

Florida FTAA, Inc. is the private-public entity led by Governor Jeb Bush and officials through out the State of Florida with the mission to make Miami the site of the Permanent Secretariat of the Free Trade Area of the Americas

the GATEWAY

Florida FTAA, INC. Miami, Florida: The Gateway of the Americas™
SUMMER 2005

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The Honorable Jeb Bush, Governor of Florida and his Excellency Oscar Berger, President of Guatemala

Guatemala and the Dominican Republic endorse Miami

His Excellency Oscar Berger, President of Guatemala, announced on December 6, 2004 his endorsement of Miami, Florida, as the location for the Permanent Secretariat of the Free Trade Area of the Americas at a press conference hosted by Florida FTAA together with Governor Jeb Bush.

"Naturally, Miami is the perfect location for the FTAA Permanent Secretariat," said President Berger. "Miami enjoys the infrastructure, workforce and ideal geographic location to host the Secretariat of the FTAA."

The endorsement comes on the heels of the Dominican Republic's endorsement of Miami as FTAA's Permanent Secretariat. On October 11, the President of the Dominican Republic, Dr. Leonel Fernandez, announced his support of Miami as the location for the Permanent Secretariat of the FTAA

at a press conference at the Biltmore Hotel in Coral Gables, Florida.

"From a business, cultural and geographical perspective, Miami is the ideal location for the FTAA Permanent Secretariat," said President Fernandez. "Miami's unique position as the center of trade throughout the Americas is second to none."

President Fernandez said the strong cultural ties and dynamic trade relationship have united the Dominican Republic and Florida, making Miami the natural site for the FTAA permanent home.

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The Dominican Republic is Florida's second largest trading partner in the world, with a bilateral relationship of almost \$4.9 billion dollars in 2003. Last year, \$2.13 billion in merchandise exports flowed to the Dominican Republic from Florida, and \$2.76 billion in import goods from the Dominican Republic came into our state.

Guatemala is Florida's tenth largest trading partner, with a bilateral relationship of almost \$2.4 billion dollars in 2003. Last year, \$1 billion in merchandise exports flowed to Guatemala from Florida, and \$1.4 billion in import goods from Guatemala came to our state.

"Guatemala's endorsement is another example of the growing support that Miami's candidacy enjoys in Central America," said Governor Bush. "As a significant trading partner and one of the most influential players in the region, Guatemala's support is imperative to furthering Florida's momentum and strengthening our commitment and dedication to bringing the FTAA Secretariat to our state."

Miami's dual endorsements set a historic precedent, propelling the city a step further toward securing the Permanent Secretariat of the FTAA. "President Berger's decision to support Miami provides the latest major boost to our efforts in the hemisphere. This announcement paves the way for additional endorsements in the future and will clearly assist in continuing the FTAA negotiations in Central America and throughout," said Jorge L. Arrizurieta, President of Florida FTAA, Inc.



At the press conference – (L to R) Jorge L. Arrizurieta, President of Florida FTAA; Mayor Don Slesnick, City of Coral Gables; The Honorable Jeb Bush, Governor of Florida; Mayor Manny Diaz, City of Miami and His Excellency Dr. Leonel Fernandez, President of the Dominican Republic

The Dominican Republic and Guatemala join the following nations who have announced their support of Miami as the future home of the FTAA Permanent Secretariat: Uruguay, Honduras and Nicaragua. Both Colombia and Costa Rica have announced their support of Miami in the second round should the candidacies of Panama City and Port of Spain, respectively, not advance. Meanwhile, other nations have asked to keep their commitments confidential for the time being. This continuous progress has assured Miami as the natural frontrunner in the race for the FTAA Secretariat.

Miami to Host the XI Round of the U.S.-Andean Free Trade Agreement

Serving as local host, Florida FTAA along with the Greater Miami community proudly welcomed the city's designation as the host of the XI Round of the U.S. - Andean Free Trade Agreement Negotiations. The United States Trade Representative's Office organized the negotiations, scheduled for the week of July 18.

Florida FTAA will coordinate the host committee that will work together to organize this important undertaking. The committee will include Miami-Dade County and the International Trade Consortium (ITC), the City of Miami and the Mayor's International Council, Enterprise Florida, the Beacon Council, the Greater Miami Chamber of Commerce, the Greater Miami Convention and Visitors

and delegates from Colombia, Ecuador, Peru and the United States along with members of the business community, congresses and the observers from Bolivia," said Miami Mayor Manny Diaz. "This is another opportunity for us to showcase our city and help our friends and neighbors in the region move forward with the ideals of hemispheric integration and free trade in the Americas that originated in Miami."

Bureau, CAMACOL, World Trade Center Miami, Florida International Bankers Association (FIBA), Sister Cities International, Florida Foreign Trade Association (FFTA), Peruvian American Chamber of Commerce and State Representative Juan Carlos Zapata.

"We are excited and honored to host the ministers and delegates from Colombia, Ecuador, Peru, the United States along with members of the business community, congresses and the observers from Bolivia," said Mayor Manny Diaz

Miami's announcement was made at a press conference marking the closing of the X round of negotiations in Guayaquil, Ecuador, by the United States Chief Negotiator, Regina Vargo, accompanied by Trade Minister Osvaldo Molestina of Ecuador. Jorge L. Arrizurieta, President, Florida FTAA, Inc., and Jesse Manzano, Director of the City of Miami's Mayors International Council, were on hand to accept the honor.



"We are excited and honored to host the ministers

The week-long negotiations are expected to bring together close to 1,000 representatives from the United States, Colombia, Ecuador, Peru and Bolivia's public and private sectors.

"By selecting Miami, Florida as the site of the XI

round of the Andean Free Trade Negotiations, the Bush Administration and the USTR are once again recognizing Florida's, and especially our community's role in the hemisphere," said Jorge L. Arrizurieta.

President Uribe of Colombia announces his support for Miami should Panama's candidacy not advance

Together with Enterprise Florida and Florida FTAA, Inc., Florida Governor Jeb Bush led a Team Florida delegation of more than 180 business leaders on a business development mission to Bogotá, Colombia, from February 20 to 23. The mission targeted a country that is among Florida's top trading partners.

"As Florida's sixth-largest trade partner, Colombia offers a wealth of international business opportunities for companies in a variety of industries throughout the Sunshine State," said Governor Bush. "Team Florida trade missions are a critical part of our efforts to expand our trade and investment relationships and to further diversify Florida's economy. I expect the upcoming Colombia

mission to be no exception."

President Uribe made the following statement regarding Colombia's support for Miami: "We pledged our support to Panama and we will keep that commitment. Today, I reiterated to Governor Bush my commitment to support Miami as the headquarters of the FTAA Permanent Secretariat if Panama's candidacy does not advance."

Governor Bush met twice last year with Colombian President Alvaro Uribe, most recently when Uribe led a delegation of more than 700 members to Miami for a two-day business matchmaking event.

The fourth largest market for U.S. goods and services in the Latin American region, Colombia imported more than \$1.7 billion in goods and services from Florida in 2003. Florida has 46% of the market share of total U.S. trade with Colombia. Colombia ranks prominently among industrialized countries in the global market, with well-diversified agriculture, natural resources and productive capacities.

"Florida and Colombia have a long history of sound economic, cultural and educational ties," said Jorge L. Arrizurieta, President, Florida FTAA, Inc. "This visit allows us to further strengthen these ties and continue to point out the many advantages for Colombia and the entire hemisphere in choosing Miami as the site of the FTAA Permanent Secretariat."



His Excellency Alvaro Uribe, President of Colombia and the Honorable Jeb Bush, Governor of Florida

South Florida hosts 35th OAS General Assembly



US Secretary of State Condoleezza Rice is welcomed by Jeb Bush at the OAS General Assembly Opening

In early June 2005, Fort Lauderdale played host to the 35th General Assembly of the Organization of American States. The 34-nation OAS gathering was held on U.S. soil for the first time since 1974.

The 35th General Assembly focused on important hemispheric topics such as democratic stability, regional economic prosperity and international free trade, and featured keynote speakers including President George W. Bush, Secretary of State Condoleezza Rice and Governor Jeb Bush. Both President Bush and Governor Bush capitalized on the highly visible assembly of the OAS to publicly bolster support for Florida's international recognition by focusing on its cultural connection and trade with

the Western Hemisphere. Two-way trade between Florida and the Western Hemisphere was \$51.1 billion in 2004, with the region representing nearly two-thirds of Florida's total trade, according to the governor's office. President Bush further promoted Florida as "a perfect place" for international diplomats to gather and conduct

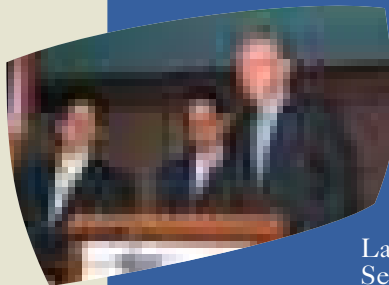
President Bush further promoted Florida as "a perfect place" for international diplomats to gather and conduct business, further boosting Miami's confidence as the future Permanent Secretariat of the FTAA.

business, further boosting Miami's confidence as the future site of the Permanent Secretariat of the FTAA. Expanding upon his brother's endorsement of Florida, Governor Jeb Bush said, "Florida has long served as a meeting place for different cultures from throughout our hemisphere and indeed the world."

The President also used the OAS meeting to reinforce the benefits of DR-CAFTA while simultaneously urging Congress to quickly pass the DR-CAFTA trade agreement. "DR-CAFTA is more than just a trade agreement. It is signal of the U.S. commitment to democracy and prosperity for our neighbors," President Bush said.

Participation in OAS activities by Florida FTAA, Inc. Chairman Charles E. Cobb, Jr. and President, Jorge L. Arrizurieta, public acknowledgements of South Florida as "a perfect place" by both President and Governor Bush, and South Florida's flawless success in hosting the 35th General Assembly of the OAS only serve to further bolster Miami's mounting momentum in securing the Permanent Secretariat of the FTAA.

Letter from the Chairman



From left to right, Commissioner Jose "Pepe" D'Edas, Miami-Dade County; Mayor Manny Diaz, City of Miami and Amb. Charles E. Cobb, Chairman of Florida FTAA

Florida FTAA continues to lead the push to become the eventual permanent home of the Free Trade Area of the Americas. In addition to Miami's already solid backing throughout the Caribbean and Latin America as the Permanent Secretariat of the FTAA, the official endorsements Miami received from the Dominican Republic and Guatemala earlier this year publicly showcase our strengthening support around the hemisphere.

In a historic trip by the six Presidents of Central America and the Dominican Republic, Florida FTAA hosted President Enrique Bolaños of Nicaragua and Ricardo Maduro of Honduras in a luncheon in early May during a successful nationwide barnstorming tour in support of DR-CAFTA. Florida FTAA has been instrumental in DR-CAFTA lobbying efforts locally and throughout Florida.

In April, a delegation led by Florida Secretary of State Glenda Hood embarked on a trade mission to Brazil in hopes of encouraging the reemergence of talks between the Chair and Co-Chair of the FTAA, the United States and Brazil.

Since hosting the first Summit of the Americas in 1994, Miami has been at the forefront of the United States' efforts to promote and expand free trade in the Western Hemisphere. In addition to hosting the

signing ceremony of the U.S.-Chile FTA, as well as the VIII Americas Business Forum and Free Trade Area of the Americas (FTAA) Ministerial in 2003, Miami is also vying to become the seat of the FTAA Permanent Secretariat. It was during the Miami Ministerial that USTR Robert Zoellick announced the United States' intention of negotiating a free trade agreement with the Andean nations of Colombia, Ecuador and Peru, and, separately, with Panama.

As part of its outreach efforts, and in partnership with economic development organizations statewide, Florida FTAA delegations have actively promoted Miami in all FTAA countries in the hemisphere and have secured the announced support of most DR-CAFTA nations and Uruguay, with Colombia and Costa Rica announcing their support in a "second round" vote. Florida leads all U.S. cities competing for this coveted prize and is considered the frontrunner in the hemisphere.

Florida FTAA's momentum continues to grow as we work to pass DR-CAFTA in the U.S. Congress, opening the door to FTAA and the endorsement of Miami as the permanent home of the Free Trade Area of the Americas.

*Sincerely,
Charles Cobb
Chairman
Florida FTAA, Inc.*

Letter from the President

On the heels of many successes in 2004 and with the support and encouragement of our partners in the private and public sectors, 2005 will continue to be a year full of accomplishments for Florida FTAA.

We have been working tirelessly on our continuing effort to bring the future home of the Permanent Secretariat of the Free Trade Area of the Americas to Florida. In a historic show of support, the Presidents of Guatemala and the Dominican Republic both endorsed Miami as the permanent home of the FTAA secretariat. President Berger of Guatemala and President Fernandez of the Dominican Republic proclaimed Miami as "the perfect place for the FTAA." Continuing our work throughout the hemisphere, Florida FTAA has led the way on several trade mission trips including Colombia, Brazil and Mexico over the past several months, which have served to stabilize international economic ties while garnering substantial hemispheric support for Miami's bid to become the permanent home of the FTAA.

We have focused many of our efforts on the successful passage of DR-CAFTA in the United States Congress. It is very clear that an eventual FTAA will not happen if DR-CAFTA does not pass. The DR-CAFTA trade agreement is vital to our continued leadership in the region. Countless members of our board of trustees coupled with efforts by local and state business organizations in the public and private sectors have allowed for a continual drive for DR-CAFTA to reach throughout Florida all the way to our nation's capital, Washington D.C. DR-CAFTA has enjoyed historic support,

ranging from the Florida Citrus Mutual to the Florida Trade and Transport Council.

DR-CAFTA represents an invaluable opportunity to enter another multilateral agreement giving national producers and exporters access to a growing market of nearly 45 million consumers, which will be added to the 387 million consumers currently in the NAFTA zone. These unprecedented endorsements display why DR-CAFTA is such a valuable opportunity for the United States and Central America.

The support of Florida FTAA's Board of Trustees has been overwhelming as we continue our efforts for our state. We are confident that when the DR-CAFTA agreement, as well as other bilateral trade agreements in the region, are completed the FTAA will subsequently come to fruition. We remain optimistic that the 34 member nations of the FTAA will then proceed with the selection of Miami as the Permanent Secretariat for the benefit of the entire hemisphere.

As we move forward, Florida FTAA is confident that talks will resume, Miami will soon receive, Miami will receive the U.S. endorsement and Florida will be reaffirmed as the true "Gateway of the Americas."

*Sincerely, Jorge L. Arrizurieta
President
Florida FTAA, Inc.*

"Letter to the editor of Miami Herald by President Jorge L. Arrizurieta"



*Jorge L. Arrizurieta,
President Florida FTAA*

Letter to the editor of Miami Herald by President Jorge L. Arrizurieta

Passage of DR-CAFTA is critical for the FTAA

DR-CAFTA is a critical free trade agreement that must be ratified by the United States Congress for the FTAA to become reality.

There is no way to sugar coat it: without DR-CAFTA, the free trade agreement between the United States and six Central American partners, there will be no FTAA and our state's golden opportunity to capitalize on becoming the FTAA's headquarters will be lost. Also forfeited would be the millions upon millions of dollars that would be pumped into the Florida economy, not to mention the economies of the six countries of DR-CAFTA. Additionally, DR-CAFTA and the FTAA will allow the U.S. to compete more effectively, with the only threat for us and the hemisphere being China.



DR-CAFTA is a vital stepping stone for the creation of FTAA, an agreement that would bring together all 34 democracies in the Americas and create the largest free trade community in the world.

It is very significant and not coincidental that most of the public endorsements Miami has received for the Permanent Secretariat of the FTAA have come from the presidents of the six DR-CAFTA nations. Nicaragua, Honduras and Guatemala reiterated their support when they visited Miami to kick-off the national tour of all Presidents to promote DR-CAFTA. The presidents recognize our mutual interdependence for economic opportunities that would benefit all parties involved, especially Florida, and expand our state's role as the hub of hemispheric trade.

Sugar's myopic intransigence on free trade fails to point out the tremendous economic benefit for Florida that DR-CAFTA represents by opening access to a growing market of 45 million consumers.

Already, the Central American countries and the Dominican Republic form Florida's largest trading bloc, in total accounting for nearly twice as much trade than with Brazil, Florida's largest trading partner. DR-CAFTA will impact our state tremendously since about 55 percent of the trade between Central America and the United States and 45 percent of the US-Caribbean trade moves through Florida's airports and seaports.

Under this agreement, the Central American countries and the Dominican Republic would form Florida's largest export market in the world.

"DR-CAFTA will impact our state tremendously since about 55% of the trade between Central America and the United States and 45% of the US-Caribbean trade moves through our airports and seaports in Florida."

According to a U.S. Chamber and Enterprise Florida economic analysis, the first nine years under DR-CAFTA, "show a potential increase in output across all industries of \$5.2 billion, increased earnings of employees in all industries of \$1.2 billion, and the creation of 36,982 jobs." The state's agricultural sector, including crop and animal production, would see a net increase in jobs both in the short- and long-terms.

That is not surprising when the facts of the DR-CAFTA agreement are brought to light. Passage of DR-CAFTA would immediately lift the tariffs on 80 percent of U.S. exports to the six countries, giving American and Florida products, including

agricultural, a competitive edge compared to global competition. From the perspective of DR-CAFTA nations, three-quarters of the imports into the U.S. from these countries are already duty-free under previous bilateral trade agreements.

To appease the sugar industry, this agreement provides a safety net causing strong reactions from some of free trade's strongest supporters in the U.S. Congress, allowing the U.S. government, if need be, to pay Central American producers not to ship their sugar.

Most Americans consume between 10 and 20 teaspoons of added sugar per day. The increase under DR-CAFTA will be the equivalent of "one teaspoon" per week per American referred to earlier. This new restriction will increase quota by only 1.2 percent of current U.S. consumption, or about one day's production of all the sugar produced in our nation each year.

DR-CAFTA also represents an opportunity to strengthen security. The Castro-Chavez alliance of Cuba and Venezuela is disturbing, but the antidote to the spread of their socialist mischief is more freedom and more opportunity. This treaty is very important for trade and vital for security.

As President Bush said at a ceremony with the DR-CAFTA presidents, "the United States was built of freedom and the more of it we have in our backyard, the freer and safer and more prosperous all of the Americas will be."

DR- CAFTA Presidents kick-off U.S. Tour at The Port of Miami

Florida FTAA joined the US Chamber and the Port of Miami in hosting H.E. Ricardo Maduro, President of Honduras; H.E. Enrique Bolaños, President of Nicaragua and H.E. Oscar Berger, President of Guatemala, in the kick-off of the DR-CAFTA Presidents' Tour in Miami. The Presidents then traveled to other U.S. cities to promote the benefits of DR-CAFTA and ended their tour in a visit with President Bush and the three other DR-CAFTA presidents.



At the DR-CAFTA kick-off, (L to R), Commissioner José "Pepe" Díaz, Miami-Dade County; Mayor Manny Díaz, City of Miami; His Excellency Ricardo Maduro, President of Honduras; Mayor Carlos Álvarez, Miami-Dade County; His Excellency Oscar Berger, President of Guatemala; His Excellency Enrique Bolaños, President of Nicaragua; the Honorable Jeb Bush, Governor of Florida, and José Pérez-Jones, Vice President, Seaboard Marine

and the Central American Chamber of Commerce.

Following this luncheon, Florida Governor Jeb Bush joined Presidents Berger, Bolaños and Maduro for a press conference at the Port of Miami Pier 12. The governor and the presidents addressed the importance of DR-CAFTA. It was appropriate for the event to be held at the port, because the Central American countries and the Dominican Republic together are currently Florida's largest trading bloc, accounting for nearly twice as much total trade than with Florida's single largest trading partner, Brazil.

"We are honored to serve as the initial hosts of this nationwide public education tour. This barnstorming trip around the country beginning in Miami today will further assist in garnering the support necessary to ensure that the Florida Congressional delegation supports this agreement," said Jorge L. Arrizurieta, President of Florida FTAA. These important events were part of an unprecedented ten-city barnstorming tour aimed at soliciting support for the DR-CAFTA.

"It is crucial that the U.S. Congress ratifies this agreement that strongly supports American jobs, levels the playing field for U.S. workers, boosts U.S. agricultural exports and helps our neighbors in the region. This is a good agreement for DR-CAFTA, a good agreement for the United States and an even better agreement for Florida. If DR-CAFTA is not ratified by the U.S. Congress you can be assured that the free trade movement will be effectively stalled. This is the precursor to an eventual FTAA," added Arrizurieta.

"It is crucial that the US Congress ratifies this agreement that strongly supports American jobs, levels the playing field for US workers, boosts US agricultural exports and helps our neighbors in the region."



DR-CAFTA in numbers

• 2004 Total Trade between the U.S. and the DR-CAFTA region was \$3 billion.

• 2004 Total Trade activity between Florida and the DR-CAFTA region equaled \$16 billion.

**This surpasses the \$10.5 billion in trade with Brazil, Florida's highest volume trade partner.*

- Florida is the number one exporter to DR-CAFTA region.**
- Florida handles almost 50 percent of the trade in goods between the U.S. and DR-CAFTA nations.**
- U.S. exports to DR-CAFTA nations in 2004 were 16 percent higher than in 2000.**

After one year

- 6,879 jobs created**
- \$958 million in increased output**
- \$226 million in increased employee earnings**

After five years

- 36,308 jobs created**
- \$5.1 billion in increased output**
- \$1.2 billion in increased employee earnings**

Florida FTAA leads several lobbying mission trips to Washington D.C. in support of DR-CAFTA

trade than with Florida's largest trading partner, Brazil. DR-CAFTA will impact our state tremendously, as about 55 percent of trade between Central America and the United States and 45 percent of U.S.-Caribbean trade now moves through Florida's airports and seaports.



The Capitol, Washington, DC

In recent months, Florida FTAA has significantly escalated its lobbying for the DR-CAFTA trade agreement by leading several delegations of state and local business organizations from both the public and private sectors to secure support from the Florida Congressional Delegation in Washington D.C.

The Senate, by a 54-45 vote, approved the DR-CAFTA agreement following passage by the Senate Finance Committee and House Ways and Means Committee. Both Florida Senators Mel Martinez and Bill Nelson voted in favor of the pact. As of this publication date, the House had not acted on the measure. In early June, the DR-CAFTA agreement won approval by both the Senate Finance Committee and the House Committee in two mock mark-up hearings. The Senate Finance Committee endorsed DR-CAFTA with a vote of 11-9, while the House Ways and Means Committee followed suit passing DR-CAFTA with a vote of 25 to 16.

Close to \$16 billion dollars worth of total trade activity between Florida and the DR-CAFTA region occurred in 2004, making this trade bloc the number one trading partner of Florida.

"This agreement is important to continue our commitment and leadership in Central America and the Dominican Republic. It is very clear that an eventual FTAA will happen only if DR-CAFTA is ratified by the U.S. Congress," said Jorge L. Arrizurieta.

In May 2004, the United States, the Dominican Republic, and five Central American Countries (Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua) signed an agreement to eliminate trade barriers, open markets, to enforce fair labor conditions and to promote investment and economic growth. Currently, three Central American countries have ratified DR-CAFTA: Honduras, Guatemala and El Salvador.

DR-CAFTA will provide substantial new trade-related economic opportunities for Florida businesses, workers and citizens. Already, the Central American countries and the Dominican Republic together form Florida's largest trading block in the world, accounting for nearly twice as much total

On March 16th-17th, Jorge Arrizurieta led a group of 13 public and private sector leaders to meet with the Florida Congressional Delegation members including U.S. Senator Mel Martínez, to discuss the importance of passing DR-CAFTA as it relates to the progress of FTAA.

The DR-CAFTA advocacy mission met Florida Congressional Delegation for the second time on April 5th-6th. Jorge Arrizurieta led a group of six advocates to Washington D.C. again meeting with many important members of the delegation.

On May 17th-18th, Florida FTAA, Inc. led by Florida Secretary of State Glenda Hood, on behalf of Governor Jeb Bush held a series of successful meetings with members of the Florida Congressional Delegation in Washington D.C. This mission and on-going lobbying efforts took place on the heels of an overwhelmingly successful brainstorming tour by six presidents of the DR-CAFTA region that began in Miami, culminating in a White House meeting with President George W. Bush.

Governor Jeb Bush and Florida FTAA President meet with Paraguayan Vice President Luis Alberto Castiglioni

Florida Governor Jeb Bush and Florida FTAA, Inc. President Jorge L. Arrizurieta met recently with Paraguayan Vice President Luis Alberto Castiglioni in Tallahassee to discuss Florida-Paraguay trade relations, the Free Trade Area of the Americas and MERCOSUR.

"As the 'Gateway of the Americas', we recognize how important it is to continue to improve our relationships with a new generation of government leaders throughout South America who are dedicated to promoting prosperity, democracy, the fight against corruption and economic development," said Governor Bush.

"We are very optimistic following our meeting that the relationship between Florida and Paraguay will continue to strengthen," said Florida FTAA President Jorge L. Arrizurieta. "Meeting with key leaders like Vice President Castiglioni continues to serve as a major steppingstone toward securing the Permanent Secretariat in Miami. We are optimistic about the possibility of future support from Paraguay in our efforts."

Last year, Florida's annual merchandise trade with Paraguay was \$453.4 million, an increase of 8.9 percent since 2002. Florida's merchandise exports to Paraguay were \$440.7 million, ranked 21st of the 50 destinations worldwide.

Also in attendance at the meeting were James Spalding, Paraguayan Ambassador to the U.S.; Carlos Alberto Ortiz, Consulate General of Paraguay in Miami; and Carlos T. Walde, Minister of the Economy.



During his Tallahassee visit (L to R), His Excellency Luis A. Castiglioni, Vice President of Paraguay; the Honorable Jeb Bush, Governor of Florida; and Jorge L. Arrizurieta, President of Florida FTAA, Inc.

Brazil has been in the spotlight during an April trade mission and the focus Brazil 2005 event

A trade and business development mission to Brasilia and São Paulo, Brazil was led by Florida Secretary of State, Glenda Hood; Ambassador Sue Cobb; Ambassador Charles E. Cobb, chairman of Florida FTAA, Inc.; and Jorge L. Arrizurieta, president of Florida FTAA, Inc., along with a very important delegation of private sector CEOs. During the four-day mission from April 17 to 20, they visited Florida's largest trading partner and United States' co-chair of the Free Trade Area of the Americas.

"Brazil's influence as the second largest economy in the hemisphere, our largest trading partner, and co-chair of the negotiations of the Free Trade Area of the Americas, made our visit a very important and timely one," said Jorge L. Arrizurieta, president of Florida FTAA, Inc. "Our main mission on this visit was to further strengthen our economic and cultural ties with Brazil and work to ensure that Brazil supports Miami as the home of the FTAA."

While in Brasilia, the delegates met with U.S. Ambassador John Danilovich for a briefing and reception with high level public and private sector leaders. The delegates also met to discuss trade relations with Brazilian President Lula da Silva's Chief of Staff Minister José Dirceu; Special Advisor to the President Minister Marcel Biato; Conselheiro for the Ministry of Foreign Affairs Tovar da Silva Nunes; Ministry of Agriculture Secretary for Agro Energy/Production Linneu Carlos da Costa Lima; and Ministry of Development and Industry Dra. Rosaria Costa Batista and Dr. Ivan Ramalho.

In the final two days in São Paulo, private sector leaders concentrated their efforts on strengthening

the commercial ties that unite Brazil and Florida as well as advocating the merits of Miami, Florida, as the Permanent Secretariat of the FTAA. The delegation met with many organizations, including the Brazilian Associations (FACESP), São Paulo Commercial Associations (ACSP), the Federation of Industries of São Paulo State (FIESP), the São Paulo State Science & Technology Secretary; the São Paulo International Relations Secretary, the São Paulo Small Industry Association (SIMPI).



During the Brazil Trade Mission (L to R), Rafael Benke, International Director, FIESP; Florida Secretary of State Glenda Hood, Amb. Rubens Barbosa, Chairman, FIESP; Amb. Charles E. Cobb, Chairman, Florida FTAA and Jorge L. Arrizurieta, President, Florida FTAA, Inc.

From 2003 to 2004, trade between Brazil and Florida increased 21.9 percent, making Brazil Florida's number one worldwide trading partner of all countries worldwide. Last year, bilateral trade totaled \$10.5 billion. Brazil is also Florida's number

one export market, generating \$4,858.7 million dollars for the state of Florida in 2003. Imports from Brazil totaled \$4,320.1 million, making Brazil Florida's second largest import trading partner in 2003. Trade conducted between Brazil and Florida alone accounts for more than 20 percent of the business transactions between all Latin American and Caribbean countries.

In a move to strengthen business and cultural ties

between Broward County and Brazil, the Broward Center for the Performing Arts unveiled a week-long program that will include business forums as well as cultural and educational events. The program, which ran from March 7-11, was designed to bring together key public and private sector representatives, diplomats and cultural groups in business and cultural forums and outreach events in the Broward and Miami-Dade school systems.

"This unique combination of culture, commerce and community is particularly significant, not only because Brazil is the state's number one trading partner but also because of the substantial number

of Brazilians who live in South Florida," said Mark Nerenhausen, president and chief executive officer of the Broward Center. "This project sets an innovative platform to bring together South Florida and Brazil's top musicians and public and private sector leaders."

The program included two days of business meetings to discuss foreign trade, educational exchange and bio-research applications for health care. Gov. Jeb Bush was invited, along with the governor of São Paulo state, the Brazilian ambassador in Washington, D.C., and Brazil's consul general in Miami.

Florida's Trade & Transportation Council overwhelmingly supports DR-CAFTA

The Florida FTAA applauded the Florida Port Council's unanimous endorsement of the DR-CAFTA trade agreement in June.

The Florida Port Council, which includes 14 Florida ports from Key West to Pensacola, is an important part of the Florida Trade and Transport Council.

The Trade and Transport Council of Florida offered its loyal support for DR-CAFTA, and urged other members of Florida's economic community to realize the potentially tremendous benefits of the free trade agreement to Florida's local economy and hemispheric distinction. In garnering political and economic backing for DR-CAFTA, the 14 members of the Florida Ports Council encouraged Congress to pass the trade agreement.



in Florida. Through this resolution, the Florida Ports Council has unequivocally shown its support for this important trade agreement between the DR-CAFTA nations, our nation and especially, our state. It is impressive to see the amount of support that is mounting daily on behalf of DR-CAFTA in our state and throughout the nation," said Jorge L. Arrizurieta, president of Florida FTAA, Inc., in June.

The Council cited the economic and political benefits to all involved with the free trade agreement. The two-way trade agreement will further open American goods and services markets to Central America, which would lead to the creation of America's second-biggest export market in Latin America responsible for \$11 billion dollars trade. Already, about 55 percent of the trade between Central America and the United

States and 45 percent of US-Caribbean trade moves through airports and seaports in Florida.

"The endorsement of the Trade and Transport Council of Florida highlights the support for DR-CAFTA throughout the various industries and sectors

Florida FTAA applauds the Florida Citrus Mutual and their support for DR-CAFTA

Jorge L. Arrizurieta, president of Florida FTAA, Inc., praised the decision Florida Citrus Mutual's Board announced on June 1st to support Congressional approval of the DR-CAFTA trade agreement, calling it a bold endorsement that challenges Florida's other agricultural groups to follow suit. Florida Citrus Mutual serves all Florida citrus growers by representing them on issues affecting their business.

"Florida Citrus Mutual's endorsement of DR-CAFTA is bold and absolutely critical as we rally support around this fair and responsible trade agreement," said Arrizurieta. "Florida's citrus growers have been ardent supporters of the state's campaign to land the FTAA secretariat in Miami. They recognize that without DR-CAFTA there will be no FTAA."



Andy LaVigne,
President



Under the agreement, the Central American countries and the Dominican Republic would form Florida's largest trading bloc, accounting for nearly double the total trade between Florida and Brazil, the state's largest single trading partner. Already, about 55 percent of the trade between Central America and the United States and 45 percent of the U.S.-Caribbean trade moves through airports and seaports in Florida.

"Miami merits the title 'Gateway of the Americas'" Mayor Carlos Álvarez



During his inaugural address on November 16, 2004, during his inaugural address, Mayor Carlos Álvarez of Miami-Dade County proclaimed that, "We deserve to be known as the hub of international commerce and we merit the title-

*Mayor Carlos Álvarez,
Miami-Dade County*

'Gateway of the Americas' that can be given added prestige by claiming the prize of the Free Trade Area of the Americas Secretariat."

Speaking on behalf of Miami-Dade residents, who wish to have their city act as the locus of economic and geopolitical affairs of the Western Hemisphere, the Mayor said that, "We, as a community, expect and deserve to have a government that will be responsive to the growing needs and demands that are present today and will increase tomorrow. As your Mayor, I will seek to explore any and all possible avenues to ensure that we create a prosperous economy that will yield jobs and bring about economic relief and security."

Mayor Alvarez concluded by saying that "We expect and deserve to live in a community that is respected throughout the world but as with all things of significant value, respect must be earned."

Mayor Alvarez's positive words for Miami's bid to become the Permanent Secretariat of the FTAA, coupled with the Congressional Delegation of Florida's commitment to cooperate towards securing the Secretariat, are expected to have a positive impact on Florida FTAA's efforts. They are also clear proof that both the private and public sectors are committed to this initiative and recognize its importance.

Canada expands consular operations in Miami

Canada's Minister of International Trade, Jim Peterson, officially opened the new office of Canada's Consulate General in Miami, saying the expansion reflects the growing strengths of Canadian tourism, trade and investment in the state.

A new study for the Canadian government concluded that Canada is the state's largest source of foreign investment, with investments of about \$7.4 billion in 2002, and the largest single source of foreign tourism.



Canadians accounted for about 30 percent of all international personal visits to the state in 2003, the study said. Nearly two million Canadians are expected to visit Florida this year.

Canada and Florida also have strong economic and cultural ties. Earlier this year, Florida FTAA and Governor Bush visited Montreal and Ottawa on a highly successful mission which is expected to generate a great return of investment in the future. The opening of this new office also shows that momentum is gathering around Florida's growing importance as a key player at an international level.

First lady of florida Columba Bush, Florida FTAA, Inc. and private sector delegation take mission trip to Mexico

Florida and why it is the 'Gateway of the Americas'."

While in Mexico, the delegation met with Eduardo Sojo; Public Policy Chief for Mexican President Vicente Fox; Luis Ernesto Derbez; Minister of Foreign Affairs; Undersecretary Angel Villalobos; and United States Ambassador Antonio O. Garza, as well as other leaders in the private sector including Consejo Coordinador Empresarial (CCE) and Consejo Mexicano de Comercio Exterior (COMCE).

First Lady of Florida Columba Bush, Florida FTAA President Jorge L. Arrizurieta, and a group of private sector leaders embarked on a two-day mission trip to Mexico on Wednesday, January 26th, to advocate Miami's efforts to secure the Permanent Secretariat of the FTAA.

Mexico ranked 9th among Florida's top 50 merchandise trading partners in 2003 at approximately \$2.4 billion. This represents an increase from 2002 (\$2.3 billion), 2001 (\$1.8 billion) and 2000 (\$1.6 billion). In 2002, Mexico was ranked 13th among South

Florida's top 100 trading partners, with an estimated two-way trade at \$1.021 billion, compared to \$1.048 billion in 2001.

In addition to Mrs. Bush, the delegation included Allen Brentenson, corporate vice president of Baptist Health; Gladstone "Tony" Cooper, chairman, Port of Tampa; Eduardo Hapke, editor of Hispanic Target Magazine; Cristian Parodi, president of Reporte Informativo; Eduardo Vidal, partner at Hughes, Hubbard & Reed; and Dominique Virchaux, managing partner of Virchaux & Partners.

"I am excited about this opportunity to help promote Miami and the state of Florida in Mexico," said Mrs. Bush. A native of Mexico, Mrs. Bush reflected on the importance of her trade mission when she said, "While every trip back to Mexico is special to me, this one is very important, as I will be in the privileged position of sharing some of the reasons why I love

During the mission to Mexico, First Lady of Florida Columba Bush and Foreign Relations Minister Ernesto Derbez, pictured with Florida FTAA Board Members and other delegates: Eduardo Hapke, Hispanic Target Magazine; Beatriz Arana, Burson-Marsteller; Tony Cooper, Port of Tampa; Ana Arroyo, Enterprise Florida Mexico Office; Dominique Virchaux, Virchaux & Partners; Jesse Manzano, Office of the Governor; Allen Brentenson, Baptist Health; Jorge L. Arrizurieta, Florida FTAA; Don Johnson, FedEx Express Corp. and Cristian Parodi, Reporte Informativo

Florida FTAA welcomes new members to its board of trustees

In our efforts to expand and work together with regional and national leaders to bring the FTAA Permanent Secretariat to Miami, we are proud to announce that Huizenga Holdings, Inc., Dutko Worldwide Consulting, Hellman Worldwide Logistics and Ryder Systems have recently joined our Board of Trustees.

"We are honored to have these companies join our Board. Their participation and support of our efforts exemplify the confidence the business community has in Florida FTAA and proves that indeed Miami is the Gateway of the Americas" commented Florida FTAA, Inc. President Jorge L. Arrizurieta.

Huizenga Holdings, Inc.

Huizenga Holdings, Inc. is an investment and entertainment conglomerate that owns and operates the Miami Dolphins football team and the team's home, Dolphins Stadium. Huizenga Holdings also develops and manages residential and

commercial properties in Florida. The company was founded by H. Wayne Huizenga who has successfully founded other ventures such as AutoNation, Blockbuster, Waste Management and Republic Services.



Dutko Worldwide is a multidisciplinary government affairs strategy and management firm. Dutko accelerates clients' growth and impact on political and policy making processes by providing worldclass advisory services to public and private sector organizations, both locally and around the globe.



Hellman Worldwide Logistics was founded by Carl Heinrich Hellmann in 1871. Hellmann Worldwide Logistics has developed into one of the world's largest logistics providers. The services offered by the company cover a wide range, from "classic" shipping services by truck, air and sea freight through extensive courier and warehousing services all the way to numerous special services.



Ryder System, Inc. is a Fortune 500 provider of leading-edge transportation, logistics and supply chain management solutions worldwide. Ryder serves customer needs throughout North America, Latin America, Europe and Asia. For more than seven decades, Ryder has earned high marks for serving customers in a timely, cost-effective and reliable manner.

Florida continues commitment to Caribbean

Florida has a proven record of helping out its neighbors in their time of need. After the storms of 2004, the Florida Association for Volunteer Action in the Caribbean and the Americas (FAVACA) galvanized Florida's support to the Caribbean. FAVACA, however, provides more than hurricane relief.

It has sent more than 1000 volunteer missions to 25 nations and territories in the region. For the fiscal year 2005-06, Governor Jeb Bush recommended an increase in the legislative appropriation for FAVACA and Florida's International Volunteer Corps from \$500,000 to \$750,000. Florida's governors and the Florida Legislature have supported an appropriation for FAVACA annually since 1986.



In addition to his work with FAVACA, Governor Bush created a Haiti Advisory Group that serves as a special task force responsible for determining the most effective aid Florida can provide to Haiti during its transitional period. The Haiti Advisory Group is just one of many initiatives that the Governor and the state of Florida have created to support Haiti and the Caribbean.

This year's Caribbean Central American Action's (CCAA) annual conference on the Caribbean Basin was a great success with another soon approaching. CCAA is an organization based in Washington, D.C. to promote economic development in the Caribbean Basin and throughout the hemisphere. CCAA has been a strong advocate in the fight for DR-CAFTA; recently, CCAA sponsored a trade and investment forum titled Making DR-CAFTA Work For All of Us.

Florida FTAA applauds the efforts of the many national and state-wide efforts to improve economic and trade relations with the Caribbean Basin. Florida FTAA maintains strong ties with the Caribbean and continues to support these important organizations.



Congressman Robert Portman confirmed as US Trade Representative

Florida FTAA applauded the nomination and confirmation of U.S. Representative Rob Portman as United States Trade Representative.

Ambassador Portman will have a full agenda of trade issue important to Florida and the Americas, including DR-CAFTA, the establishment of the Free Trade Area of the Americas – which would become the world's largest trade zone – and the negotiation of several trade agreements in the region. He will also work to complete the Doha Round negotiations within the World Trade Organization (WTO) to reduce global barriers to trade and to enforce trade laws to protect American businesses and workers.

President George W. Bush nominated U.S. Representative Rob Portman to be U.S. Trade Representative and he was confirmed by the U.S. Congress on April 29, 2005. Portman served in the U.S. House of Representatives from Ohio's 2nd District and sat on the House Ways and Means Committee on Ways and Means and its subcommittee on Trade. In addition, he was also Vice Chairman of the Budget Committee and served as the Chairman of the House Republican Leadership. During his 12-year career in the House of Representatives, Congressman Portman voted overwhelmingly in favor of lowering trade barriers.

He later served in President George H. W. Bush's Administration as Associate Counsel to the President and as Deputy Assistant to the President and Director of White House Office of Legislative Affairs.

Ambassador Portman received his bachelor's degree from Dartmouth College and his *juris doctor degree* from the University of Michigan, and subsequently practiced international trade law. He later served in President George H. W. Bush's Administration as Associate Counsel to the President and as Deputy Assistant to the President and Director of White House Office of Legislative Affairs.

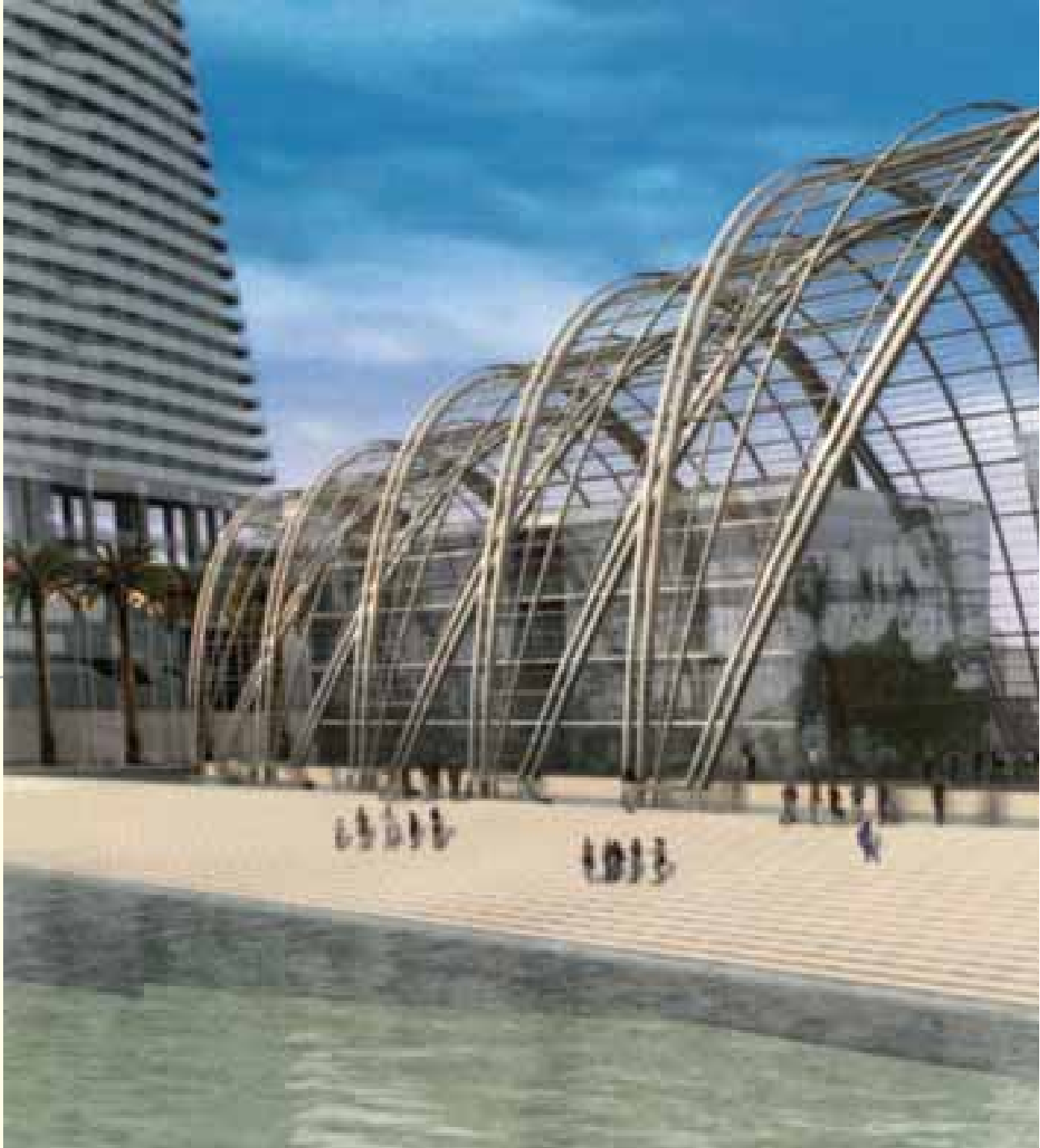
"Ambassador Deily has done a superlative job in representing the United States at the WTO. Because of her efforts, the United States is recognized for its leadership in launching the Doha Round of multilateral trade negotiations in November 2001, in advancing the Doha negotiations, and in strengthening the system of international trading rules and the WTO institution itself," said Ambassador Portman.

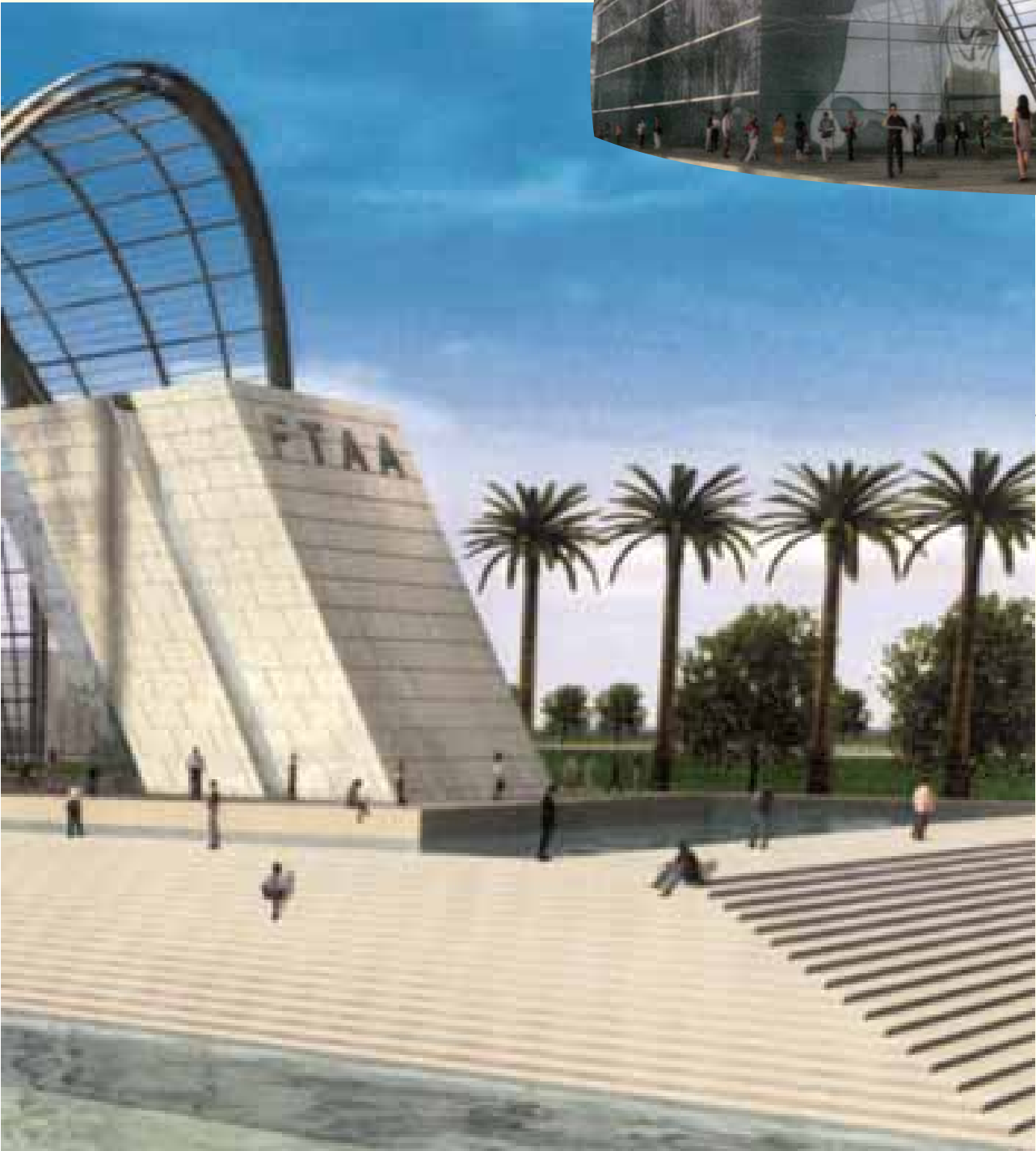
"I am very pleased that Ambassador Allgeier has agreed to succeed Ambassador Deily in Geneva. They have worked closely together on the Doha negotiations during the past four years." concluded Ambassador Portman.



Ambassador Robert Portman, U.S. Trade Representative

The Dream Home: Miami promises to build a \$12 million to \$16 million home for the FTAA secretariat if the city is chosen. This proposed building, designed by the firm of Spillis Candela, would be made of glass and titanium, and located in Watson Island.





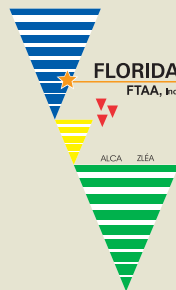
the GATEWAY

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