Nigerian Export Promotion Council & Edo International Business Forum
Edo State, Nigeria, West Africa
In-Bound Mission to South Florida
October 14 – 23, 2017
Organized by Miami-Dade County Department of Regulatory and Economic Resources
Office of Economic Development and International Trade
In collaboration with Enterprise Florida Inc.

Post-Mission Report
Compiled by
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Office of Economic Development & International Trade, Miami-Dade County, Florida, USA
Official Program Sponsors

In collaboration with the Following Agencies

Enterprise Florida Inc.
Haitian American Chamber of Commerce of Florida (HACCOF)
Miami-Dade Chamber of Commerce
Minority Business Development Agency (MBDA) – Export Center - Miami
Office of Economic and Small Business Development, Broward County, Florida
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Appreciation

The staff of the Office of Economic Development & International Trade (OEDIT) extend their appreciation and gratitude to our distinguished guests from Nigeria, sponsors, partner agencies, panelists, vendors, interns, service providers, and volunteers for their invaluable support and assistance towards the planning and execution of the 2017 In-Bound Trade Mission from Nigeria.

Our thanks are also due to the management and staff of Homewood Suites by Hilton Downtown/Brickell Hotel, particularly, Ms. Rosie Pena-Deramos - Director of Sales, for her kind understanding and cooperation. We also extend our gratitude to our event sponsors for their invaluable support. They include: Enterprise Florida Inc., PortMiami, Greater Miami Convention and Visitors Bureau, World Trade Center, City of Miami Gardens (Office of Vice Mayor Erhabor Ighodaro), City of North Miami and the Mayor Smith Joseph, D. O.

Finally, we extend our appreciation to the following:
* Office of the Honorable Dale V. C. Holness, Commissioner, Broward County, Florida.
* U. S. Department of Commerce:
  - Mr. Eduardo Torres, Director, U.S. Export Assistance Center (USEAC) Miami, Florida.
  - Mr. Brent Omadhl, Commercial Counselor and his team at the U.S. Consulate General in Lagos, Nigeria.
* Miami Downtown Development Authority (MDDA).
* Haitian American Chamber of Commerce of Florida (HACCOF).
* Miami-Dade Chamber of Commerce.
* Minority Business Development Agency (MBDA) Export Center, Miami.
* Edo Association of Florida, Inc.

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.
Mission Participants

Prof. Jacob Ehiorobo
Deputy Vice Chancellor, Administration
University of Benin, Benin City, Edo State, Nigeria

Augusta Igiebor
Co-founder & Managing Director
Texsun Farms, Nigeria Ltd.

Blessing Irabor
President & CEO
Blissomo Affairs, Nigeria Ltd.

Emmanuel Omoregie Asomota, Ph.D.
Owner & CEO
Lemcharis Investments, Nigeria Ltd.

Florence Omere
Managing Director & CEO
Flair Investment, Nigeria Ltd.

Kenneth I. Uhunmwangho
Operations Manager
Benco Aluminium & Steel, Nigeria Ltd.

Macpherson Fred-Ileogben
Head/Trade Promotion Advisor
Nigerian Export Promotion Council
Benin Export Assistance Office

Okpaise Ohi Emorenike
Managing Director
Frokfe International, Nigeria Ltd.

Osagie Iginosa
Managing Director & CEO
OJK Iginosa, Nigeria Ltd.

Raphael Iruuge Ehibator
Associate Professor
Geodesy & Geomatics Engineering
University of Benin, Benin City

Terry E. Osayemwenre
Director
ENA Plus Ventures
Background

In February 2017, the Honorable Erhabor Ighodaro, Vice Mayor, City of Miami Gardens conducted an out-bound trade mission to Abuja & Benin City, Nigeria. He was accompanied by the Honorable Dale V. C. Holness, Broward County Commissioner, the Honorable Alix Desulme, Councilman, City of North Miami and private sector participants. The group was hosted by the Edo International Business Forum (EIBF) during their visit to Benin City. Mr. Desmond Alufohai also met with members of EIBF during Miami-Dade County’s Business Development Mission to Nigeria in June, 2017.

In July, 2017, EIBF officials notified the office of Economic Development & International Trade (OEDIT) of its proposed trade mission to South Florida. The purpose of their mission was to “collaborate and create synergy for capacity building,” and participate in the 3rd Florida International Trade & Cultural EXPO (FITCE). The Nigerian Export Promotion Council also notified OEDIT of its intentions to participate in the mission. The mission dates were confirmed for October 15 - 23, 2017.
Welcome Reception

The Office of Economic Development and International Trade (OEDIT) hosted a welcome reception for the Nigerian delegation on Sunday, October 15, 2017 at the Homewood Suites by Hilton Miami Downtown/Brickell Hotel. The event was attended by invited guests from the Nigerian community in South Florida, including Yinka Tella, Ph.D., president, Nigerian-American Foundation (NAF) and Mr. Scotty Izevbogie, President, Edo Association of Florida (EAF).

Pictured above and below: Guests and mission delegates at the welcome reception.
Business Roundtable Forum @ PortMiami

The first official business meeting was the Roundtable Forum, sponsored by the World Trade Center, Miami. The event was held at the PortMiami 5th floor conference room and attended by the Honorable Audrey Edmonson, Vice Chairwoman, Miami-Dade Board of County Commissioners and Mr. Juan Kuryla, Director, PortMiami. The following panelists made presentations on relevant topics to the delegation:

- **Cynthia R. Benoit**, U.S. Department of Agriculture - *The Role of USDA in International Trade.*
- **Kim Prenter**, Food & Drug Administration - *The Role of FDA in Importing & Exporting.*
- **Teresa Olczyk**, Miami-Dade County Extension Program - *Miami-Dade Agricultural Programs & Opportunities.*
- **Christine Boldt**, Association of Floral Importers of Florida - *Guidelines & Standards for Exporting Flowers to the U.S.*
- **Luis Castillo**, Global Trade & Financing - *Trade Financing & Funding Opportunities for Foreign Businesses.*

Debra Owens, Eric Olafson, Richard de Ville, Dwight Edwards and other port officials were on hand to meet and greet the delegation. Mr. Olafson’s presentation highlighted the long-standing sister seaport relationship between PortMiami and the Nigerian Ports Authority and how both sides can improved bilateral trade opportunities through the ports.
Pictures of Business Roundtable Forum @ PortMiami, contd.

Top picture:
L-R: Juan Kuryla, Commissioner Audrey Edmonson, Prof. Jacob Ehiorobo and Macpherson Fred-Ileogben.

Center photo:
Group photo of mission participants with Commissioner Edmonson and Juan Kuryla.

Bottom Left photo:
L-R: Panelists: Kemi Arosanyin, Luis Castillo, Teresa Olczyk and Christine Boldt.

Bottom Left: Cross-section of mission delegates.
Tour of PortMiami

After the Business Roundtable meeting, PortMiami hosted a working lunch for the delegation and subsequently organized a tour of the port. Mission participants visited the cargo and cruise terminals of PortMiami.

Mission delegates from L-R:
Osagie Igbinosa, Terry Ekhosuehi, Prof. Jacob Ehiorobo, Blessing Irabor, Florence Omere, Associate Prof. Raphael Ehigiator and Macpherson Fred-Ileogben.
The business matchmaking meetings, sponsored by Enterprise Florida Inc., (EFI), was organized by the Office of Economic Development and International Trade, in conjunction with the Haitian-American Chamber of Commerce (HACCOF). The event provided ample opportunities for the visiting Nigerian delegation to meet in pre-arranged meetings with local SMEs from Florida.

The meetings offered opportunities for discussing bilateral trade, fostering business partnerships, networking relationships with local companies, providing direct access, and introductions for new contacts for joint ventures, trade leads/prospects for future export sales and commercial linkages.

A total of 31 one-to-one business appointments between the Nigerian and Florida businesses were recorded.

The delegation also had numerous opportunities to contact, network and discuss business opportunities during the trade events and subsequent follow-up meetings.

L-R: Mily Lopez, Kaizen Realty Partners, LLC with Osagie Igbinosa.

Below L-R:

Osa Terry Ekhosuehi discusses with Sherwood Dubois, Amphicoat Technologies, LLC.

Top L-R: Representatives of USA Heavy Equipment meet with Macpherson Fred-Ileogben
Top L: Osagie Igbinosa with Lesa Forbes of U.S. Export Assistance Center (USEAC) Miami.
Top R: Blessing Irabor displays her fashion collection for Alhaji Ayo Salvador - dba - 1st Choice for Travelers.
Bottom L: Florence Omere with representatives of USA Heavy Equipment.
Bottom R: Nancy Allen, Women’s Business Development Council, Osagie Igbinosa and Blessing Irabor.

L-R: Jorge Astorquiza, Desmond Alufohai and Blessing Irabor
Photos of One-to-One Business Matchmaking Meetings, Contd.

To p R:
L-R: Osagie Igbinesa with Raquel Salvato, Corporate Design Choice.
Top L: Alhaji Salvador with Prof. Rafael Ehigiator.
Photo on R: Florence Omere shake hands with Erick Di Falco.
Below on L: Michele McKoy, Kroma Art Gallery with Prof. Ehigiator.

Beth Sobol, International Fashion Guru, share her business ideas with Blessing Irabor and Mac Fred-Ileogben.
One-to-One Business Matchmaking Meetings, Contd.

Pictured top L & R:
Kemi Arosanyin discusses the Annual World Trade Miami Food & Beverage Show with Prof. Ehiorobo and Mac Fred.

Center
Blessing Irabor and Lorna Owens, Esq., Desert Sage company.

Mac Fred with representatives of USA Heavy Equipment.
FITCE is a program organized by Broward County, Florida. The annual FITCE program welcomes local and international companies for a unique opportunity to engage high level government leaders, international trade experts and delegations from around the world to participate in dialogues relating to international trade, foreign direct investment and culture. FITCE 2017 attracted more than 200 international businesses, 400 local businesses, multi-cultural global trade representatives from 50 countries and government leaders from around the globe.

The Nigerian delegation joined other participants in Fort Lauderdale for the 3rd Annual FITCE program. Prof. Jacob Ehiorobo gave a PowerPoint presentation about “Business & Investment Opportunities in Nigeria,” during the event. The Nigerian contingent also displayed some of their products at the EXPO. The two-day event was held on October 17 & 18 at the Greater Fort Lauderdale/Broward County Convention Center.
Photos of 3rd Annual FITCE Program, Contd.

L-R: Osagie Igbinosa, Florence Omere, Blessing Irabor, Hon. Dale V.C. Holness (Broward County Commissioner), Hon. Annette Taddeo, Florida Senator and Macpherson Fred-Ileogben.

Nigerian delegates at FITCE
Delegates at the FITCE Program, Contd.
The Minority Enterprise Development (MEDWeek) Conference is the nation’s premier event for minority entrepreneurs and small business owners, at the national, regional and local levels. The local MEDWeek in Florida was observed and hosted under the auspices of the U.S. Department of Commerce and the City of Miami’s Small Business Center. The center is operated by M. Gill & Associates, Inc.

The event was held on October 19th at the Koven’s Conference Center, Florida International University (North Campus), North Miami. More than 300 SME’s, including the Nigerian delegation, attended the event.

MEDWeek is designed to help small and minority-owned firms succeed in the local and global markets, through educational and business-to-business networking events. This year’s conference theme was: “An Awakening of the African Diaspora - A Celebration of MBEs Strengths in Business, Partnerships and Cultural Diversity.”

The event presented additional networking opportunities and introductions to new businesses to the visiting guests from Nigeria.

L-R: Ms. Marie Gill, President & CEO of M. Gill Associates Inc., & MEDWeek Conference organizer with Blessing Irabor

L-R: Florence Omere networks with Virgille Aliu and Mr. Machuca of PSA Constructors Inc., based in Miami.
Photos of 35th Annual Minority Enterprise Development Week (MEDWeek) Contd.

Pictured above and below

Cross-section of Nigerian delegation at MEDWeek, FIU North Campus, North Miami, Florida
Visit to the Greater Miami Convention and Visitors Bureau  
(GMCVB)

The Nigerian delegation visited the GMCVB on October 20th. The GMCVB is the official destination marketing organization for Greater Miami and the Beaches. GMCVB is a private, not-for-profit sales and marketing organization. It is a private-public partnership with more than 1,000 private business members and four local governments: Miami-Dade, City of Miami Beach, City of Miami and the Village of Bal Harbor.

GMCVB is a sales and marketing organization. Its mission is to **attract**, **encourage** and **induce** all persons and organizations to visit Greater Miami and its Beaches for conventions, business and pleasure. Acting on behalf of its members, its inter-local partners and the citizens of Miami-Dade County, the GMCVB markets and promotes all segments of the community as a preferred destination. In furtherance of this mission, the GMCVB will support and encourage actions and programs that enhance the desirability and attractiveness of Greater Miami and its Beaches for its visitors.

Mr. Bill Talbert, 111, President & CEO, Ms. Connie Kinnard, Vice President, Multicultural Tourism & Department and other staff members welcomed the Nigerian delegation to their office. The Honorable Erhabor Ighodaro, Vice Mayor, City of Miami Gardens, Chief Priest Osemwengie Ebohon of the Benin Kingdom and a guest also joined the program at the GMCVB. The GMCVB staff made presentations and the agency also sponsored a luncheon and organized a tour of the city of Miami.

The entire day's program was hosted and sponsored by the GMCVB as indicated below:

**Official Program - Briefing & Presentations by representatives of GMCVB**
- Multicultural Tourism Overview (power point) – Ms. Connie Kinnard & Ms. Graylyn Swilley-Woods
- Partnership Presentation (power point) – Ms. Ali Bibeau
- GMCVB Department Overviews
- Remarks by Mr. William Talbert, GMCVB President, makes remarks on the industry/convention bureau etc.
- Lunch
- Depart office for community tours – Little Havana, Historic Overtown and other points of interest

Signage at the lobby of the GMCVB welcoming the Nigerian delegation.
Photos of the visit to the Greater Miami Convention and Visitors Bureau

Group photo: Including Vice Mayor Erhabor Ighodaro, High Priest Ebohon, guests and GMCVB president /CEO and staff members at the GMCVB Board Room. On Brickell Avenue, Downtown Miami.

Pictured clockwise:

L-R: Blessing Irabor, Connie Kinnard and Florence Omere.

Dr. Emmanuel Omoregie Asemota (standing - in white African outfit) - making his remarks at the GMCVB meeting.

L-R: Eric Knowles, president, Miami-Dade Chamber of Commerce, High Priest Ebohon and Bill Talbert, 111.
Photos of the Delegation's Tour of Miami Neighborhood
Official Visit to the City of North Miami, Florida

The city of North Miami, with a population of over 70,000 residents and the 2010 All-America City award winner, is one of South Florida’s best kept secrets. The city is conveniently located between Miami and Ft. Lauderdale. North Miami provides easy access to the beaches, Miami International Airport, PortMiami, and a wide array of tourist attractions. It is the 5th largest city in Miami-Dade County and home to one of the most ethnically diverse communities in the entire state.

North Miami has a rich history dating back to the 1800’s. After becoming incorporated on February 5, 1926, the city grew exponentially from then on. A tour through North Miami demonstrates that the city boasts the largest concentration of mid-century modern buildings in South Florida, it is committed to a strong educational and arts community, to pride in its beautiful parks, and is moving forward towards a healthier, greener community.

Driven by the economic benefits of commercial development, North Miami continues on its journey to attract investors and spur development that will contribute to employment, income, output, and the overall improvement of the quality of life in our community. As an incentive to commercial development, the Green Commercial Retrofit grant program was established. Funded by the Community Development Block Grant Program (CDBG), this grant helps to reduce energy costs and promote environmental conservation. The city of North Miami continues to welcome a vast variety of businesses, such as Whole Foods Market, Wendy’s, and Bank United among others. Many of which have demonstrated a commitment to the community through donations and support of local projects and programs.

Mayor Smith Joseph welcomed the Nigerian delegation to the city hall on Saturday, October 21st. The delegation visited the Mayor’s office, city hall chamber as well as the Museum of Contemporary Arts (MOCA). The mayor, chief of police, chief of staff and Mayor’s Assistant were on hand to meet and greet the delegation. The delegation enjoyed in a fabulous luncheon at the Café Crème Restaurant adjacent to the city hall. The Nigerian delegation were also joined by some invited business and community leaders from the Nigerian Diaspora in South Florida.

The Hon. Alix Desulme, Councilman, City of North Miami was a member of the trade delegation that visited Benin-City in February 2017, with Vice Mayor Ighodaro, Commissioner Dale V.C. Holnes and others.
The City of North Miami Welcomes the Nigerian Delegation
Mayor Smith Joseph narrates the economic and business opportunities available in the city of North Miami to the delegation.
Tour of MOCA, Contd.

touring the MOCA Museum
Okpaise Emorinen chats with Mayor Smith Joseph

L-R: Nahomie Ductant, Isaiah Urhoghide, Ph.D., Femi Adeniji, Natasha Colebrook-Williams, Chief of Staff and Osa Ogiemwanye, Vice President, Edo Association of Florida.
Photos of the visit to the City of North Miami

Scotty Izevbige, president of EAF (center - in dark suit) greets the delegation

Top and bottom pictures -

Guests and delegates listen to the Mayor’s remarks
Okpaise Emorinken (standing in white attire) and Kenneth Uhunmwauagho (standing in brown attire) introduce themselves.

Left: Yinka Tella, Ph.D., president of the Nigerian American Foundation (standing, in red shirt and suit).

Right: Osa Ogiemwanye, Vice President, Edo Association of Florida, Inc.

L-R: Larry Juriga, Chief of Police, City of North Miami, Mayor Joseph, Osagie Igbinososa and Natasha Colebrook-Williams, Chief of Staff.

L-R: Dr. Emma Asemota, Mayor Joseph and Desmond Alufohai
Photos of Luncheon hosted by Mayor Smith Joseph, Contd.

Top and bottom photos—Presentations of gifts by Mayor Smith Joseph

L-R: Blessing Irabor, Florence Omere, Augusta Igiebor and Dr. Yinka Tella bid farewell to the City of North Miami
Edo Association of Florida, Monthly Membership Meeting

Edo Association of Florida, Inc., is a non-profit, 501 C(3) organization open to all Edo's in the entire state of Florida, U.S.A., who share a common commitment to the goals and objectives of the Association.

EAF’s motto is Unity, Love, Strength and Trust. EAF’s noble objectives are listed below:

♦ To promote our culture and social values, in conjunction with other Nigerian and African cultures.
♦ To cooperate with other Nigerians in the attempt to promote the good image of Nigeria both at home and abroad.
♦ To develop avenues of helping Edo’s who are in need of assistance.
♦ To organize social and cultural activities in accordance with the laws of the state of Florida and the United States of America.
♦ To assist the community and members of the Association with immigration, educational awareness, economic and all other legitimate problems as needed.
♦ To promote/provide self help and enhance unity among members
♦ To promote and help educate all Edo children in the Edo languages.

The Nigerian delegation enjoyed a social night, networking and dinner with members of EAF during their monthly membership meeting hosted by the Ojeabulu family in West Palm Beach. Mr. Scotty Izevbigie, EAF’s president, extended his thanks, on behalf of the entire members, to the delegation for taking time out of their very tight schedules to attend the association’s meeting. He noted that the business mission from Benin City to Miami was a step in the right direction that will foster economic, commercial and cultural linkages between the two communities. He encouraged the business delegation to take advantage of the opportunities back home and with the enterprising nature of the Edo people, to make the state a place to work, live and play.
"Thanks to Mr. Talbert and everyone for helping to welcome our new friends from Benin, Nigeria! They were impressed with everything that they heard and saw today! I just got back to the office after a lot of dancing on the streets and eating ice cream with them in Little Havana! Special shout out to the MTDD Divas J for their help in coordination and logistics!!"

- Connie Kinnard, Vice President, Multicultural Tourism & Development, GMCVB.

“It was a pleasure to meet with you and be able to discuss the possibility of doing business in Nigeria. With the population of the country, we strongly believe that our products will be a blessing. All our products are manufactured with the average citizen in mind, producing optimum quality products at very reasonable prices. As indicated our main objective is to establish communication with a established firm to represent our firm in Nigeria.”

- Jorge Astorquiza, Flayco Products, Inc., Tampa, Florida.

“During the B2B, I met with Mr. Jorge Astorquiza from Flayco Products, Inc...We are going into partnership in the area of Agriculture and also met with a fashion consultant who is also interested in partnering with my company.”

- Blessing Irabor, President & CEO, Blissomo Affairs, Nigeria Ltd.

“Special thanks to Enterprise Florida for the support. We hope to establish a proper MOU with partners by February 2018.”

Emmanuel Omoregie Asemota, MBA, Ph. D., Chairman and CEO, Lemcharis Investments, Benin City.

“We enjoyed the every bit of the mission.... We hope to come back again... We hope to do business in Miami.”

- Florence Omere, Managing Director & CEO, Flair Investment Limited, Benin City.

“I would like you to convey my sincere appreciation to the Hon. Mayor and the entire team of Miami Dade County; Hon. Mayor, City of North Miami; Management and Staff of PortMiami; GMCVB; and the President and members of the Edo Association of Florida. Please convey my appreciation to others who made our visit to Florida worthwhile...For me personally, the trade mission is continuous to ensure that business value is derived. So please, if you know business concerns (manufacturers, industrialists, merchants etc. in the United States of America) who are ready to extend their horizons to Nigeria, I'll be willing to collaborate with them in order to achieve their goal.

- Macpherson Fred-Ileogben, Head/Trade Promotion Advisor, Nigerian Export Promotion Council, Benin Export Assistance Office.

“I express my appreciation to Desmond Alufohai for the robust mission program and for his support and assistance. I intend to return in the near future to Florida to pursue more business opportunities.

- Okpaise Emorinken, Managing Director, Frokfe International, Nigeria Ltd.
MIAMI-DADE GOVERNMENT

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

For information or service requests, residents can dial 311 Monday through Friday from 7 a.m. to 7 p.m., and Saturday from 8 a.m. to 5 p.m. (closed on holidays). Specialists, with knowledge of 2,700 topics, are available to answer questions six days a week in English, Spanish and Creole. The 311 Contact Center handles approximately 1.7 million calls a year and provides 24-hour information services during emergency events such as hurricanes. In addition, residents can visit one of three 311 Service Centers for in-person assistance with transit passes, dog tag licenses, baby stroller parking permits, tax payment, and other services.

MUNICIPALITIES

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

UNINCORPORATED MUNICIPAL SERVICE AREA (UMSA)

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

LOCATION

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

POPULATION
2015 CENSUS

Estimated Population 2,693,117
MIAMI-DADE COUNTY ELECTED OFFICIALS