


# Memorandum



**Date:** June 29, 2021

Agenda Item No. 2(B)(2)  
July 20, 2021

**To:** Honorable Chairman Jose "Pepe" Diaz  
And Members, Board of County Commissioners

**From:** Daniella Levine Cava,   
Mayor

**Subject:** Resolution No. R-380-21: Sister Airport Agreement between Miami-Dade County and Quito International Airport in Quito, Ecuador, Directive No. 210744

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At the April 20, 2021 Board of County Commissioners (Board) meeting, Board members approved Resolution No. R-380-21 sponsored by Senator Javier D. Souto, directing the County Mayor or County Mayor's designee to negotiate and execute a sister airport agreement with Quito International Airport in Quito, Ecuador. Additionally, the Resolution directed the County Mayor or County Mayor's designee to provide a report to the Board within 60 days of the effective date of the Resolution with respect to the status of the negotiations and execution of the sister airport agreement.

As directed by Board members, a sister airport agreement was negotiated between the County, through its Miami-Dade Aviation Department (MDAD), and Quito International Airport and is attached as Exhibit A. This written agreement memorializes a commitment between Miami International Airport and Quito International Airport to do the following:

- Commit to the exchange of information pertaining to the passenger and cargo industries in each airport; historical statistical information pertaining to each airport; planned airport infrastructure developments, air service developments and general marketing research aimed at increasing passenger and cargo traffic at both airports.
- Study the possibility of providing technical assistance by way of other business arrangements, to promote traffic and airport activities.
- Work towards the formation of technical working groups to exchange educational visits and acts of goodwill ambassadors between airports.
- Promote the relationship and advantages of doing business at each sister airport using normal marketing processes.

The sister airport agreement with Quito International Airport was approved and fully executed in both English and Spanish. If you have any questions concerning the above, please contact Aviation Department Interim Director Ralph Cutie at 305-876-7066.

Pursuant to Ordinance No. 14-65, this memorandum shall be placed on a Board meeting agenda for review.

C: Geri Bonzon-Keenan, County Attorney  
Gerald Sanchez, First Assistant County Attorney  
Jess McCarty, Executive Assistant County Attorney  
Office of the Mayor Senior Staff  
Ralph Cutie, Interim Director, Miami-Dade Aviation Department  
Melissa Adames, Director, Clerk of the Board  
Jennifer Moon, Chief, Office of Policy and Budgetary Affairs  
Yinka Majekodunmi, CPA, Commission Auditor  
Eugene Love, Agenda Coordinator

# EXHIBIT A



# International Sister Airport Agreement

Between  
The Miami-Dade County Aviation Department and  
El Aeropuerto Internacional de Quito, Ecuador, República de Ecuador

On the \_\_\_\_\_ day of \_\_\_\_\_, 2021, in Quito, Ecuador

## Gathered:

**ON BEHALF OF THE MIAMI-DADE AVIATION DEPARTMENT:** The Honorable Daniella Levine Cava, Mayor, Miami-Dade, County; The Honorable Senator Javier D. Souto, Commissioner, Miami-Dade County, and Mr. Lester Sola Aviation, Director & CEO, Miami-Dade Aviation Department (MDAD), operator of Miami International Airport.

**ON BEHALF OF EL AEROPUERTO INTERNACIONAL DE QUITO, ECUADOR:** Mr. Andrew O'Brian, President and Director General, Mr. Carlos Criado Director Commercial QUIPORT of Aeropuerto Internacional de Quito.

**IN ASSEMBLY,** for the purpose of signing a non-binding international sister airport Air Service Development agreement between the Miami-Dade County Aviation Department (MDAD) and International Airport of Quito, Ecuador represented under the following terms:

**FIRST.** This will officially link MDAD and International Airport of Quito, Ecuador in an International Sister Airport Agreement.

**SECOND.** This Agreement shall be executed by MDAD through the Mayor of Miami-Dade County, Senator Javier D. Souto, Commissioner, Miami-Dade County, the MDAD Director, and the International Airport of Quito, Ecuador.

**THIRD.** The parties will commit to the exchange of information pertaining to the passenger and cargo industries in each Airport, historical statistical information pertaining to each airport; planned airport infrastructure developments, air service development and general marketing research aimed at increasing passenger and cargo traffic at both airports.

**FOURTH.** Both airports will study the possibility of providing technical assistance, by way of other business arrangements, to promote the traffic and airport activities covered in this document.

**FIFTH.** Both airports will work towards the formation of technical working groups to exchange educational visits and acts as goodwill ambassadors between airports.

**SIXTH.** Both airports through their normal marketing process will promote the relationship and advantages of doing business at the Sister Airport.

**SEVENTH.** Through the mutual consent of both Sister Airports, additional areas of cooperation and partnering may be agreed upon as part of this Sister Airports Agreement.

**EIGHTH.** The parties consider of the utmost interest the creation of a working group, made up of a limited number of representatives from each party, for the express purpose of putting into practice the intentions of this Agreement.

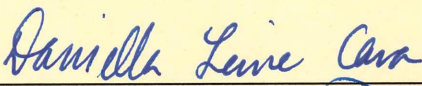
**NINTH.** This Agreement may be executed in two or more counterparts, each of which shall be deemed an original, but all of which shall constitute one in the same instrument, and shall be subject to the approval of the Board of Commissioners of Miami-Dade County.

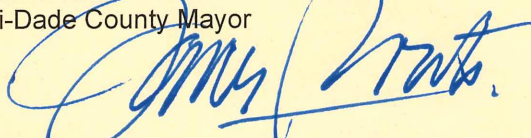
**TENTH.** This Agreement may be cancelled unilaterally upon request by either of the parties, as long as the other party is notified of the termination of the agreement with a minimum of three months prior notice to the date said agreement is to be terminated, without the need to specify cause.

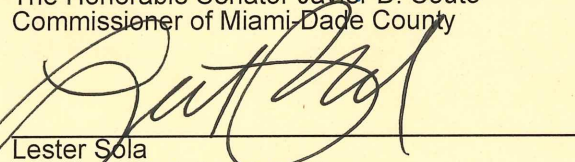
In conformity, signed in the city and on the date indicated.

## SIGNATORIES:

**ON BEHALF OF**  
Miami-Dade County Aviation Department  
Miami International Airport  
Miami, Florida

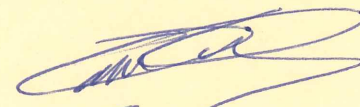
  
The Honorable Daniella Levine Cava  
Miami-Dade County Mayor

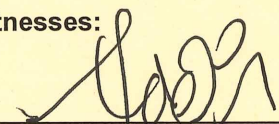
  
The Honorable Senator Javier D. Souto  
Commissioner of Miami-Dade County

  
Lester Sola  
Director of Aviation & CEO  
Miami-Dade County

**ON BEHALF OF**  
Corporación QUIPORT S.A. Concesionario  
Aeropuerto Internacional de Quito

  
Mr. Andrew O'Brian  
President and Director General

  
Carlos Criado  
Director Comercial

**Witnesses:**  
  
Francisco José del Castillo  
Cónsul General  
Consulado de Ecuador en Miami



# Acuerdo de Entendimiento

Entre

**El Departamento de Aviación del Condado de Miami-Dade y  
El Concesionario del Aeropuerto Internacional de Quito**

En el día \_\_\_\_\_ de \_\_\_\_\_, 2021, en Quito, Ecuador

**Se reunieron:**

**EN REPRESENTACIÓN DEL DEPARTAMENTO DE AVIACIÓN DE MIAMI-DADE**, en adelante el MDAD: La Honorable Daniella Levine Cava, Alcadesa, Condado de Miami-Dade, el Honorable Senador Javier D. Souto, Comisionado, Condado de Miami-Dade, y el señor Lester Sola, Director de Aviación y Director Ejecutivo, Departamento de Aviación de Miami-Dade (MDAD), operador del Aeropuerto Internacional de Miami.

**EN REPRESENTACIÓN de CORPORACIÓN QUIPORT S.A., en calidad de Concesionario del Aeropuerto Internacional de Quito, Ecuador**, representado por Andrew O'Brian y Carlos Criado, en sus calidades de Director General y Director Comercial, respectivamente (en adelante "QUIPORT" o "Aeropuerto Internacional de Quito").

Tanto MDAD y QUIPORT podrán ser denominados en conjunto o por separado "Aeropuertos Hermanos", para efecto de este documento no vinculante.

**EN ASAMBLEA**, con el motivo de firmar un acuerdo internacional no vinculante de aeropuertos hermanos / Desarrollo de Servicios Aéreos entre el Departamento de Aviación del Condado de Miami-Dade y el Concesionario del Aeropuerto Internacional de Quito, bajo los siguientes términos:

**PRIMERO.** Esto vinculará oficialmente a MDAD y Aeropuerto Internacional de Quito en un Acuerdo de Aeropuerto Internacional Hermano.

**SEGUNDO.** Este Contrato lo firmará MDAD mediante la Alcaldesa del Condado de Miami-Dade, el Senador Javier D. Souto, Comisionado del Condado de Miami-Dade, el Director de MDAD, y el Director General y Director Comercial, respectivamente QUIPORT.

**TERCERO.** Las partes se comprometerán a intercambiar información pública con relación a las industrias de pasajeros y carga en cada aeropuerto, en la ruta Miami-Quito, información estadística histórica perteneciente a cada aeropuerto en la ruta Miami-Quito: desarrollo de servicios aéreos e investigación general de mercado dirigida a mejorar el tráfico de pasajeros y carga en ambos aeropuertos en la ruta Miami -Quito.

**CUARTO.** Ambos aeropuertos estudiarán la posibilidad de proveer apoyo técnico mediante otros acuerdos de negocios, para promover las actividades de tráfico y aeroportuarias cubiertas en este documento.

**QUINTO.** Ambos aeropuertos trabajarán con miras a la formación de equipos de trabajo técnico a fin de intercambiar visitas educativas y acciones como embajadores de buena fe entre los aeropuertos, para lo cual cada parte cubrirá sus gastos que esto conlleve.

**SEXTO.** Mediante el mutuo consentimiento de ambos Aeropuertos Hermanos, se pueden acordar áreas de cooperación y alianzas adicionales, como parte de este Acuerdo de Aeropuertos Hermanos.

**SÉPTIMO.** Ambos Aeropuertos Hermanos, mediante sus procesos de mercadeos normales, promoverán la relación y las ventajas de hacer negocios en el Aeropuerto Hermano correspondiente.

**OCTAVO.** Las partes consideran de sumo interés la creación de un grupo de trabajo integrado por un número limitado de representantes de cada parte, con el propósito expreso de poner en práctica las intenciones de este Acuerdo.

**NOVENO.** Este Acuerdo se puede firmar en dos o más copias, cada una de las cuales será considerada original, pero todas constituirán uno solo en el mismo instrumento, y estarán sujetas a la aprobación de la Junta de Comisionados del Condado de Miami-Dade.

**DÉCIMO.** Este Acuerdo podrá ser cancelado unilateralmente mediante solicitud de cualquiera de las partes, siempre que la otra parte sea notificada de la terminación del acuerdo con un mínimo de tres meses de antelación a la terminación de dicho acuerdo, sin la necesidad de especificar una causa.

En conformidad, firmado en la ciudad y en la fecha indicadas.

**FIRMANTES:**

**En representación de el Departamento de Aviación del Condado de Miami-Dade  
Aeropuerto Internacional de Miami**

*Daniella Levine Cava*

La Honorable Daniella Levine Cava  
Alcadesa del Condado de Miami-Dade

*Javier D. Souto*

El Honorable Senador Javier D. Souto  
Comisionado del Condado de Miami-Dade

*Lester Sola*

Lester Sola  
Director de Aviación y Director Ejecutivo  
Condado de Miami-Dade

**Corporación QUIPORT S.A. Concesionario  
Aeropuerto Internacional de Quito**

*Mr. Andrew O'Brian*

Mr. Andrew O'Brian  
Presidente y Director General

*Carlos Criado*

Carlos Criado  
Director Comercial

**Testigo de Honor:**

*Francisco José del Castillo*

Francisco José del Castillo  
Cónsul General  
Consulado de Ecuador en Miami



# MEMORANDUM

Agenda Item No. 11(A)(31)

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**TO:** Honorable Chairman Jose "Pepe" Diaz  
and Members, Board of County Commissioners

**DATE:** April 20, 2021

**FROM:** Geri Bonzon-Keenan  
County Attorney

**SUBJECT:** Resolution directing the County Mayor to negotiate and, to the extent possible, execute a sister airport agreement with Quito International Airport, Quito, Ecuador; and directing the County Mayor to provide a report to this Board

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The accompanying resolution was prepared and placed on the agenda at the request of Prime Sponsor Senator Javier D. Souto.



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Geri Bonzon-Keenan  
County Attorney

GBK/smm



## MEMORANDUM

(Revised)

**TO:** Honorable Chairman Jose "Pepe" Diaz  
and Members, Board of County Commissioners

**DATE:** April 20, 2021

**FROM:**   
Gen Bonzon-Keenan  
County Attorney

**SUBJECT:** Agenda Item No. 11(A)(31)

Please note any items checked.

- \_\_\_\_\_ "3-Day Rule" for committees applicable if raised
- \_\_\_\_\_ 6 weeks required between first reading and public hearing
- \_\_\_\_\_ 4 weeks notification to municipal officials required prior to public hearing
- \_\_\_\_\_ Decreases revenues or increases expenditures without balancing budget
- \_\_\_\_\_ Budget required
- \_\_\_\_\_ Statement of fiscal impact required
- \_\_\_\_\_ Statement of social equity required
- \_\_\_\_\_ Ordinance creating a new board requires detailed County Mayor's report for public hearing
- \_\_\_\_\_ No committee review
- \_\_\_\_\_ Applicable legislation requires more than a majority vote (i.e., 2/3's present \_\_\_\_, 2/3 membership \_\_\_\_, 3/5's \_\_\_\_, unanimous \_\_\_\_, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) \_\_\_\_ to approve
- \_\_\_\_\_ Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved \_\_\_\_\_ Mayor  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

Agenda Item No. 11(A)(31)  
4-20-21

**RESOLUTION NO.** \_\_\_\_\_

RESOLUTION DIRECTING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO NEGOTIATE AND, TO THE EXTENT POSSIBLE, EXECUTE A SISTER AIRPORT AGREEMENT WITH QUITO INTERNATIONAL AIRPORT, QUITO, ECUADOR; AND DIRECTING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO PROVIDE A REPORT TO THIS BOARD

**WHEREAS**, it is economically and culturally beneficial to establish affiliations between Miami-Dade County, Florida (the "County") and other cities, airports, and seaports throughout the world; and

**WHEREAS**, this Board has approved the execution of many sister airport agreements since as early as 1989; and

**WHEREAS**, as a result of the great benefits in trade, tourism, cooperation, and understanding brought by sister city, seaport, and airport agreements, the County would like to direct the County Mayor or County Mayor's designee to negotiate, and to the extent possible, execute a sister airport agreement with Quito International Airport in Quito, Ecuador,

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that this Board:

**Section 1.** Directs the County Mayor or County Mayor's designee to negotiate, and to the extent possible, execute a sister airport agreement with Quito International Airport, Quito, Ecuador.

**Section 2.** Directs the County Mayor or County Mayor's designee to provide a report to this Board within 60 days of the effective date of this resolution regarding the status of the negotiation and execution of the agreement in section 1 above, and to place the completed report on an agenda of the Board pursuant to Ordinance No. 14-65.

The Prime Sponsor of the foregoing resolution is Senator Javier D. Souto. It was offered by Commissioner \_\_\_\_\_, who moved its adoption. The motion was seconded by Commissioner \_\_\_\_\_ and upon being put to a vote, the vote was as follows:

Jose "Pepe" Diaz, Chairman	
Oliver G. Gilbert, III, Vice-Chairman	
Sen. René García	Keon Hardemon
Sally A. Heyman	Danielle Cohen Higgins
Eileen Higgins	Joe A. Martinez
Kionne L. McGhee	Jean Monestime
Raquel A. Regalado	Rebeca Sosa
Sen. Javier D. Souto	



The Chairperson thereupon declared this resolution duly passed and adopted this 20<sup>th</sup> day of April, 2021. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.

MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF  
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

By: \_\_\_\_\_  
Deputy Clerk

Approved by County Attorney as  
to form and legal sufficiency.



Ryan C. Zagare