



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

TRADE MIAMI DADE

SEPTEMBER 2018

MESSAGE FROM THE CHAIR

*Welcome to Trade Miami-Dade, the newsletter highlighting the activities of the **International Trade Consortium (ITC)** Board of Directors and the Office of Economic Development and International Trade (OEDIT) of Miami-Dade County. As the Chair of the ITC, I have the responsibility of engaging our local partners and making new commercial connections around the world. The advantages of using Miami-Dade County and its superb international trade resources for moving product to and from anywhere in the world are formidable. Our message is clear: come trade with us, and together we can make Miami-Dade prosper. We hope you enjoy Trade Miami-Dade, and that you will join us in promoting Miami-Dade County as the Global Gateway .*



International Trade Consortium Chair,
Commissioner Jose "Pepe" Diaz.

MAYOR CARLOS A. GIMENEZ SALUTES DEPARTING CONSUL GENERAL OF JAPAN IN MIAMI KEN OKANIWA



During his tenure in Miami-Dade County as Consul General of Japan, Mr. Okaniwa worked tirelessly to expand the region's relationship with our important Pacific ally and trading partner. Numerous infrastructure and transportation companies visited Miami because of his leadership, and the Consulate organized the Japan-South Florida Business Forum with support from PortMiami on July 31. The Forum featured presentations by the Consul General and the five leading technology/engineering companies from Japan: Hitachi, Mitsubishi Electric, Mitsubishi Heavy Industries, Mitsubishi Hitachi Power Systems and NEC. Mayor Gimenez also led a Miami-Dade County Business Development Mission to Japan in March 2018, along with Commissioner Jose "Pepe" Diaz, ITC chair; Board of County Commissioners Vice Chair, Audrey Edmonson; Commissioner Barbara Jordan and Commissioner Jean Monestime.

JAPANESE SERVICE INDUSTRY MISSION VISITS SOUTH FLORIDA

On August 2, four Japanese companies in the food & beverage sector visited Miami-Dade County. The companies were Japan Food Entertainment Co, Ltd., Sasala Dinning USA, Inc., Suntory Liquor Co, Ltd., Wingood USA, Inc.

Japan External Trade Organization (JETRO) organized the mission with the support of the Consulate General of Japan in Miami. The delegation met with South Florida's economic development agencies and business owners at the Beacon Council office. The delegation was briefed on several topical issues by Mr. Ken Okaniwa, Japanese consul general; Mr. Michael Finney, president & CEO of the Beacon Council; Mr. Desmond Alufohai, senior international trade coordinator, Office of Economic Development & International Trade; Ms. Nicola Mangan, business Manager, Miami Downtown Development Authority and Ms. Ozaki Mayumi, CPA.

Consul General Okaniwa stated in his opening remarks that he contacted JETRO's office in Tokyo to include Miami as one of the destinations for the visitors. He noted also that Miami has created an impressive footprint in the food sector in the last decade and that Japanese cuisine is gaining more popularity in South Florida.



From left: Mr. Norikazu Mori, Mr. Ken Okaniwa, Mr. Mario Sacasa and Mr. Manny Gonzalez .



DELEGATION OF STUDENTS FROM PERU VISITS MIAMI-DADE COUNTY

A delegation of 20 international business students from the Universidad del Pacifico in Lima, Peru visited Miami-Dade County from July 21- 26, 2018. At the request of



the Peruvian Trade Office, ITC Senior Trade Specialist Maria Dreyfus-Ulvert briefed the group about Miami-Dade County, the role of Miami-Dade as a global gateway, the programs and services offered by OEDIT to facilitate trade growth, and the specifics and trends of the trade relationship between Peru and Miami-Dade. The students were also interested in learning about current and future business opportunities between the two trade partners. The group, which was hosted by the Consulate General of Peru in Miami, also visited PortMiami and Miami International Airport (MIA).



PROCHILE CEO VISITS MIAMI-DADE

On August 3, Mayor Gimenez welcomed Jorge O’Ryan, the CEO of ProChile, the Chilean government’s export promotion agency; Luis Eduardo Salinas, consul general of Chile in Miami; and Jaime Silva, trade manager, ProChile Miami. The objective of the meeting was to discuss collaboration between Miami-Dade and Chile on various initiatives including the celebration of “Chile Day” in Miami at the end of 2018. During the meeting Mr. O’Ryan noted that Miami is an important entry port in the United States and that they would like to strengthen commercial and business ties with South Florida. In addition, Mr. O’Ryan invited the Mayor to visit Chile in 2019 and offered ProChile’s support.



From left: Consul General of Chile in Miami Luis Eduardo Salinas, Mayor Gimenez, ProChile CEO Jorge O’Ryan

OEDIT organized a meeting with representatives of the various local economic development agencies, such as PortMiami, MIA, Enterprise Florida, the Beacon Council, Greater Miami Chamber of Commerce and the Chile-US Chamber of Commerce. During the meeting, representatives talked about their organization’s relationship with Chile and discussed possible collaboration on various initiatives. InvestChile, the Chilean foreign investment promotion agency; ImagendeChile, a private, non-profit image



promotion agency headed by government ministers; and the Chile-US Chamber of Commerce organized an August 23 workshop on investment opportunities in the digital economy in Chile with the goal of strengthening the relationship between South Florida and Chile. Chile is South Florida's 5th-largest trading partner with total trade of \$5.4 billion in 2017.



CYBERSECURITY CENTER OF THE AMERICAS OPENS IN MIAMI

In September of 2016, a delegation of eight cyber security companies and organizations from Israel visited Miami-Dade County to learn about Miami's tech ecosystem and to participate in the CyberMiami conference. OEDIT organized a site visit to Verizon's NAP facility in downtown Miami, where delegates were briefed about the NAP, they attended the CyberMiami Conference where the Israeli delegation made presentations about the services provided by the various companies, and they explored the possibility of establishing a cyber training center in Miami.



On August 22, 2018, the Cybersecurity Center of the Americas opened at the Miami Dade College Wolfson Campus. The state-of-the-art Cyber Range allows the Center to provide students with real-time training to prepare them to respond to the growing amount of cyber-attacks. Designed to be the premier educational facility in North America to address shortages in credentialed cybersecurity professionals, the Center is a joint venture between the College and Cyberbit, the leading provider of hyper-realistic cyber range platforms.



LATIN FINANCE MAGAZINE HOSTS INAUGURAL TRADE FINANCE IN LATIN AMERICA SEMINAR IN MIAMI

On September 7, LatinFinance Magazine hosted a day-long seminar targeted to local businesses and stakeholders involved in international trade, logistics and freight forwarding companies, financial institutions, international chambers of commerce, and governmental agencies interested in the promotion of international commerce. Brazil's deputy minister for industry, foreign trade and services, Yana Dumaresq Sobral attended and gave remarks on the status of new initiatives and reforms in the Brazilian banking system. Discussion panel topics included : *The Changing Face of Trade Finance; Risk and Regulation: What More Needs to Get Done; Impact Investment; Trade Finance: A Promising New Asset Class for Institutional Investors; The Implications of Financial Technology and Blockchain on Trade Finance; and South Florida Infrastructure and Trade Finance: Untapped Potential.*

Miami-Dade Aviation Department Director Lester Sola and PortMiami director of global trade and business Eric Olafson were featured panelists and discussed expansion projects at MIA and PortMiami and the steps being taken to accommodate growing infrastructure demand in the region. OEDIT was a supporting organization for the event and assisted with panelists and event promotion and recruitment.



Mayor Gimenez provides welcome remarks at the International Business Forum.

PORTMIAMI HOSTS STATE DEPARTMENT/GMCC INTERNATIONAL BUSINESS FORUM

On September 12, PortMiami hosted the International Business Forum, a business networking outreach event co-produced by the U.S. State Department's Office of Foreign Missions' Miami office and the Greater Miami Chamber of Commerce. The Forum brought together foreign diplomats and trade commissioners with local and international businesses with the aim of promoting cooperation between the diplomatic and business communities to

grow international trade in Miami. Keynote remarks were provided by State Department officials and local business leaders.

ETHIOPIAN AIRLINES LAUNCHES HISTORIC CARGO ROUTE AT MIA

On August 29, Ethiopian Airlines launched the first of two weekly freighter flights between the Ethiopian capital of Addis Ababa and Miami, creating the first-ever cargo-only route between the African continent and MIA. The scheduled flights will operate on a route that includes intermediate stops in Spain, Colombia and Belgium on inbound and outbound services. All flights will utilize B777-200LRF freighter aircraft.



"We proudly welcome Ethiopian Airlines and its new cargo service to Miami-Dade County," said Mayor Gimenez. "We look forward to the additional revenue, jobs and business ties these new flights will bring to our community."



Founded in 1945, Ethiopian Airlines is currently the largest airline group and largest cargo operator in Africa, serving more than 92 international destinations across five continents. In 2017, Ethiopian won the SKYTRAX World Airline Award for Best Airline in Africa. Ethiopian also received the African Cargo Airline of the Year award during the 2017 Air Cargo Africa Conference, based on votes by worldwide readers of STAT Trade Times.

Register Now!!

41st Annual Joint Meeting of the Japan-U.S. Southeast & Southeast U.S.-Japan Associations

You are invited to register as a Florida Delegate to the 41st Annual Joint Meeting of the Japan-U.S. Southeast and Southeast U.S. Japan Associations, which will be held October 18-20, 2018 at the New Otani Hotel Tokyo. Governor Rick Scott has appointed Cissy Proctor, Exec. Director of the Florida Department of Economic Opportunity to officially lead our Florida Delegation to this year's joint meeting on his behalf. In addition to the SEUS member state heads of delegations, senior officials of the U.S. and Japan will attend, with total attendance projected at some 400 participants. The program will include remarks and presentations by top business and government leaders on the most significant aspects of the economic relationship and tourism, education, culture and friendship ties between Florida, Japan and the other member states. Both the U.S. Ambassador to Japan and Japan's Ambassador to the U.S. are expected to serve as keynote speakers this year. Florida Delegation will hold its annual meeting of members in conjunction with the joint meeting on the afternoon of October 18, immediately following a Florida Business Seminar for Japanese business leaders, co-organized with Enterprise Florida and open to all Florida Delegates. This year's program provides great networking opportunities for delegates to develop or expand friendly business ties with Japan's top business and economic development leaders. For registration and more info, contact us by phone or visit us online at: www.fl-seusjapan.org/upcoming-events.



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