



Miami-Dade County
Board of County Commissioners
International Trade Consortium



2023/24

ANNUAL REPORT

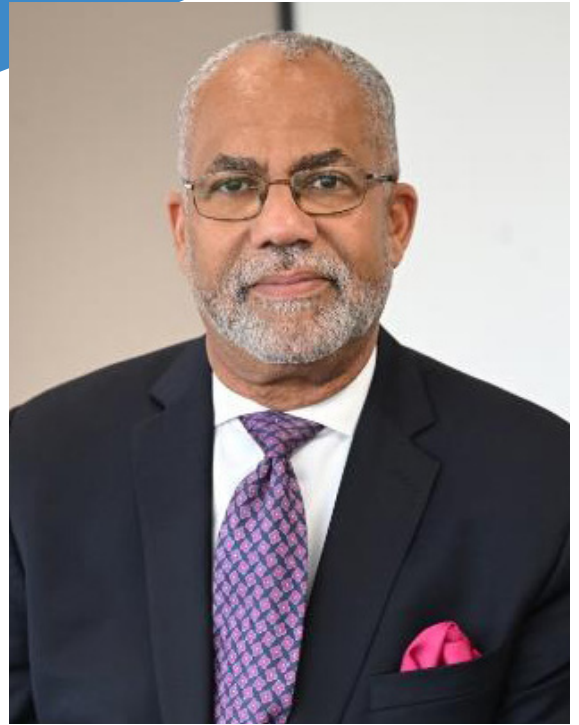
FISCAL YEAR OCTOBER 1, 2023 – SEPTEMBER 30, 2024

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MESSAGE FROM THE ITC

Executive Director



On behalf of the International Trade Consortium, I am honored to present our Annual Report covering the fiscal year from October 1, 2023, to September 30, 2024.

I am pleased to convey that Fiscal Year 2023-2024 marked a remarkable and productive period under the esteemed leadership of Chairman Oliver G. Gilbert, III, and ITC Vice Chairman Kevin Marino Cabrera.

Throughout the year, the ITC Board and staff have worked diligently to cultivate stronger relationships within the international diplomatic and trade sectors, thereby enhancing global trade relations and supporting our local small business community.

ITC had the privilege of hosting a total of 34 inbound delegations and organizing five outbound trade missions, led by Chairman Oliver G. Gilbert, III. These missions included visits to Japan, Spain, Colombia, Texas, and the United Kingdom and Ireland.

Looking forward, ITC is set to participate in an outbound trade mission to La Romana, Dominican Republic alongside ITC Vice Chair Kevin

Marino Cabrera scheduled for December 6, 2024. Additionally, preparations are underway for hosting the 27th InterAmerican Conference of Mayors and Local Authorities in 2025 in Miami, Florida.

I extend my deep gratitude to Chairman Oliver G. Gilbert, III, ITC Vice Chairman Kevin M. Cabrera, every member of the Miami-Dade Board of County Commission, and the ITC Board of Directors for their unwavering support. I also wish to acknowledge and appreciate the invaluable assistance provided by the Miami-Dade Aviation Department (MIA) and Miami-Dade Seaport Department (PortMiami) in establishing global trade connections and reinforcing Miami-Dade County's pivotal role as a global trade and logistics hub. Finally, I commend the ITC team for their tireless work and dedication. Together, our collaborative efforts have been pivotal in achieving ITC's successes, and I look forward to our continued partnership in advancing Miami-Dade County as the "Global Gateway."

Gerard Philippeaux

Gerard Philippeaux
Executive Director



Introduction

Established by the Miami-Dade Board of County Commissioners (BCC) on November 19, 2002, the office of the International Trade Consortium (ITC) serves as Miami-Dade County's primary liaison to foreign governments and as a one-stop information and referral resource on international trade and investment for local businesses and organizations that require assistance. The ITC office provides staff support to the consortium – an advisory board of 14 member organizations from public and private sectors of economic development agencies in the community and 16 members appointed by the Mayor and County Commission.

Together with the consortium, the ITC office advises the County's elected officials on international trade issues and helps promote Miami-Dade as a global trade hub. The ITC office works closely with Miami-International Airport and PortMiami, as well as other strategic trade partners including foreign diplomatic and trade offices, bi-national chambers of commerce, economic development organizations, and local, state, and federal government agencies. As primary liaison to the diplomatic community, the ITC office plans the County's official outbound trade and business development missions, supports inbound trade missions, and manages the Sister Cities program of Miami-Dade County.

Mission Statement

To promote Miami-Dade County as a “Global Gateway” to international trade and enhance access to economic development opportunities for local companies.

Objectives

The objectives of the ITC are to:

- Advocate and support the development of Miami-Dade County as a premier hemispheric platform for two-way trade
- Promote Miami-Dade County as a Global Gateway both locally and abroad by developing and expanding trade opportunities with Africa, Asia, Europe, and the Western Hemisphere
- Establish and maintain a database of local businesses involved in international trade to foster import and export opportunities
- Recommend trade policies to the Board of County Commissioners
- Administer and cultivate relations with Miami-Dade County's Sister Cities
- Represent and advocate Miami-Dade County's economic development and international trade interests at the local, state, and federal level
- Coordinate and act as a proactive liaison between the County and the Consular Corps of Miami, Trade Offices, and Chambers of Commerce
- Submit an annual report to the County Commission detailing the ITC office activities, goals, outcomes, and statement in all its accounts
- Perform any other such functions reasonably related to ITC Office responsibilities





Outreach, Marketing & Protocol Events

The ITC aims to solidify the County's position as a "Global Gateway" for international trade by working closely with foreign governments and other offices to enhance international relations, cultural understanding and trade. In addition, the ITC team coordinates courtesy protocol meetings and attends National Day or trade-related events to build and strengthen relations with the diplomatic community.

ITC PARTICIPATED AND SUPPORTED THE FOLLOWING **69** EVENTS IN FISCAL YEAR **2023-24**

OCTOBER 3, 2023

ITC was invited to a reception by the Consulate General of Germany in Miami to celebrate their National Day.

OCTOBER 2-3, 2023

ITC partook in the International Trade and Business Expo (ITBE), organized by the Collectif Cooperation Export Martinique (CCEM). This two-day event aimed to attract business leaders from the French West Indies, Africa, and Europe, to discover new business opportunities. ITC Board Member Brenda Betancourt provided welcome remarks on behalf of ITC. ITC staff engaged in a roundtable discussion and provided an overview about ITC's role in Miami-Dade County.

OCTOBER 26, 2023

ITC attended the Greater Miami Convention and Visitors Bureau's Annual Meeting.

OCTOBER 29 - NOVEMBER 2, 2023

ITC participated in the Air Cargo Americas/Supply Chain Americas Trade Show.

OCTOBER 30, 2023

ITC had a meet and greet with the new Consul General of the Dominican Republic in Miami, The Honorable Geanilda Vasquez, to discuss the 26th InterAmerican Conference of Mayors and Local Authorities and possible collaboration.

NOVEMBER 9, 2023

ITC supported Innovation Night showcasing merging tech and innovation from Taiwan.

NOVEMBER 30, 2023

ITC welcomed the InterAmerican Development Bank to explore synergies and discuss areas of collaboration to promote Miami-Dade County and strengthen its bilateral trade and business relations with nations in Latin America and the Caribbean region.



DECEMBER 1, 2023

ITC joined Board Members Alejandra Collarte, Joe Chi, and Mario Sacasa, at the “Bid for the Americas” Networking Lunch, hosted by the Inter-American Development Bank.

DECEMBER 10, 2023

ITC held a virtual meeting with the Consulate of Suriname in Miami to discuss the potential visit of Minister of Foreign Affairs: H.E. Albert Ramdin, Minister of Natural Resources: H.E. David Abiamofo, and Director of Staatsolie Oil Company: Mr. Annand Jagesar, as well as the Sister Cities Signing Agreement between Miami-Dade County and Paramaribo, Suriname.

DECEMBER 15, 2023

ITC connected with Donna Regis-Prosper, Secretary General, Caribbean Trade Organization (CTO), to discuss areas of collaboration between Miami-Dade County and CTO's partners in the Caribbean region. ITC also extended her with an invitation to participate as a panelist in the 26th InterAmerican Conference of Mayors and Local Authorities.

DECEMBER 18, 2023

ITC scheduled a phone call with Jeisson Rodriguez, Executive Director of FLACMA, to discuss the 26th InterAmerican Conference of Mayors and Local Authorities and possible collaboration.

DECEMBER 18, 2023

As a follow-up to the initial introductory meeting held on November 30, ITC reconnected with the InterAmerican Development Bank to discuss strategies on how to work together to promote the 26th InterAmerican Conference of Mayors and Local Authorities.

JANUARY 8, 2024

ITC organized a meeting with the new President & CEO of the Miami Beach Chamber of Commerce, Ms. Brittne Bassant, to discuss the 26th InterAmerican Conference of Mayors and Local Authorities and possible collaboration.

JANUARY 25, 2024

ITC attended the Meet & Greet Networking Reception hosted by the Consulate General of the Kingdom of Netherlands in Miami.

FEBRUARY 5, 2024

The Honorable Alix Desulme, Mayor of North Miami, invited ITC to meet with him regarding discussions on Sister Cities and ITC activities.

FEBRUARY 9, 2024

ITC participated in the Booker T. Washington High School Annual Academy Explosion event which allowed its students to learn about possible career paths.

FEBRUARY 13, 2024

ITC welcomed the new Consul General of Romania in Miami, The Honorable Gabriela Eremia, to Miami-Dade County. We discussed collaborating in Food & Beverage, Tourism and IT services sectors.

FEBRUARY 15, 2024

ITC attended the Global Commerce Exchange networking reception organized by the US Commercial Service during the Miami International Boat Show.

FEBRUARY 23, 2024

ITC joined Chairman Oliver G. Gilbert, III in celebrating the occasion of the Japanese Emperor's Birthday.

FEBRUARY 26, 2024

ITC was invited by Latinos United and the Hispanic Coalition along with other members of the community to celebrate the 180th year anniversary of the Independence of the Dominican Republic.

FEBRUARY 27, 2024

ITC supported Chairman Oliver G. Gilbert, III, and Mayor Daniella Levine Cava for a special presentation in celebration of the Dominican Republic's 180th Anniversary of Independence. Chairman Oliver G. Gilbert, III and Mayor Daniella Levine Cava provided welcome remarks and presented a County proclamation to the Consulate of the Dominican Republic in Miami.

MARCH 3, 2024

ITC participated in the Asian Cultural Festival organized by the Asian American Advisory Board. Several Consuls General from Asia attended.

MARCH 11, 2024

ITC met with the Deputy Ambassador of the EU Ambassador Michael Curtis at a Conference organized by FIU Jean Monnet Center of Excellence.

MARCH 11, 2024

ITC set up an introductory meeting with the President of India-US Chamber of Commerce South Florida and PortMiami.

MARCH 13, 2024

ITC attended the Aspen Ideas Leaders meeting, organized by the Aspen Institute. This meeting serves as a platform for top thinkers and decision-makers to share ideas, exchange perspectives, and collaborate on addressing pressing issues such as economic development, climate change, public health, social justice, and technology. These conversations are often framed by the Aspen Institute's broader mission of fostering leadership and promoting the exchange of ideas that can drive positive change in society.

MARCH 14, 2024

ITC organized the Sister Cities Committee. Key topics included updates and opportunities relations to Miami-Dade County's Sister Cities Program including the 2024 Sister Cities International All-Americas Summit in San Antonio, Texas.

MARCH 15, 2024

ITC attended the World Trade Center Miami Annual International Women's Day Award Luncheon. ITC was joined by ITC Board Members Lynare Robbins, Brenda Betancourt, Gloria Fonseca, Preeya Disyanan, Jacqueline Del Cristo Berens, and Alejandra Collarte.

MARCH 21, 2024

Attended Doing Business in Chile Webinar, we gained insights into Chile's economic environment, legal framework, and industry opportunities. Key topics included market overview, regulatory considerations, investment incentives, and cultural etiquette. The webinar equipped attendees with valuable knowledge to explore business opportunities in Chile effectively.

MARCH 25, 2024

ITC met with Consul General of Uruguay in Miami, The Honorable Virginia Tebot. We engaged in constructive dialogue on revitalizing sister cities agreements and forging stronger trade ties. Exciting prospects lie ahead as we collaborate for mutual growth.

MARCH 26, 2024

ITC joined in the Independence Day celebrations of Bangladesh hosted by The Honorable Iqbal Ahmed, Consul General of Bangladesh in Miami.

APRIL 2, 2024

Meeting with Consul General of Costa Rica in Miami, The Honorable Ludmila Patricia Ugalde Simionova; Alvaro Piedra-Costa Rica Trade Commissioner (PROCOMER), and Luisa Guzman, Business Development Executive from Promotora del Comercio Exterior de Costa Rica (PROCOMER). Stimulating discussions centered around fostering potential collaboration on Sister Cities International programs, sustainability efforts, and tourism initiatives. Exciting prospects lie ahead as we explore avenues for joint projects and knowledge sharing between Miami-Dade County and Costa Rica.

APRIL 3, 2024

ITC joined Chairman Oliver G. Gilbert, III for the Miami-Dade County Women's Hall of Fame Induction Ceremony honoring Congresswoman Frederica Wilson, Former Congresswoman Ileana Ros-Lehtinen, and State Attorney Katherine Fernandez Rundle. Israeli Consul General Maor Elbaz-Starinsky and Bahamian Consul General Curt Hollingsworth also attended.

APRIL 5, 2024

ITC connected virtually with Her Excellency Jacinth Henry-Martin, Ambassador of St. Kitts & Nevis to the U.S., Abdullah Skerritt, Director of e-Business Operations for the St. Kitts Tourism Authority, and Reiger Fraites to discuss areas of collaboration to revitalize the Sister Cities International Agreement between Miami-Dade County and The Federation of St. Kitts & Nevis Islands.

APRIL 9, 2024

ITC had a meet and greet with Ambassador Wayne McCook, CARICOM Assistant Secretary-General, and Malcom Spence, Sr. Coordinator, Office of Trade Negotiations, CARICOM Secretariat, to discuss areas of collaboration to strengthen trade ties between Miami-Dade County and the Caribbean.

APRIL 9-10, 2024

ITC team participated in Seatrade and linked up with strategic trade partners in the industry. We also reconnected with Port of Cork Company Ltd. as a step to revitalizing the Sister Cities International relationship between Miami-Dade County and County Cork. ITC joined Hydi Webb, Director/CEO, PortMiami in welcoming a delegation from Indian port authorities for a dynamic exchange of ideas and best practices. This meeting marks a significant step towards strengthening international port partnerships and enhancing our global trade networks.

APRIL 9, 2024

ITC welcomed The Honorable Mauricio Soria, Mayor of Iquique, Chile—one of Miami-Dade County's Sister Cities. ITC Board Member Lynare Robbins led the meeting where we discussed potential synergies, including port development, increasing tourism, and utilizing Iquique as a logistics connection to Paraguay, Bolivia, and the Northern part of Argentina.





APRIL 10, 2024

ITC coordinated a meeting with ZAB Capital Holdings, led by Thomas Park and Patrick Misiewicz. Discussions focused on strategic investment opportunities, risk management, and sustainable investing. The ITC looks forward to potential collaborations aligning with our shared goals of fostering global economic growth.

APRIL 11, 2024

ITC met with Invest Madrid and provided insights into the opportunities available for establishing a company in Madrid.

APRIL 12, 2024

ITC held a meeting with Chile's Trade Commissioner, Claudia Serrer Urrutia, we discussed potential collaborations and emphasized our commitment to assisting in future events following the visit of the Mayor of Iquique, Chile, The Honorable Mauricio Soria. Additionally, we exchanged insights on the upcoming trade mission to Santiago, expressing optimism for a fruitful trip.

APRIL 17, 2024

ITC hosted the Commercial Attache of the Quebec Government Office in Miami and discussed how to promote trade ties between the County and Quebec.

APRIL 18, 2024

Meeting with Deputy Consul General Martín Romero and Mr. Diego Duhour (Investment and Economic Development Agent). During our meeting with the Deputy Consul General of Argentina, we engaged in fruitful discussions centered around fostering collaboration and strengthening bilateral trade relations. Key topics included exploring potential areas of cooperation between the International Trade Consortium and Argentina, as well as identifying opportunities for mutual support in advancing trade initiatives. Additionally, we discussed upcoming networking events dedicated to Argentina, recognizing their significance in facilitating further engagement and relationship-building efforts.

APRIL 18-19, 2024

ITC joined Chairman Oliver G. Gilbert, III at this year's eMerge Americas, the premier technology event bridging the Americas. During the event, Chairman Oliver G. Gilbert, III, met with The Honorable Sarah Kavanagh, Consul General of Ireland in Miami. ITC explored cutting-edge innovations and engaged in meaningful discussions on the transformative power of technology in business and beyond.

APRIL 19, 2024

ITC worked together with the Consulate of Jamaica in Miami to welcome The Honorable Alando Terrelonge, Minister of State, Ministry of Foreign Affairs and Foreign Trade of Jamaica, at the Diaspora Satellite Launch for the 10th Biennial Jamaica Diaspora Conference.

APRIL 22-23, 2024

ITC participated in the 2024 Concordia Americas Summit's Roundtable titled, "Digital Twinning & Data Stewardship". We had the pleasure of meeting with The Honorable Andrew A. Swaby, JP, Mayor of our Sister City, Kingston, Jamaica, and representatives from the InterAmerican Development Bank.

APRIL 24, 2024

ITC attended an International Committee Meeting hosted by the Greater Miami Chamber of Commerce (GMCC), led by Chairman Oliver G. Gilbert, III and Alfred Sanchez, President & CEO of GMCC. The meeting focused on introducing the upcoming Colombia Mission, selecting cities such as Medellín, and Barranquilla for their business and innovation potential, and planning the itinerary. Discussions emphasized the mission's value to participants, including networking opportunities, market insights, and strategic partnerships. Overall, the meeting was productive, laying a strong foundation for the mission aimed.

MAY 1, 2024

ITC connected with U.S. Ambassadors and Chiefs of Mission serving in the Western Hemisphere and met with General Laura Richardson, Commander, U.S. Southern Command at the Networking Reception hosted by the Beacon Council for International Understanding (BCIU).



MAY 7, 2024

Chairman Oliver G. Gilbert, III, ITC Vice Chairman Kevin Marino Cabrera, Mayor Daniella Levine Cava, and members of the Miami-Dade Board of County Commissioners (BCC) presented a proclamation to World Trade Center Miami (WTC Miami) during Special Presentations at the BCC meeting. WTC Miami is one of ITC's strategic trade partners, in honor of World Trade Month. Chairman Oliver G. Gilbert, III and ITC Vice Chairman Kevin Marino Cabrera recognized WTC Miami for their outstanding leadership and dedication to international trade. ITC attended in support.

JUNE 4, 2024

ITC joined Chairman Oliver G. Gilbert, III, at the Greater Miami Chamber of Commerce (GMCC)'s 2024 Goals Conference & Consular Corps Reception. This annual event designed is to set the stage for Miami-Dade's business and diplomatic community to align their efforts and goals for the coming year. The event typically brings together local business leaders, elected officials, international diplomats, and consuls from foreign consulates based in Miami, along with other key stakeholders.

JUNE 12, 2024

ITC participated in the BCIU Port Forum and welcomed port representatives from the Republic of Côte d'Ivoire, Senegal, Democratic Republic of Congo, and Republic of Congo to PortMiami. The visiting delegates had the opportunity to explore PortMiami's state-of-the-art infrastructure and thriving cruise industry. Miami-Dade County was well represented alongside the U.S. Commercial Service, Miami-Dade Beacon Council, and Seaboard Marine.

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JUNE 21, 2024

ITC met with Consul General Christofer Burger and Mr. Salman Raza from the Consulate General of Pakistan in Houston at the Florida International Medical Exhibition (FIME Show). This annual event is the leading healthcare trade show in the Americas and provides a platform to explore the latest innovations in medical technology, connect with industry leaders, and discover new ways to advance healthcare.

JUNE 26, 2024

ITC was invited by the Consul General Maria Virginia Tebot of Uruguay in Miami to welcome Captain Artigas Zorilla at the reception on board V/E "Capitan Miranda".

JUNE 28, 2024

ITC organized a meeting with Darlene Bryant (Chiu), Executive Director, Global SF, Carlos Serrano-Quan and Pablo Wong, CEO Camacol, San Francisco, Global SF. We delved into potential collaborations in the food and beverage sectors, climate tech initiatives, and emerging technologies. We extend a thanks to ITC Board Member Joe Chi for initiating the dialogue.

JULY 9, 2024

ITC coordinated a meeting with the EU Consular Corps of Miami and the Miami-Dade County Elections Department. We extend a thanks to Christina White, Supervisor of Elections, Roberto Rodríguez, Deputy Supervisor of Elections and the team for their time.

JULY 19, 2024

ITC engaged with local business leaders at a Networking Reception organized by the Miami Dade College Miguel B. Fernandez Family School of Global Business, Trade & Transportation. During the event, ITC met with Jaret Davis of Greenberg Traurig, LLP.

JULY 22, 2024

ITC hosted Sanjay Aggarwal, Honorary Consular Post of St. Kitts and Nevis in Miami, to discuss areas of collaboration between Miami-Dade County and St. Kitts and Nevis, including revitalizing the Sister Cities relation between both regions.

JULY 23, 2024

ITC attended the International Business Forum which was organized by the Coral Gables Chamber of Commerce and hosted by the Consulate General of Mexico in Miami. Panelists discussed LATAM's business environment and trade opportunities between Miami-Dade and LATAM.

JULY 24, 2024

ITC held a virtual meeting with The Honorable Alfred Mentore, Mayor of Georgetown, Guyana, who expressed interest in establishing a Sister City relationship between Miami-Dade County and Georgetown. The ITC is working with the Office of the Chair to proceed with the next steps.

JULY 25, 2024

ITC was invited by the Consulate General of Italy in Miami to bid a farewell to Eva Alvino, Vice Consul General. The event highlighted the contributions and strong bonds that were forged between Miami-Dade County and Italy under her leadership.

JULY 30, 2024

ITC met with Dr. Carlo Angelo Bocchi, Trade Commissioner, Italian Trade Agency (ITA) in Miami, and explored opportunities to enhance trade relations and foster deeper economic ties between Miami-Dade County and Italy, focusing on industries from fashion and technology to construction materials and the marine sector.

AUGUST 1, 2024

ITC joined Miami-Dade Economic Advocacy Trust (MDEAT) for the Black Business Month Pre-Kickoff Celebration Food Truck & Vendor Expo. This event is dedicated to supporting and showcasing the vibrant community of Black-owned businesses in Miami-Dade.

AUGUST 29, 2024

ITC participated in the Consular Corps of Miami - Airport Operations Seminar, organized by the Miami-Dade Aviation Department (MIA). As Miami-Dade County's lead liaison to the Consular Corps, ITC is honored to be part of this dynamic event, fostering partnerships and promoting understanding and growth across borders. We extend a special thanks to Miami International Airport (MIA)'s Director and CEO Ralph Cutié and Protocol & International Affairs Director Desmond Alufohai for inviting us. We also had the pleasure of seeing ITC Board Member Christopher Rollins at the event.



SEPTEMBER 4, 2024

ITC facilitated a meeting between the Financial & International Business Association (FIBA) and Graduate Institute of Financial Sciences (GIFS) to discuss innovative collaborations in the financial services sector. The discussion centered around creating bridges between the U.S. and Africa with a focus on developing comprehensive courses that will enhance skills and foster a vibrant community of global fintech professionals. During this meeting, we met with Kershen Pillay, Christopher Mulder, Sue Sunker, Sofia Villalobos, and Shalako Wiener. We extend our thanks to ITC Board Members Wayne Shah and David Schwartz for the introduction.

SEPTEMBER 6, 2024

ITC attended the Brazilian-American Chamber of Commerce (BACCF)'s 2024 Independence Gala Dinner in celebration of Brazil's Independence and 200 years of diplomatic relations between the U.S. and Brazil. We extend our thanks to BACCF for the invite and look forward to continuing to work together to promote bilateral trade between Miami-Dade and Brazil – Miami's top trading partner.

SEPTEMBER 10, 2024

ITC joined ITC Vice Chairman Commissioner Kevin Marino Cabrera at Miami International Airport (MIA)'s press conference announcing American Airlines new direct flight service from Miami to La Romana, Dominican Republic, beginning in December 2024.

SEPTEMBER 16-18, 2024

ITC interacted with the Food and Beverage industry at America's Food & Beverage Show & Conference. Hosted by World Trade Center Miami, this annual event provides the opportunity to meet decision makers and buyers from all sectors of the industry for the Americas. We extend a congratulations to WTC Miami on a sold-out show, and our thanks to our ITC Board Member Joe Chi, President of CAMACOL, for the invitation to the Hemispheric Congress of Chambers of Commerce Gala.

SEPTEMBER 20, 2024

ITC kicked off Miami-Dade County's Annual Hispanic Heritage Month Celebration with Mayor Daniella Levine Cava, Chairman Oliver G. Gilbert, III, and Commissioner Eileen. Organized by the Miami-Dade County's Office of Community Advocacy in collaboration with the Hispanic Affairs Advisory Board, this event is dedicated to supporting and showcasing the rich histories, vibrant cultures, and diversity of American Latino communities. This year's exhibit celebrated the life and legacy of Celia Cruz and featured a presentation by the board.

SEPTEMBER 23, 2024

ITC met with Consul General Resul Sahinol and Commercial Attaché Ömer İnce from the Consulate General of Türkiye in Miami. During the meeting, we discussed enhancing trade relations and explored collaborative opportunities in sectors like climate change and food and beverage. Our partnership aims to boost economic growth and address global challenges together. Great possibilities ahead as we work to strengthen our bilateral connections.

SEPTEMBER 25, 2024

ITC welcomed the new Consul General of the Kingdom of Morocco in Miami, The Honorable Chafika El Habti, and offered congratulations on the opening of the new Moroccan Consulate in Miami. This significant development marks a new chapter in our relationship, enhancing our bilateral ties and opening doors to increased economic and cultural exchanges. ITC will work with the Consulate to promote sectors like Tourism, Food & Beverage, Emerging Tech & Innovation between the two regions.

Trade Missions

INBOUND TRADE MISSIONS

consist of reciprocal visits made by cities visited by Miami-Dade County and come as a result of an invitation made or of missions organized by consulates, trade offices and local or foreign partner organizations. The ITC office greets inbound trade missions, provides agenda coordination with local government and economic development organizations, and offers logistical support.

OUTBOUND MISSIONS

consist of meetings with high-level government officials and economic development agencies to promote Miami-Dade County's role abroad as a "Global Gateway" and the "Gateway to the Americas" for international trade.

ITC HOSTED A TOTAL OF **35** INBOUND TRADE MISSIONS AND ORGANIZED **5** OUTBOUND MISSIONS IN FY 2023-24 AS FOLLOWS:

BARBADOS

October 2, 2023

ITC was invited by Miami-Dade Beacon Council to participate in a breakfast/networker welcoming a delegation visiting from Barbados, led by InvestBarbados, the local investment promotion agency. The delegation was comprised of 20 delegates from the island in addition to some local representatives from the diaspora.

GUATEMALA

October 31, 2023

ITC welcomed The Honorable Mainor Orellana, Mayor of Amatitlan, Mancomunidad Gran Ciudad Del Sur Del Departamento de Guatemala, Guatemala – one of our Sister Cities, and discussed economic development opportunities between both regions. The meeting was facilitated by the Consulate General of Guatemala in Miami.

DOMINICAN REPUBLIC

November 5, 2023

ITC joined Chairman Oliver G. Gilbert, III, Commissioner Keon Hardemon, and Commissioner Juan Carlos Bermudez, to welcome The Honorable Raquel Pena, Vice President of the Dominican Republic. The program included remarks and a panel discussion with Vice President Raquel Peña, The Honorable Sonia Guzman, Dominican Republic's Ambassador to the U.S, Consul General Geanilda Vasquez, Consulate General of the Dominican Republic in Miami, and Consul General Francisco Matos, Consulate General of the Dominican Republic in Orlando. Chairman Oliver G. Gilbert, III, Commissioner Keon Hardemon, and Commissioner Juan Carlos Bermudez, presented Vice President Raquel Pena with the Key to the County and a Distinguished Visitor Certificate.

CHILE

November 7, 2023

ITC hosted a Chilean delegation comprised of members from the Chilean Chamber of Construction who were seeking to gain insight on Miami-Dade County's urban planning strategies, wetland protection management, and affordable housing development. The delegation was led by ProChile, and was briefed by Miami-Dade County Departments including Parks, Recreation and Open Spaces; Regulatory and Economic Resources; Division of Environmental Resources; Public Housing and Community Development; South Florida Water Management from the State of Florida.

POLAND

November 14, 2023

ITC in collaboration with Ackerman and World Affairs Council hosted His Excellency Marek Magierowski, Polish Ambassador to the United States. We organized a networking reception where Chairman Oliver G. Gilbert, III provided welcome remarks and the Ambassador and his team talked about diplomatic relations and bilateral trade opportunities.

SIERRA LEONE

November 17, 2023

ITC met with Mr. Hindolo Momoh, Deputy Director, Minister of Fisheries & Marine Resources, Sierra Leone. ITC urged them to participate in the WTCM Food & Beverage Show in 2024 and create brand awareness for their products with the help of the Consulate General of Sierra Leone in Miami.

JAPAN

November 25 to December 6, 2023

Mayor Daniella Levine Cava, Chairman Oliver G. Gilbert, III, and the Greater Miami Chamber of Commerce (GMCC) co-led the GMCC Americas Linkage Mission from Miami-Dade County to Japan to explore business opportunities and deepen trade and commercial ties between both regions. The delegation included ITC Vice Chairman Kevin Marino Cabrera, Commissioner Juan Carlos Bermudez, and Commissioner Marleine Bastien, along with Consul General Kazuhiro Nakai, Consulate General of Japan in Miami, Ralph Cutié, Director/CEO of Miami International Airport, and Alfred Sanchez, President/CEO of GMCC, Rodrick Miller, President/CEO of the Miami-Dade Beacon Council, David Whitaker, President/CEO of the Greater Miami Convention & Visitors Bureau (GMCVB), and Aileen Bouclé, Executive Director of the Miami-Dade Transportation Planning Organization (TPO). During the mission, the delegation met with Japanese officials to promote the export of local goods and discuss the import of Japanese products that align with South Florida's market demands. The mission allowed the opportunity to deepen trade and commerce, share strategies, and establish connections in pivotal areas such as export/import trade, AI/technology, sustainability, urban density, tourism, transportation systems, and healthcare. The Mission to Japan, was designed for groups and companies to navigate the complexities of international business in the competitive global economy.



CHILE

December 11, 2023

ITC was invited by ProChile to welcome The Honorable Juan Gabriel Valdés, Ambassador of Chile to the U.S., at the “Partners for a Better Future” event in commemoration of 200 years of diplomatic relations and 20 years of the signing of the Free Trade Agreement (which took place in Miami during 2003).

CHILE

December 12, 2023

ITC welcomed The Honorable Juan Gabriel Valdés, Ambassador of Chile to the U.S., at a networking lunch celebrating the bilateral relationship between Chile and the United States. This event was organized by the Chile-US Chamber of Commerce.

EUROPE

January 31, 2024

ITC hosted the Ambassador of Serbia along with World Trade Center Miami for a Business Roundtable comprising World Travel Expo, European American Chamber of Commerce, Greater Miami Chamber of Commerce, WTCM and ITC.

POLAND

February 1-3, 2024

ITC partnered with 60 Million Congress, Poland, to coordinate their agenda and identify speakers for the 3-day conference. Chairman Oliver G. Gilbert, III was the Guest of Honor and met with a high-level delegation from Poland. ITC staff participated in several panel discussions.

AUSTRALIA

February 5, 2024

ITC joined Mayor Daniella Levine Cava and Commissioner Raquel Regalado in welcoming the Australian Ambassador to the United States, His Excellency Kevin Rudd, to Miami-Dade County. The Ambassador spoke about the strong bilateral ties between the U.S. and Australia and the importance of Miami as the Gateway to Latin America and the Caribbean.



AFRICA & HAITI

February 7, 2024

ITC organized a briefing for the International Visitor Leadership Program (IVLP) comprised of delegates from across Africa and Haiti. They explored the complex world of local versus federal trade negotiations and the governance surrounding elected officials' actions. ITC illuminated the critical role of international relations and trade in establishing Miami as a key player on the global stage.

LATIN AMERICA & THE CARIBBEAN

February 22-23, 2023

26th InterAmerican Conference of Mayors and Local Authorities (ICMLA) –, Chairman Oliver G. Gilbert, III, welcomed key elected officials and business owners from across Latin America and the Caribbean (LAC) to discuss issues of common interest with Miami-Dade County. Organized by ITC, this two-day event brought together more than 200 foreign delegates and local community leaders from a total of 27 cities and 16 countries from the LAC region, which included seven Sisters Cities of Miami-Dade County — Asuncion, Paraguay; Bahamas; Iquique, Chile; Paramaribo, Suriname; San Jose, Costa Rica; Santa Cruz de la Sierra, Bolivia, and St. Kitts & Nevis.

Participants engaged in seven panel discussions and two presentations which covered several topics such as How to do business in Miami-Dade County, Navigating Persistent Challenges in Municipal Governance, Urban Mobility, Disaster Preparedness and Planning, Tourism Trends, Sustainable Infrastructure, NextGen Tech and Climate Change. A Sister Cities Signing Ceremony between Miami-Dade County and Paramaribo, Suriname was also held.

IRELAND

March 11, 2024

ITC Vice Chair Commissioner Kevin Marino Cabrera had a productive meeting with The Honorable Jennifer C. MacNeill, Minister of State at the Department of Finance, Republic of Ireland. Their discussions spanned politics, identifying synergies across various industry sectors, and exploring potential areas for collaboration.

CZECH REPUBLIC

March 14, 2024

ITC joined Vice Chair Commissioner Kevin Marino Cabrera in welcoming His Excellency Jan Lipavský, Minister of Ministry of Foreign Affairs of the Czech Republic, and His Excellency Miloslav Stašek, Ambassador of the Czech Republic to the US. The discussions explored the burgeoning tech sectors in both Miami and the Czech Republic, highlighting the potential for synergies and collaboration. The business roundtable included Beacon Council, European-American Chamber of Commerce, Polish Chamber and PortMiami.

EL SALVADOR

March 25, 2024

ITC hosted The Honorable Adriana Mira, Vice Minister of Foreign Affairs of El Salvador, and new Consul General of Miami, Elsy Vazquez. ITC coordinated a briefing to discuss potential areas of collaborations and learn about the latest advancements in El Salvador. PortMiami and Miami-Dade Aviation Department (MIA) also provided presentations on their statistics and infrastructure projects.



INDIA

April 10, 2024

ITC met the new Consul General of India, The Honorable Ramesh Babu, Consulate General of India in Atlanta at a Business networking event. His office is collaborating with Select Florida on the latter's mission to India in June 2024. PortMiami has requested ITC to set up a meeting with the Indian Consul General in Atlanta.

FRANCE

April 15-19, 2024

ITC welcomed The Honorable Vincent Languille, Metropolitan Councilor in charge of European Funds and International Relations and Nicolas Regrigny, Director, Economic Development & International Relations from our Sister City, Aix Marseille Provence Metropole. ITC Vice Chair, Commissioner Kevin Marino Cabrera met and welcomed the delegates. They also met with Mayor Daniella Levine Cava and Commissioner Keon Hardemon. ITC organized a meeting with PortMiami and with Miami Dade College. ITC also facilitated passes for the delegates to attend eMerge.

SPAIN

April 22-26, 2024

ITC Chairman Oliver G. Gilbert, III, and the ITC Team joined Miami-Dade Beacon Council Chairman Juan Carlos Liscano, and Rodrick Miller, President/CEO, on an economic development mission to Spain. The mission was organized in partnership with the Trade Commission of Spain in Miami, Select Florida, and the U.S. Embassy and Commercial Service in Spain. Spain remains the Miami-Dade Beacon Council's top international market for Foreign Direct Investment with 158 completed projects to date and 17 Spanish companies currently working with the Beacon Council. The mission consisted of business programs, roundtables and seminars and included briefings by the Commercial Counselor at the U.S. Embassy, one-on-one business meetings with Spanish companies. We also met with the Director General of GECl Aerospace, a project the Beacon Council completed in 2023. In addition, we had a business program and seminar with the confederation of businessmen in Zaragoza and visited Hiberus International, a project completed by the Beacon Council.

COLOMBIA

April 25, 2024

Meeting and Tour for Governor Eduardo Verano De La Rosa of the Atlántico Department, Barranquilla, Colombia. This visit signifies a collaborative effort between the ITC and PortMiami to engage in meaningful trade discussions and strengthen international relations with Atlántico, a region recognized for its strategic location and economic importance in Colombia.

WESTERN HEMISPHERE PORT LEADERS

May 1, 2024

ITC had the opportunity to attend the network reception organized by the Business Council for International Understanding (BCIU) and interact with U.S. Ambassadors and Chiefs of Mission serving in the Western Hemisphere and meet with General Laura Richardson, Commander, U.S. Southern Command.



REPUBLIC OF CONGO

May 3, 2024

ITC met with a high-level delegation from the Ministry of Transports, Civil Aviation, and Merchant Marine, Republic of Congo. They discussed potential enhancements in transportation infrastructure and explored opportunities for deepening cooperation in the aviation and maritime sectors. This meeting is a step towards building stronger trade links and economic growth with an important partner in the African continent.

LANZAROTE, CANARY ISLAND, SPAIN

May 12, 2024

ITC coordinated meetings for a delegation from the regional government cabinet of the Canary Islands which was visiting Miami-Dade County to strengthen ties and explore new partnerships as part of their participation in the 2024 Seatrade Cruise Global. The key objective of their visit is to promote tourism and trade between the Canary Islands and Miami-Dade County. The meeting included representatives from the Greater Miami Chamber of Commerce, Latin Chamber of Commerce of the United States (CAMACOL), World Travel Expo Miami, and ITC Board Member Julian Linares. The delegates discussed developing business ties in tourism and facilitating trade partnerships. The business development meetings successfully forged new relationships, identified investment opportunities, and paved the way for future collaboration between the regions.

IRELAND

May 14, 2024

Team ITC joined ITC Vice Chair Commissioner Kevin Marino Cabrera in welcoming the cohort of 2024 from the School of Business & Economics at the University of Galway, Ireland, for an interactive briefing session. The speakers included Consul General Sarah Kavanagh, ITC Board Member Carlos Guerra, Stanley Rigaud, Miami-Dade Beacon Council, Pamela Fuertes, Miami Dade College and ITC team.

ITALY

May 15, 2024

Team ITC and ITC Board Member Richard de Villiers, PortMiami, had the honor of hosting Commander Alessandro Troia, Commanding Officer of the ITS Raimondo Montecuccoli and Capt. Marco Bagni, Italian Navy Attaché, Embassy of Italy in the U.S.

CARIBBEAN

May 20, 2024

ITC participated in the Caribbean Shipping Association's port tour and assisted PortMiami with the tour of five buses providing insights into PortMiami's operations and infrastructure to the attendees.

ALL-AMERICAS SISTER CITIES SUMMIT

May 29-30, 2024

ITC Chairman Oliver G. Gilbert, III and ITC Team participated in the All-Americas Sister Cities Summit and were joined by ITC Sister Cities Board Members; Lynare Robbins and Brenda Betancourt. The Summit brought together representatives and citizen diplomats from throughout the Americas to explore innovative and sustainable ways in which our cities and countries can engage in diverse ways culturally, socially, economically, educationally. With hundreds of Sister Cities' partnerships in place across the Americas, the All-Americas Summit provides an opportunity to open the doors to new relationships and learn about best practices among professional colleagues. Chairman Oliver G. Gilbert, III was pleased to participate as a panelist in the "High Level Mayoral Dialogue on Urban Horizons" where Mayors from different countries in the Americas gave their perspectives on local priorities and global challenges. Chairman Oliver G. Gilbert, III was also invited to be a panelist in the "International Trade and Investment in the Americas" panel session where he spoke about the Americas market being of critical importance to Miami-Dade County and how we focus on bilateral trade and investment, connectivity, and robust business ties with the region. In addition, ITC staff also participated in the Panel "Spotlight on Sister Cities."

COLOMBIA

June 8-15, 2024

ITC Chairman Oliver G. Gilbert, III, co-led the Americas Linkage Mission to Colombia with the Greater Miami Chamber of Commerce. The business mission offered multiple business prospects to Colombia's most important cities, and it was a great opportunity for businesses and entrepreneurs seeking new ventures. During the business mission the delegation met with the Mayor of Medellin and discussed social Urban Development, Innovation District; and "Pact for Innovation", Talent formation for the Digital and Biomedical Ages. The delegation also met with the Governor of Antioquia who presented on the High-Speed Broad Band Communication, at Port of Urabá – the most ambitious well underway project of the region. In addition, the delegates met with the Medellin Chamber of Commerce, and toured Medellin Free Zone. In Barranquilla the delegation met with the Mayor of the city; visited the Free Trade Zone and met with a few nearshoring, high tech, and exports companies. The delegation also visited the Technoglass factory, Finotex, and AmCham Barranquilla.



DOMINICAN REPUBLIC

June 9-13, 2024

ITC was proud to join ITC Vice Chairman Kevin Marino Cabrera to welcome an inbound delegation from the Dominican Republic, led by the Florida Foreign Trade Association (FFTA), at a welcome reception hosted by World Trade Center Miami. ITC also briefed the delegation about Miami-Dade County and ITC's role during the program's business presentations. A task force was created between the ITC / WTC Miami and AMCHAM DR to continue advancing commercial and business trade relations between Miami-Dade County and the Dominican Republic, including a potential outbound mission from Miami to the Dominican Republic.

IRELAND

June 27, 2024

ITC hosted a briefing session for the UK tech delegation visiting Miami-Dade County, led by Hanna Yu, British Consulate-General, Atlanta. ITC provided a presentation showcasing the vibrant tech ecosystem to British companies interested in opening permanent offices in Miami. The delegation included British innovators such as Trine Fjellberg Falnes, Spond, Simon Catley, Brainnwave and David Saldanha, Wavesight. We extend a thanks to Lynare Robbins, Silvia Clarke, Marina Olman, James Kohnstamm, and Christopher Hudtwalcker, for the support and helping highlight the vast opportunities available in Miami-Dade.

COSTA RICA

July 11, 2024

ITC, in collaboration with Promotora del Comercio Exterior de Costa Rica (PROCOMER) and the Consulate General of Costa Rica in Miami, facilitated a productive day for 23 exporters from Costa Rica, specializing in chayote, pineapple, and pumpkin. The delegation met with representatives from PortMiami and Miami International Airport and toured both facilities, gaining valuable insights into Miami-Dade County's logistics capabilities and trade operations. This visit highlighted joint efforts between Miami-Dade County and Costa Rica to strengthen international trade and economic partnerships.

PERU

August 7, 2024

ITC hosted the University of the Pacific from Lima, Peru. Students and professors were briefed on the dynamic business landscape of Miami-Dade and gained insight from key representatives of PortMiami, Miami International Airport, and Miami-Dade Beacon Council. This event was successfully coordinated through the collaborative efforts of ITC and Promperu.

UNITED KINGDOM & IRELAND

August 17-24, 2024

In August 2024, the Miami-Dade County International Trade Consortium (ITC) led a 34-member delegation to London, UK, and Dublin, Ireland, to strengthen trade and investment ties with these key European markets. The mission, led by Miami-Dade County officials including Chairman Oliver G. Gilbert, III, aimed to enhance Miami-Dade's position as a "Global Gateway" by engaging with stakeholders in emerging technology, waste-to-energy, and tourism sectors. The delegation held meetings with chambers of commerce, visited tech incubators, and explored opportunities for partnerships in sustainable energy and innovation. The mission highlighted Miami-Dade's appeal as an investment hub and fostered connections that could lead to new business collaborations and job creation. The trip also included discussions with key organizations like Associated British Ports and Tourism Ireland, promoting Miami-Dade as a prime destination for transatlantic trade. Through strategic meetings and networking events, the delegation worked to reduce trade barriers and establish long-term economic ties with the UK and Ireland, both of which are significant investors in Florida. The mission successfully laid the foundation for continued engagement with these vital European markets.



BOLIVIA

September 6, 2024

ITC teamed up with the Beacon Council to brief delegation of leading Bolivian companies seeking new opportunities for trade and collaboration. The delegation included representatives from Red Supermercados and Sociedad Inversora Porvenir S.A., both focused on investments and imports; Home Solutions, a company specializing in toy imports; and 11:11 Bolivia, a coffee exporter. Additionally, Embutidos Manwil sought partnerships related to machinery for food, cosmetics, and beverages, while Morales Flight Center explored aviation training collaborations. Esam Latam representatives showcased their expertise in security, automation, and technology, looking for import avenues in Miami. The ITC and Beacon Council provided tailored advice on navigating the local trade landscape and connected them with key industry stakeholders, helping to pave the way for future collaboration between Miami-Dade and Bolivia.

SOUTH AFRICA

September 6, 2024

ITC participated in a roundtable discussion and explored areas of collaboration with the Graduate Institute of Financial Sciences (GIFS), one of South Africa's leading educational providers in financial and insurance services. Guided by Nelson Mandela's values, GIFS is dedicated to using education as a catalyst for change and opportunity. GIFS has grown to make a significant impact globally, with expansions into Africa and the United States, including the California Institute for Applied Financial Sciences. They've made substantial strides in providing top-tier training with triple-accredited qualifications that meet international standards, including improving childhood literacy through the 2030 Reading Panel initiative. During the meeting, ITC spoke about Miami-Dade County and the role of ITC, the Beacon Council discussed the public-private nature and its confidential and cost-free services to companies, and GIFS provided information about GIFS-S Africa programs. ITC looks forward to continuing the conversation and potentially combining our expertise to develop impactful educational programs and support global literacy initiatives. We extend our thanks to the Beacon Council for inviting us to be a part of the conversation.

UNITED KINGDOM

September 13, 2024

ITC partnered with Beacon Council and SelectFlorida to put together a pivotal roundtable in Miami-Dade County with the 20 plus UK Life Sciences companies. This meeting was a melting pot of ideas, focused on fostering partnerships and exploring innovative breakthroughs in life sciences. We continue to work together to push the boundaries of medical technology and healthcare!

We extend our thanks to Michael Garcia and Esther Caravia from Jackson Health System for their collaboration and support and to Consul General Rufus Drabble and his team for their partnership.



GUATEMALA

September 17, 2024

ITC was pleased to organize a visit for a delegation from Guatemala which included AGEXPORT Guatemala and representatives from various service industries. The event featured briefings with insights from PortMiami, Miami International Airport, and Beacon Council, showcasing how Miami's trade and logistics network supports global business. Discussions also covered opportunities for doing business in Miami and how our city drives economic growth through international collaboration. We extend our thanks to Miami's Trade Commissioner of Guatemala, Natalia Samayoa, for the opportunity to help host the delegation.

SENEGAL

September 17, 2024

Chairman Oliver G. Gilbert, III, and ITC Vice Chair Commissioner Kevin Marino Cabrera met with the delegation from the Dakar Chamber of Commerce. As Miami-Dade County's Sister City and PortMiami's Sister Seaport, Dakar, Senegal, plays a crucial role in fostering international relations and enhancing our maritime and commercial ties. This collaboration continues to unlock new opportunities for both regions, strengthening our bonds and driving economic growth. We extend our thanks to Senator Amadou Thiam for the facilitation on the introduction with the Chamber.



Sister Cities Program

Founded in 1981 by the Miami-Dade Board of County Commissioners, the Sister Cities program of Miami-Dade County is administered by the office of International Trade Consortium. The program serves to promote international cultural understanding by developing programs that enhance citizen diplomacy, create international goodwill, and support the County's global trade agenda.

Miami-Dade County has established Sister Cities relationships with cities in South America, Central America, the Caribbean, Europe, Africa, and Asia. Throughout these years, the program has developed innovative projects which have furthered international cooperation and understanding between the County and its respective Sister Cities.

Sister Cities International was created at President Eisenhower's 1956 White House summit on citizen diplomacy, where he envisioned a network that would be a champion for peace and prosperity by fostering bonds between people from different communities around the world. The goal of the Sister Cities program is to create and strengthen partnerships between the U.S. and communities around the world through local government cooperation, cultural understanding, and economic development activities.



**MIAMI-DADE COUNTY
HAS A SISTER CITIES AGREEMENT
WITH THE FOLLOWING 33 CITIES:**

- | | |
|---|---|
| 1. Asti Province, Italy | 18. Metropolis of Aix-Marseille-Provence, France |
| 2. Asuncion, Paraguay | 19. New Taipei City, Taiwan |
| 3. Cape Town, South Africa | 20. Paramaribo, Suriname |
| 4. Cabildo of Tenerife, Canary Islands, Spain | 21. Pereira, Colombia |
| 5. Cayman Islands, UK* | 22. Petit Goave, Haiti |
| 6. City of Grand Turk, Turks & Caicos Islands* | 23. Prague, Czech Republic |
| 7. Commonwealth of the Bahamas | 24. Province of Mendoza, Argentina |
| 8. County Cork, Ireland | 25. Pucallpa, Peru* |
| 9. Curitiba, Brazil | 26. San Jose, Costa Rica |
| 10. Dakar, Senegal | 27. San Pedro de Macoris, Dominican Republic |
| 11. Santa Cruz de la Sierra, Bolivia | 28. Santo Domingo Distrito Nacional, Dominican Republic |
| 12. Federation of St. Kitts & Nevis Islands | 29. Sao Paulo, Brazil |
| 13. Iquique, Chile | 30. State of Monagas, Venezuela |
| 14. Kingston, Jamaica | 31. Stockholm County, Sweden |
| 15. Lamentin, Guadeloupe* | 32. Viareggio, Italy |
| 16. Maldonado, Uruguay | 33. Veracruz, Mexico |
| 17. Mancomunidad Gran Cuidad del Sur del Departamento de Guatemala, Guatemala | |

* Emeritus Status



ITC Board Members

The ITC Board advises on issues related to the Miami-Dade County's international trade agenda. The Miami-Dade County Mayor and Miami-Dade Board of County Commissioners appoint 16 citizen volunteers, from the public and private sectors to the ITC Board. Key economic development agencies in the community appoint 14 representatives to the ITC Board.

FY 2023-24 ITC BOARD MEMBERS:

Oliver G. Gilbert, III

Chairperson
Appointee of the Chairman

Kevin Marino Cabrera

Vice Chairperson
Appointee of the Mayor

Gerald Zadikoff

Appointee of the Mayor

Olga Ramudo

Appointee of the Mayor

Kirk Wagar, Ambassador

Appointee of Board of County Commissioners
District 1

Jeff Lozama

Appointee of Board of County Commissioners
District 2

Brenda Betancourt

Appointee of Board of County Commissioners
District 3

Michele Burger

Appointee of Board of County Commissioners
District 4

Lynare Robbins

Appointee of Board of County Commissioners
District 5

Eric Diaz-Padron, Esq.

Appointee of Board of County Commissioners
District 6

Julian Linares

Appointee of Board of County Commissioners
District 7

Alexander Heckler, Esq.

Appointee of Board of County Commissioners
District 8



Vacant

Appointee of Board of County Commissioners
District 9

Vacant

Appointee of Board of County Commissioners
District 10

Jose Felix Diaz, Esq.

Appointee of Board of County Commissioners
District 11

Jacqueline Del Cristo Berens, Esq.

Appointee of Board of County Commissioners
District 12

Manuel Huerta

Appointee of Board of County Commissioners
District 13

Lenny P. Feldman, Esq.

**Appointee of Florida Custom Brokers and
Forwarders Association**

Alice E. Ancona

Appointee of World Trade Center Miami

Jose “Joe” L. Chi

Appointee of CAMACOL

Daniel Jacobson, Esq.

Appointee of District Export Council of Florida

Drew McKinney

**Appointee of The Foundation for Democracy
in Africa**

Jimmy Nares

Appointee of Miami International Airport

Andrew J. Markus, Esq.

Appointee of The Beacon Council

Christopher Rollins

**Appointee of the Greater Miami Convention &
Visitors Bureau**

Alejandra Collarte

**Appointee of the Greater Miami Chamber of
Commerce**

Wayne Shah

**Appointee of Florida International Bankers
Association**

Preeya Disyanan

**Appointee of the Miami-Dade County Asian
American Advisory Board**

Gloria Fonseca

**Appointee of the Miami-Dade Chamber of
Commerce**



ITC Board Committees

ITC committees support ITC's mission of promoting Miami-Dade County as a global gateway. The committees work with the Consular Corps, bi-national chambers of commerce, and other strategic trade partner organizations. The ITC Committees in FY 2023-24 were as followed:

Executive Committee

To maintain operational continuity, the ITC Board has an Executive Committee that acts on behalf of the ITC Board when the full ITC Board cannot meet. This committee is responsible for implementing ITC policies and certifying incoming and outgoing trade missions. The Executive Committee is composed of the following members:

- Oliver G. Gilbert, III, ITC Board Chair
- VACANT, ITC Board Secretary (Elected)
- Manuel Huerta, ITC Board Treasurer (Elected)

Missions Committee

This committee identifies and recommends countries for trade promotion activities including regions for inbound or outbound business development to strengthen ties with Miami-Dade County leading trade partners. The Missions Committee is composed of the following members:

- | | |
|---|-------------------------|
| • Lenny P. Feldman, Esq., Committee Chair | • Christopher Rollins |
| • Jacqueline del Cristo, Esq., Committee Vice Chair | • Daniel Jacobson, Esq. |
| • Alejandra Collarte | • Jeff Lozama |
| • Alexander Heckler, Esq. | • Jimmy Nares |
| • Carlos Guerra | • Richard de Villiers |

Sister Cities, Consular Corps, and Protocol Committee

This committee provides direction to the Miami-Dade County Sister Cities program and guides our relations with foreign governments. It is the official liaison to the Consulates General and Honorary Consuls in Miami-Dade County. The Sister Cities, Consular Corps, and Protocol Ad Hoc Committee is composed of the following members:

- | | |
|--|---------------------|
| • Jacqueline del Cristo, Esq., Committee Chair | • Gloria Fonseca |
| • Alejandra Collarte, Committee Vice Chair | • Jose "Joe" L. Chi |
| • Brenda Betancourt | • Lynare Robbins |
| • Gerald Zadikoff | • Preeya Disyanan |

ITC Meetings

ITC staff coordinates Board of Directors meetings and Committee meetings where ITC Board Members meet to discuss opportunities in global trade and investment and other objectives that focus on advancing economic development initiatives in Miami-Dade County.

THE FOLLOWING **FOUR (7/29/2024)** MEETINGS WERE HELD IN **FY 2023-24**:

**ITC Board
of Directors
Meeting**

**JANUARY 29, 2024
JUNE 18, 2024**

**Sister Cities,
Consular Corps,
and Protocol
Committee
Meeting**

MARCH 14, 2024

**Missions
Committee
Meeting**

DECEMBER 12, 2023

DECEMBER 12, 2023: Missions Committee Meeting

The ITC Missions Committee met to discuss inbound and outbound trade missions. During the meeting, the Committee reviewed the updated Target Countries Report and provided recommendations to align with Miami-Dade County's trade goals. The Committee recommended adding Mexico, India, Dominican Republic, South Africa, Ghana, Senegal, Peru, Colombia and Panama to the Target Countries Report.

JANUARY 29, 2024: ITC Board of Directors Meeting

ITC Vice Chairman Kevin Marino Cabrera welcomed back ITC Board Members to the first ITC Meeting of 2024. Lenny P. Feldman, Chairman of the ITC Missions Committee, reported on potential target countries for outbound missions, and Jacqueline del Cristo, Chairwoman of the ITC Sister Cities International Committee, provided updates on the Miami-Dade County Sister Cities Program. In addition, Andrew Hecker, Deputy Director/CFO of PortMiami, presented a slide deck on PortMiami's Trade Missions, and Gerard Philippeaux, Interim Executive Director of ITC, highlighted ITC's staff activities and announced upcoming events and business development opportunities.

MARCH 14, 2024: Sister Cities, Consular Corps, and Protocol Committee Meeting

Jacqueline del Cristo, Chairwoman, ITC Sister Cities Committee, held a meeting to discuss Committee updates and initiatives. Gerard Philippeaux, Interim Executive Director, ITC, provided a report on the 26th InterAmerican Conference of Mayors and Local Authorities. Sudeshna Chatterjee, Global Engagement Officer, ITC, provided an update on the Miami-Dade County Sister Cities Program.

JUNE 18, 2024: ITC Board of Directors Meeting

Chairman Oliver G. Gilbert, III provided Miami-Dade County's global trade updates and upcoming opportunities, including the announcement of an upcoming Business Development Mission to the United Kingdom and Ireland to take place at the end of August 2024. Warm welcomes were extended to newest ITC board member, Jose Felix Diaz, Appointee of Commissioner Roberto Gonzalez, Miami-Dade County, District 11.

Account Balances of FY 2023-24

FUND DESCRIPTION	ENDING BALANCE
Jay Malina International Trade Consortium	\$ 128,887.49
Sister Cities 42nd Annual International Conference	\$ 1,225.07
Miami-Dade Sister Cities Scholarship	\$ 6,069.95
Miami-Dade Sister Cities Program	\$ 6,385.12
TRADE MISSION CENTER OF THE AMERICAS BANK ACCOUNT BALANCES	
City National Bank Unrestricted Funds	\$ 5,431.01
City National Bank Restricted Funds	\$ 42,321.30





Daniella Levine Cava
Mayor

BOARD OF COUNTY COMMISSIONERS

Oliver G. Gilbert, III
Chairman

Anthony Rodriguez
Vice Chairman

Oliver G. Gilbert, III
District 1

Marleine Bastien
District 2

Keon Hardemon
District 3

Micky Steinberg
District 4

Eileen Higgins
District 5

Kevin Marino Cabrera
District 6

Raquel A. Regalado
District 7

Danielle Cohen Higgins
District 8

Kionne L. McGhee
District 9

Anthony Rodriguez
District 10

Roberto J. Gonzalez
District 11

Juan Carlos Bermudez
District 12

Senator René García
District 13

Juan Fernandez-Barquin
Clerk of the Court and Comptroller

Pedro J. Garcia
Property Appraiser

Geri Bonzon-Keenan
County Attorney



Miami-Dade County
Board of County Commissioners
International Trade Consortium



23/24

INTERNATIONAL TRADE CONSORTIUM (ITC)
MIAMI-DADE BOARD OF COUNTY COMMISSIONERS

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