

XXII INBOUND TRADE MISSION FROM DOMINICAN REPUBLIC TO FLORIDA

CITY OF DORAL, MIAMI-DADE COUNTY CITY OF TAMPA, HILLSBOROUGH COUNTY

APRIL 7 - 11,2019

On April 7th through the 11th, 2019, the Florida Foreign Trade Association (FFTA) in partnership with Enterprise Florida together with the American Chamber of Commerce in Dominican Republic (AMCHAM DR) with support of several governmental and private organizations welcomed a Dominican Republic Business Delegation seeking to meet with qualified suppliers in the State of Florida. Pre-scheduled business matchmaking appointments were scheduled in the City of Doral, Miami-Dade County and at the Port of Tampa, Hillsborough County.



TRADE-USA DR 2019 Delegation led by AMCHAM DR representatives: Ms. Cristela Compress, Manager of Commercial Services and Membership and Ms. Sharine De Marchena, Coordinator of Commercial Services consisted of the following DR companies: 3C Inmobiliaria SRL, Caribbean Connections, Ciprian Controles SRL (CICOESA), Confort Industrial EIRL, Funeraria Romana, Jasser Agroimportadora SRL, Levapan Dominicana SA (J.Borrell), Melissa Vegana, and Haina International Terminals.

DR delegates arrived at the Miami International Airport on Sunday, April 7th; they participated in a welcoming briefing and were able to touring the city and shopping, before 3-full days of business activities.







Monday April 8th - Tuesday 9th @ Doral Park Country Club

CONFERENCE/PRESENTATIONS FOR DOMINICAN REPUBLIC COMPANIES: "HOW TO DO BUSINESS IN THE STATE OF FLORIDA"

- Antillean Marine-Premier Shipping Lines the Hispaniola Island Ms. Yadira Fernandez, Business Development Manager and Mr. Robert D. Taylor, Finance Vice President
- ServiRep Mr. Ricardo Casado, President
- Akerman LLP -Immigration Law Firm Ms. Denise Gavica Perez, Partner
- Centennial Bank Ms. Mercedes LeeYee, VP SBA Portfolio Management Supervisor & Credit Analyst
- FTZ World Services Mr. Arcelio Gerardo, General Manager













Akerman



CONFERENCE FOR U.S. COMPANIES: "FINANCING OPPORTUNITIES FOR SMALL & MEDIUM SIZE FLORIDA BUSINESSES"



Ms. Elena Mendez, Regional Director Eastern Region, Small Business Export and Import Bank of the United States (EXIM BANK)

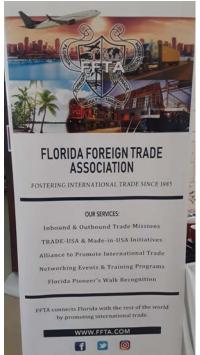




Ms. Mercedes LeeYee, VP SBA Portfolio Management Supervisor & Credit Analyst











BENEFITS & OPPORTUNITIES OF THE DOMINICAN REPUBLIC'S LOGISTICS HUB IN THE CARIBBEAN REGION





Mr. Crystian Peralta, Commercial Director of Haina International Terminals











Monday, April 8th Business Networking Luncheon



City of Doral presented "Distinguished Business Visitors Certificates" to DR Delegates represented by: Mr. Manuel Pila, Economic Developer and Mr. Alfredo Otega, MS, Chief of Staff, Office of the Mayor.

BUSINESS LUNCH KEYNOTE SPEAKERS

- Mr. Manny Mencia, Sr. Vice President Division of International Trade & Business Development, Enterprise Florida
- Hon.Jose "Pepe" Diaz, Miami-Dade County Commissioner, District 12th
- Mr. Alfredo Ortega, Chief of Staff, on behalf of Hon. Juan Carlos Bermudez, Mayor of the City of Doral
- Remarks by: Hon. Miguel A, Rodriguez, Consul General of DR in Miami
- Master of Ceremonies: Mr. Carlos Guerra, Manager
 International Trade & Development, Enterprise Florida

















April 7 - 11, 2019

































Florida Foreign Trade Association
www.ffta.com
Fostering International Trade since 1985

BUSINESS MATCHMAKING APPOINTMENTS

DORAL PARK COUNTRY CLUB

MONDAY, APRIL 8th & TUESDAY, APRIL 9th

















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PORT TAMPA BAY WEDNESDAY, APRIL 10th, 2019

Business Activities: Welcome Briefing - B2B Meetings- Boat Tour









Mr. Gonzalo Padrón

Director, Marketing & Business Development, Latin America PORT TAMPA BAY

Mr. Torrey Chambliss

Manager, FTZ & Cargo Business Development PORT TAMPA BAY











PORT TAMPA BAY WEDNESDAY, APRIL 10th, 2019

Business Activities: Welcome Briefing - B2B Meetings - Boat Tour









Social Activities: On Tuesday late afternoon, DR delegates enjoyed Tampa by shopping at local

mall and shared a get-together meal on their own.







PORT TAMPA BAY WEDNESDAY, APRIL 10th, 2019

BUSINESS MATCHMAKING APPOINTMENTS



















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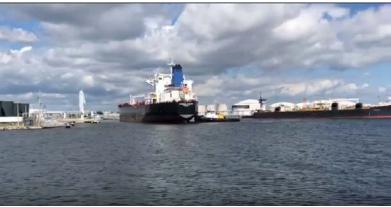


PORT TAMPA BAY BOAT TOUR













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1865 Brickell Avenue | Suite A2008 | Miami, Florida 33129 Phone: (305) 471-0737 | (786) 546-6437 | Fax: (305) 471-7636 info@ffta.com | tradeusa@ffta.com









SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



American Chamber of Commerce (AMCHAM) DR LOGISTICS & CARGO MISSION

June 2 - 6, 2019

JW Marriot Hotel 4 1109 Brickell Avenue | Miami, Florida 33131

The Florida Foreign Trade Association, in partnership with the American Chamber of Commerce DR along with the Commercial Service of the US Embassy in Dominican Republic hosted an incoming business Logistics Mission on Cargo Security and Best Service Practices from the 2nd to the 6th of June, 2019 consisting of 16 executives. The objective of this mission was to learn the best service practices to handle cargo southbound and northbound complying with authorities.

Following the successful trade records between the State of Florida and the Dominican Republic during the past years, we feel that this trade mission will continue improving the future statistics of cargo to benefiting international trade relations.

The Dominican Republic Delegation participated in a series of activities, including tours and presentations from the key organization in the international cargo and business arena and several federal agencies with updates on recent and old regulations for effective movement of cargo. We thank our supporters and sponsors: Enterprise Florida, Port Everglades, Port of Miami, Miami International Airport, Crowley, Seaboard Marine, Amazon Fulfillment Center, Miami-Dade County Development and International Trade Office, Broward County Economic Development Office, Broward County Greater Fort Lauderdale Alliance, Broward County Foreign Trade Zone, Savino Del Bene USA, Inc., Gray | Robinson Law Firm, CEIRD, Trade Commissioner of DR in Miami, Interport, Pomtoc, USDA APHIS PPQ, Greater Caribbean Safeguarding Initiative, Animal and Plant Health Inspection Service at Ports and Airports, US Customs Border and Protection (CBP) Ports and Airports, US Food and Drug Administration (FDA) Office of Regulatory Affairs (OCPM), Federal Maritime Commission (FMC). Besides, delegates participated in the U.S. Caribbean Business Conference 2019. We thank Hon. Jose "Pepe" Diaz, Miami-Dade County Commissioner and Mr. Manny Gonzalez, Chief, Office of Economic Development and International Trade, Miami-Dade County Department of Regulatory and Economic Resources for their contribution and support to present Distinguished Visitors Certificates to the Dominican Delegates.





SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



American Chamber of Commerce (AMCHAM) DR LOGISTICS MISSION DELEGATION

American Chamber of Commerce DR (AMCHAM DR) Leader

William Malamud Executive Vice President

Phone: 809 332-7240

wmalamud@amcham.org.do

Sharine De Marchena | Coordinator Commercial Services

Phone: 809 332-7269

sdemarchena@amcham.org.do

Cristela Compress | Manager Membership & Commercial Services

Phone: 809 332-7232

ccompres@amcham.org.do

ABS FOODS GROUP, SRL

Cristely Bera | Manager Purchasing Department

Phone: 809 455-1822 Ext. 1007

compras@absfoodsgroup.com | gerenciafinanciera@absfoodsgroup.com

Importers of meat, fish, seafood

CARIBETRANS

Mauricio Bogaert | Logistics Coordinator

Daniel de los Santos | Manager Logistics Operations

Phone: 809 682-0102

mbogaert@caribetrans.com | ddelossantos@caribetrans.com

Customs Brokerage - Freight Forwarder

CORPORACION AEROPORTUARIA DEL ESTE

Rafael Alberto Smith Ortega | Manager Terminals Operations & Maintenance

Phone: 809-959-2376 ext. 1715

asmith@puntacana.com

Punta Cana International Airport & Port Operators

DOMEX NACIONAL SRL

César Augusto Villanueva Melo | President
César Danilo Villanueva Bobadilla | Director

Phone: 809 616-6633 Ext. 3022

cesarv@domex.do | mroldan@domex.do

Courier





SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



DOMINICAN WATCHMAN NATIONAL, S.A.

Elba Elisa Velazquez | Manager Phone: 809 548-7761 Ext. 2202

evelazquez@dwn.com.do
Security - Surveillance

FREDERIC SCHAD

Alexander Schad | President

Phone: 809 221-8000 aschad@schad.do

Logistics - Customs Brokerage

GERDAU METALDOM

Jose Miguel Vega | Commercial Director

Phone: 809 239-4622

ivega@gerdaumetaldom.com

Metal Industry

HAINA INTERNATIONAL TERMINALS - PORT OF RIO HAINA

Cristyan Peralta | Vice President of Operations

Phone: 809 740-1025 Ext. 2407 cristyan.peralta@hit.com.do

Port Services - Customs Clearance

INTEC

Virginia García | Director of Operations

Phone: 809 567-9271 Ext. 336 virginia.garcia@intec.edu.do University

PUNTA CANA RESORT & CLUB

María Eugenia Morales | Director of Purchasing & Logistics

Alvaro Fernández | Manager, Logistics Department

Phone: 809 959-2562

mmorales@puntacana.com

Tourism - Resorts





SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Welcome Cocktail Reception, remarks by Ms. Lissette Elias, CEIRD-Trade Commissioner Office of DR











SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Amazon Fulfillment Center presentation and tour by Mr. Patrick St Fort

Amazon ❖ 14000 NW 37th Avenue, Opa-locka, FL 33054



















SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



CROWLEY Tour and Presentations by Mr. Erjon Miruku, Mr. Jose Hidalgo, Mr. Ruben Perez

Crowley 4 10205 NW 108th Avenue, Suite #1 Miami, FL 33178



















SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Broward County Tour and Presentations @ Port Everglades • 1850 Eller Drive, Fort Lauderdale, FL 33316

- ✓ Mr. Roberto Barcelo, Port Everglades
- ✓ Mr. Jean Elie, Assistant Director, Business Development, Port Everglades
- ✓ Mr. Neal Kutchera, Assistant Port Director Petroleum, Port Everglades
- ✓ Ms. Paola Isaac Baraya, Broward County Economic Development Office
- ✓ Mr. Pierre Taschereau, Broward County Greater Fort Lauderdale Alliance
- ✓ Mr. John Paul Brigneti, Savino Del Bene USA, Inc.
- ✓ Mr. Peter Quinter, Esq., Customs & International Trade Law, Gray | Robinson
- ✓ Mr. Bob Balaam, USDA APHIS PPQ Field Operations, Greater Caribbean Safeguarding Initiative

































































SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Presentations @ the Miami International Airport ❖ 5600 NW 36th Street | Suite 515 | Miami, FL 33166

- ✓ Mr. Ernesto Rodriguez, Miami-Dade Aviation Department
- ✓ Mr. Gary Goldfarb, Interport
- ✓ Ms. Diane Loredo, Cargo Control Chief for Miami International Airport, US Customs Border & Protection (CBP)





















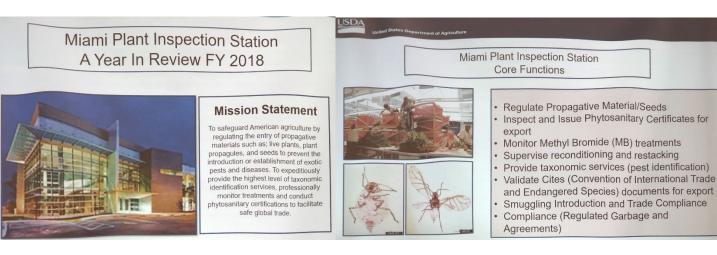


SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Presentations and Tour @ the Port of Miami ❖ 1015 N. America Way, Miami, FL 33132

- ✓ Mr. Sebastian Yavar, Port of Miami
- ✓ Mr. Louis Volpe, South Florida Area Director, US Department of Agriculture's Animal and Plant Health Inspection Service, Plant Protection and Quarantine (USDA APHIS)
- ✓ Ms. Lynn Ramos, Chief Agricultue Specialist and Mr. Kevin Torres, Agricultue Specialist, US Customs Border & Protection (CBP)









SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Procedimiento-Inspección Agricola

- Paso 2- Inspección
 - Los contenedores previamente retenidos son inspeccionados específicamente buscando productos prohibidos y/o plagas como insectos, semillas, o enfermedades patológicas.











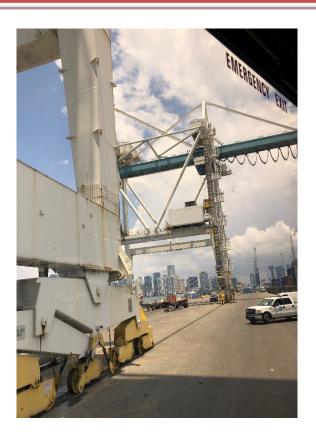


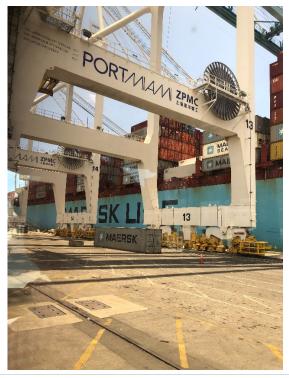
























SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Presentations & Tours @ Seabaord Marine (Port Miami Offices/Conference Room) ❖ 1630 Port Boulevard, Miami, FL 33132

- ✓ Mr. Richard Rodriguez and Mr. Jorge Garavito, Seaboard Marine
- ✓ Mr. Manny Mencia, Sr. Vice President International Trade & Business Development, Enterprise Florida
- ✓ Mr. Adam Peters, Miami-Dade County Development & International Trade Office
- ✓ Ms. Kim Prenter and Mr. Omar Catala, U.S. Food and Drug Administration (FDA) | Office of Regulatory Affairs, OCPM
- ✓ Federal Maritime Commission Eric Mintz













































SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



FDA





http://www.accessdata.fda.gov/cms_ia/ialist.html

- Provide information to the field offices
- ➤ Field can use this information to detain goods without examining them
- > Keep FDA from having to sample over and over again
- Products stay on an Import Alert until the firm proves it can produce a compliant product

FDA Import Program Website:

https://www.fda.gov/ForIndustry/ImportProgram/default.htm











SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



Closing Dinner & Presentations of GRAY | ROBINSON by Mr. Ruben Gottlieb Esq. And Mr. Nicolas Watkins, Esq. JW Marriot Hotel ❖ 1109 Brickell Avenue | Miami, Florida 33131























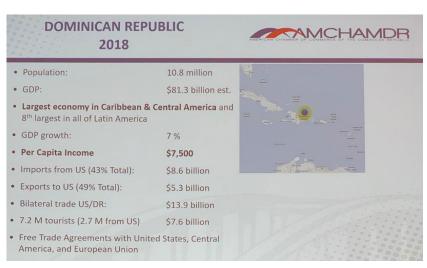
SOUTH FLORIDA MIAMI-DADE & BROWARD COUNTIES June 2 – 6. 2019



DOMINICAN TRADE DELEGATES PARTICIPATED AS SPEAKERS AT THE

U.S. Caribbean Business Conference 2019 ❖ Hilton Miami Airport Hotel: 5101 Blue Lagoon Drive, Miami, FL 33126

- ✓ Mr. William Malamud, Executive Vice President, American Chamber of Commerce DR (AMCHAM DR)
- ✓ Mr. Frederic Schad, President, Alexander Shad











FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 17 - 21, 2019



PROLOGITEC 2019 LOGISTICS & SUPPLY CHAIN EXPO & SUMMIT

Convention Center Guayaquil, Salon A ❖ Avenida de las Americas Guayaquil – Ecuador June 18,19,20/2019

EXPO: 10:00 AM - 8:00 PM SUMMIT: 10:30 AM - 6:00 PM

ONE-ON-ONE BUSINESS MEETINGS: 10:00 AM - 4:00 PM







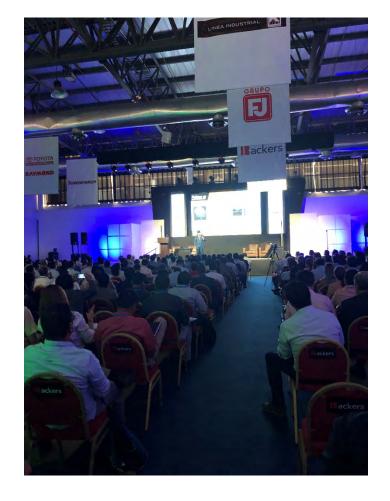
















FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019















FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019













FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019



The Florida Foreign Trade Association appreciates the participation of Mr. Carlos Guerra, Manager, International Trade and Development of Enterprise Florida at Prologitec 2019. Mr. Guerra met with representatives of important organizations that promote international trade and commerce in Ecuador. FFTA represented by Gisella Bustillos-Wong, Econ. Carolina Vinueza, Econ. Ana Maria Vinueza and Mr. Carlos Guerra met with CORPEI, AMCHAM Guayaquil, Chamber of Commerce of Guayaquil, Chamber of Industries of Guayaquil, Chamber of Small Industries of Guayaquil, and the U.S. Consulate in Guayaquil with the purpose of presenting the boundless opportunities of the State of Florida.

Also, FFTA and Enterprise Florida held a seminar/presentation to students of the University of Carchi and the general public with topics on import and export procedures in the USA and the advantages and opportunities of the State of Florida as the hub for their international logistics and purchasing needs and investments.

FFTA thanks Ms. Raquel Castillo, Esq. of Castillo-Mina Law Offices, PLLC for her trade mission participation and assistance with Amcham Guayaquil, Mr. Vicente Pimienta, CEO of Digisults, LLC and Miami Digital Coach of GOOGLE who as speaker and trade mission participant at Prologitec Summit & Expo provided an instrumental coaching presentation for small and medium-size businesses to growth successfully in the future. Sponsored by Enterprise Florida, the following Florida companies had the opportunity to exhibit and meet with potential partners: VMA Logistics/Atlas, Val Transport Inc., Terrazo & Tile LLC, and visitors received US international trade statistics published by WorldCity Trade Numbers and information about training opportunities by FIBA and FFTA.



Camara de Industrias de Guayaquil

<u>www.industrias.ec</u> 593-4-371-3390

Luis Alberto Salvador Alban, Vicepresidente Ejecutivo

Ing. Marco Ibarra Villalba Vicepresidente de Comercio Exterior





FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019

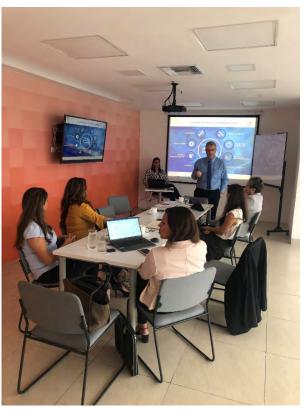




CORPEI

www.corpei.org 593-4-292-5423

Eduardo Egas Peña Presidente Ejecutivo



AMERICAN CHAMBER OF COMMERCE GUAYAQUIL AMCHAM GUAYAQUIL

www.amchamgye.org.ec 593-4-263-4270

Elena Arias de Portes – Chairwoman Ma.Antonieta Reyes de Luca – CEO Nery Merejildo O. – Vice President







FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019



AMCHAM GUAYAQUIL





CAMARA DE COMERCIO DE GUAYAQUIL

www.lacamara.org 593-4-259-6100

Juan Carlos Diaz-Granados Director Ejecutivo







FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019



CAMARA DE LA PEQUENA INDUSTRIA DEL GUAYAS

www.capig.org.ec 593-4-228-1524

Monica Murillo Pizarro – Coordinadora de Proyectos Abg. Miguel Palacios Medina – Director Juridico - Prosecretario





SEMINAR – PRESENTATION
CARLOS GUERRA, ENTERPRISE FLORIDA & FLORIDA FOREIGN TRADE ASSOCIATION







FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019















FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019





PROLOGITEC ORGANIZER
TBL GROUP
The Bottom Line Group

www.prologitec.ec www.tblgroup.com

Otto Guerrero Director Ejecutivo







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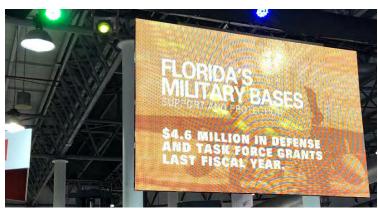


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FLORIDA FOREIGN TRADE ASSOCIATION Guayaquil - Ecuador June 18 – 19 - 20, 2019







































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PROLOGITEC 2020 - JULY 8-9-10









June 18 - 19 - 20, 2019 Guayaquil - Ecuador





FLORIDA FOREIGN TRADE ASSOCIATION

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