



Miami-Dade County, Florida

BUSINESS DEVELOPMENT MISSION

Cape Town, **South Africa** | Nairobi, **Kenya** | Addis Ababa, **Ethiopia**

MARCH 22 - APRIL 4, 2019

ORGANIZED BY THE OFFICE OF ECONOMIC DEVELOPMENT AND INTERNATIONAL TRADE
DEPARTMENT OF REGULATORY AND ECONOMIC RESOURCES OF MIAMI-DADE COUNTY



Miami-Dade County
Economic Development
International Trade



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POST-MISSION REPORT



Post– Mission Report

Business Development Mission

Cape Town, South Africa

Nairobi, Kenya

Addis Ababa, Ethiopia

March 22 – April 4, 2019

Mission Leader

The Honorable Audrey M. Edmonson, Chairwoman

Miami-Dade County Board of County Commissioners

Vice-Chair, International Trade Consortium (ITC) Board of Directors

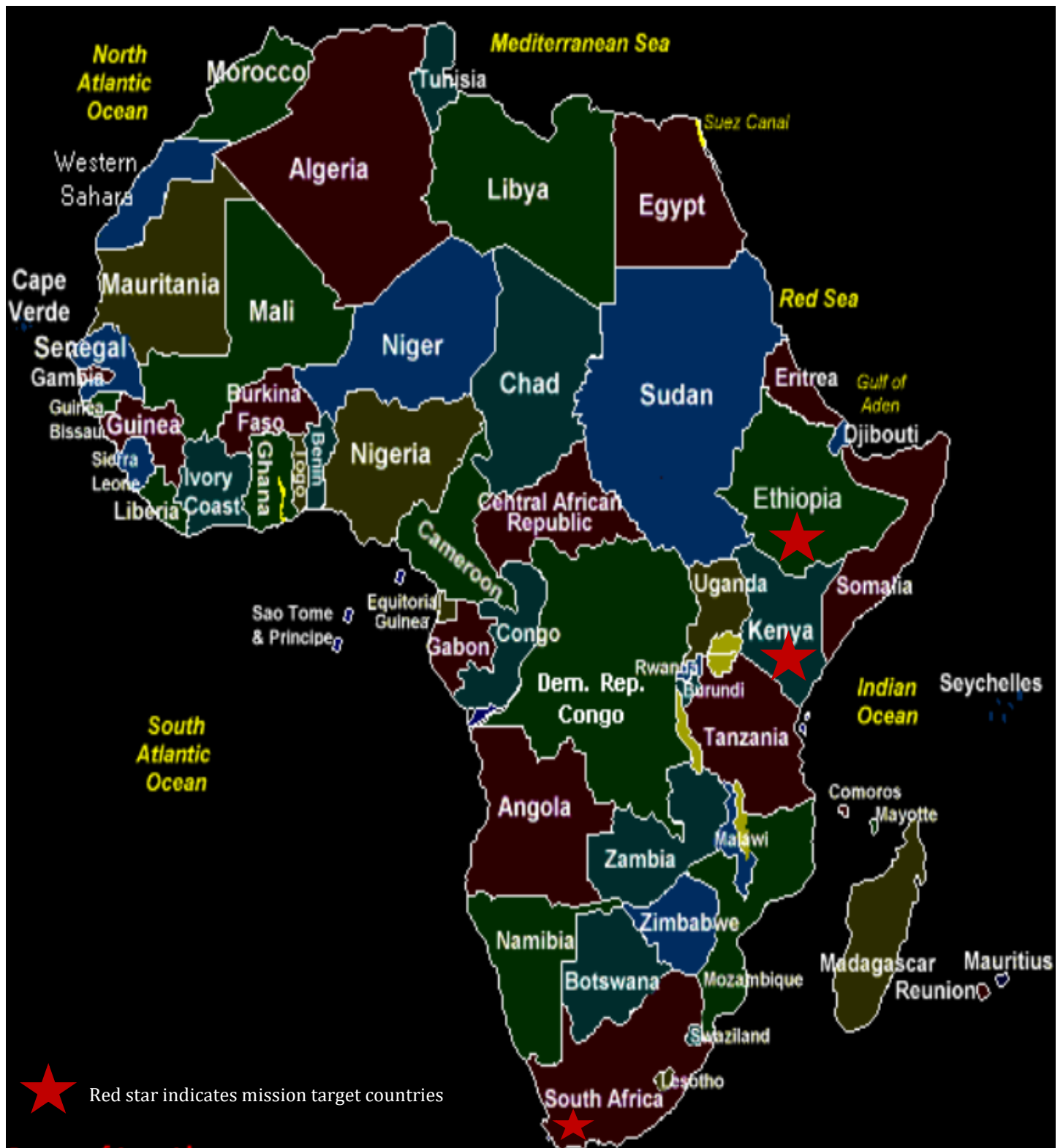
Office of Economic Development and International Trade

Department of Regulatory and Economic Resources

Miami-Dade County, Florida



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Appreciation

The Honorable Audrey M. Edmonson, Chairwoman of the Miami-Dade County Board of County Commissioners and Vice Chair of the International Trade Consortium (ITC) Board of Directors and members of the ITC Board of Directors and the Office of Economic Development and International Trade (OEDIT) offers their thanks and gratitude to the Africa mission delegates, sponsors, vendors, service providers, volunteers and partners for their important assistance and support in the planning and execution of the OEDIT organized 2019 Business Development Mission to the African cities of Cape Town, Nairobi and Addis Ababa,

The Miami-Dade delegation was granted access to several major industries within the region , as well as business leaders and public sector Heads of State which were key contributors to making this mission a resounding success. We want to extend special acknowledgements to our in-country support personnel, Abigail Ellary, Emmanuel Mbevi, Florence Sugut and Benyam Mesgina and their perspective teams, without whom much of the in-country meetings and logistical matters would not have been accomplished with such ease.

This mission was successful as a result of Chairwoman Audrey Edmonson's robust commitment to the strengthening of business and cultural ties between Miami-Dade County and the region. Additionally, the financial support from our partners Enterprise Florida, Miami International Airport, PortMiami, Greater Miami Convention and Visitors Bureau, Miami-Dade Beacon Council, Miami Downtown Development Authority and World Trade Center Miami, as well as the collaborative efforts by everyone involved in this international business exchange.

*Thank
you!*

Mission Highlights: At-A-Glance

A total **24** participants registered for the mission

* **9** public sector participants and **15** private sector participants

The delegation met with high level government officials, including:

- * The Honorable Dan Plato, Executive Mayor, City of Cape Town, South Africa
- * The Honorable Beverley Schaffer, Minister of the Ministry of Economic Opportunities, Western Cape, South Africa
- * Her Excellency, Mrs. Rachel Ruto, wife of the Deputy President, Republic of Kenya
- * His Excellency Kyle McCaster, U.S. Ambassador to the Republic of Kenya
- * His Excellency Michael Raynor, U.S. Ambassador to the Federal Democratic Republic of Ethiopia
- * The Honorable (Dr.) Hirut Kassan, Minister of Culture & Tourism, Federal Democratic Republic of Ethiopia

Cape Town, South Africa (March 23 - 27, 2019)

Miami-Dade Branding Workshop & Breakfast

Chairwoman Audrey M. Edmonson welcomed a cross-section of more than 65 invited guests representing the public and private-sector interests from the city of Cape Town during Miami-Dade County Branding Workshop & Breakfast held at the Cullinan Hotel. The workshop was organized to highlight Miami-Dade's attributes and assets as a world-class city, global gateway, logistics hub, cruise capital of the world, tourist destination and a place to invest, work, live and play. The following speakers made presentations about their respective agencies:

- * Lester Sola, Director & CEO, Miami-Dade Aviation Department
- * Juan Kuryla, Director & CEO, PortMiami
- * Michael Finney, President, Miami-Dade Beacon Council
- * Alyce Robertson, Executive Director, Miami Downtown Development Authority

The Honorable Beverley Schafer, Minister of Economic Opportunities of Cape Town welcomed the Miami-Dade delegation to the Western Cape and noted the collaboration between Cape Town and Miami-Dade County. Ms. Abigail Ellary, Director, Enterprise Florida Southern Africa and Mr. Charles Lobdell of the Consulate General of the United States in Cape Town conducted the in-country briefing.



Clockwise:

Cross-section of Miami-Dade Branding Workshop and Breakfast;
Minister Beverley Schaffer and Chairwoman Audrey Edmonson exchange Protocol gifts;
Mission participants with Minister Schaffer.



Meeting with the Honorable Dan Plato, Executive Mayor of Cape Town, South Africa

Chairwoman Audrey Edmonson and the Miami-Dade delegation met with the Honorable Dan Plato, Executive Mayor of the city of Cape Town, and members of the city Council and staff at the Mayor's Office in City Hall. Both sides discussed their continued efforts to explore direct air service between Cape Town and Miami International Airport. Chairwoman Edmonson thanks the Mayor for receiving the delegation and reiterated her commitment to fostering closer ties between the people of Cape Town and Miami-Dade County, in light of the existing Sister Cities engagement between the City and the County as well as the Sister Seaport relations between PortMiami and Port of Cape Town.

Clockwise:

**Chairwoman Audrey Edmonson and Mayor Dan Plato;
Miami-Dade delegation's meeting with Mayor Dan Plato;
Delegates with Mayor Dan Plato and city Council Members.**



Tour of Zailab — Cape Town, South Africa

The City of Cape Town arranged a tour of Zailab for the delegation. Zailab is a next-generation cloud-based contact center platform that creates solutions for businesses of all sizes, particularly small and medium-sized enterprises (SMEs). SMEs looking for a cost-effective way to personalize routing, improve customer interactions and increase efficiency utilize the services of Zailab, which is changing the way businesses set up, handle and pay for conversations.



Miami-Dade Delegation tour Zailab headquarters and listens to a presentation on operations

Tour of Craft + Design Institute - Cape Town, South Africa

The delegation also visited the Craft and Design Institute (CDI), a non-profit company with 17 years of success in developing creative people, small businesses and the craft and design sector at large in South Africa. CDI is a catalytic agent of change in South Africa, and passionate about developing appropriately skilled and resourced craft and design practitioners who can successfully grow their businesses. CDI believes that entrepreneurship is the key to unlocking economic growth in South Africa and provides an annual program of activities to help South African creatives thrive.



One of the artisan shop owner explains the CDI concept.



Miami-Dade Delegation Group photo with a local artisan and shop owner

International Women Business Roundtable Cape Town, South Africa

Ms. Lucia Davis-Raiford, Director of Miami-Dade's Community Action and Human Services Department chaired the *International Women Roundtable* in Cape Town. The event was the first of its kind for a County-led trade mission. Ms. Davis-Raiford was joined by other women leaders in the delegation to exchange ideas, discuss best business practices, build bridges, advocacy, capacity building and global empowerment tools for women in business in South Africa. The Roundtable was attended by invited women leaders from the United Nations, African Women Entrepreneurship Program (AWEP), Organization of Women in International Trade (OWIT), Chambers of Commerce and Non-Governmental Organizations in Africa.

According to the African Union Commission (AUC), the African continent continues to face enormous challenges with regards to the respect, promotion, protection and fulfillment of human rights, which if not urgently and adequately addressed, may erase the human rights gains recorded over the preceding decades. Additionally, economic exclusion, financial systems that perpetuate their discrimination, limited participation in political and public life, lack of access to education and poor retention of girls in schools, gender-based violence, harmful cultural practices, and exclusion of women from peace tables, are the major standing barriers to achieving gender equality in Africa.

Resolutions from the meeting include:

- Recommend the use of proactive initiatives as a collective group to address the social and economic forces which impede the growth of local women owned businesses.
- Create a platform whereby the Miami delegation may communicate and share best practices and ideas with women leaders in Cape Town, to help combat or minimize the effects of systemic policies that stagnate growth based on gender biases.
- Maintain an ecosystem in which these women feel safe to communicate amongst each other to effectuate economic change that empowers women and allows for the development of greater economic prosperity.



Chairwoman Audrey M. Edmonson welcomes the group of women business owners to the Miami-Dade County delegation's first of three roundtable discussions in Africa

Pictures of International Women Business Roundtable Cape Town, South Africa



Lucia Davis-Raiford, Director of Miami-Dade's Community Action and Human Services Department opens floor for discussion dialog at the International Women Business Roundtable in Cape Town



Cape Town women business leaders discuss challenges and exchange ideas during open forum



Chairwoman Audrey M. Edmonson with local International Women Business Roundtable attendees and members of the Miami-Dade County delegation

Meeting with Officials of Port of Cape Town, South Africa

Chairwoman Audrey M. Edmonson of Miami-Dade County, Juan Kuryla, Director and CEO of Port Miami, Debra Duster-Owens, Director of Government and International Relations at Port Miami, Lester Sola, Director and CEO of Miami-Dade Aviation Department, Michael Finney, President and CEO of Miami-Dade Beacon Council, Alyce Robertson, Executive Director of the Miami Downtown Development Authority, and private sector members of the Miami-Dade County delegation are welcomed by the Port of Cape Town's Manager, Corporate Affairs, Mr. Coen Birkenstock and other members of the Port of Cape Town team. Chairwoman Edmonson gave brief remarks which emphasized the valuable relationship forged between PortMiami and the Port of Cape Town, as a result of their International Sister Seaport Agreement that was ratified in 2005. In addition, the Miami-Dade delegates received an overview and update on the Port of Cape Town's current and future plans. A reciprocal briefing from PortMiami's Juan Kuryla was well received and in closing an invitation was extended to visit Miami for the Seatrade Cruise Global, the largest cruise industry conference in the world.



Chairwoman Audrey M. Edmonson and Juan Kuryla, Director & CEO Port Miami



L-R Lester Sola Director and CEO of Miami-Dade Aviation Department, Juan Kuryla, Director and CEO of Port Miami, Chairwoman Audrey M. Edmonson, **Port of Cape Town Seaport Captain**, Debra Duster-Owens, Director of Government and International Relations, Port Miami and Desmond Alufohai, Senior Trade Coordinator, OEDIT, Enterprise Florida—South Africa representative and Miami-Dade delegation

In-Country Briefing, Nairobi, Kenya (March 27-30, 2019)

The Miami-Dade County delegation received a special in-country briefing from the United States Ambassador to Kenya, the Honorable Kyle McCarter, CEO of AMCHAM Kenya, Maxwell Okello and Tyler Hackings of the US Commercial Service.

Ambassador McCarter in addition to the other guest presenters, spoke on the importance and efforts being made to fight corruption and terrorism in Kenya. In-country initiatives are focused on providing better opportunities for the youth of Kenya which requires the development of projects that can be sustained, as well as fosters self-reliance. He also spoke on the administration's Big 4 agenda, in particular, the areas of trade, defense and capacity building. The Ambassador encouraged members of the delegation to consider the many business opportunities for trade with Kenya.



L-R: Maxwell Okello, CEO of AMCHAM Kenya, HE Kyle McCarter, U.S. Ambassador to the Rep. of Kenya, Tyler Hackings, Commercial Service Officer and Adam



L-R: HE Kyle McCarter, U.S. Ambassador to the Rep. of Kenya, Chairwoman Audrey M. Edmonson, Maxwell Okello, CEO of AMCHAM Kenya,

In-Country Briefing, Nairobi, Kenya



L-R: Juan M. Kuryla, Port Director& CEO, PortMiami, _____ Maxwell Okello, CEO of AMCHAM Kenya, HE Kyle McCarter, U.S. Ambassador to the Rep. of Kenya, Chairwoman Audrey M. Edmonson, Miami-Dade County Board of County Commissioners, Tyler Hackings, Commercial Service Officer, William D. Talbert, III, President & CEO, Greater Miami Convention & Visitors Bureau, Emir Pineda, Manager Aviation Trade & Logistics, Miami-Dade Aviation and Debra Duster Owens, Director of Government & International Relations, PortMiami

Miami-Dade Branding Workshop & Luncheon Nairobi, Kenya

The Nairobi branding workshop and luncheon was host to almost 90 Kenyan business and governmental entities whose representatives were eager to hear from Miami-Dade County government officials and economic development representatives, as well as the Greater Miami Convention and Visitors Bureau. Each of the organizations emphasized the County's strategic location in the Northern Hemisphere, which makes it an ideal location to work, live and play. They also heard about South Florida's distinct assets that make it a global gateway, logistics hub, tourism center and aviation and cruise leader.



International Women Business Roundtable Nairobi, Kenya

Ms. Lucia Davis-Raiford, Director of Miami-Dade's Community Action and Human Services Department also chaired the second *International Women Roundtable* in Nairobi, Kenya under the leadership of Chairwoman Audrey M. Edmonson who also presided over County-led forum discussions. They were also joined by local women leaders who exchanged ideas, discussed best business practices, capacity building, networking and various global empowerment tools for women in business in Kenya. The forum was attended by invited women leaders from the United Nations, East Africa Trade and Investment Hub, Ignite Trade Africa, African Women Entrepreneurship Program (AWEP), Organization of Women in International Trade (OWIT), Kenyan National Chamber of Commerce and Industry and Non-Governmental Organizations in Africa. This forum also featured product exhibits by Kenyan women entrepreneurs that included skincare, coffee and tea, handmade clothing, accessories and crafts. Roundtable attendees also witnessed a special welcome presentation by a local Masai tribe honoring Chairwoman Audrey M. Edmonson and the Miami-Dade delegation for visiting Kenya.



Members of local Masai tribe welcome ceremony to Chairwoman Audrey M. Edmonson and Miami-Dade Delegation

International Women Business Roundtable Nairobi, Kenya



Miami-Dade delegate Rodney G.B. Clements, RN, BSN, CRNI visits exhibit of a Kenyan business

Chairwoman Audrey M. Edmonson meets and greets exhibitors



Miami-Dade County delegation and International Women Business Roundtable Attendees

Business Meetings in Nairobi, Kenya



Mission delegate Djibril Toure, Founder of Equitrade Corp meets with Kenyan business women



Mission delegates Lori Spivey Baker and Rodney G.B. Clements in meeting with PharmAccess representatives



Delegates Lori Spivey Baker and G.B. Clements meet with representatives of the HAWI Foundation

In-Country Briefing and Meeting with the United States Agency for International Development (USAID) , Nairobi, Kenya

Chairwoman Audrey M. Edmonson and executive level County officials along, as well as private-sector members of the Miami delegation were briefed by USAID Contractor, Marc Shiman. The USAID East Africa Trade and Investment Hub allocated more than \$63M to support USAID programs in 8 countries (Burundi, Kenya, Rwanda, Tanzania and Uganda and Ethiopia, Madagascar and Mauritius) which began in September 2014 and will end in August of 2019. The 2019 federal budget has no additional funds earmarked for to continue these programs beyond August of 2019.

In 2014 the USAID Hub began creating opportunities that foster self reliance, food security and improved inclusive growth. Their primary goals are to normalize trade protocols, eliminate policy constraints, connect buyers and sellers, work all through the value chains, aid financing, and duplicate these processes across East Africa.



Top: USAID Contractor, Marc Shiman makes in -country presentation to Miami-Dade County delegation

Bottom: Front L-R Marc Shiman, Chairwoman Audrey M. Edmonson, Juan M. Kuryla, Rodney G.B. Clements, Ionnie McNeill, Kaleba H. Ngoie-Kasongo, Lori Spivey Baker, Lucia Davis-Raiford, Debra Duster-Owens, Retha Boone-Fye, Sean Sanguinetti, Desmond Alufohai, Djibril Toure, Thema Campbell, Florence Sugut, Alexandra Sanguinetti, Vannie Deloris Barr-Fisher, Elizabeth Moss and Akeem Brutus



Business Meeting at United States Agency for International Development (USAID)



L-R Marc Shiman, USAID meets with Djibril Toure, Equitrade Corp., Rodney G.B. Clements, Florida Africa Foundation and Lori Spivey Baker, Florida Africa Foundation, members of the Miami-Dade delegation

Visit to the Export Processing Zones Authority (EPZA), Nairobi, Kenya

Participants of the Miami-Dade County mission visited and received a briefing and facility tour from representatives of the Export Processing Zones Authority (EPZA). EPZA was established in 1990 by Kenya's Ministry of Industry, Trade and Cooperation. Delegates learned how EPZA is fulfilling its mandate of promoting export oriented investments with attractive low operation costs and ease in which to launch an exporting business in Kenya.

EPZA is charged with:

- Providing their clients with guidance and information on the document requirements for establishing their investments in the EPZ program and issuing their EPZ license;
- Communicate with governmental agencies to facilitate adequate delivery of required services;
- Advertise client investments locally and internationally;
- Promote and advocate for policies that make it easier to establish a business in Kenya.



Miami-Dade County delegation visit Kenya's Export Processing Zones Authority (EPZA)



Ms. Ngithi Nguru speak to the Miami-Dade County delegation about the EPZ requirements and investment incentives



Miami-Dade delegates review rendering of EPZ on-site facilities

Tour of Export Processing Zone Authority (EPZA), Nairobi, Kenya

Chairwoman Audrey M. Edmonson and delegates take a tour of one of EPZA’s clients, a garment manufacturer located on the grounds of EPZA industrial park.



Miami Delegates Meeting and Tour at Wazawazi Designer Factory, Nairobi, Kenya

Members of the Miami-Dade delegation visited the grounds of the Nairobi International Trade Fair (N.I.T.F.), which extends opportunities for local, continental and global exhibitors to showcase their products and services. The group toured the Wazawazi workshop located on the grounds of the Trade Fair facility. The owner and local artisan of Wazawazi, Chebet Mutai, met with delegates to discuss and show her designs made locally by men and women who she employs to manufacture the African themed clothing and leather handbags sold locally and exported to global markets as well.



L-R Chebet Mutai, Owner Wazawazi and Lonnie McNeill, Miami-Dade County delegation



Employees of Wazawazi completing new designs



Wazawazi owner with members of the Miami-Dade County delegation

Visit to God With Us Children's Center, Nairobi, Kenya

Miami-Dade delegate and President and CEO of the World Literacy Council of Florida and Founder of Girl Power, Thema Campbell along with members of the delegation visited the non-profit all-girls school and orphanage, God with Us Center. The girls ages 10 –15 shared their educational and aspirational goals. Ms. Campbell discussed the similarities with girls in the United States and invited them to start a pen pal exchange with girls in Miami. They were also encouraged to remain focused and continue their education.



Official Meeting with Her Excellency Rachel Ruto, wife of the 1st Deputy President of the Republic of Kenya

Her Excellency Rachel Ruto, the Second Lady of the Republic of Kenya met with Chairwoman Audrey Edmonson and public and private-sector members of the Miami-Dade delegation. As a strong advocate for women's rights and empowerment, Her Excellency Ruto, shared information on her initiative with the Joyful Women Organization and the practice of using table banking in rural areas. As she explained table banking offers an opportunity for women in rural areas to finance their businesses without the restrictions often posed by highly regulated financial institutions and it is also how women help women. Her Excellency Ruto and Chairwoman Edmonson expressed both their interest in engaging in a Sister Cities relationship between the city of Nairobi and Miami-Dade County in continuing efforts of promoting economic opportunities and cultural linkages.



Chairwoman Audrey M. Edmonson and Miami-Dade Delegation receive tour



L-R Chairwoman Audrey M. Edmonson and Her Excellency Rachel Ruto



L-R Her Excellency Rachel Ruto and Chairwoman Audrey M. Edmonson with members of the Miami-Dade

Addis Ababa, Ethiopia (March 31-April 3, 2019)

Ethiopian Chamber of Commerce welcomes Chairwoman Audrey M. Edmonson and members of the Miami-Dade Delegation to Ethiopia at the Bole International Airport in Addis Ababa



Tour of Ethiopian Airlines Cargo & Training Facilities, Addis Ababa, Ethiopia

Chairwoman Audrey M. Edmonson and mission delegates toured the government owned Ethiopian Airlines Headquarters, which houses its flight attendant training facility, dormitories, executive offices and air cargo operations. Chairwoman Edmonson and Miami-Dade Aviation Manager for Trade and Logistics, Emir Pineda got to see first-hand and hear from management about the advances made in their operations and future plans, as well as potential future opportunities with Miami-Dade Aviation.



Tour of Ethiopian Airlines Cargo & Training Facilities, Addis Ababa, Ethiopia



Miami-Dade Branding Workshop & Luncheon Addis Ababa, Ethiopia

The attendees at the branding workshop and luncheon in Addis Ababa, heard Chairwoman Edmonson deliver welcome remarks that emphasized opportunities for both communities to strengthen business and cultural ties. The audience also received presentations from PortMiami and Miami-Dade Aviation Department respectively on what makes Miami-Dade County a global gateway, logistics hub and cruise leader.



Chairwoman Audrey M. Edmonson delivers welcome remarks at Miami-Dade Branding Workshop and Luncheon



Miami-Dade Branding Workshop & Luncheon Addis Ababa, Ethiopia



L-R Chairwoman Audrey M. Edmonson and Miami-Dade delegate David A. Duckenfield



Emir Pineda, Manager Aviation Trade & Logistics for Miami-Dade Aviation Department makes presentation at Miami-Dade Branding Workshop



International Women Business Roundtable Addis Ababa, Ethiopia

Ms. Lucia Davis-Raiford, in her capacity as chair of the *International Women Roundtable* forums, closed the series in Addis Ababa. This well attended forum included women business leaders from the textile and craft manufacturing, banking, sectors, as well as the Center for Accelerated Women's Economic Empowerment and Addis Ababa Women Entrepreneurs Association. The County led discussions between those gathered on how to better support each other in business and throughout their communities. To include future networking and capacity building strategies to create economic empowerment for more women in the region. Representatives from The Ethiopian Chamber of Commerce & Sectoral Associations supported this initiative and had representatives there to address the attendees about available resources. Small local businesses were also able to showcase their products such as textiles and semi-precious stones.



International Women Business Roundtable, Addis Ababa, Ethiopia



Business Meetings in Addis Ababa, Ethiopia

Members of the Miami-Dade County delegation participate in one-on-one meetings with the Ethiopian Chamber of Commerce and business women in Ethiopia.



Lori Spivey Baker, Founder of Florida Africa Foundation meet with Ethiopian Chamber of Commerce representatives

**L-R Djibril Toure, Founder of Equitrade Corp. and
Ionnie McNeill, VP of MCO Construction &
Services, Inc. meet with local businesses**



Business meeting in Addis Ababa

Members of Miami-Dade County delegation meet with Owner and representatives of YIRGALEM Addis Textile Factory PLC in Addis Ababa, Ethiopia



Mission Participants (Public Sector)



Chairwoman Audrey M. Edmonson
Mission Leader
Cape Town, Nairobi & Addis Ababa



Lester Sola
Director & CEO - Miami-Dade Aviation Dept.
Cape Town



Lucia Davis-Raiford
Director - Miami-Dade County
Cape Town, Nairobi & Addis Ababa



Juan Kuryla
Director & CEO - PortMiami
Cape Town & Nairobi



Desmond Alufohai
Mission Coordinator
Cape Town, Nairobi & Addis Ababa



Debra Duster Owens
PortMiami
Cape Town, Nairobi & Addis Ababa



Emir Pineda
Miami-Dade Aviation Department
Nairobi & Addis Ababa



Akeem Brutus
Office of Chairwoman Audrey Edmonson
Cape Town, Nairobi & Addis Ababa



Elizabeth A. Moss
Mission Staff
Cape Town, Nairobi & Addis Ababa

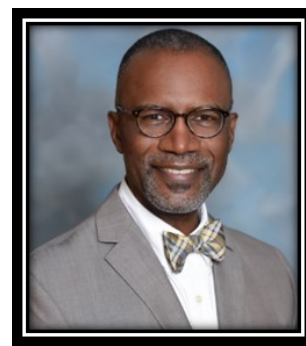
Mission Participants (Private Sector)



Bill Talbert, III
President
Greater Miami Convention & Visitors Bureau
Nairobi



Alyce Robertson
Executive Director
Miami Downtown Development Authority
Cape Town



Michael Finney
President
Miami-Dade Beacon Council
Cape Town



Kemi Arosanyin
World Trade Center Miami
Nairobi & Addis Ababa



Djibril Toure
Equitrade Corp.
Nairobi & Addis Ababa



Lexy Sanguinetti
Sanguinetti, LLC
Cape Town, Nairobi & Addis Ababa



Lori Spivey Baker
Florida Africa Foundation
Cape Town, Nairobi & Addis Ababa



Ionine McNeir
MCO Constructions
Nairobi & Addis Ababa



David Duckenfield
Balsera Communications
Addis Ababa



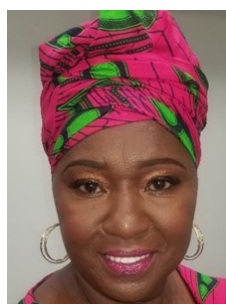
Kaleba Ngoie-Kasongo
Hear Congo, Inc.
Cape Town, Nairobi & Addis Ababa



Rodney Clemens
Florida Africa Foundation
Cape Town, Nairobi & Addis Ababa



Retha Boone-Fye
Healing Leaf Miami
Cape Town, Nairobi & Addis Ababa



Thema Campbell
Girl Power, Inc.
Cape Town, Nairobi & Addis Ababa



Ron Colas
WSP
Cape Town



Vannie D. Barr-Fisher
Retired Educator
Cape Town, Nairobi & Addis Ababa

Feedback & Comments

“The trade mission provided an opportunity for us to strengthen our existing relationship with Ethiopia and to reach a country (Kenya) we have been trying to bring to the Americas Food and Beverage Show. In Kenya & Ethiopia, we met multiple partners willing to work with us starting from this year. The overall objective of participating in the trade mission was met and exceeded. Thank you.”

Kemi Arosanyin, International Trade Development Specialist & Director for the Africa Trade Expansion Program, World Trade Center Miami

“This was our first foray into the African continent featuring these products. We met with several representatives in South Africa, Kenya and Ethiopia which we hope will translate into future opportunities for both sales and export. We were able to identify possible partners as well as explore the opportunity to cultivate mutually beneficial relationships.”

Retha Boone-Fye, Co-Owner, Healing Leaf Miami, LLC

“This mission helped me establish synergy and partnerships with business and non-profit women leaders from the 3 African countries we visited. I also established friendships, learned a great deal about the culture and people we met during the mission. More importantly this mission allowed me to have a more global view about the issues that women and girls share all over the world. I had the opportunity to visit a homeless shelter for girls, which I plan to maintain an ongoing relationship through financial and in-kind support by donating beds, bedding and feminine hygiene products. Finally, I learned first hand about the importance of establishing trade between nations and countries. I was very proud to be a member of Commissioner Edmonson’s mission and see first hand the amount of work it takes to establish trade relationships with foreign governments. During the mission Commissioner Edmonson showed herself to be a skilled stateswoman, and served as a role-model for the women in our mission as well as the women in the countries we visited. I was fortunate enough to bond with people from my city and county and establish local business relationships.”

Thema Campbell, President & CEO, World Literacy Crusade of Florida, Inc./Girl Power

“I had an interesting and productive trip to Addis Ababa. We met with the U.S. Embassy to get a lay of the land economically. The luncheon with small businesses was also productive and yielded some good contacts. Our meeting at the Ministry of Tourism was also instructive and led to a few business ideas that I am following up on. Based on the several meetings we had and some of the contacts made I am hopeful to begin some kind of economic relationship with Ethiopia. The trip was a catalyst to get to the country and meet individuals and government agencies that I look to partner with in the future.”

David A. Duckenfield, President, Balsera Communications

Feedback & Comments

“In 1998, the Miami-Dade Board of County Commissioners passed a resolution establishing PortMiami’s International Sister Seaports Program. Our first sister port agreement was with the Port of Alicante, Spain and since that time, PortMiami has signed sister seaport agreements with 85 foreign ports. The sister seaport agreements help PortMiami collaborate with the international ports regarding the exchange of information and ideas, with the stated aim of increasing both the cargo and cruise trade between the ports. PortMiami previously signed agreements with the Port of Cape Town, Transnet National Ports Authority and the Port of Mombasa which serves Nairobi and had the opportunity to meet with port leaders to discuss technical and financial issues facing our individual operations as well as encouraging and promoting increased cargo traffic to PortMiami from the continent. PortMiami plans to host its first Africa Ports Summit in the summer of 2019.”

Debra Duster Owens, Director, Government Affairs & International Relations

It was helpful to have site visits arranged as well as meetings with potential partners in each country. As our organization is interested in promoting the African textile business in Miami-Dade County as well as provide technical support to local African businesses. We were able to assess potential future partnerships in each country and an array of services we can offer to African businesses to help them secure a market in Miami-Dade with better quality products.”

“Site visited: Kenya: Textile Factory;
Ethiopia: Textile and Shoe Factory.”

Kaleba H. Ngoie-Kasongo, Executive Director, HEAR Congo, Inc.

“The Miami-Dade Beacon Council serves as the official economic development partner for Miami-Dade County. Our role is focused on supporting foreign direct investment and trade with Miami based companies. The Miami-Dade ED and International Trade Dept., in partnership with EFI, provided a well organized and executed trade mission. We met with government and private sector leaders, explored opportunities for expanded airline service and economic best practices. Many small (women focused) businesses explored opportunities to export goods in both directions.”

Michael Finney, President & CEO, Miami-Dade Beacon Council

“This is the first MDC and Enterprise FL sponsored Trade Mission that MCO Construction has attended and it was delightful and informative. We are mainly in the construction mgmt. (service) business but was open to the idea of trade with African countries (Kenya + Ethiopia). Desmond Alufohai was a magnificent coordinator, seamlessly organizing all travel, logistics and meetings. The exposure we received on this trip was invaluable. Face time with Ambassadors and Heads of States, as well as Business Owners and Government officials was key –something we surely would not have been able to do on our own. So, Thank You for the support and opportunity.”

Ionnie McNeill, Vice President of MCO Construction & Services, Inc.

Feedback & Comments

“As a Kenyan-American who created a business specifically to promote trade relations between the USA and Africa, I found it impossible to pass on an opportunity to join this trade mission to Africa. Given my experience, I already have an extensive network of personal and business contacts in Africa, but I recognized the value of traveling with a distinguished group of delegates on such a mission, especially at a time when the global market has undoubtedly recognized Africa as the future, the leading emerging market of the world. Over the recent years, I have specialized in promoting tourism and cultural education, specifically between Florida and East Africa. I have always wanted to add south Africa to my portfolio of options but in order to do so, I needed to go there myself, meet the right partners on the ground and contract with reputable and reliable service providers. This trade mission not only allowed me to do exactly that, but also allowed me to do so in a short space of time and in an affordable manner. I have not returned to the USA at the time of this writing, but thanks to the I met during the mission, I am thrilled to be currently finalizing two separate bookings to South Africa, one of which includes extensive travel planning for a group of 40 US travelers in early 2020. Moreover, I made several contacts with professional Africans who are interested in visiting Florida as well, both for business and leisure. I am certain these leads will lead to increased visitors and revenue to our state, especially after all in attendance (in all 3 countries) were left in awe when they saw and learned of the great amenities, services and possibilities that Miami-Dade has to offer, all brilliantly showcased by the Miami-Dade officials in our delegation. Meeting with US officials in the foreign nations allowed me to learn first hand from the data, challenges and future projections for business, this was priceless for a small business like mine that would otherwise need to spend thousands of dollars and irreplaceable time on such market research. I would sign up again and encourage other Florida business to engage in such trade missions which are eye-opening, inspiring and valuable for business.”

Alexandra Sanguinetti, Founder, Sanguinetti & Company, LLC

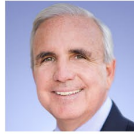
“The Miami/Dade Business Development Mission to Cape Town, Nairobi, and Addis Ababa exceeded our expectations. Our organization seeks to support entrepreneurs and SMEs (small and medium-sized enterprises) across Africa, through advising , mentoring, and funding. We traditionally source our investments ourselves, organizing our own mini-missions to different African countries. This was the first time we joined a government mission.

Our goal for this trip was to meet entrepreneurs in a variety of sectors, and identify companies and industries in which to invest. I was impressed with the wide range of entrepreneurs we were able to meet in each city, as well as the information on and connections with federal and state government resources available to help us in our investments and partnerships. I sincerely appreciate the Women Business Leader/Entrepreneur roundtables held in each city. This proved incredibly informative...it is timely given the US government focus on women’s entrepreneurship, and is leading to a scope expansion in our strategy.

While we don’t expect significant growth in the near-term due to the slower nature of SME investment in Africa, we do see significant expansion within two years, partly due to this mission.”

Lori Spivey Baker, Founder and Managing Director, Florida Africa Foundation

MIAMI-DADE COUNTY OFFICIALS



Carlos A. Gimenez
Mayor



Audrey M. Edmonson
District 3
Chairwoman, Board of
County Commissioners



Rebeca Sosa
District 6
Vice Chairwoman, Board of
County Commissioners



Barbara J. Jordan
District 1



Jean Monestime
District 2



Sally A. Heyman
District 4



Eileen Higgins
District 5



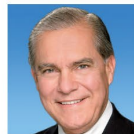
Xavier L. Suarez
District 7



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



Esteban L. Bovo, Jr.
District 13



Harvey Ruvin
Clerk of Courts



Pedro J. Garcia
Property Appraiser



Abigail Price-Williams
County Attorney

GOVERNANCE

The Miami-Dade Board of County Commissioners is the legislative and governing body of Miami-Dade County, and has broad, regional powers to establish policies that transcend city boundaries. The government provides major metropolitan services countywide and municipal services for residents of the unincorporated areas.

Commissioners are chosen in non-partisan, single-district elections. Miami-Dade County is structured into 13 districts. Residents choose only from among candidates running in the district in which they live. Commissioners serve four-year staggered terms, with elections scheduled every two years. Effective with the terms starting in 2012, Commissioners are limited to two consecutive four-year terms.

Miami-Dade has a Strong Mayor with the power to veto Commission action items. In January 2007, the Mayor was given additional powers providing for the oversight of the day-to-day operations of Miami-Dade. The Mayor can serve two consecutive terms of four years.

OTHER OFFICIALS

The Miami-Dade County Clerk of Courts is a constitutional officer of the State of Florida, elected to a four-year term. The Clerk serves as the County Recorder, custodian of all records filed with the Court, and as Clerk of the Board.

In 2008, voters made the position of Property Appraiser an elected one. The Property Appraiser is charged with determining the value of all property within the County for tax purposes, maintaining related records and granting exemptions.

The Miami-Dade County Attorney's Office provides legal representation to all aspects of Miami-Dade County government, including the Mayor, Board of County Commissioners, Property Appraiser, County departments and numerous boards, authorities, councils and commissions. The County Attorney is appointed by the Board of County Commissioners.