



FLORIDA FOREIGN TRADE
ASSOCIATION

Incoming Trade Mission from
Dominican Republic to Florida

APRIL 8 - 12, 2018



The Florida Foreign Trade Association in partnership with Enterprise Florida together with the American Chamber of Commerce in Dominican Republic (AMCHAM DR) led by Ms. Sharine DeMarchena, Commercial Services Coordinator with support of several governmental and private organizations conducted the twenty-first incoming trade mission to South Florida from April 8th through 12th, 2018 to meet with potential business providers.

The delegates spent five days in South Florida visiting Miami-Dade and Broward Counties where they had matchmaking appointments, business networking events, conferences, briefings and site visits.

The main objectives of the TRADE-USA DR Mission 2018 were 1) increase bilateral trade between Dominican Republic and the United States through the State of Florida; 2) provide local US businesses free one-on-one business matchmaking meetings; 3) expand business and investments opportunities. The Florida's total merchandise trade with Dominican Republic continues increasing, last year bilateral merchandise trade (exports+imports), all commodities was over 5,800 millions of US dollars.

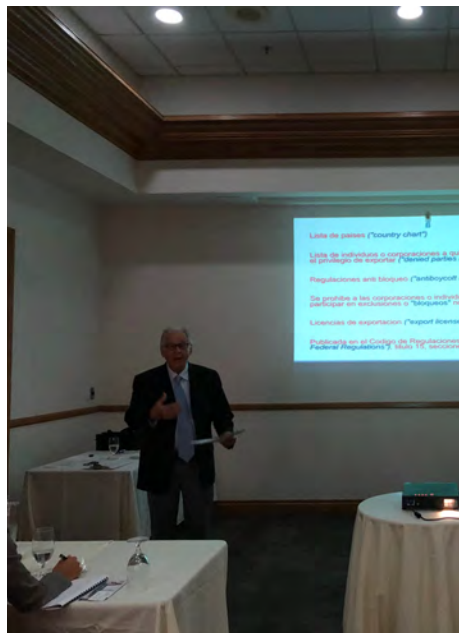
XXI INBOUND TRADE MISSION FROM THE DOMINICAN REPUBLIC TO FLORIDA



Trade-USA DR 2018

Upon arrival at hotel, the participants received a full agenda of appointments scheduled in the City of Doral, Miami-Dade County and at Port Everglades, Broward County.

A half-day conference included a presentation of Antillean Marine-Premier Shipping Lines the Hispaniola Island by Ms. Yadira Fernandez, Business Development Manager and Mr. Robert D. Taylor, Finance Vice President. The second briefing was presented by Mr. Ricardo Casado, President of ServiRep on how to incorporate a company in the State of Florida; how to register a trademark and franchising opportunities in the USA. Last briefing covered a workshop on export and import regulations in the United States with process, concepts and requirements of US governmental institutions and transportation documentation.



A business networking luncheon took place at the Doral Park Country Club, the speakers were Honorable Jose “Pepe” Diaz, Miami-Dade County Commissioner, District 12th; Honorable Juan Carlos Bermudez, Mayor of the City of Doral, Mr. Manny Mencia, Sr. Vice President Division of International Trade & Business Development, Enterprise Florida. Also, there was a special presentation by Mr. Crystian Peralta, Commercial Director of Haina International Terminals about the Advantages of Port Services in Rio Haina Port, Dominican Republic. Mr. Alfredo Ortega, Chief of Staff, Office of the City of Doral Mayor extended Recognition Certificates to each delegation member.





One-on-One Business Meetings at Doral Park Country Club & Port Everglades



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After two-day program of appointments in Doral; we continued to Broward County hosted by Port Everglades to include a half-day of business meetings. The group was welcomed from Mr. Roberto Barcelo, Senior Manager, Business Development and Mr. Jim Pyburn, Director of Commercial Development; also, Ms. Paola Isaac Baraya, Economic Development Specialist-International Trade, Broward County Office of Economic and Small Business Development. The visit to the Port was enhanced by a lunch and presentation from Crowley Shipping Line serving the maritime industry for 125 years. Representatives from Crowley, Ms. Nelly Yunta, Crowley DR Service Executive, Mr. Erjon Miruku, Director Business Development and Mr. Tony Menendez, Senior Account Executive International Sales lectured the Dominican participants about services and opportunities by Crowley.

The result evaluation of participants showed great satisfaction and mission accomplished.



Trade-USA DR 2018



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