



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



Business Development Mission to the People's Republic of China

(Beijing • Qingdao • Shanghai)

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Japan

(Tokyo)

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The Office of Economic Development & International Trade
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Miami-Dade County, Florida

Compiled by
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Delegates' Profiles

Public Sector



Carlos A. Gimenez is the Mayor of Miami-Dade – Florida’s most populous county. He is Miami-Dade’s highest-ranking elected official and chief administrator, who oversees a metropolitan government with 28,000 employees, an annual budget of approximately \$7.4 billion, and serving 2.7 million residents. Since assuming office in 2011 after a special election, Mayor Gimenez has continued to consistently hold the line on tax increases and to date, the average homeowner has saved approximately \$1,400 in property taxes. He championed and secured approval for the largest tax cut in County history six years ago, and collectively Miami-Dade taxpayers have saved approximately \$2 billion during his tenure.

Mr. Gimenez was re-elected as Mayor in 2012 and again in 2016 for two consecutive four-year terms. He brings with him over 40 years of public service experience. Among the County’s 25 departments are the two largest economic engines in South Florida – PortMiami and Miami International Airport – as well as the public safety departments, Miami-Dade Police, Miami-Dade Fire Rescue, Corrections, and the Medical Examiner’s office. Collectively, between our airport and seaport, Miami-Dade welcomes over 50 million passengers a year, and the two facilities support either directly or indirectly

approximately 600,000 jobs throughout South Florida.

Mayor Gimenez is currently overseeing a \$12.6 billion infrastructure project for the Water and Sewer Department – the largest in Miami-Dade history. The 20-yearlong project includes utilizing state-of-the-art technologies that will improve the reliability and sustainability of the water and sewer system. This project will also contribute over 16,000 new jobs to the community over the course of the next ten years. Prior to becoming Mayor, the Cuban-born Gimenez served on the Board of County Commissioners for seven years. He was first elected in 2004 and subsequently reelected for a second term without opposition in 2008. As Commissioner for District 7, he represented the City of Miami, the Village of Key Biscayne, the City of Coral Gables, the City of South Miami, the Village of Pinecrest, as well as unincorporated areas. He also served as Chairman of the Government Operations Committee and Chairman of the Regional Transportation Committee, which oversaw Miami-Dade County’s transportation systems.

From May 2000 to January 2003, Mayor Gimenez was Manager of the City of Miami and was credited with helping restore financial stability and integrity to that organization. As Miami’s chief administrative officer, he was responsible for an annual budget of \$500 million, a 4,000-employee workforce and provision of services to almost 400,000 residents. During his tenure as Manager, the City’s bond rating went from "junk" to investment grade and the tax rate dropped to its lowest level in 50 years. At the same time, Miami was able to establish more than \$140 million in reserves.

Mayor Gimenez spent 25 years with the Miami Fire-Rescue Department before becoming City Manager. The last nine years with the department, he served as Chief, during which time he was credited with modernizing the department and overseeing the largest reorganization in the department’s history.

Born in Cuba, Mayor Gimenez and his family moved to the United States in 1960. He has been a Miami-Dade County resident ever since. He graduated from Christopher Columbus High School and earned his Bachelor’s Degree in Public Administration from Barry University. In 1993, he completed the Program for Senior Executives in State and Local Government at Harvard University’s John F. Kennedy School of Government. Mayor Gimenez is married to the former Lourdes Portela. They have three adult children – Carlos, Julio and Lourdes – and six grandchildren.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: Office of the Mayor, Miami-Dade County, Florida

Area of Interest: To promote Miami-Dade County and foster closer ties with the Asian region.

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Audrey M. Edmonson has served on the **Miami-Dade County Commission as District 3 Commissioner** since December 2005. She was re-elected in 2016 to a four-year term and elected to serve as Vice Chair of the County Commission from 2016 – 2018. Vice Chairwoman Edmonson previously served as Vice Chair from 2010 to 2012. She represents the diverse communities of Liberty City, Little Haiti, Overtown, the Upper East Side, Edgewater, Buena Vista, Allapattah, Wynwood, Venetian Causeway and Watson Island, all located in the City of Miami; Brownsville, Military Trail Park and Biscayne Shores Park areas, the Village of El Portal and the Village of Miami Shores.

Vice Chairwoman Edmonson currently is Chairwoman of the Housing and Social Services Committee and the Building Safer Neighborhoods Sub-Committee. She also serves as Vice Chairwoman of the Transportation and Public Works Committee and the Chairman’s Policy Council, and as a member of the Youth Crime Task Force. She serves as the Vice Chairwoman of the Miami Dade Expressway Authority (MDX) Board of Directors and as a member of the Homeless Trust Board.

Vice Chairwoman Edmonson was appointed to the Miami-Dade County HIV/AIDS “Getting to Zero” Task Force and served as Chairwoman of the Florida Department of Transportation (FDOT) I-395 Signature Bridge-Aesthetic Steering Committee. She also serves on the Miami-Dade Economic Advocacy Trust and the Public Health Trust nominating councils, the Public Health Trust/Miami-Dade Annual Operating Agreement Committee, the Jackson Health System Obligation Bond Citizens’ Advisory Committee and the County Advisory Task Force for the Byrne Criminal Justice Innovation Program Planning and Implementation Project which is referred locally as Project PEACE: People Engaged and Advocating for Community Empowerment. Vice Chairwoman Edmonson serves as the Vice Chair of the International Trade Consortium Board. She championed the establishment and is an Ex-Officio Member of the Miami Children’s Initiative (MCI), a program modeled after the Harlem Children’s Zone, aimed at helping Liberty City children from cradle to adulthood. Joined by local pastors and community activists, Vice Chairwoman Edmonson leads “Operation Restoration,” an anti-crime strategy group. She also serves as a member of the Lindsey Hopkins Educational Excellence School Advisory Council.

As a member of the National Association of Counties (NACO), Vice Chairwoman Edmonson serves on the Health Committee as the Behavioral Health Sub-committee Vice-Chair, as a member of the Community, Economic and Workforce Development Committee and as a member of the Large Urban County Caucus. She is a member of the Florida Association of Counties’ (FAC) Board of Directors, serves as Co-Chair of the Urban Caucus and was selected as a 2017 Presidential Advocate in recognition of exceptional leadership in partnering with FAC to advance the counties’ legislative agenda.

Born and raised in Liberty City, Vice Chairwoman Edmonson became active in local politics by first serving as Mayor of the Village of El Portal in 1999, was re-elected three successive terms and became the municipality’s first mayor to be elected by residents rather than by the members of the Village Council.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: Miami-Dade Board of County Commissioners

Area of Interest: To promote Miami-Dade County and to support the Mayor’s Asian initiatives.

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Commissioner Jose "Pepe" Diaz serves as **the Commissioner for District 12**, which includes the cities of Doral, Hialeah, Hialeah Gardens, Medley, Sweetwater, Virginia Gardens, and a large portion of unincorporated Miami-Dade County. He was first elected as commissioner in September 2002 and re-elected to a fourth term in 2014. He also served as the Vice-Chairman of the Miami-Dade Board of County Commissioners from 2009-2010.

Commissioner Diaz has served in various capacities on different committees of the County Commission. Currently, he sits on the Parks and Cultural Affairs Committee and the Public Safety and Health Committee and serves as the Vice-Chair of the Infrastructure and Utilities Committee. From 2015-2016, he served as the Chair of the Trade and Tourism Committee and served on the Transit and Mobility Services Committee, the Metropolitan Services Committee and the Value Adjustment Board. In 2013-2015, he served as the Chair of the Land Use & Development Committee. Additionally, Commissioner Diaz, who proudly served as a member of the U.S. Marine Corps, was appointed as Miami-Dade County's Military Liaison and also serves as the Chairman of Miami-Dade County's Military Affairs Board.

On the international level, Commissioner Diaz also serves as Chairman of the International Trade Consortium Board and is an advocate for trade and forging partnerships with other nations. In March 2010, Commissioner Diaz was appointed by U.S. Trade Representative Ron Kirk to serve on the Intergovernmental Policy Advisory Committee on Trade (IGPAC), and has been reappointed twice. His current term runs until April 2018. In this capacity, Commissioner Diaz is one of several committee members chosen to advise, consult with, and make recommendations to the U.S. Trade Representative and the president's administration from the perspective of local governments. He also served as Chairman of the Jay Malina International Trade Consortium (ITC) until January 2006. During his tenure, he was instrumental in making profitable connections for businesses on behalf of Miami-Dade County with the Caribbean and Latin America. He toured several Asian cities in 2005 (Tianjin, Hong Kong and Shanghai), met with government officials and business organizations to promote trade partnerships, and participated in a ceremony to mark a joint venture between Florida International University and Tianjin University of Commerce. The commissioner and the Asian delegation also secured a cooperative agreement for the County with Tianjin's Municipal People's Government.

In addition to his County duties, Commissioner Diaz serves on the Citizens' Crime Watch of Miami-Dade County's Executive Committee. He also served as the Chairman of the Board of Directors of the Miami-Dade County Sports Commission. Before joining the Commission, Mr. Diaz worked to resolve the ongoing flooding issues throughout Miami-Dade County as Mayor of Sweetwater. He is a strong supporter of the elderly and the military. He spearheaded the "Seniors Never Alone" program, which ensures that enrolled seniors receive a call at least twice a week. The program is operated by the Switchboard of Miami, Inc. and each reassurance specialist engages seniors in conversation, providing emergency assistance if necessary. The commissioner also served on the Greater Miami Chamber of Commerce's Military Affairs Committee. He strongly advocated for the USS Gridley, which became the first Navy warship to be commissioned in Miami on February 10, 2007.

Commissioner Jose "Pepe" Diaz is married and has three daughters. He was born in Pinar del Rio, Cuba and has lived in Sweetwater, Fla., for more than 30 years. In 1979, Commissioner Diaz enlisted in the U.S. Marine Corps and was honorably discharged in December 1984. In 1986, he began his career in public service as Chairman of the City of Sweetwater Police Retirement Trust Fund Board. For the next seven years, he served on the City of Sweetwater Commission and was elected Mayor of Sweetwater in May 1999.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: County Services

Area of Interest: To promote Miami-Dade County, foster closer ties with the Asian region and support the Mayor's Asia initiatives.

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Barbara J. Jordan is Miami-Dade County's Commissioner for District 1. She represents the Cities of Opa-Locka and Miami Gardens, as well as unincorporated communities that include California Club, Ives Estates and Country Club Lakes. She was born in New York City but grew up in South Miami-Dade, where she learned the value of hard work - sometimes working in the bean fields with her family. She attended a segregated public school system and subsequently graduated from Arthur and Polly Mays High School in Goulds. In 1965, she received a Bachelor of Arts degree in English with a minor in Psychology from Morris Brown College in Atlanta, Georgia. In 1986, she received a Master of Science degree in Human Services from Nova Southeastern University in Davie, Florida.

Over the next 34 years, Jordan would enjoy an illustrious career with Miami-Dade County, starting with Head Start. As a Public Administrator, she was responsible for the creation of a number of programs and organizations, which helped to empower young people and prepare them for future economic independence through employment opportunities. One of her most proud professional achievements was the formation of the Greater Miami Service Corps, a program that helps troubled youth to realize their potential, return to education, secure employment, and achieve self-reliance.

In 1997, Jordan was appointed Assistant County Manager, serving in that capacity for seven years. In that role, she oversaw county departments that promoted social and economic independence and addressed complex social issues. Some of those departments included Miami-Dade Housing Agency, Office of Community and Economic Development, Department of Business Development, Metro-Miami Action Plan, Consumer Services, Human Resources, Community Action Agency and the Department of Human Services. In 2004, she was tapped by outgoing Commissioner Betty Ferguson to run for the Board of County Commissioners. In spite of being virtually unknown communitywide, Jordan was able to defeat a former Mayor and State Legislator by more than 20 percent of the electoral vote.

In 2007, Jordan was elected by her colleagues to serve as Vice-Chairperson of the County Commission and Chair of the Transit Committee for a two-year term. Her current committee assignments include Housing and Social Services, Parks and Cultural Affairs, and she is Vice Chair of Public Safety and Health. She is also a member of the Metropolitan Planning Organization, Youth Crime Taskforce and CareerSource Florida.

Commissioner Jordan was elected unopposed for a fourth term in 2016. Now in her twelfth year, Jordan has championed several issues facing minorities and the underprivileged. She has been a leader in the areas of affordable housing, small business development, children and senior programs, while fostering continuous economic development within her district. Since taking office, she has directed the infusion of more than \$70 million in construction and infrastructure projects including road resurfacing, drainage improvements, sidewalk installation, speed calming devices, road beautification, affordable and elderly housing and home rehabilitation and beautification programs. She has also provided resources for the creation and development of the Opa-locka Branch Library, the restoration of the historic Opa-locka City Hall and a \$5 million allocation to Florida Memorial University for the construction of a Multi-Purpose Arena. Her leadership has also fostered more than \$130 million in public and private investments at Opa-Locka Executive Airport.

Commissioner Jordan's presence in the community garners many requests for speaking engagements. In 2012 she delivered the Spring Commencement address to Florida Memorial University's largest graduating class. President Henry Lewis III presented Commissioner Jordan an Honorary Doctorate in Humane Letters. Throughout her exemplary career, Commissioner Jordan has been able to balance her life with strong family support. She was married to her husband, Eddie, who passed away in 2017, for over 50 years. She has two adult daughters; Gidget and Winnie; six grandchildren - Neffeteria, Elijah, Jeremiah, Gabrielle, Jamie, and Kerri; and two new great grandbabies, Amy Naiema and Trayvon Jr.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: County Services

Area of Interest: To promote Miami-Dade County and support the Mayor's Asia initiatives.

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Commissioner Jean Monestime strongly believes that there is no greater gift than the gift of service to others. Throughout his more than 30 years as a resident of Miami-Dade County, Monestime has worked hard to achieve the American Dream, becoming **the first Haitian-American to serve on the Board of County Commissioners**, where he has worked to expand opportunities for others, thus paving the way for future generations.

Monestime was first elected to represent District 2 on the Miami-Dade Board of County Commissioners on November 2, 2010. District 2 includes portions of the City of Miami, North Miami, North Miami Beach, Opa-locka, and the unincorporated areas of Liberty City, Biscayne Gardens and North Central Dade. He was overwhelmingly re-elected in August 2014 for a second four-year term, and in November 2014 chosen unanimously to serve as Chairman of the Miami-Dade Board of County Commissioners for two years. On February 20, 2015 Commissioner Monestime was selected unanimously by municipal, school board, and

commission colleagues to preside over the Miami-Dade Metropolitan Planning Organization (MPO) Governing Board.

Commissioner Monestime exemplifies an active life of service. He is a former City of North Miami Councilman and Vice-Mayor. He was a Delegate to the National Democratic Convention and later selected as a Florida Electoral College member for the 2012 U.S. presidential election, another prestigious and historic appointment!

Additionally, he is the President of JEMO Realty, Inc, a full-service real estate and insurance company, and JEMO Enterprises, LLC, a business consulting agency. Moreover, he is a former Miami-Dade County Public School teacher and worked as an adjunct professor of management at the University of Phoenix, South Florida campus.

As an advocate for equal justice and economic development, Monestime has lectured and presented dozens of seminars. He has been a guest on several radio and TV programs on issues related to community leadership, business and financial matters, as well as local government and civism. Among his extensive civic involvements, Monestime has served as a member of the NAACP, National Black MBA Association, Haitian-American Grassroots Coalition, the African-American NON-GROUP Coalition, Turner Tech High School Academy of Finance Board, Haitian American Political Action Committee, Little Haiti Optimist Club, the Society of Haitian-American Professionals and Entrepreneurs, the Florida Governor's Haiti Advisory Group and the University and Community Zone Schools Advisory Committee. Commissioner Monestime has been an active member of Eden SDA Church since 1981, where he's served as Head Elder and currently as Choir Director.

The Commissioner has an MBA from the H. Wayne Huizenga School of Business and Entrepreneurship at Nova Southeastern University and a bachelor's degree in Finance from Florida International University. Mr. Monestime is also a graduate of the Senior Executives in State and Local Government program at Harvard University's Kennedy School of Government.

He is married to Kettia and they have two adult sons.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: Miami-Dade Board of County Commissioners

Area of Interest: To promote Miami-Dade County and to support the Mayor's Asian initiatives.

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Edward Marquez was appointed as **Deputy Mayor of Miami-Dade County Government** in August 2011 by the Honorable Mayor Carlos A. Gimenez. As Deputy Mayor, Mr. Marquez is responsible for overseeing the internal management functions of the County, which include the County's Management and Budget, Human Resources, Internal Services, Finance, Audit and Management, and Information Technology Departments. In addition to serving as Deputy Mayor, Mr. Marquez is also serving as Finance Director/CFO of the County. Prior to becoming Deputy Mayor, Mr. Marquez was Senior Vice President of First Southwest Company, an investment banking and financial advisory firm, and managed its Miami Office.

He has also served as chief financial officer of the Miami-Dade County School Board - the fourth largest school district in the United States. Prior to his tenure at the School Board, Mr. Marquez served as Miami's City Manager where he directed the development of the Five-Year Fiscal and Operational Recovery Plan, and coordinated a joint business-government blue ribbon task force to improve municipal efficiencies. As a result, Mr. Marquez effectively guided a near bankrupt city government, with a \$400 Million operating and capital improvement budget and a workforce of 3,500, toward fiscal well-being. In addition, Mr. Marquez previously worked at Miami-Dade County as Audit Manager, Assistant Controller, Controller, and served as Finance Director from 1986 to 1996.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: Office of the Mayor, Miami-Dade County, Florida.

Area of Interest: To promote Miami-Dade County and to support the Mayor's Asian initiatives.

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Lester Sola is the **Director and Chief Executive Officer of the Miami-Dade Aviation Department**. He oversees operations at Miami International Airport (MIA) and four general aviation (GA) airports in the Miami area, which together generate \$33.7 billion in business revenue and support more than 280,000 direct and indirect jobs. MIA leads the way, handling more than 44 million passengers and more than two million tons of cargo annually, placing it among America's busiest international passenger and cargo airports.

Mr. Sola has served Miami-Dade County for more than 26 years, most recently as Director of the Miami-Dade Water and Sewer Department. As Director of the largest utility in the southeastern United States, Mr. Sola was responsible for: providing high-quality drinking water and wastewater disposal services to more than 2.3 million residents, businesses and visitors daily; managing more than 2,700 employees and an annual operating budget of \$796 million; and leading the largest capital improvement program in Miami-Dade County's history. During Mr. Sola's tenure at the department from 2015 to 2017, nearly 1,000 projects worth more than \$1.1 billion were completed.

Mr. Sola began his career with Miami-Dade County government in 1992 as a member of the County Manager Management Training Program. He has held several high-level positions including: Contract Coordination Officer in the County Executive Manager's Office; Architectural and Engineering Consultant Coordinator for the County Executive Manager's Office; Assistant to the County Manager; Associate Director for the Aviation Department; Deputy Director for the Department of Business Development; Supervisor of Elections; and Director of the Internal Services Department.

During his more than two decades of public service, Mr. Sola has been responsible for: the reorganization of several County departments; coordination and refocusing of the capital program at Miami International Airport; the establishment of small and minority-based programs for the procurement of goods and services; establishment of centralized systems for the tracking of County capital expansion programs and professional services; and the provision of management direction to County departments, management agreements and agencies such as Aviation, Seaport, Beacon Council, Performing Arts Center and the American Airlines Arena.

Mr. Sola has a master's degree and bachelor's degree in public administration, with a minor in organizational psychology from Florida International University.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Aviation

Products/Services: Oversees operations at Miami International Airport and 4 general aviation airports in the Miami area.

Area of Interest: To promote Miami-Dade County, support the Mayor's Asian initiatives and explore direct air service between opportunities between Asia and Miami International Airport.

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Beijing, Qingdao, Shanghai & Tokyo



Mr. Kuryla was appointed to the position of **PortMiami Director & CEO** by Miami-Dade County Mayor Carlos A. Gimenez On April 1, 2014. He oversees operations and capital development for the cruise capital of the world and cargo global gateway. He began his career with Miami-Dade County in the Parks and Recreation Department in 1987. He moved to the County's Finance Department in 1993 as an administrative officer, where he managed a grants program funded by tourist tax dollars. After approximately a year and a half in the Finance Department, Mr. Kuryla took the position of Section Head at the County's Public Works Department's Road, Bridge and Canal Maintenance Division.

In 1996, Mr. Kuryla was promoted to work in the County Manager's Office as an Assistant Administrator. He was promoted again in May 1998 to the Port of Miami as Assistant to the Port Director, where he oversaw the Department's local, state and federal legislative agenda. From February 2001 through February 2007 Mr. Kuryla held the positions of Assistant Port Director for Intergovernmental Affairs and Assistant Port Director for Intergovernmental Affairs and Promotions.

In 2007, Mr. Kuryla was promoted to Assistant Port Director for Maritime Services. In this capacity, he served as co-lead negotiator for the Port on all long term agreements executed with cruise and cargo customers as well as oversaw Port operations, facilities management, berthing, and property management, in addition to the customer service, business development, public information and media relations. In 2009, Mr. Kuryla was promoted to Deputy Port Director. In this capacity, he was responsible for directly overseeing the Port's five assistant port directors.

Mr. Kuryla holds a Bachelor of Business Administration and Master of Business Administration from Florida International University. In 2010, Mr. Kuryla obtained his Professional Port Manager PPM® degree from the American Association of Port Authorities (AAPA).

SECTOR PROFILE

Agency: PortMiami

Industry Sector: Public / Logistics

Products/Services: County Government

Areas of Interest: Support the Mayor and County Commissioners. Meet with Port officials to discuss trade expansion and cooperative agreements.

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Alice N. Bravo, P.E., was appointed **Director of Miami-Dade Transit in July 2015**. In February 2016, Ms. Bravo was appointed Director of the of the Department of Transportation and Public Works (DTPW), which merged the County’s Transit and Public Works functions under one department. DTPW operates the 15th largest public transit system in the United States, and the largest in Florida. This includes the Metrobus fleet that runs approximately 28.9 million miles through most areas of Miami-Dade County; the electrically-powered, elevated, 25-mile rapid transit Metrorail system; the 4.4-mile elevated Metromover; and the paratransit service (Special Transportation Service) that meets the needs of the disabled. The Department also manages the County’s roads, traffic signals, bridges, canals, sidewalks, street signs, lights and storm-water drainage.

Throughout her career, Ms. Bravo has managed numerous diversified public-private partnership projects including the \$1 billion PortMiami tunnel; the innovative I-95 Express Project; and the \$550 million S.R. 826-S.R. 836 interchange reconstruction project. These projects have helped improve commuter mobility throughout Miami-Dade County. Ms. Bravo also oversaw a \$573 million capital improvement program at the City of Miami, and was responsible for implementing the city’s trolley circulator system.

Ms. Bravo is a licensed Civil Engineer with a bachelor’s degree from the University of Miami and a Master’s in Business Administration from Florida International University.

SECTOR PROFILE

Agency: Miami-Dade County Department of Transportation & Public Works

Industry Sector: Public / Transportation & Logistics

Products/Services: County Government

Areas of Interest: Support the Mayor and County Commissioners. Meet with transportation officials to discuss trade expansion and cooperative agreements.

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Kevin Lynskey, Director – Miami-Dade Water & Sewer Department has more than 24 years of experience with Miami-Dade County government. Most recently, he served as Deputy Director of PortMiami, Miami-Dade County's second-largest economic engine. During his four-year tenure as Deputy Director, Mr. Lynskey was responsible for finance and administration, architecture and engineering, cargo and cruise contract development. Among his many accomplishments, Mr. Lynskey negotiated the first-ever PortMiami P3 cruise terminal facility for Royal Caribbean Cruises LTD and multiple new cruise guarantees for Carnival Cruise Line, MSC Cruises and Disney Cruise Line, in addition to developing a Commercial Paper financing program. He was also the point person for the PortMiami Tunnel project and the inter-model rail program. Mr. Lynskey's prior experience at WASD included a year-long engagement reviewing all professional service agreements, making recommendations reorganizing the department's organizational structure, and designing an

employee gainsharing program. In 2005, he updated WASD's multi-tiered rate structure and established the wholesale rates for water and sewer customers.

Prior to his employment at PortMiami, he supervised an internal consultancy for Miami-Dade County for nearly a decade, and also worked at the U.S. Department of State in the Presidential Management Program. Mr. Lynskey holds a bachelor's degree from Georgetown in Foreign Service and a master's degree from Columbia University in International Affairs.

SECTOR PROFILE

Agency: Miami-Dade County Sewer & Water Department

Industry Sector: Public

Products/Services: County Government

Areas of Interest: Support the Mayor and County Commissioners. Promote Miami-Dade County.

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Manny Gonzalez is the **Chief of Economic Development and International Trade** for Miami-Dade County. Formerly, Chief of Miami International Airport Business Ventures, Intergovernmental Affairs Coordinator office of the Mayor Miami-Dade County. He also served as Chief Operating Officer of the City of Miami International Trade Board, Executive Director of Miami-Dade County's International Trade Consortium and Sister Cities Program. Managing Director, Miami Internet Alliance and President of Latin America for Emarketworld.

Past activities include, Deputy Director, Free Trade Areas of the Americas, FTAA, Miami Host Committee, and Board of Directors International Advertising Association (IAA) Inter-American Chapter. Board Member South Florida Technology Association, Member, International Association of Business Communicators, Vice Chair, Global Initiatives Committee, Greater Miami Chamber of

Commerce.

Manny is a results-focused International Business Leader specializing in providing world-class client relations, driving operations growth, analyzing key markets, partnering with C-Level executives, initiating cost-effective improvements, and cultivating a strong public image with 25 + years' experience and tri-lingual skills along with intergovernmental and multi-cultural background. He is a graduate of The George Washington University, Washington DC, BA International Affairs and minor in international business. International Economic Development Studies at the International Policy Study Center Washington DC. Certified Trade Specialist, International Trade Association, Strategic Planning Certificate from Michigan State University.

SECTOR PROFILE

Agency: Office of Economic Development & International Trade, Miami-Dade County, Florida.

Industry Sector: Economic Development & International Trade

Products/Services: County Government

Areas of Interest: Promote Miami-Dade County. In-bound Investments. Support Mayor's international trade initiatives.

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Beijing, Qingdao, Shanghai & Tokyo



Sandy Lighterman is the **Film and Entertainment Commissioner for Miami-Dade County**. Under her purview is County's Office of Film & Entertainment. Ms. Lighterman is responsible for the growth and development of the Billion Dollar film, television, music, digital media, commercial advertising and still photography industry in Miami-Dade County.

She oversees office's staff in providing location and logistic assistance, government liaison, municipalities' liaison, production information and referral sources to the entertainment production industry. Ms. Lighterman is the Chief advocate for entertainment production for Miami-Dade County.

Ms. Lighterman serves as an advisor to the Miami Dade College *School of Entertainment and Design Technology* and is the *Chairman of their Advisory Board*. Ms. Lighterman serves on the *Advisory Boards* for Miami Media and Film Market, Miami Film Development Project, Florida International University School of Journalism and the PBS Film-maker program. Additionally, Ms. Lighterman has been the Legislative lead for the State-wide non-profit organization, Film Florida and for Miami-Dade when dealing with statewide policy that affects the film and entertainment industry in the County. She also serves as a judges for various Film Festivals including for the Miami International Film Festival Cinemaslam series.

Ms. Lighterman is a participant in the Big Brothers, Big Sisters program. And in 2015, she received the Advocacy award from the Miami Urban Music and Film Festival for her work supporting the industry and in 2017 she received the Betsy Pacesetter Award for her deep professional commitment and advocacy for the South Florida film and entertainment industry. She joined the Miami-Dade County Office of Film & Entertainment in 2008, enjoying a successful 25+ year career as a film and Television producer. Ms. Lighterman brings a wealth of industry experience to her position from producing 200+ music videos and TV commercials, as well as, television series and independent films. In 2007, she retired from her production career in order to stay closer to home and her children. Ms. Lighterman holds a bachelor's degree in Mass communications from the University of Miami.

SECTOR PROFILE

Agency: Office of Film & Entertainment, Miami-Dade County

Industry Sector: Film, Television, Digital & Entertainment

Products/Services: Film & Entertainment Services, Permitting, etc.

Areas of Interest: Seeking to meet with – **BEIJING:** China Film Company, Huayi Brothers Media Corp., Bona Film Group, Beijing Enlight Pictures Co., Ltd.; **QINGDAO:** Wanda Studios in Qingdao; **SHANGHAI:** Shanghai Film Corp.

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U. Desmond Alufohai is the **Senior International Trade Coordinator** for **Miami-Dade County's Economic Development & International Trade Agency**. Mr. Alufohai has worked as a leader in the international community for more than 25 years. He served as the executive director and head of the membership services & training department for Junior Chamber International (JCI) from 1991 – 2002. He made notable contributions during his tenure at JCI as the liaison to the following organizations - United Nations Agencies (UNICEF & UNESCO), World Health Organization, and the African Union (AU). He was a delegate to the International Model United Nations in New York (1991).

He obtained a Bachelor of Science (BS) degree from the University of Benin in Nigeria and a Master Degree in Business Administration (MBA) from Anna Maria University in Paxton, Massachusetts, USA. He is a ***Certified Global Business Professional*** (CGBP) - the highest global educational designation, recognition and credentials in all fields related to international trade and commerce; ***Certified Meeting Professional*** [CMP] - the highest educational credentials recognized globally as the badge

of excellence in the meeting, convention, exhibition and event industry. He completed the Small Business Development Center (SBDC) International Trade Certification Program and he is an International Training Fellow [ITF], Management Consultant, Instructor and Adjunct Professor.

Mr. Alufohai is an accomplished entrepreneur. He is the founder and owner of Alufy International Inc, a management consulting & professional meeting planning company based in South Florida, USA and owner of Tabitha's Bistro, a restaurant in Davie, Florida. Mr. Alufohai has received many recognitions and accolades, including:

- *Inductee, 5000 Role Models of Excellence Project.*
- *Governance Council Member, North American Small Business International Trade Educators (NASBITE) Certified Global Business Professionals (CGBP).*
- *Member, Board of Directors, World Trade Center – Miami.*
- *Former Co-chair – International Trade Committee, Miami-Dade Chamber of Commerce.*
- *Recipient of South Florida's 50 Most Powerful & Influential Black Professionals in Business & Industry.*
- *Awarded the Minority Enterprise Development International Trade Advocate of the Year.*
- *Featured in the inaugural edition of Who's Who in South Florida.*
- *Miami-Dade Black Heritage Community Pillars Award.*
- *Miami-Dade County coveted Cultural Ambassador Award.*
- *Voted Ten Most Outstanding Young Persons of Nigeria.*

Mr. Alufohai is fondly referred to as “*Mr. International*” by his peers and associates because of his proficiency in international affairs, protocol and diplomacy. He communicates effectively in French. He has authored articles cited in international communications, local newspapers, and association journals. He is a member of the following professional organizations: Greater Miami Festivals & Events Association (GMFEA), North American Small Business International Trade Educators (NASBITE International), National Diversity Council (NDC) – Florida Chapter, and Society of Government Meeting Professionals (SGMP).

SECTOR PROFILE

Agency: Office of Economic Development & International Trade, Miami-Dade County Government, Fl.

Industry Sector: Economic Development & International Trade

Products/Services: County Government

Areas of Interest: Mission Coordinator

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Elizabeth A. Moss is the **Marketing and Outreach Manager for Miami-Dade County's Office of Economic Development and International Trade (OEDIT)**, a division within the Department of Regulatory and Economic Resources. She has over fourteen (14) years of experience with Miami-Dade County; eight (8) of those with OEDIT. She manages the overall marketing strategy to local, state and international clients.

Ms. Moss has launched rebranding initiatives and streamlined communications processes to better serve the South Florida business and trade community. She coordinates, conducts and manages the OEDIT/ITC Going Global Workshop import/export series, as well as successfully executed events, Business-to-Business (B2B) Matchmaking meetings, and liaises with diverse cultures in building long-term relationships.

Ms. Moss has a Master of Business Administration (MBA) from Florida International University in Miami, Florida. She obtained a Certified Event Specialist (CES) rating from the Wedding Planning Institute (WPI), and a Certified Administrative Professional (CAP) rating from the International Association of Administrative Professionals (IAAP). She serves on the Board of the Organization of Women in International Trade (OWIT)-South Florida Chapter.

SECTOR PROFILE

Agency: Office of Economic Development & International Trade, Miami-Dade County Government, Fl.

Industry Sector: Economic Development & International Trade

Products/Services: County Government

Areas of Interest: Mission Support Staff

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Nimrod Simeon is a **Legislative Analyst and Community Liaison in the office of Miami-Dade County Commission Vice Chairwoman Audrey Edmonson (District 3)**. He formerly served at PortMiami, first as an Associate, Cargo Development, then as an Assistant to the Port Director. He was an intern of the Mayor's Executive Leadership Program. He is currently pursuing a master's degree in Business Administration from Florida International University.

He earned a bachelor's degree in International Business from Florida International University. Prior to coming to live in the United States, Mr. Simeon was a student in International Relations at Centre D 'Etudes Diplomatiques et Internationales CEDI, Haiti. Born and raised in Haiti, Mr. Simeon was involved in many activities related to social and economic developments. He is very optimistic and positive about the future and strongly believes that tomorrow will be better.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: County Services

Area of Interest: To support Vice Chairwoman Audrey Edmonson and Mayor Carlos Gimenez and to promote Miami-Dade County in China.

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Indira Almeida-Padillo is the **Social Media Coordinator** and the main liaison for all **international-related events and meetings in the Office of Commissioner Jose “Pepe” Diaz**. She emigrated from Cuba 13 years ago where she obtained a degree in Social Communications from the University of Havana. Upon her arrival, she was offered a job as the assistant to the CEO of an aviation company and in order to enhance her knowledge in that area she decided to pursue a second bachelor’s degree in Aviation Business Administration. The experience and skills she acquired propelled her towards her passion in public advocacy and for more challenging job in the public sector. She also started a high level academic career (EMPA) in the public sector at one the best universities in South Florida. Prior to her joining Miami-Dade County, she served as the Executive Assistant to the Mayor of Sweetwater and subsequently promoted to the position of

Deputy Clerk, City of Sweetwater.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: County Services

Area of Interest: To support Commissioner Jose “Pepe” Diaz and the Mayor’s Asia Initiatives.

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Laura Verdaguer, Policy and Legislation Director, Office of Commissioner “Jose” Pepe Diaz, is a graduate from St. Thomas University School of Law and from Florida International University with a Bachelor’s Degree in Electrical Engineering. She currently works for Miami Dade County Commissioner Jose “Pepe” Diaz, as a Policy and Legislation Director. Her duties include analyzing and interpreting legislative items that come before the Miami Dade County Board of Commissioners and develop new policy initiatives in response to the community’s need. Mrs. Verdaguer previously worked as Staff Counsel in Geico Insurance.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: County Services

Area of Interest: To support Commissioner Jose “Pepe” Diaz and the Mayor’s Asia Initiatives.

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Tokyo



Demetria Henderson is the **Legislative Analyst in the Office of Miami-Dade County Commissioner Barbara J. Jordan, District 1**. Formally Ms. Henderson worked as a Community Organizer with I.C.A.R.E (non-profit), in this role she worked to advance grassroots social change efforts throughout the State of Florida. Additionally, she has served as a Presidential Advisor under the Obama Administration for the White House Initiative on Historically Black Colleges and Universities. In May of 2012, she earned a Master's degree in Education & Social Change from The University of Miami while she worked as a Teach for America corps member in Miami-Dade County at Brownsville Middle School. She earned a bachelor's degree from Florida A&M University in May of 2010 and is committed to a long-term career in public service

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: County Services

Area of Interest: To promote Miami-Dade County and support Commissioner Barbara Jordan.

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Nancy Alexis Dominique currently works as the **Executive Assistant to Miami-Dade County Commissioner Jean Monestime**. She was born in Port-Salut, Haiti. At the age of 13, she moved with her family to the United States. She has worked diligently with the Domonique D Foundation to assist cancer patients from Palm Beach County in honor of her late husband. She is a frequent volunteer with the Palm Beach School Board system. She is the proud mother to three college educated daughters.

SECTOR PROFILE

Agency: Miami-Dade County Government

Industry Sector: Public

Products/Services: County Services

Area of Interest: To support Commissioner Jean Monestime and the Mayor's Asia Initiatives.

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Beijing, Qingdao, Shanghai & Tokyo

Educational Sector



Mark B. Rosenberg is the fifth president of Florida International University (FIU).

A public institution of higher education, FIU is the face of the country's future in higher education demographics: it is a majority-minority institution that leads the country in the production of minority degrees in the sciences and engineering. Dr. Rosenberg has served as the fifth president of FIU since August 2009. A political scientist specializing in Latin America, Dr. Rosenberg is the first FIU faculty member to ascend to the university's presidency.

Under his leadership as president, FIU has increased enrollment to almost 56,000 students, improved graduation rates by nearly 13% and hired over 500 new faculty. As President, Dr. Rosenberg has provided leadership to grow the institution's budget, improve student retention and graduation rates, expand internships for enrolled students, and coordinate FIU's emergence as a leading producer of graduates in priority national and state areas focused on science, technology, engineering and math (STEM). The university has been named as a Carnegie "Highest Research" as well as an "Engaged" institution, and has developed path-breaking partnerships with the Miami Dade County Public Schools, JP Morgan Chase, Florida Power & Light and Royal Caribbean Cruises Ltd. Research expenditures have grown by nearly 30% to nearly \$171 million, and over seventy new student advisers and counselors have been hired for a restructured and expanded student graduation initiative.

From 2005 to 2009, Dr. Rosenberg served as the second Chancellor (he was the first that was formally selected by the Board of Governors) for the State University System of Florida, which includes all of Florida's public universities – over 325,000 students and an all-accounts budget of nearly \$9 billion. As chancellor, Dr. Rosenberg led the system's strategic development and financial planning and policy initiatives, working closely with Governors Jeb Bush and Charlie Crist and the state legislature to secure support for SUS priorities. During this era, major new strides were made in research support for the system, over \$1 billion was provided for new facility construction, and a new SUS strategic plan was developed, approved and launched.

Prior to becoming chancellor, Dr. Rosenberg was integrally involved in the expansion and development of FIU into a major public research university. As Provost and Executive Vice President for Academic Affairs from 1998 to 2005, Dr. Rosenberg spearheaded the establishment of a law school in 2002 and a medical school in 2006. Under his leadership, FIU increased enrollment, implemented major campus construction projects, and was invited to join the select national honor society Phi Beta Kappa. Dr. Rosenberg was also instrumental in moving FIU into the top tier of Carnegie Foundation research universities. Dr. Rosenberg's academic career began at FIU in 1976 as an assistant professor of political science. In 1979, he founded the FIU Latin American and Caribbean Center, which today is one of the nation's premier federally-supported research and teaching centers focusing on the region. Dr. Rosenberg subsequently served as the Founding Dean of the College of Urban and Public Affairs and Vice Provost for International Studies. He has also been a Visiting Distinguished Research Professor at The Peabody College of Vanderbilt University, and a Visiting Professor at the Instituto Tecnológico de Monterrey (ITESM) in Mexico.

Dr. Rosenberg earned a B.A. in 1971 from Miami University of Ohio and a Ph.D. in Political Science with a graduate certificate in Latin American and Caribbean Studies from the University of Pittsburgh in 1976. He has written or co-edited seven books and numerous scholarly articles in leading journals. His latest book, *The United States and Central America: Geopolitical Realities and Regional Fragility* (2007), is a Harvard University project co-authored with Luis Guillermo Solís of Costa Rica. Governmental and media organizations have frequently sought Dr. Rosenberg's expertise on Latin America. He is a member of the Council on Foreign Relations, has testified before Congress numerous times, and has served as a consultant to the Department of State and the U.S. Agency for International Development.

Firmly committed to service with national and local educational impact, Dr. Rosenberg serves as Chair of the Association of Public Land-Grant University's (APLU) Coalition of Urban Serving Universities (USU); Chair of APLU's Commission on Access, Diversity, and Excellence (CADE); and Co-Chair of the Board on Science Education's (BOSE) Roundtable on Systemic Change in Undergraduate STEM Education. He also just ended his term as Chair of the National Academies' Committee on Developing Indicators for Undergraduate STEM Education.

Within Miami-Dade County, Dr. Rosenberg was the 109th Chair of the Greater Miami Chamber of Commerce (GMCC), one of Florida's leading business associations; and also served a 5-year term as Chair of the Academic Leaders Council (ALC) for the Beacon Council, Miami-Dade County's official economic development organization.

Dr. Rosenberg serves on the Board of Directors of City National Bank of Florida, and is active in a variety of other civic organizations, including the Holocaust Memorial Miami Beach, Florida Council of 100, and the United Way of Miami-Dade County. Dr. Rosenberg is a first-generation college graduate whose two children, Ben and Ginelle, are both graduates of FIU. He and his wife of over 40 years, Rosalie, are members of Temple Menorah in Miami Beach.

SECTOR PROFILE

Agency: Florida International University (FIU)

Industry Sector: Education

Products/Services: Public Institution of Higher Learning.

Area of Interest: Education.

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Beijing & Qingdao



Peng Lu, Ph.D., is the associate provost for International Programs at FIU. In the past decade he developed several programs overseas. The largest one is the FIU Tianjin Center for which he assisted to raise 220 million RMB for a modern FIU campus and there are 1178 FIU students in Tianjin now. This is one the largest educational cooperation between China and the US. He received the *University Spot Award* due to planning, fund-raising and managing of this project. Recently the FIU Qingdao Center has also been established, which is for 500 students in Spanish Language and International Business Majors. The Qingdao government fund this project for a platform for education and business with Latin America.

His on-going projects include Annual Forum and Expo for Sino-Latino Trade. He has been promoting FIU on TV, Internet and seminars to thousands of students. He made great efforts to convince the Chinese that Miami is the hub for Latin America and FIU can help to bridge between

China and Latin America.

Dr. Lu earned his Ph. D. from Chinese Academy of Sciences in a joint program with Imperial College London after he won the 1988's Young Scientist Award by the Royal Society of United Kingdom. He loves science and published more than 30 papers. He won the Science Annual Award in 1992 by the Chinese Academy of Sciences. He is the Vice Chairman of Federation of Chinese Overseas Ph.D. He loves writing and published screenplays and economic and political articles.

SECTOR PROFILE

Agency: Florida International University (FIU)

Industry Sector: Educational Institution

Products/Services: Educational Institution for Higher Learning.

Area of Interest: Education.

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Beijing, Qingdao & Shanghai

Non-Governmental / Economic Development Sector



Bruce Orosz was born in New York City and educated at Hunter College and New York University. Bruce Orosz's start in the entertainment industry was a natural expansion from the specialty services provided in the travel business he owned, in New York and L.A., into a full-service production company – **ACT Productions**. Mr. Orosz is also a chairman of the Greater Miami Convention & Visitor's Bureau.

Mr. Orosz founded ACT Productions in 1981, and it evolved into bases in New York, Phoenix and Miami Beach. ACT Productions is a multi-dimensional communications entity that specializes in commercial and event production as well as television pilots, shows and live televised events.

Through his company, Mr. Orosz has facilitated the careers of models, actors, photographers, musicians and has produced events for, global advertising campaigns, and television shows that have aired both nationally and internationally. Clients include Coca-Cola, Mars Candy Co., Canon, Conde Nast Publications, Diesel, Neiman Marcus, Macy's, Target, Warner Bros., The City of Miami Beach, Morgans Hotel Group, Art Basel, Swatch, Capital One and more.

ACT Productions has produced prestigious events such as the CLIO awards, Art Basel, Miami Beach Polo World Cup and the Orange Bowl's pre-game, fan zone and halftime shows each year consecutively since 2005.

Highlights:

- Orange Bowl
- Swatch Beach Volleyball Series
- Miami Beach Centennial Celebration
- Sports Illustrated Swimsuit Launch 2016
- Miami Beach Polo Series
- Little Dream Foundation Gala

SECTOR PROFILE

Agency: ACT Productions

Industry Sector: Film Television Air Service, Conventions & Tourism Development

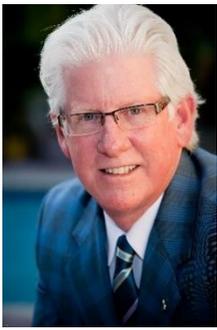
Products/Services: A multi-dimensional communications entity that specializes in commercial and event production as well as television pilots, shows and live televised events.

Area of Interest: Media outlets, Film & TV studios and tourism agencies.

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Beijing, Qingdao, Shanghai & Tokyo



William D. Talbert, III, CDME has served as **President & CEO of the Greater Miami Convention & Visitors Bureau (GMCVB)** for the past eighteen years and COO for the prior nine. His major accomplishments include assisting with the passage of the Travel Promotion Act of 2010; negotiating inter-local government funding agreements; preparing five successful Super Bowl bids, including the most recent bid for the NFL's centennial year 2020 Super Bowl; and three Pow Wow bids. Under Talbert's leadership, the GMCVB was awarded accreditation from the Destination Marketing Accreditation Program in November 2007.

In June 2016, Talbert was appointed to the U.S. Commerce Department's 2016-2018 Travel & Tourism Advisory Board. The Board serves as the advisory body to the Secretary of Commerce on matters relating to the travel and tourism industry in the U.S. and offers recommendations on implementation of the National Travel and Tourism Strategy. On July 1, 2016, Talbert became Chair of the VISIT

FLORIDA Board of Directors for FY 2016-17. VISIT FLORIDA is the state's official tourism marketing corporation and serves as Florida's official source for travel planning to visitors across the globe. He is a member of the U.S. Travel Association (USTA) Chairman's Circle and Brand USA Advisory Board member. He is also a board member of multiple Miami-based business and non-profit organizations. Mr. Talbert's professional affiliations include past Chair of Destination Marketing Association International (DMAI) Board of Directors, past Chair of DMAI Foundation Board of Trustees, and past Chair of the Florida Association of Destination Marketing Organizations (FADMO). He holds a master's degree in Public Administration from Florida Atlantic University and bachelor's degree in Business Administration from the University of Florida. In 2006, he earned the Certified Destination Management Executive (CDME) designation – the highest educational achievement in the destination marketing industry.

SECTOR PROFILE

Agency: Greater Miami Convention and Visitors Bureau (Its mission is to attract, encourage and induce all persons).

Industry Sector: Travel & Tourism

Product/Services: The GMCVB is the official sales and marketing organization for Greater Miami and the Beaches.

Area of interest: To participate in all meetings with the Miami-Dade County delegation.

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Beijing, Qingdao & Shanghai



Rolando Aedo is the **Executive Vice President & Chief Marketing Officer for the Greater Miami Convention & Visitors Bureau**. Rolando Aedo has been a senior staff member of the Greater Miami Convention & Visitors Bureau (GMCVB) since 1994. As Executive Vice President, Mr. Aedo works closely with the President and CEO on all operational aspects of the GMCVB including governmental relations and stakeholder engagement. His role as Chief Marketing Officer is focused on developing the overall marketing strategy for the organization and brand development to drive consumer and business demand for Greater Miami and the Beaches as a preferred destination for vacation, meetings, conventions and major events.

Mr. Aedo received his undergraduate degree from Florida International University and an MBA in International Business from the University of Miami. He is also a Certified Destination Management Executive. He was also recognized as one of the top 25 "extraordinary minds" in sales and marketing by the Hospitality Sales and Marketing Association International. Mr. Aedo was born in Norfolk, Virginia but came to Miami at a very early age where he has spent most of his life and is professionally and civically active. He currently serves on the boards of the Florida Association Destination Marketing Organization (FADMO), Miami Dade County Taxi Advisory Group, City of Miami Civilian Investigative Panel, Miami Bayside Foundation and the Education Fund among others.

SECTOR PROFILE

Company: Greater Miami Convention & Visitors Bureau.

Industry Sector: Travel & Tourism.

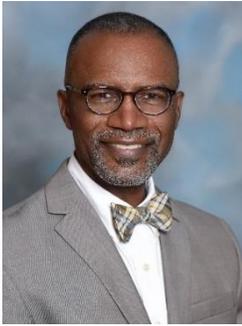
Products/Services: GMCVB is a sales and marketing

Area of Interest: Tourism, hospitality and leisure.

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Tokyo



Michael Finney is the President & CEO, Miami-Dade Beacon Council. The Miami-Dade Beacon Council serves as the official economic development organization for Miami-Dade County. The not-for-profit public-private organization focuses on job creation and economic growth. Since 1985, the organization has assisted more than 980 businesses that have created more than 65,000 direct jobs and added more than \$4 billion in new capital investments. It accomplishes this by marketing Miami-Dade as a world-class business location, growing local companies and shaping the local economy's future. The Market-Grow-Shape strategy and One Community One Goal initiative are the pillars for economic growth and prosperity for all in Miami-Dade County.

As President & CEO, Mr. Finney champions the County's efforts to market Miami-Dade as a world class business destination, grow local companies and help shape the county's economic future. He collaborates with key stakeholders, including Miami-Dade County, Career Source, the Miami-Dade Council of Chambers and private sector leaders throughout the community, to attract and retain businesses and the workforce needed to expand a growing and dynamic economy.

Prior to his current role, Mike served Michigan Governor Rick Snyder as Senior Advisor for Economic Growth and President & CEO of the Michigan Economic Development Corporation (MEDC). His responsibilities at MEDC included serving as Economic Growth Group Executive and as President and Chairman of the Michigan Strategic Fund. Under Mike's leadership, the MEDC moved to the forefront of U.S. economic development organizations with innovative new initiatives, including Pure Michigan Business Connect, Community Ventures, and the revitalized "Pure Michigan" tourism campaign and Michigan Export programs.

Mike also previously served as President and CEO of Ann Arbor SPARK, President and CEO of Greater Rochester Enterprise, Rochester, New York; Vice President, Emerging Business Sectors, MEDC; Senior Vice President and General Manager, Thomson Saginaw Ball Screw Company; and Assistant City Manager, Saginaw, Michigan.

Volunteer Activity

Mike served on the Saginaw Valley State University Foundation Board, Chairman of the Michigan Strategic Fund Board, the City of Flint Michigan-Receivership Transition Advisory Board, the State Science and Technology Institute, the Detroit Riverfront Conservancy, and the Michigan Venture Capital Association Board.

Awards & Recognition

He has received numerous awards and recognition including the 2014 Michigan Venture Capital Association Lifetime Achievement Award; 2012 Michigan Chronicle Legacy in Motion Newsmakers; Named by Crain's Detroit Business and one of the 2010 "Most Powerful People" in Michigan, 2008 Saginaw Valley State University Outstanding Alumnus for the College of Business and Management; named by Crain's Detroit Business as one of the 2007 Newsmakers of the Year; and the 2005 Minnett Distinguished Professor at Rochester Institute of Technology.

Education

Finney holds a Master of Arts in Human Resources from Central Michigan University and a Bachelor of Business Administration from Saginaw Valley State University.

SECTOR PROFILE

Agency: Miami-Dade Beacon Council

Industry Sector: Economic Development

Products/Services: Job creation & Economic Growth

Areas of Interest: Meet with companies interested in having a presence in Miami-Dade County.

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Beijing, Qingdao & Shanghai



Paul Griebel serves as the **Director of Economic Development at the Miami-Dade Beacon Council** managing projects and initiatives related to the Life Science and Healthcare industry sector. Key efforts in this area include the expansion, retention, and recruitment of a wide array of life science companies to the Miami-Dade area, with an overarching goal of creating new jobs in the County. He serves as a member of Life Sciences South Florida and the Southeast chapter of BioFlorida. Paul’s background in economic development began in early 2015, when he commenced serving as the Associate to the President and CEO of Enterprise Florida (EFI) and Florida Secretary of Commerce Bill Johnson. Prior to his role at EFI, Paul worked in two distinct sections of the Miami-Dade County government: Water and Sewer Department, where he acted as a Public Information Officer in the outreach office; and PortMiami, where he served as Cargo Development Coordinator.

Paul received his Bachelor’s Degree at Wake Forest University in Winston-Salem, North Carolina and is currently a candidate to earn a Master’s degree in International Administration at the University of Miami.

SECTOR PROFILE

Agency: Miami-Dade Beacon Council

Industry Sector: Economic Development

Products/Services: Job creation & Economic Growth

Areas of Interest: Meet with companies seeking to establish or expand their presence in the U.S.

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Ilona Vega Jaramillo is on the **Business Development team at the Miami Downtown Development Authority (DDA)**. Ilona is charged with engaging with companies to ensure that those which are downtown employers remain in downtown and recruit new companies to the DDA’s district. Specialized in international markets, Ilona travels extensively and promotes Miami’s downtown to international visitors. Before working at the DDA, Ilona worked for Enterprise Florida, the state’s official economic development organization, for over 11 years. During that time, she worked closely with the state’s extensive global office network to promote the state’s assets worldwide and to support foreign companies with their establishment of Florida offices. Her clients have included: Spain-based BBVA; Chile-based Atton Hotels; Colombia-based

Alpina; UK-based SAB Miller; China-based Yingli; to name a few.

During her tenure at Enterprise Florida, Ilona also worked closely with US Commercial Service Officers, located in US Embassies worldwide to facilitate introductions and information related to Florida’s business environment to potential clients. She also collaborated with the state’s 67 counties to highlight the varying and diverse state attributes to a global audience. Ilona also has experience working in the private sector. From 1998-2001 she worked for Lucent Technologies as a Public Affairs Director. Her responsibilities included advocating to foreign governments for the adoption of standards compliant with Lucent products and services as well as keeping the relevant departments within the company abreast of regulatory developments directly affecting the company’s interests in specific foreign markets. Ilona lives in downtown Miami and walks to work every day; enabling her to adopt the agency’s motto of ‘live, work and play’ in Miami’s urban core. Ilona has a Bachelor of Arts in Political Science and Business from Villanova University and a Masters in International Affairs from Columbia University. And, she is fluent in Spanish and proficient in French and Portuguese.

SECTOR PROFILE

Agency: Miami Downtown Development Authority

Industry Sector: Economic Development

Products/Services: Promotes Downtown Miami as an up and coming world class city looking for synergies and alliances with the Chinese market.

Area of Interest: Seeking to participate in G2G meetings and meet with Chinese businesses and investors looking to expand into the US market.

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Beijing, Qingdao, Shanghai & Tokyo



Jose A. Bermudez, Senior Government Relations Consultant, Becker & Poliakoff, has had the pleasure of working for the past three Republican governors of the State of Florida. Most recently he served as Special Assistant and Governor’s Regional Representative to Governor Rick Scott. As Regional Representative he was part of the Governor’s statewide outreach team with responsibility for Miami-Dade, Broward, Palm Beach, Collier and Monroe County offices, working with members of the legislature to promote Governor Scott’s economic development agenda and ensure passage of the Governor’s legislative priorities.

Prior to joining the Governor’s office, Jose served as Chief of Staff to the Mayor of Miami Beach, where he oversaw one of the most ambitious capital improvement programs in the city’s history. This program of “Planned Progress” rebuilt streets, upgraded infrastructure such as drainage systems and water lines, renovated and rebuilt many city assets and built new facilities for parks and entertainment venues. Jose also served for the White House Advance Office under President George

W. Bush during the 2004 re-election campaign.

SECTOR PROFILE

Agency: U.S. Japan Council Miami

Industry Sector: Non-for-Profit Organization

Products/Services: Contributes to strengthening U.S. – Japan relations

Area of Interest: Provide sponsorship for the US-Japan Council / Miami-Dade Branding Workshop in Tokyo.

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WeChat ID:

Tokyo



Jose Keichi Fuentes is the **Senior Government Relations Consultant for Becker & Poliakoff**. He has a strong network of contacts and over 30 years of experience working in the government and in the political arena. He is a government relations professional who represents local government, other public bodies and private sector clients in environmental, safety, infrastructure and water resources at the state and local levels. His client list includes the City of Miami, Homestead, Virginia Garden, North Miami Beach, Doral and Miami Springs, to name a few. In the private sector, he represents Hitachi, Wade Trim, SEUS Southeast US Japan, ShotSpotter, Atkins, Community Champions, Century Homes builders, Covenant Airport Security, Mitsubishi and Ygrene/PACE.

His extensive lobbying experience at the highest level of local, county and the state has helped him contribute to the passage of numerous legislation. He has also secured funding for the municipalities he represents through the allocation of major infrastructure projects funding. During his time as director of the South Florida Water Management District, Regional Office, Jose was instrumental in securing funds for key water projects Miami-Dade county.

Activities & Memberships

Recently, he was recognized by the Japanese Ministry of Foreign Affairs with a commendation for his work in helping to strengthen the relationship between the US, Florida, Japan, and Latin America. Mr. Fuentes is committed to public service as proven through his community, civic and volunteer work. Most recently, he was re-appointed by Governor Rick Scott to the Board of Trustees of Miami-Dade College, the largest and most diverse college in the nation. He was also asked to serve as Chairman of the Governmental Affairs Group of the Greater Miami Chamber of Commerce (GMCC) where he has played a key role in engaging the Chamber to support the High-Speed Rail and Miami's Port Tunnel Project and numerous other Legislative Issues that impact South Florida. He also serves on the Executive Committee of the GMCC.

Currently, Mr. Fuentes is a board member of the City of Miami Waterfront Advisory Board and Chairman of Read to Succeed. He is a member of the City of Miami's Mayor's International Council and has served on the Executive Committee of the Miami-Dade County Republican Party. Mr. Fuentes is past Chairman of both United Home Care Services and the Miami-Dade County Asian-American Advisory Board. He has been very involved in activities enhancing the relationship between Japan and Miami. He serves as Chairman of the Miami Kagoshima Sister Cities Committee and has been invited by the Japanese Ministry of Foreign Affairs (MOFA) to participate as a member of the Japanese American Leadership Delegation (JALD) in 2006. He continues to serve in an Advisory role along with 14 other Japanese Americans from across the United States. Mr. Fuentes has been fortunate to be a guest of both Governor Jeb Bush and President George Bush in similar related activities. He most recently leads his third delegation to Kagoshima and for the first time in 25 years, the group was accompanied by the City's Mayor. To further build on this relationship, Jose assisted in the coordination of a trip in which the Miami Marlins visited Kagoshima.

Honors & Awards

In 2017 Mr. Fuentes was honored by the Greater Miami Chamber of Commerce with the International Governmental Relations Award for his work in continuing to build relationships Japan and Miami. He has been honored by the Diabetes Association with the "Valor Award" for community service, and the South Florida Hispanic Chamber of Commerce with the "Annual Sunshine Award" as Public Official of the Year. He is included in Who's Who of Asian Americans and has been featured on numerous occasions in The Miami Herald for his devotion to community service and for his pride in his Cuban/Japanese Heritage. He was a finalist for the Price Waterhouse Up & Comers Award.

Mr. Fuentes family background is distinctly unique, he is of Cuban and Japanese descent. His mother and grandparents were interned in the Gila River Camps during WWII, a topic which he speaks to. Jose is an avid marathoner having participated in over 31 marathons and 32 half marathons. He is a proud alum of St. Thomas University in Miami and attended Miami-Dade College. Jose is a resident of Miami's Coconut Grove area.

SECTOR PROFILE

Agency: U.S. Japan Council Miami

Industry Sector: Non-for-Profit Organization

Products/Services: Contributes to strengthening U.S. - Japan relations

Area of Interest: Provide sponsorship for the US-Japan Council / Miami-Dade Branding Workshop in Tokyo.

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Private Sector



Moishe Mana is an American businessman, philanthropist, and the **Founder & Chairman of MANA Group**. A dedicated entrepreneur, Mr. Mana has built several businesses into internationally recognized enterprises across the logistics, art, fashion, real estate, technology, media, and agriculture industries. A committed globalist, Mr. Mana has devoted his life to promoting his beliefs and political views through his business philosophy. Mr. Mana immigrated to the United States in 1983 with \$200 in his pocket. Starting with one van in Brooklyn, New York,

Mr. Mana has grown his business holdings to over 100 companies and a net worth of \$2.5 billion dollars. Today he is the Chairman of GRM Document Storage, one of the largest document and information management companies in the world; the CEO of Mana Contemporary, a leading company in the fine art world with nearly 2.5 million SF of artist studios, galleries, workshops, climate-controlled storage, and shared workspace between Jersey City, Chicago, and Miami; the CEO of Moishe's Movers, the largest independent moving company in the New York Metropolitan area; and the majority owner of Milk Studios, a

leading company in the fashion and entertainment world with locations in New York and Los Angeles.

Mr. Mana's real estate assets include more than 15 million SF of buildings and 100 acres of urban land located across New York, New Jersey, Illinois, Maryland, Texas, Massachusetts, Pennsylvania, Indiana, California, and Florida, as well as China, Brazil, Colombia, and Tanzania. Mr. Mana pursues projects that foster creative culture, not only of the arts, but also of innovative businesses that push the evolution of society. MANA Group projects under development transcend markets and industries and have proven to impact the communities in which they are located. Whether it's creating a space that functions as a hub for the arts across disciplines or revitalizing neighborhoods into creative communities for mixed-use purposes, Mr. Mana's vision for identifying opportunity and developing emerging locations is unparalleled.

SECTOR PROFILE

Agency: Mana Group

Industry Sector: Real Estate, Art, Media, Culture & Trade

Products/Services: Real Estate development.

Area of Interest: Seeking to establish strategic partnerships

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Al Maloof, Managing Partner- Mr. Maloof has worked on projects with corporate clients and affiliates both **domestically** as well as **internationally**. These projects involved organizations from across the world, and involved projects valued in excess of \$50 billion dollars and employed thousands of individuals. He regularly engages with companies involved in a myriad of sectors and industries across the world, including in the **United States, Latin America & the Caribbean, the Middle East and Asia**. He regularly advises and collaborates with some of the world's largest legal, advisory and consulting firms to assist **foreign and domestic** entities to strategically plan and ultimately transact business in the United States.

Experience & Markets

With nearly 30 years experience, Mr. Maloof has provided government contracts, financial, real estate, technology, innovation, construction and strategic business advice and counsel for projects involving **civil infrastructure, water & wastewater, transit & transportation and automation**, including **Smart City** technologies, **energy** generation and reduction, **communications** networks, **LED lighting** LED procurement, public policy and government relations for corporations, institutions, associations and individuals. Mr. Maloof's expertise encompasses all aspects of local, state, national (domestic, international & central government) business, as well as the specialized development of real estate. He has been involved in major projects, valued in the billions of dollars, and employing thousands of individuals. Key specialty sectors include **mobility & smart infrastructure, architectural, engineering, aviation, seaports, construction, transportation and infrastructure build-out including vehicle fleets and fuel conversions, water & wastewater, rail and bus, communications, energy, public safety, communications, security, technology & automation**.

Public Sector Expertise

He started his public sector career after being appointed by local regional government to serve on Miami Dade County Planning Advisory Board (State of Florida statutory local planning agency). He then was accepted to serve in a Miami Dade County manager training program. Subsequently, starting in graduate school, he worked with analysts and strategic advisors in Miami Dade's **Office of Performance Improvement (OPI)**. Thereafter, he was appointed by the **Governor of the State of Florida** to the post-election transition team, and subsequently tasked to assess the operations of the **State of Florida Department of Transportation**, Department of Corrections, the Department of **Management Services** (state **GSA**), and others. Mr. Maloof worked to **re-engineer** policy and oversight of projects related to roadways, **railways**, ITS, and alternative delivery methods and technology, which ultimately resulted in a newly restructured department. He was appointed by the FDOT Secretary to serve on the **Florida** Transportation Plan Steering Committee, advising on the state's **multimodal transportation**. Mr. Maloof served as **chairman** of the **Miami-Dade Expressway Authority (MDX)** Operations Committee, was a member of the **Executive Committee** and the Intergovernmental/**Communications and the Policy & Planning** Committees prior to retiring. MDX operates and maintains the planning, designing, funding, construction, procurement, contracts and operation of the county's toll roads and highways. Over the last quarter century, Mr. Maloof has served on numerous official boards, committees and task forces, including review commissions, planning boards, transition teams, guaranty funds, and oversight and advisory bodies. He served on the **Miami-Dade County Performance & Efficiency** Commission, which reviewed the operations, processes, structure and procedures of one of the largest regional governments in the United States, with a budget of **\$7.6 billion**.

Professional Organizations & Associations

He received a state cabinet level appointment, and serving as Vice Chair of a state of Florida insurance guaranty fund along with Florida's Insurance Commissioner, as well as other officials. He also was a Board Member and Chairman of one of the largest regional statutory local planning and land use agencies in the United States. Mr. Maloof is a member of the American Public Transportation Association (APTA), Airports Council International (ACI), American Water Works Association, (AWWA), Water Environment Foundation (WEF), Design Build Institute of America (DBIA) transportation and water/wastewater sections, as well as numerous other industry and community organizations.

SECTOR PROFILE

Agency: Projects Worldwide Maloof Companies

Industry Sector: Transportation, LED, International Trade & Project Finance, Water Plants/Wastewater, Recycled/Waste Technologies.

Products/Services: Bus, Trains, Rail, IT, Manufacturing for Government Use.

Area of Interest: Trains, Bus, Rail, Smart City, LED New Technologies, Construction and Investment.

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Dr. Andrea Maggioni is the **Director of Global Health and Attending in the Division of Pediatric Hospital Medicine at Nicklaus Children’s Hospital, Miami, FL, USA**. He received his medical degree from the University of Rome “La Sapienza” where he completed the residency in pediatrics and holds a Ph.D. in neonatal nutrition. He moved to the USA in 1993 at Maimonides Medical Center in Brooklyn, NY where he founded one of the first Hospitalist program in the country and served as Chief of Inpatient Services.

In Miami from 1997, he established the Global Health Division that now serves patients from more than 100 countries across the globe. Charismatic innovator in the pediatric field, intensely entrepreneurial with proven business development record of accomplishment in the international pediatric arena, his main area of interest are Telehealth Services and Global Partnerships with other

Industries by leveraging on the new technologies available.

SECTOR PROFILE

Agency: Nicklaus Children Health Hospital.

Industry Sector: Healthcare & Medical Tourism.

Products/Services: Healthcare Services.

Area of Interest: Healthcare-Technology, Tele-Health Tourism.

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Aurelio A (Tony) Vigil currently serves as **President at Merit International Enterprises, Inc**, a leader in the manufacture of innovative products for the Automotive, Locksmith, and Towing industries. Over the last 30 years in Miami, Florida, Mr. Vigil’s entrepreneurial spirit has led him to bring products to market in various industries, such as:

- *Emblem Interactive* manufacturing and publishing educational software into the Latin American marketplace,
- *High Tech Printing* operating as a printing operation for businesses nationwide
- *Access Tools & Equipment* operating as a manufacture of tow trucks & other commercial vehicles,
- *Access Tools / High Tech Tools* manufacturing innovative specialty tools for the automotive, locksmith, and towing industries.

Since its inception in 1987, Merit International Enterprises, Inc has specialized in light manufacturing and assembly with a focus on specialty hand tools and accessories. Mr. Vigil has worked diligently to focus his business on three main ideals: Innovation, Quality Control, and Customer Service. Following this philosophy, Mr. Vigil has grown the business to be one of the most innovative manufacturers of specialty hand tools. Mr. Vigil is currently looking for new opportunities to leverage his experience and skills bringing products to market in any industry by working with an International company looking to establish a mutually beneficial joint-venture relationship with a well-established US based firm.

SECTOR PROFILE

Agency: Merit International Enterprise Inc.

Industry Sector: Automotive Specialty, Tool Manufacturing, Assembly & Distribution

Products/Services: Manufactures and sells specialty tools for the automotive, towing and locksmith industries under the brand name of Access Tools.

Area of Interest: Seeking connections with companies in China and/or Japan who are looking to develop a mutually beneficial JV relationships to work together to develop a distribution network throughout the U.S. & Latin America. Also seeking to meet with companies who can assist with our agency goals.

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Alexander Heckler is a **government law attorney** who is also involved in politics, He is recognized for his ability to strategically assist clients at the local, state and national levels. Alex currently serves as counsel for several large, high-growth clients in various industries and assists them in identifying strategic opportunities with both private and public sector partners in Florida. For several clients, Alex serves as national government law counsel.

Experience

Alex's approach to government relations and his clients' business development is about much more than simply reacting to procurement opportunities. Instead, Alex proactively educates government officials and private companies about new ideas, products and better ways to operate key projects. From high growth companies pursuing government contracts to public agencies seeking counsel, Alex represents clients in aspects of government law, including legislation, procurement solicitations and contracts, bid protests, government franchises, cable and telecommunications regulations, and minority and small business certification. Alex's experience working with government agencies, cities, counties, and the state legislatures is important to clients in the public and private sector. From companies pursuing a government contract to public agencies seeking counsel, he counsels clients in government business areas.

In his work with real estate developers, Alex handles various aspects of land development and permitting, including land use plan amendments, platting, zoning, site plan approval, variances and land use due diligence. Alex and his clients are currently redeveloping several general aviation airports. He also represents developers of affordable, attainable and workforce housing, including identifying projects and assisting in obtaining funds from local, county and state governments and agencies. In addition, Alex works closely with airport, seaport and transit agencies throughout the country. Finally, Alex has also lectured on Government Contracting for a Florida Bar Continuing Legal Education program.

Additionally, Alex is a respected elections lawyer, having represented candidates on many recounts in Florida. With the enactment of HB 257 several years ago, requiring the re-introduction of paper ballots, Alex took a leadership role in the certification and recount procedures for the new machines. His election law experience involves referenda and ballot questions, statewide constitutional amendments, municipal redistricting and other issues.

Professional, political & community activities

Before L&H, Alex practiced government law as an attorney at three large national law firms in South Florida and as a sole practitioner. Alex has taken a leadership role in numerous professional and political activities, ranging in scope from national to local. They include serving in the Office of the White House Press Secretary, the Office of Senator Edward Kennedy, the Office of Congressman Peter Deutsch, and as Finance Co-Chair on the Rod Smith for Governor's campaign. He served as Broward County Co-Chair for John Kerry for President in 2004, and was recognized nationally for his fundraising efforts as a National Finance Co-Chair for Kerry Edwards Victory 2004 and Co-Chair of the Trustee Trailblazer Program.

Alex is active in civic and community organizations. He is a current or former member of: Democratic National Committee Convention Rules Committee, Greater Miami Jewish Federation, AIPAC Miami Club Member, Broward County Supervisor of Elections Neighborhood Partnership Committee, Miami-Dade County United Way Mayor's Ball Committee, Broward County United Way Mayor's Gala Committee, City of Fort Lauderdale Code Advisory Committee, Nova Southeastern University 2004 Distinguished Alumni Award recipient and Broward Young Democrats' 2004 Democrat of the Year.

SECTOR PROFILE

Agency: Llorente & Heckler, PA.

Industry Sector: Legal

Products/Services: Legal & Professional Services

Area of Interest:

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Barry Goldmeier is an investor in, and developer of land subdivisions and rental apartment buildings for, the low to moderate income market through his Miami based company **Advanced Housing Corp** plus various partnerships. Has been involved in 16,000 housing units in his 50 years career along with several million sq. ft. of commercial and industrial projects. Also currently active as an advisory, asset manager and intermediary for large complex commercial property and financing transactions.

Formerly a Sr. VP of acquisitions and problem property solutions for a major "top line" investment banking firm (DLJ Securities) investing pension fund capital in real estate. Prior to that worked in property operations and acquisitions for the largest owner of properties in the United States at that time (Lawrence Wien in conjunction with Harry Helmsley). Values relationship driven rather than purely transnational business arrangements.

Originally from the New York area, he resides in the Miami suburb of Key Biscayne for the past 40 years with wife Joanne. He has 2 adult children and 2 grandchildren. He received a B.S. degree in Real Estate from Pennsylvania State University and an MBA in Finance from New York University. Has traveled to more than 70 countries including many parts of Asia.

SECTOR PROFILE

Agency: Advanced Housing Corp.

Industry Sector: Property Development & Asset Management.

Products/Services: Land Developer Subdivisions & Rental Apartments for Low to Moderate Income Market.

Area of Interest: Infrastructure, real estate and general trade. Seeking to establish further relationships.

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Shanghai



Chen (Frank) Peng is a 27-year resident of Miami, originally from Shanghai. **He is the founder of Quantum Epoch LLC. (QE)**, which has been advising and facilitating bilateral cross border investments for dedicated Chinese clients, including many of the most successful individuals, the most prestigious private and public companies, as well as private and state enterprises, since 2013.

Mr. Peng has participated in multi-billion-dollar projects in various industries, including cruise, infrastructure, hotel, manufacturing, and real estate development, etc. He has been a continued major sponsor of Miami-Dade County's effort to promote Miami to China. Prior to 2013, He served as Vice President of Corporate Planning and Strategic Planning at Prestige Cruise Holdings, which merged with Norwegian Cruises in 2014. He was one of the foremost strategic and operation masterminds in cruise industry, and the only person in the world that has served long time in the core planning group with all top 3 cruise corporation groups (Carnival, Royal Caribbean and Norwegian/Prestige/Genting). During his tenure, he has participated in all major mergers & acquisitions, and other major strategic initiatives, such as capital market transactions, new ship projects, and the development of China's cruise market.

Mr. Peng was born and grew up in Shanghai. He had a B.E. in Naval Architecture and Ocean Engineering from Shanghai Jiao Tong University, M.S. in Applied Marine Physics and MBA in Finance from University of Miami. Mr. Peng also holds a Florida realtor license, through Cervera Real Estate, the leading real estate service company in South Florida.

SECTOR PROFILE

Agency: Quantum Epoch LLC.

Industry Sector: Financial Investment, Infrastructure, Leisure and Travel, Real Estate

Products/Services: Business development, project management, business investment advisor

Area of Interest: Promote infrastructure projects and other investment opportunities in Florida

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Beijing & Shanghai



Daqian Gao is Vice President in charge of China at Mana Group. He is responsible for the company’s strategic initiatives in China, including but not limited to business development, investor outreach and strategic relationships. Prior to joining Mana Group, Mr. Daqian was Vice President for finance and IR at Tiantu Capital, a private equity fund based in Shenzhen. He has also previously served as Corporate Relationship Manager responsible for listed and non-listed Chinese companies at UBS Securities in Shanghai and as an Associate in the compliance and trading department at Brill Securities in New York. Mr. Daqian is a graduate of Columbia University and a veteran of the United States Air Force. Daqian is fluent in English and Chinese. He lives in Beijing with his wife and daughter.

SECTOR PROFILE

Agency: Mana Group.

Industry Sector: Real Estate, Art, Media, Culture & Trade.

Products/Services: Real Estate development.

Area of Interest: Seeking to establish strategic partners.

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Jesse Manzano is the president of Tridente Strategies. He recently served as Vice-president of Government and Public Affairs for Resorts World Miami, a subsidiary of the Genting group, where for the past four years he worked closely with community and political leaders throughout Florida. His public sector experience includes working as a speechwriter in Governor Jeb Bush’s communications office and later as the state’s international business liaison in the Governor’s economic development offices. He was appointed chief of staff to the Secretary of the Florida Department of Transportation in 2007, and worked for city of Miami Mayor Manny Diaz as one of his senior aides.

In addition to this, Jesse has extensive experience in the political campaign realm, having worked as campaign manager on several local and statewide campaigns, including most recently the \$1.2 Billion Miami-Dade County School Board Bond and the Crandon Park Tennis Center referendums, as well as Mayor Carlos Gimenez reelection in 2012. Since 2004, Jesse has also served as an officer in the Florida Army National Guard, deploying in support of Operations Iraqi Freedom and Enduring Freedom. He has successfully completed the Army’s Air Assault qualification course, graduated with honors from the Defense Information School and was awarded a Bronze Star for merit in 2010.

Jesse earned his bachelor’s degree in French and International Relations from Florida International University in Miami, Florida. He is currently pursuing a graduate degree in Political Science at Florida International University.

SECTOR PROFILE

Agency: Tridente Strategies

Industry Sector: Professional Services

Products/Services:

Area of Interest:

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Marcelo Llorente brings more than fifteen years of experience in public finance, governmental and public policy law to **Llorente & Heckler, P.A. ("L&H")**. Marcelo assists L&H clients with a wide array of issues in the areas of government law and procurement, public-private partnerships and public finance. His keen understanding of government at all levels provides unique insight to companies seeking to navigate business opportunities at the local, state or national level.

Before joining L&H, Marcelo practiced law at Bryant Miller Olive for ten years. In addition to serving as Managing Partner of L&H, Marcelo is also Managing Partner at LSN Partners, LLC; a Miami based full service strategic business development and consulting firm. In 2002, Marcelo was elected to the Florida House of Representatives to represent the 116th District and was subsequently reelected in 2004, 2006 and 2008. During his near-decade of service in the Florida House, Marcelo passed landmark legislation and held positions including Chairman of the Full Appropriations Council on General Government and Health Care, where he oversaw more than \$30 billion of the State of Florida's annual budget. He also served as Vice-Chairman of the Joint Legislative Budget Commission, Chairman of the Policy Council and Chairman of the Committee on Constitutional and Civil Law.

Locally, Marcelo served as Chairman to Miami-Dade County Mayor Carlos Gimenez's 2016 and 2012 reelection campaigns and served as Co-Chair for Miami-Dade Public Schools' 2012 successful \$1.2 billion bond referendum program. In 2008, Senator John McCain selected Marcelo as a Florida Delegate to the Republican National Convention in Minnesota and as an Honorary Vice-Chairman of the 2008 Republican Platform Committee. Marcelo is currently a member of the Cuban American Bar Association and the Florida Bar's Section on Local Government. He is also a graduate of Leadership Florida (Class XXVII).

Born and raised in Miami-Dade County, Marcelo graduated from Belen Jesuit Preparatory School. He graduated cum laude with a Bachelor of Science degree in Business Management from Tulane University in New Orleans, where he was also a four-year letterman in baseball. He received his Juris Doctorate from the Florida State University College of Law.

BAR ADMISSION - Florida Bar

SECTOR PROFILE

Agency: Llorente & Heckler, P.A.

Industry Sector: Legal

Products/Services: Legal & Professional Services

Area of Interest:

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Maria J. Molina, P.E., founded NOVA Consulting, Inc., in 1995, a Certified Minority/Woman-Owned firm incorporated in Florida. For over 18 years the firm has provided professional services in civil and environmental engineering, transportation and construction management to municipal, state and federal agencies as well as private industry.

The experience of the company covers a broad range of projects including water, wastewater and storm water systems, permitting, investigations and cleanup of environmentally stressed properties, port and aviation facilities, and a variety of transportation projects for municipal and state agencies. The firm has offices in Miami-Dade, Ft. Lauderdale, West Palm Beach, Washington, DC, Garden City and New York City. Ms. Molina lends her creative marketing and management skills with her innovative technical experience to develop engineering opportunities with both private and public clients.

Ms. Molina received a B.S degree in Civil Engineering from the University of Medellin, Colombia, an M.S. degree in Hydrogeology from Adelphi University in New York and an M.E. degree in Civil and Environmental Engineering from City College of New York. She is a licensed Professional Engineer in New York and Florida, and a licensed General Contractor in the State of Florida.

For many years Ms. Molina has been involved in professional and community organizations. She served as president of the Florida Engineering Society (FES) Miami Chapter, Co-chair of the American Water Works Association (AWWA) Region VII, Chair of Broward County Board of Unsafe Structures and member of the Board of Directors of Miami Dade Women's Fund. As president of Nova Consulting, Ms. Molina has supported Women in Engineering and for over 17 years the firm has provided scholarships to minorities and women pursuing careers in engineering.

SECTOR PROFILE

Agency: Nova Consulting

Industry Sector: Engineering Consulting

Products/Services: Consulting Services

Area of Interest: Engineering Consulting in Transportation and Infrastructure.

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Beijing, Qingdao, Shanghai & Tokyo



Mercy Saladrigas has been **president of CAMACOL** since September 2016. Ms. Saladrigas is a proud graduate of Florida International University and gained her Juris Doctorate at the University of Miami School of Law. She has been working closely with CAMACOL as a volunteer since 1992 during which time she has championed many valued causes for our community and state.

Ms. Saladrigas is the first woman president of CAMACOL and champions issues such as education, free trade, social responsibility and support for the film and television sector. She is a single mother with two children, Chrissy (27 years old) and Phil (12 years old). She was born in New York and moved to Florida in her early teens. She was born in New York to Cuban American parents who moved to the U.S. during the Cuban Revolution, and they moved to Miami, Florida when she was very young. Ms. Saladrigas is very proud of her Cuban American heritage.

SECTOR PROFILE

Agency: Latin Chamber of Commerce of the USA (CAMACOL)

Industry Sector: Business Development

Products/Services: International Business Forum, Film & TV, Logistics, etc.

Area of Interest: Promotion of the 39th Hemispheric Congress

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Beijing, Qingdao & Shanghai



Nike Isaac, is the **president of Puregreen Health Inc.** She has over 15 years of banking and business sector experience, and she brings her professional experience into growing startup businesses and opportunities. As an ardent and prolific entrepreneur, she has successfully grown startups in USA, especially Florida. Among these startups is Puregreen Health Inc, established in 2009.

Puregreen Health Inc., started building maintenance business in November 2010. The Management, under my supervision was able to get its client through a company it paid on a monthly basis. However, in return, it was able to maintain some of these client from 2010 to 2013. Puregreen Health Inc., has implemented a growth strategy that diversified its services in the commercial marketplace. Utilizing a professional approach to the building maintenance industry, Puregreen Health Inc. has made a significant investments in establishing efficient systems and processes to hire the right people, utilize the best products and deliver exceptional cleaning services. It has also demonstrated its expertise in servicing clients with multiple locations and has experience with clients over many locations throughout South Florida.

Ms. Isaac has a Bachelor Degree in Business Administration & Management. She has obtained the following certifications and accomplishments:

- SBE/DBE Certified • WOSB Certified • ISSA/CIMS Expert • ISSA Member • OSHA Certificate of Participation
- WBENC Certified • Goldman Sachs (10,000) Small Business Alumni

SECTOR PROFILE

Agency: Puregreen Health Inc.

Industry Sector: Healthcare Services

Products/Services: Distribution of pharmaceutical products, skincare formulation and cleaning product manufacturing.

Area of Interest: Pharmaceutical contract manufacturing (private labelling), skincare packaging, manufacturing, formulator and skincare equipment company. Cleaning product manufacturer, cleaning product equipment company.

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Beijing, Qingdao, Shanghai & Tokyo



Roger Cooley, Roger Cooley, PE, is the Vice President for Wade Trim, Mr. Cooley’s career has focused on environmental issues ranging from the management of solid and industrial wastes in the early part of his career to the protection and optimization of our water resources over the last 20 years. Since he joined Wade Trim in 1999, he has been a key leader in the on-going technical and geographic evolution of Wade Trim’s Water Resources practice. His focus has always been to listen closely to clients so he can thoroughly understand their issues and objectives, and then work with a multi-disciplined team to develop creative and cost effective solutions. In recent years his main attention has been on wet weather issues (CSO/SSO) and optimizing and rehabilitating collection systems (pipes and pumps). He serves as Project Director on many of our major water resource efforts.

Mr. Cooley graduated from the University of Wisconsin-Madison with a BSCEE. From 2006 to 20015, he served on the Department of Civil Engineering’s Advisory Board at the University of Wisconsin. He is active in Water Environment Federation and has been a member of the Collection System Committee for over 15 years. He is also a participating member of NACWA, National Association of Clean Water Agencies.

SECTOR PROFILE

Agency: Wade Trim

Industry Sector: Energy: Solid & Industrial Waste

Products/Services:

Area of Interest:

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Patricia Arias is currently the **Managing Director of the Latin Chamber of Commerce, CAMACOL**, one of the largest Hispanic business organizations in the State of Florida and one of the most influential minority business groups in the United States. As its managing director Patricia spearheaded the creation of CAMACOL's highly successful Miami Media and Film Market.

Through her efforts at CAMACOL she has advanced the development of industry to strengthen and expand this sector in Miami Dade County. The Miami Media & Film Market is an intensive, industry business training and creative development initiative presented by CAMACOL. The program is for Film & TV industry representatives from all disciplines (development, production, post-production, special effects, sales, distribution, marketing, finance, legal and business affairs), as well as representatives from the creative sectors, and is designed to develop the practical knowledge, skills and high-level contacts needed to create and lead successful ventures.

MMFM is a fast growing film and entertainment international co-production forum and marketplace focused on film, television and digital media, helping to bridge the gap between the global entertainment industry and diverse, fast growing, multi-cultural markets. This conference presents dynamic panels on the latest independent film productions; co-productions and finance strategies; networking receptions and private meeting spaces to establish key business relationships and opportunities. Agenda includes the MMFM Producer's Forum and Conference Series, featuring decision makers from international markets.

CAMACOL has been at the forefront of Florida's expansion in the international sector and has unique international network through its Hemispheric Congress. The Congress and the Miami Media and Film Market (MMFM) work together throughout the U.S., the Americas and the global marketplace to establish connections which are strategic to the expansion of the industry. Ms. Patricia's responsibilities at CAMACOL also include government and institutional development, as well as international business liaison. Ms. Arias was named International Business Woman of the Year by the World Trade Center/Miami, presented with the Governor's Business Ambassador Medal, for the State of Florida, and is a member of the international jury for the "Premios Platinos" (the Latin 'Oscars').

She has extensive experience in the international and political sectors and served as part of the U.S. delegation at the Inter-American Development Bank, under President George H.W. Bush.

SECTOR PROFILE

Agency: The Latin Chamber of Commerce (CAMACOL), Miami, Florida

Industry Sector: Business Development & Film & TV Development

Products/Services: International Business Forum.

Area of Interest: Promotion of the 39th Hemispheric Congress, Film & TV.

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Ralph Garcia-Toledo is Chief Executive Officer of G-T Consortium Group, Inc., a holding company that is wholly owned by Mr. Garcia-Toledo. G-T Consortium has interests in construction (G-T Construction Group), real estate development and investment activities (AquaLand Development) and consulting services specializing in transportation issues (G-T Consulting Services). Previously Mr. Garcia-Toledo served as President of G-T Construction Group, a full service construction company based in Coral Gables, Florida. The company specializes in construction management of mostly government work with a smaller interest in large private work. Mr. Garcia-Toledo also served as owner and managing partner of G-T Consulting Services, overseeing client development and new business.

Before establishing G-T Consulting and G-T Construction Group Mr. Garcia-Toledo learned the trade of construction and land development during his time in the family business. At the helm was Mr. Rafael Garcia-Toledo Sr. who provided knowledge and guidance. Prior to that Mr. Garcia-Toledo was Director of the Government Affairs at Texaco Oil Company for their Latin America and Africa division, including outreach to employees, media, and government officials.

Mr. Garcia-Toledo has served on a number of professional and civic organizations. He currently is a member of the Miami Sports Commission appointed by the County Mayor, Chairman of Miami-Dade Exploratory Committee to bring the Olympic Games to Miami. Past Chairman of the Sister Cities program of Miami, past member of the Governor’s Council on Sports and Physical Fitness, past member of the board of directors of the Latin Chamber of Commerce (CAMACOL), former Vice-Chair Miami International Trade Board, past board member Junior Orange Bowl Committee, Miami-Dade Sister Cities Board of Directors, former member of the City of Miami Gang Task Force, past Chair City of Miami Youth Advisory Council and former member of the executive committee of the Greater Miami Chamber of Commerce. Director Miami-Dade Youth Fair.

Honors that Mr. Toledo-Garcia has received for his work in the community: World Championships for Disabled Youth Medal of Honor, Hispanic Heritage award for Meritorious service, City of Miami Proclamation (Mayor Steve Clark) for Outstanding Community Service, recognized by Governor Lawton Chiles for outstanding work with disabled children and special recognition from the 2012 U.S. Congress for outstanding and invaluable service to the community

SECTOR PROFILE

Agency: G-T Consortium Group, Inc.
Industry Sector: Travel, Tourism & Logistics
Products/Services: Professional Services
Area of Interest: Construction Management
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Ramon Gimenez

SECTOR PROFILE

Agency: Welever
Industry Sector: Start-Up, Social Innovation and Corporate Volunteering App.
Products/Services: Welever is the next Unicorn for social innovation and the United Nations

SDGs. We are a mobile App that puts in contact volunteers with corporations, community organizations, universities and government/cities agencies

Area of Interest: Seeking to find local partners and to meet with big PR & Communications agencies such as **Blue Focus Group in Shanghai**, Venture Capitals, Entrepreneurs & institutions in Social Innovation.

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Ronald Colas is **Vice-President and Senior Area Manager** of **WSP USA INC** (formerly **Parsons Brinckerhoff, Inc.**), manages the South Florida, Caribbean and Latin American region, and offers 30 years of professional engineering experience, business development and management. **WSP** is a global infrastructure strategic consulting, planning, engineering and program management and construction management organization.

As the executive of the firm in the region, his role is to identify and develop business opportunities with key strategic clients; enhance clients' relationships, serve as clients' primary contact and principal in charge; and assure that the firm's technical resources and subject experts are always available. Mr. Colas is a licensed Professional Engineer in the states of California, Missouri, Mississippi, Maryland, Puerto Rico, the US Virgin Islands, and Florida; and is a Special Inspector-threshold in Florida.

Mr. Colas is "**Recipient of the Florida Engineering Society 2016 Engineer of the year award**". He is also an active member of the following professional associations: Florida Engineering Society – Miami Chapter (FES Section 7) as past president and current Director; American Society of Civil Engineers (ASCE) - Florida Chapter; International Society of Soils Mechanics and Foundation Engineers (USNC/ ISSMFE); Institute of Transportation Engineers (ITE); Transportation & Expressway Authority Membership of Florida (TEAMFL); International Bridge Tunnel & Turnpike Enterprise Association (IBTTA); Florida Airport Council (FAC); Florida Institute of Consulting Engineers (FICE); Engineers without Borders (EWB); National Society of Professional Engineers (NSPE); National Society of Black Engineers (NSBE).

Married to his wife, Gaye and a proud father of three children Isabelle (26), Reginald (22) and Richard (14), Mr. Colas' mantra is: *his Family... his Strength, his Work...his Honor, his Dignity...his Core and his Faith...his Salvation*. Mr. Colas enjoys playing golf, playing and coaching soccer, traveling and flying radio controlled helicopters. He is fluent in English, French and speaks conversational Spanish.

SECTOR PROFILE

Agency: WSP USA Inc.

Industry Sector: Transportation & Infrastructure, Water & Environment, Power & Energy, Buildings & Facilities and Advisory Services.

Products/Services: Transportation (transit, rail, ports & marine aviation), Planning, Engineering, Construction Management & Program Management.

Area of Interest: Seeking new technologies and to meet with officials of CRCC – BYD.

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Steven T. Masdeu is the **Director for Safeguard Industries d/b/a Americas Transportation.com**. He is a result driven professional with over 20 years of passenger transportation experience. He has extensive experience in operations management, contract management, budget development, safety training, and customer service. A highly effective communicator, Steven has the ability to relate to individuals at all levels within and outside the organization. He is responsible for the executive leadership at Americas Transportation Directs the Management Team in charge of Operations, Risk Management, Fleet Maintenance, Financing, Purchasing, Human Resources, and Information Technology. He was formerly the Operations & Accounts Manager at General Patrol Services, Inc. from 1990 – 1998. He obtained a BA degree from Florida International University. He is fluent in English & Spanish.

SECTOR PROFILE

Agency: Safeguard Industries d/b/a Americas Transportation.com

Industry Sector: Transportation

Products/Services: Transportation services.

Area of Interest: Seeking new relationships and partners in Asia.

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Sylvia Gutierrez has over 20 years of experience in the aviation logistics industry and is the **Owner, President, and CEO of TIC AEROSPACE, INC.** (FAA FAR 145 and EASA Certified MRO) and TIC LOGISTICS. Since founding TIC Logistics in 1992, Ms. Gutierrez has continuously strived to make it a leader in the aviation industry.

TIC specializes in offering logistics solutions to the global military, corporate, and aerospace market. Ms. Gutierrez's recently opened TIC Aerospace, Inc., an FAA FAR 145 and EASA Certified repair station, which offers repair, overhaul, painting, and manufacture services, including AOG and critical requests. The company also provides component or part removal and replacement services, globally, in order to resolve any aircraft emergency situation. Complete services from Line to Heavy Maintenance support are offered at the MRO facility in Lima. Ms. Gutierrez earned a Bachelor's Degree in Business Administration and a Master's Degree in International Trade.

SECTOR PROFILE

Agency: TIC Aerospace Inc. / TIC Logistics

Industry Sector: Aviation

Products/Services: FAA and EASA certified MRO, repairs and overhaul. Tooling manufacturing specialized services, AOG support and line maintenance.

Area of Interest: Seeking to meet with procurement department or purchases or purchasing reps for Air China, China Southern Airlines, Hainan Airlines, Shenzhen Airlines, Sichuan Airlines, Xiamen Air, Shanghai Airlines, Beijing Capital International Airport; All Nippon Airways, Air Japan Cargo and Japan Airlines.

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Theodore Ward is a **Partner with Novam Portam and Senior Advisor to the Chairman, Responsible for Asian Initiatives, at Mana Group.** Prior to Novam Portam and Mana Group Theodore was the Editorial Director responsible for Special Projects and the Director of Asia at LatinFinance in New York and Miami. Preceding Latin Finance Theodore worked as the Interim-Executive Director of The Common Good, a 501(c) 3 based in New York; as a Field Director in Miami-Dade County during Barack Obama's 2008 presidential campaign; and as a Program Manager responsible for The Caribbean and Latin America at the Inter-American Economic Council in Washington, D.C.

Mr. Ward has a B.A. from the Elliot School of International Affairs at The George Washington University. He is conversant in French. He currently lives in Brooklyn with his wife, Rachel, and children, Sebastian and Charlotte.

SECTOR PROFILE

Agency: Novam Portam/Mana Group

Industry Sector: Real Estate, Art, Media, Culture & Trade

Products/Services: Real Estate development

Area of Interest: Seeking to establish strategic partners.

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Qingdao



Ying Geneve DuBois, Partner with DLA Piper, is an international real estate attorney and a member of the firm's Real Estate, Hospitality, Resort and Timeshare, and China practice groups. Ms. DuBois maintains an active transactional real estate practice in the United States, the Caribbean, Latin America and Asia. Since she is fluent in Mandarin and Cantonese and understands the culture gaps between American and Chinese companies, she has been instrumental in bridging the two cultures in many business and real estate transactions.

Ms. DuBois provides legal guidance to her Chinese clients with respect to their real estate investments in the United States. She organizes and works with colleagues to provide legal services involving various complex transactions for her Chinese clients. In addition, she plays a key role in representing the firm's American clients doing business with Chinese investors.

Ms. DuBois' practice focuses on the following areas: representing developers in purchasing and selling commercial properties, including office; buildings, shopping centers, schools, residential buildings, hotels and mixed-used projects; assisting developers in the development phase of real estate projects; representing shopping center, office and residential developers and owners in the leasing of commercial properties to large and small tenants; representing developers and hotel companies in negotiating and drafting hotel and resort; management agreements, technical services agreements and license agreements; structuring branded and non-branded residential projects, including negotiating and drafting; residential development agreements, residential management agreements, residential; marketing license agreements, club membership documents, rental program documents and related governing documents, including bylaws, master declarations, condominium declarations and shared facilities agreements; representing Chinese investors in all aspects of their commercial real estate investments in the United States.

Ms. DuBois was born and raised in China. Prior to her legal career, she was a computer engineer at EDS, one of the world's largest software development companies, as well as a product manager at Weblink Wireless. In addition, she worked with various Chinese delegates in business negotiations with Tandy Corporation, Weblink Wireless Inc. and several U.S. investment companies.

Memberships

- » The Inter-American Bar Association
- » National Asian Pacific American Bar Association, International Law Committee
- » Asian Pacific American Bar Association of South Florida
- » Florida Restaurant and Lodging Association, Broward Chapter
- » Florida Restaurant and Lodging Association, Broward Chapter, former Board Member

Education

- » Southern Methodist University Dedman School of Law, J.D., cum laude
- » Texas Christian University, BBA, International Marketing, summa cum laude

Bar Admissions - Florida

Languages Spoken: English, Mandarin Chinese and Cantonese.

SECTOR PROFILE

Agency: DLA Piper

Industry Sector: Legal

Products/Services: Real Estate | Hospitality, Resort and Timeshare | China Practice. Represents Chinese investors & U.S. businesses in investments in the U.S.

Area of Interest: Assist Miami to connect with Chinese community. Seeking to meet with Chinese companies with interest in investing in the United States.

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