



Miami-Dade County
Board of County Commissioners
International Trade Consortium



MIAMI-DADE COUNTY INTERNATIONAL TRADE CONSORTIUM (ITC)
BUSINESS DEVELOPMENT MISSION TO
LONDON, UNITED KINGDOM AND **DUBLIN, IRELAND**

END OF MISSION REPORT

AUGUST 17 - 24, 2024



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INTERNATIONAL TRADE CONSORTIUM

ABOUT US

The International Trade Consortium (ITC) promotes Miami-Dade County as a Global Gateway for bilateral trade and enhances access to economic development opportunities for local companies. Established in November 2002, our office is the lead liaison between the County and the Consular Corps of Miami and serves as a one-stop information and referral resource for international affairs and trade.

ITC works with a wide range of partners, including foreign diplomatic and trade offices, bi-national chambers of commerce and county, state and federal government agencies, and economic development agencies, along with the Miami International Airport and PortMiami. We plan the County's official outbound business development missions, support inbound trade missions, and manage the Sister Cities program of Miami-Dade County.

ITC SERVICES

International Business Development Missions and Shows: International outbound missions consist of meeting with high-level government officials and economic development agencies to promote Miami-Dade County's role as a "Global Gateway" and the "Gateway to the Americas" for international trade.

Inbound Trade Missions: Foreign inbound trade missions are diplomatic reciprocal visits made by cities visited by Miami-Dade County. The ITC is the one stop center for incoming trade missions looking to do business in Miami-Dade County.

Calendar of Events: Listing of events hosted by the ITC and strategic business partners promoting bilateral trade.

Business Trade Alerts Newsletter: Miami-Dade County's latest trade alerts, international affairs, and consular corps news.

MIAMI-DADE COUNTY IS A GLOBAL TRADE HUB

- GDP: \$184.5 billion
- Population: 2.8 million residents
- \$11 billion annual budget
- Operates Miami International Airport & PortMiami
- Growing tech + innovation ecosystem
- 4th largest Consular Corps in the US
- 73 consulates in South Florida
- 29 binational chambers
- 14 foreign trade offices
- 1400+ multinational corporations in South Florida, 72% in Miami-Dade County

ITC BOARD MEMBER ORGANIZATIONS

The ITC Board of Directors is made up of 14 member organizations from public and private sectors of economic development agencies in the community and 16 directors appointed by the Mayor and County Commission that advise on matters related to Miami-Dade County's international trade.

CAMACOL

Select Florida

Florida Custom Brokers & Forwarders Association

Florida International Bankers Association

Greater Miami Chamber of Commerce

Greater Miami Convention & Visitors Bureau

Miami-Dade Beacon Council

Miami-Dade Chamber of Commerce

Miami International Airport

PortMiami

South Florida District Export Council

World Trade Center Miami

The Foundation for Democracy in Africa

Miami-Dade County Asian American
Advisory Board

MIAMI-DADE COUNTY & THE UNITED KINGDOM

UNITED KINGDOM & MIAMI-DADE



\$4.26 b
Total Trade in USD between UK & Miami- Dade (FY 2023)

1
Friendship City Agreement: Southampton, UK

2
Sister Seaport Agreements: Port of Liverpool and Port of Southampton

1
MOU between State of Florida and UK

Rank (by value)	Top Exports in Miami Customs District #52 (FY 2023)
1	Transportation Equipment
2	Chemicals
3	Machinery, Except Electrical

Rank (by value)	Top Imports in Miami Customs District #52 (FY 2023)
1	Computer & Electronic Products
2	Beverages & Tobacco Products
3	Good Returned (exports for Canada only)



MIAMI-DADE COUNTY & IRELAND

International Trade Consortium

IRELAND & MIAMI-DADE



\$474.5 M

Sister City Agreement
County Cork/Ireland

Total Trade between Miami & Ireland (2023)

Sister Seaport Agreement
Port of Cork

Rank (by value)	Top Exports (2023)
1	Transportation Equipment
2	Chemicals
3	Machinery, Except Electrical

Rank (by value)	Top Imports (2023)
1	Computer & Electronic Products
2	Beverages & Tobacco Products
3	Goods Returned (exports for Canada only)



EXECUTIVE SUMMARY

MIAMI-DADE COUNTY ITC'S BUSINESS DEVELOPMENT MISSION TO LONDON AND DUBLIN

The Miami-Dade County International Trade Consortium (ITC) organized a strategic business development mission to London, United Kingdom, and Dublin, Ireland in August 2024. The 34-member delegation, led by Chairman of Miami-Dade Board of County Commissioners (BCC) Chairman Oliver G. Gilbert, III and joined by BCC Vice Chairman Anthony Rodriguez, ITC Vice Chair, Commissioner Kevin M. Cabrera, Commissioner Juan Carlos Bermudez, and Vice Mayor of the City of North Miami, Vice Mayor Mary Estime-Irvin, aimed at fortifying Miami-Dade County's position as a "Global Gateway" and enhancing bilateral relations in trade and investment.

ITC partnered with the Miami-Dade Beacon Council, Miami-Dade Aviation Department, PortMiami, Greater Miami Convention & Visitors Bureau and multiple private businesses for this mission.

The Mission was designed to bolster economic growth in Miami-Dade County by capitalizing on and enhancing existing trade and investment ties with the United Kingdom and Ireland given that these two nations rank 1st and 7th respectively as top investors in Florida.

ITC engaged directly with key stakeholders in sectors critical to the County's economy, such as emerging technology, waste to energy, and tourism. The Mission aimed to attract foreign direct investment and build trade partnerships that could lead to innovation and job creation within the County.

The Mission, both in London and Dublin, commenced with a country briefing by the US Embassies, focusing on the political scenario with new governments in place, socio-economic conditions, and sector-specific opportunities and challenges.

Meetings with chambers of commerce emphasized enhancing the County's trade relationships and promoting it as an investment hub. They served as platforms for dialogue on reducing trade barriers and identifying areas of mutual interest.

The delegation visited several incubators, like Plexal, UK, and Dogpatch Labs, Ireland, engaging with innovative startups in emerging technologies and green energy, exploring the potential for future partnerships, and encouraging their expansion into Miami-Dade County.

Tours of Waste-to-Energy Plants in both cities showcased advanced sustainability practices and opened discussions on collaborative investments in environmental technologies.

Targeted meetings with tech companies facilitated discussions about leveraging the County's growing tech ecosystem for collaborative projects, especially in fintech and smart technologies. Networking events hosted by Greenberg Traurig, Squire Patton Boggs, and Clerkin Lynch started several dialogues on strategic partnerships.

Meetings with Associated British Ports, Tourism Ireland established strong institutional partnerships with the Greater Miami Convention and Visitors Bureau, leveraging Miami-Dade County's appeal as a travel destination.

The Mission reinforced Miami-Dade County's economic ties with the UK and Ireland, highlighting its strategic position as a conduit for transatlantic trade and investment. The delegation's efforts have laid the groundwork for continued economic engagement with these vital European markets.

MEETINGS IN LONDON, UNITED KINGDOM (AUGUST 19 - 21, 2024)

IN-COUNTRY BRIEFING BY THE US EMBASSY:

The delegation's agenda in London kicked off with a comprehensive briefing at the US Embassy, where embassy officials provided detailed analyses of the UK's economic



status, potential business risks, and opportunities. This briefing was crucial for equipping the delegation with the necessary knowledge to navigate complex trade discussions and cultural nuances effectively during their stay.

MEETING WITH THE DEPARTMENT OF BUSINESS & TRADE

This pivotal meeting explored strategic initiatives to bolster the logistics and technology sectors, with discussions revolving around potential partnerships, Brexit implications on trade, and ways to leverage Miami-Dade County's geographic and economic position to serve as a gateway for UK businesses



expanding into the Americas. centered on enhancing collaborative efforts in international development projects and exploring joint ventures that could benefit from mutual expertise and funding in regions of common interest, like Africa and Eastern Europe.

MEETING WITH TECH FOR LOGISTICS COMPANIES

The delegation engaged with executives from leading UK logistics technology firms to explore technological innovations that could streamline logistics operations. They discussed potential implementations of AI and machine learning in supply chain management, which could offer significant efficiency boosts and cost reductions.



BUSINESS ROUNDTABLE AT GREENBERG TRAUIG



This session provided an opportunity for in-depth discussions on global market trends, particularly in equity and debt capital markets, and environmental regulations. Legal experts from Greenberg Traurig also provided insights on navigating regulatory frameworks that impact international trade and investment.



SITE VISIT TO SLOUGH PROJECT

The visit to the Slough Project showcased innovative approaches to converting waste to energy, demonstrating cutting-edge technologies that align with both regions' goals for sustainable development. The project highlighted successful examples of public-private partnerships, offering a model for potential future cooperation.



FCC WASTE TO ENERGY PLANT VISIT



Miami-Dade County officials visited the FCC Waste-to-Energy Plant in Greatmoor to explore innovative solutions for sustainable waste management. The tour highlighted FCC's advanced technologies, including efficient energy recovery systems and cutting-edge emission controls, which maximize environmental benefits while minimizing impact.

Discussions focused on potential collaboration opportunities and knowledge exchange to adapt similar solutions for Miami-Dade County. The visit provided valuable insights into sustainable practices that could support the County's long-term waste management and energy goals.



MEETINGS WITH BRITISH INCUBATORS

Miami-Dade County delegation visited **Plexal**, London's innovation hub, to explore opportunities for collaboration in fostering technology startups and supporting the development of emerging industries. The delegation engaged with Plexal representatives to discuss their work in cybersecurity, artificial intelligence, and fostering entrepreneurship. The meeting highlighted the importance of innovation ecosystems in driving economic growth, and the delegation gained valuable insights into strategies for nurturing startups and connecting them with larger enterprises. Discussions also included potential exchanges and partnerships to enhance Miami-Dade's growing tech ecosystem.

The delegation then visited **Digital Catapult**, the UK's leading advanced digital technology innovation center. The visit focused on exploring their work in immersive technologies, the Internet of Things (IoT), and artificial intelligence (AI). Digital Catapult shared insights into its programs that accelerate innovation by connecting startups with industries to pilot and scale advanced technologies. Discussions emphasized knowledge sharing, fostering transatlantic partnerships, and exploring opportunities

for collaboration in areas such as smart cities, advanced manufacturing, and sustainability. The visit provided actionable takeaways to strengthen Miami-Dade's role as a global innovation hub.



TOUR AND BRIEFING AT TOTTENHAM HOTSPUR STADIUM

Miami-Dade County delegation participated in a tour and briefing at **Tottenham Hotspur Stadium**, one of the most advanced multi-use venues in the world. The visit showcased the stadium's state-of-the-art design, including its innovative retractable pitch and multipurpose facilities, which accommodate both sports and large-scale events.

During the briefing, Tottenham Hotspur representatives highlighted the stadium's role as a global destination, contributing to local economic development and tourism. Discussions focused on best practices in stadium management, event



hosting, and community engagement, offering valuable insights for enhancing similar initiatives in Miami-Dade County.

NETWORKING RECEPTION HOSTED BY SQUIRE PATTON & BOGGS

Miami-Dade County delegation attended a networking reception hosted by Squire Patton & Boggs in London. The event provided an excellent platform for fostering connections with key stakeholders, including business leaders, policymakers, and legal experts.

Discussions during the reception focused on opportunities for collaboration in international trade, investment, and economic development. The event highlighted Miami-Dade's position as a global gateway, reinforced partnerships aimed at strengthening transatlantic business ties and provided excellent B2B opportunities.



MEETING WITH BRITISH TECH COMPANIES AND MIAMI-DADE COUNTY BRANDING PRESENTATION

Miami-Dade County delegation met with leading British tech companies to discuss opportunities for collaboration and investment. The meeting featured presentations showcasing Miami-Dade's strategic advantages as a global tech hub, including its robust infrastructure, diverse talent pool, and position as a gateway to Latin America and the Caribbean.



British companies shared insights on their innovative solutions in technology and expressed interest in exploring partnerships and market expansion opportunities in Miami-Dade County.

NETWORKING LUNCH WITH THE BRITISH TOURISM INDUSTRY

The Greater Miami Convention and Visitors Bureau (GMCVB) hosted a lunch with key representatives from the British tourism industry. The event focused on strengthening ties between Miami-Dade County

and the UK tourism market, highlighting Miami's unique attractions, vibrant culture, and upcoming events.

Discussions centered on collaborative marketing strategies, increasing UK visitor engagement, and leveraging Miami's position as a top destination for British travelers. The lunch provided a valuable platform for fostering partnerships and exploring opportunities to boost tourism between the two regions.



MEETINGS IN DUBLIN, IRELAND

(AUGUST 21 - 23, 2024)

NETWORKING RECEPTION HOSTED BY CLERKIN LYNCH LLP



Miami-Dade County delegation attended a networking reception hosted by Clerkin Lynch LLP in Dublin. The event brought together key Irish business leaders, government representatives, and legal experts to explore opportunities for collaboration in trade, investment, and economic development.

Discussions focused on strengthening ties between Miami-Dade County and Ireland, highlighting Miami's strategic position and opportunities for Irish businesses to expand into U.S. markets. The reception provided a great platform for B2B interactions.

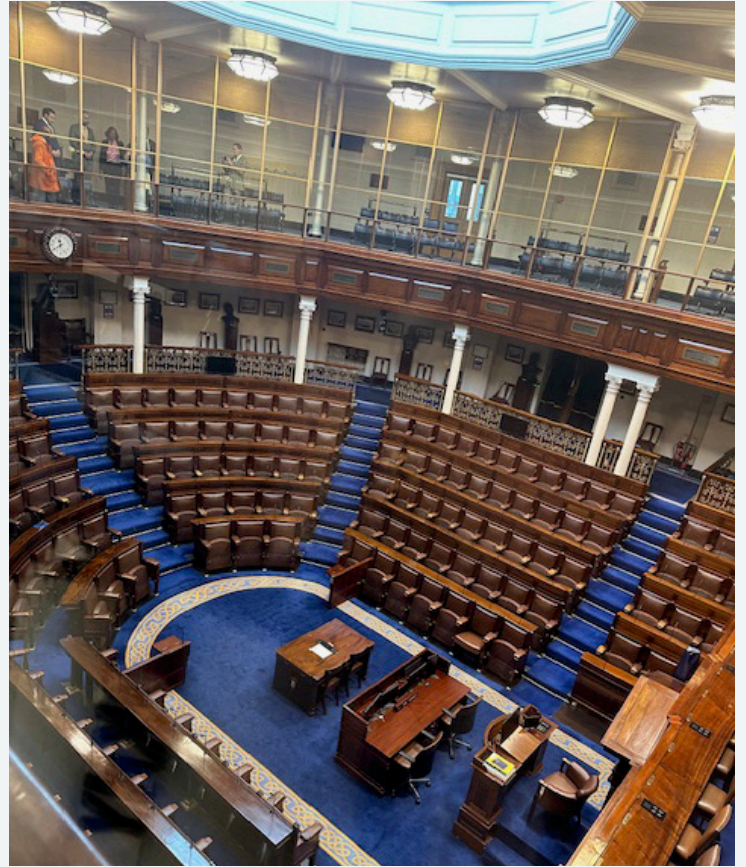
IN-COUNTRY BRIEFING BY US EMBASSY

The briefing in Dublin focused on Ireland's economic recovery post-pandemic, the impact of European Union regulations on trade, and specific sectors of growth such as technology and pharmaceuticals. The insights provided were tailored to identify synergies between Irish and Miami-Dade County businesses.



MEETING WITH IRISH PARLIAMENT

The delegation's interaction with members of the Irish Parliament included discussions on legislative measures affecting business operations between the two regions, potential trade agreements, and the facilitation of direct investments. This meeting also served to reinforce the cultural and economic bonds shared by the regions.



MEETING WITH MINISTER NEALE RICHMOND TD

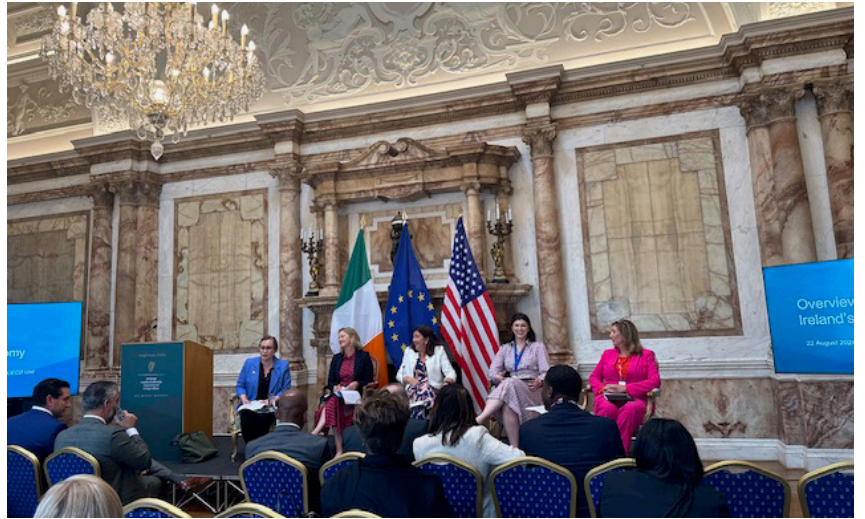
Conversations with Minister Neale Richmond focused on financial services and investment climates. Minister Richmond outlined government initiatives to attract foreign direct investment and potential incentives for Miami-based businesses considering expansion into Ireland.



DUBLIN CHAMBER MEETING



The session with the Dublin Chamber was instrumental in discussing the chamber’s role in supporting international trade and how both could work together to facilitate business exchanges and set up B2B meetings for companies interested in international expansion.



DEPARTMENT OF FOREIGN AFFAIRS

This briefing provided a platform to discuss broader geopolitical issues that affect bilateral relations, including European Union trade policies, upcoming economic summits, and collaborative positions on global economic forums.



MEETING WITH TOURISM IRELAND



Miami-Dade County delegation met with Tourism Ireland to discuss opportunities for collaboration in promoting travel between Ireland and Miami-Dade County. Tourism Ireland provided insights into their marketing strategies and initiatives to attract U.S. visitors, while the delegation highlighted Miami’s vibrant tourism offerings and potential for increased Irish tourism.

The meeting emphasized the mutual benefits of strengthening tourism ties and exploring joint campaigns to enhance visibility in both regions. The discussion laid the foundation for future cooperation in driving visitor growth and fostering cultural exchange.

MEETING WITH TRINITY INNOVATION & ENTERPRISE

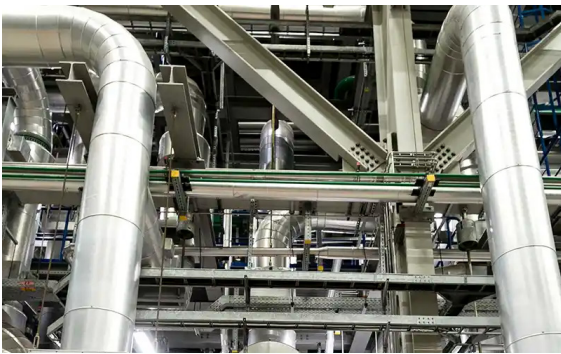
Miami-Dade County delegation met with representatives from Trinity Innovation and Enterprise at Trinity College Dublin. The discussion focused on fostering collaboration in innovation, entrepreneurship, and technology transfer between Miami-Dade County and Dublin.

Trinity shared insights into their programs supporting startups, research commercialization, and industry partnerships, while the delegation highlighted Miami's growing innovation ecosystem. The meeting identified opportunities for joint initiatives, such as startup exchange programs and collaborative research projects, to strengthen ties between the two regions.



DUBLIN WASTE TO ENERGY PLANT TOUR

This tour highlighted Ireland's commitment to innovative environmental solutions, discussing how similar technologies could be implemented in Miami-Dade County. The plant's operational strategies, impact on the local community, and contributions to Ireland's sustainability goals were also discussed.



MEETING WITH DOGPATCH LABS

The delegation toured Dogpatch Labs to experience the innovative ways the offices were set up. The discussion focused on the possibility of creating bilateral programs that allow startups to engage in collaborative work across borders.



MISSION OUTCOME & FOLLOW-UP

ITC successfully conducted its UK and Ireland Business Development Mission, focused on strengthening ties with key stakeholders in London, and Dublin while promoting Miami-Dade County as a global gateway.

KEY OUTCOMES:

1. Productive meetings with business councils, chambers of commerce, and government entities in the UK and Ireland.
2. Enhanced the County's position as a strategic partner for businesses in these regions looking to enter the U.S. and Latin American markets.
3. Facilitated several business-to-business matchmaking sessions connecting Miami-Dade companies with UK and Irish counterparts during networking receptions.
4. Secured interest in future collaborations across sectors like technology, logistics, renewable energy, and tourism.
5. Highlighted Miami-Dade County's advantages, including its strategic location, robust infrastructure (PortMiami, Miami International Airport), and pro-business environment.
6. Raised awareness about opportunities for UK and Irish businesses to expand into the Americas via Miami-Dade County.
7. Tech for logistics companies visited Miami-Dade County in October 2024 as a direct result of our visit in August.
8. Reciprocal delegation from the UK to Miami-Dade County. A 29-member delegation from the life sciences industry visited Miami-Dade County in September 2024.
9. ITC is working with the Consulate General of Ireland in Miami to welcome a high-level delegation to Miami in March 2025.

MISSION DELEGATES

1. **The Honorable Oliver G. Gilbert, III**, Chairman, Miami-Dade Board of County Commissioners and the International Trade Consortium (ITC) and leader of the mission
2. **The Honorable Kevin Marino Cabrera**, Commissioner, Miami-Dade Board of County Commissioners, District 6 and Vice Chairman of the International Trade Consortium (ITC)
3. **The Honorable Anthony Rodriguez**, Vice-Chairman, Miami-Dade Board of County Commissioners, District 10
4. **The Honorable Juan Carlos Bermudez**, Commissioner, Miami-Dade Board of County Commissioners, District 12
5. **The Honorable Mary Estimé-Irvin**, Vice Mayor, City of North Miami
6. **Theresa Therilus**, COO, Miami-Dade Board of County Commissioners
7. **Manuel Orbis Jr.**, Chief of Staff to Commissioner Cabrera
8. **Vivian Castro**, Director of Policy & Legislation, District 12
9. **Gerard Philippeaux**, Interim Executive Director, ITC
10. **Aneisha Daniel**, Director, Miami-Dade Department of Solid Waste Management
11. **Debra Owens**, Director of Government Affairs & International Relations PortMiami
12. **Emir Pineda**, Director Marketing & Air Service Development, Miami International Airport
13. **Sudeshna Chatterjee**, Global Engagement Officer, ITC
14. **Rodrick T. Miller**, President & CEO, Miami-Dade Beacon Council
15. **Maria Budet**, Chief Marketing Officer, Miami-Dade Beacon Council
16. **David Whitaker**, President & CEO, Greater Miami Convention & Visitors Bureau
17. **John Lorfils**, Interim Deputy City Manager, City of North Miami
18. **Guerty Genosier**, Special Project Manager, City of North Miami
19. **Alice Bravo**, CEO, Alice Bravo & Associates
20. **William Meredith**, Director, Reworld
21. **Michael Duff**, Manager, Shareholder, Buchanan Ingersoll & Rooney
22. **Randall Jones**, Managing Director, Hitachi Zosen Inova
23. **John McBurney**, Senior Country Manager, Hitachi Zosen Inova
24. **Jamie Gentile**, Executive Director, Florida Power & Light
25. **Armando Fernandez**, Director of External Affairs, Miami- Dade County, Florida Power & Light
26. **Matthew Cozzo**, Director of Development, Florida Power & Light
27. **Jaret Davis**, Senior Vice President and the Co- Managing Shareholder, Greenberg Traurig, P.A., Miami
28. **Juan Carlos Liscano**, Vice President for Miami, the Caribbean and Latin America & Beacon Council Board Chair, American Airlines
29. **Tamara Rodriguez**, Senior VP & CFO, Island TV
30. **Richard Rodriguez**, CEO & Co-Founder, Centuric Technologies
31. **Erin Hendrix**, Partner, LSN Partners
32. **Hanna Yu**, Senior Trade & Investment Officer, British Consulate Atlanta
33. **Tyrus Fleetwood**, Commissioner's Aide, Office of Chairman Gilbert
34. **Unri Thomas**, Sergeant at Arms, BCC

MIAMI-DADE COUNTY ELECTED OFFICIALS



Daniella Levine Cava
Mayor



Oliver G. Gilbert, III
*Chairman
District 1*



Anthony Rodriguez
*Vice Chairman
District 10*



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



Roberto J. Gonzalez
District 11



Juan Carlos Bermudez
District 12



Sen. René García
District 13



Juan Fernandez-Barquin
*Clerk of the Court and
Comptroller*



Pedro J. Garcia
Property Appraiser

APPRECIATION

Chairman Oliver G. Gilbert, III, thanks mission sponsors, participants, hosts, and staff of the many different organizations who contributed to the success of the Business Development Mission to London, UK and Dublin, Ireland. While ITC was pleased to plan and coordinate the mission, we offer our deepest thanks for the collaboration of our sponsors, partners, and hosts of this mission:

MIAMI-DADE COUNTY, FL, USA:

1. Office of Chairman Oliver G. Gilbert, III
2. Office of Commissioner Kevin Marino Cabrera
3. Office of Vice Chairman Anthony Rodriguez
4. Office of Commissioner Juan Carlos Bermudez
5. PortMiami
6. Miami-Dade Aviation Department
7. Greater Miami Convention & Visitors Bureau
8. Miami-Dade Beacon Council
9. City of North Miami
10. Reworld
11. Hitachi Zosen INOVA
12. US Department of Commerce (South Florida Office)
13. British Consulates in Atlanta & Miami
14. Consulate General of Ireland in Miami

UNITED KINGDOM:

1. US Embassy in London
2. Greenberg Traurig
3. Squire Patton Boggs

IRELAND:

1. US Embassy in Dublin
2. Clerkin Lynch LLP
3. Trinity College Dublin



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