REGARDING MUNICIPAL SERVICES IN DIJON (cont'd)



Left and below: Mayor Gimenez makes remarks at Dijon City Hall.



Left: Andre Gervais, the Hon. Nathalie Koenders, Mayor Gimenez, and Commissioner Monestime during exchange of protocol gifts.

EXPLORATIVE MEETINGS REGARDING MUNICIPAL SERVICES IN DIJON (cont'd)

Presentation of Dijon Public Transportation System (June 18):

In the afternoon of June 18, the Miami-Dade delegation was given a presentation about Dijon's comprehensive transportation system by Laurent Vershelde, director of Keolis Dijon Mobility. Keolis is the operator of Dijon's public transportation network, known as "Divia." During the presentation, Mr. Vershelde explained that the six-year contract awarded to Keolis (it began in January 2017) is expected to generate approximately U.S. \$490 million in total revenues. The contract includes modernizing various aspects of the transportation offer, primarily through the renovation of parking (a U.S. \$8 million investment), new equipment for transporting people with reduced mobility, and the renewal of the non-hybrid bus fleet by 2019. Mayor Gimenez thanked Mr. Gervais and Mr. Vershelde for the presentation and sharing their knowledge and best practice of Dijon's public transportation system. Following the presentation, the delegation was accompanied to the Gare de Dijon to board the TGV train back to Paris.



Above: Andre Gervais and Laurent Vershelde during presentation of Dijon's comprehensive transportation system.

MEDIA COVERAGE

As shown below, the Miami-Dade County delegation received local media coverage during the visit to Dijon and the MEDEF presentation in Paris:

LUNDI 19 JUIN 2017 **LE BIEN PUBLIC** ACTU DIJON **19**

DIJON MOBILITÉ

Un maire américain s'inspire de Dijon

Une délégation floridienne est venue découvrir le réseau de transports du Grand Dijon ce dimanche. Avec l'idée de s'en inspirer pour résoudre ses problèmes d'infrastructures et relever le défi de la mobilité.

Une délégation américaine du comté de Miami-Dade, en Floride, conduite par son maire, Carlos Gimenez, était en visite à Dijon, dimanche.

« Nous avons trois millions d'habitants à Miami-Dade, des problèmes d'infrastructures et des défis à relever pour la mobilité des gens. À Dijon, vous avez réussi à réduire la circulation des voitures, tout en développant l'économie et les commerces », a déclaré Carlos Gimenez, dans son discours à l'hôtel de ville.

Des modes de transport synchronisés

« Nous sommes en train d'effectuer des travaux d'études technologiques pour intégrer les différents modes de transport : tramway, bus, chemin de fer, il faut trouver des solutions, en termes de partenariat, pour résoudre le problème de mobilité », explique, pour sa part, Ronald Colas, ingénieur consultant pour l'entreprise internationale de transport WSP, qui faisait partie de la délégation floridienne d'une vingtaine de personnes. Il ajoute : « Nous avons choisi Dijon pour notre visite car le nombre de voitures a été réduit et tous vos modes de transport sont synchronisés ». Pour rappel, Dijon a passé – pour la période 2017-2022 –, un contrat de mobilité globale avec le groupe Keolis. Après une dégustation au brunch des halles et une visite du palais



■ Le maire de Miami-Dade Carlos Gimenez, Ronald Colas, ingénieur dans les transports, et André Gervais, adjoint dijonnais en charge de la mobilité. Photo Brigitte TOUER



“ À Dijon, vous avez réussi à réduire la circulation, tout en développant l'économie. ”

Carlos Gimenez, maire de Miami-Dade

des Ducs, les Américains ont pu découvrir le réseau de transport du Grand Dijon. Partie à Paris le soir-même, la délégation américaine s'envolera mercredi pour la Floride, avec dans ses bagages de la moutarde et du vin. L'occasion pour le maire de Miami-Dade de lancer en riant : « Merci de votre hospitalité ! Je savais que j'aurais des bouteilles de vin, c'est pour ça que je suis venu ! ».

medefinternational.fr/actions/maire-comte-de-miami-dade/

RENFORCEZ VOS POSITIONS DANS LE MONDE

NOUS CONNAÎTRE NOS SERVICES AGENDA NOUS REJOINDRE NEWS KIOSQUE ESPACE ADHÉRENTS CONTACTS

CATÉGORIES : RÉUNION, MAIRE DU COMTÉ DE MIAMI-DADE, ÉTATS-UNIS, JUIN 2017

Réunion avec Carlos A. GIMÉNEZ, Maire du comté de Miami-Dade, accompagné d'une délégation d'une vingtaine de chefs d'entreprises, en présence de Mary MENCIA, Senior Vice President, International Florida, présidée par Bernard HACHIC, Président de Adexation.

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Cher Madame, cher Monsieur,

Medef International a le plaisir de vous inviter à une réunion de travail organisée autour de M. Carlos A. GIMÉNEZ, Maire du Comté de Miami-Dade, accompagné d'une délégation d'une vingtaine de chefs d'entreprises, en présence de M. Mary MENCIA, Senior Vice President d'Entreprise Florida, le mardi 20 juin 2017 de 09:30 à 10:00 au MIDLUX (15 av. Daumesnil, Paris 75).

18^e économie mondiale, 4^e économie des États-Unis et 3^e état le plus peuplé de l'Union (près de 21 millions d'habitants), la Floride « porte d'entrée des Amériques » est une destination d'investissement privilégiée des entreprises européennes. Plus de 400 entreprises françaises représentant 20 000 emplois y sont déjà présentes. Grâce à ses ports et aéroports de classe mondiale, la Floride peut aujourd'hui répondre sur le monde, d'autant qu'elle a fait le choix de diversification économique : aéronautique, finance, immobilier, santé, hautes technologies, etc. L'économie floridienne est aujourd'hui en pleine mutation. Miami est une véritable plateforme de transfert de capitaux, d'hommes et de savoir-faire entre l'Amérique du Nord, l'Amérique du Sud et les Caraïbes. Devenue le terrain de jeu de nombreux promoteurs, Miami est une ville en transformation.

Cette réunion sera l'occasion de se pencher sur le marché floridien, plus particulièrement sur celui de Miami, et les opportunités d'affaires pour les entreprises françaises. Elle permettra également de faire un point sur le positionnement international de la Floride. Cette réunion pourra aussi être l'occasion pour vous d'aborder vos éventuelles difficultés ainsi que de partager vos

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COMMENTS AND FEEDBACK

A total of **21** delegates participated in the Business Development Mission to France. Below are some of the comments received from public and private-sector mission participants:

“We enjoyed the opportunity to travel to the Paris Air Show and learn about the many opportunities in aviation related fields and future aircraft currently under testing. Our company offers consultant/support services in airport civil and environmental engineering design, construction management, inspection and program management. We truly appreciate the assistance of the staff in the Miami-Dade County Office of Economic Development and International Trade that made this trip possible, and in particular the efforts of Ms. Maria Dreyfus-Ulvert.”

Luis G. Lopez-Blazquez

Engineer, Nova Consulting, Inc.

“The participation to this mission was very important and crucial to my business. My market is aviation (corporate, military and commercial), and the Paris Air Show congregates manufacturers, brokers, suppliers, vendors, airlines, government agencies and others from all around the world. This year, the trade mission representatives did an amazing job organizing the events that allowed all of our companies to have direct contact with manufacturers from EU, and companies that were looking to have representation in the U.S. market.... It was a great experience learning about new and innovative technology and software systems that will be in the market very soon for military aviation. I am very happy about the contacts made on this mission and am looking forward to starting a productive business relationship.”

Silvia Gutierrez

President, TIC Aerospace/TIC Logistics

COMMENTS AND FEEDBACK (cont'd)

"It was my pleasure to participate, for the second time, in the Miami Dade County Business Development Mission to Paris. The County has done a terrific job organizing this relationship-building event abroad, and it is very evident how much hard work went into every detail throughout. My real estate development project, Miami Ironside, is a mixed use complex of studios and showrooms that cater to international art, fashion and lifestyle businesses with a European flair – and as Miami grows, so do we. This mission was very successful in providing networking opportunities for international companies to consider Miami as a destination."

Ofer Mizrahi

Founder, Miami Ironside

"Promote Miami International Airport and the Miami aviation industry. Seek new prospective clients and tenants for Miami International Airport for both passenger and cargo business."

Joe Napoli

Chief of Staff, Miami-Dade Aviation Department

"The Miami-Dade County staff were exceptional. The delegation officials extraordinarily represented the state of Florida, Miami-Dade County, the companies located in the U.S. It would be very helpful to add additional commerce department personnel availability as well as gold key services to assist with cross trade and business. It may also be helpful to arrange a second trip during a time of year which is not consumed with competing events, perhaps early end of year, or beginning of year."

Al Maloof

Managing Member, GJB Consulting LLC

COMMENTS AND FEEDBACK (cont'd)

“My objective was to visit, meet and talk with representatives and officials of regional transit agencies. They include SNCF...Dijon City Council Members...MEDEF...EGIS...Boygues. Bilateral relations were established and renewed with GIS....Boygues. WSP and EGIS are working together in London on a major project. Boygues and WSP worked together in the Port Miami Tunnel Project. I encourage having follow- up meetings with Trade participants if and when officials from these cities are visiting Miami-Dade County.”

Ronald M. Colas PE, SI

Vice President/Senior Area Manager, WSP USA Inc.

APPRECIATION

Miami-Dade County Mayor Carlos A. Gimenez, Commissioner Jean Monestime and the Chair and Board of Directors of the ITC wish to thank mission participants, sponsors, hosts, friends, and staff of the many different organizations who contributed to the success of the Business Development Mission to France (Paris). While the Office of Economic Development and International Trade 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 and support of our friends, partners and sponsors of this mission. We would also like to thank Enterprise Florida, Inc. for underwriting the cost of the mission through an EFI Trade Partner Grant Program.

Sponsoring Organizations:



Supporting Organizations:

- Miami-Dade Aviation Department (MDAD)
- Enterprise Florida Office in France
- The Miami-Dade Beacon Council
- The Greater Miami Convention and Visitors Bureau (GMCVB) Office in France
- The French Embassy in the United States, Economic Affairs Department
- Consulate General of France in Miami
- French American Chamber of Commerce (FACC) of Florida
- The United States Embassy in Paris
- The U.S. Commercial Service in France
- Chamber of Commerce and Industry Paris Ile de France (CCI - IDF)
- MEDEF International
- City of Dijon
- City of Marseille



MIAMI-DADE COUNTY

Carlos A. Gimenez

Mayor

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