

## **Florida-Mexico Work Group: Building an axis of trade, investment, and manufacturing between Mexico and Florida.**

*With an exchange of over \$11 billion dollars in 2021 that support more than 310,000 jobs, Mexico ranks #3 as a destination for Florida origin exports and #2 as a source of imports. Trade and investment between the two economies has grown significantly over the course of several years, achieving its highest levels and facilitated by, among other ways, through new maritime routes that join the Gulf of Mexico and Florida. However, there is still significant potential to transform the foundations of this relationship to into a strategic business partnership by establishing a commercial, investment and co-manufacturing hub.*

### **Phase I - Explore ways to expand maritime trade between the two economies**

- May 23-26, 2016 | Enterprise Florida Trade Mission to Mexico –
  - First MOU signed between the Florida Ports Council and Mexican Gulf Ports.
  - At the time of the signing, only one Florida port had direct shipping service with Mexico.
- July 2017 | Grupo Mexico buys Florida East Coast Railway \$2.1 billion
- November 30, 2018 | USMCA/T-MEC was signed
- July 2019 | Florida delegation consisting of: The Florida Ports Council, Enterprise Florida & Florida Chamber/World Trade Center Miami travels to Mexico to revitalize relationships with Mexican ports and pertinent institutions
- July 1, 2020 | USMCA enters into force
- November 2019 | Delegation of Mexican ports visits Miami and a letter of intent is signed between the Florida Ports Council and the Coordination of Ports and Merchant Marine/Coordinación General de Puertos y Marina Mercante - (DGCPMM) to grow maritime trade between the two economies as well as establish the Florida/Mexico Work Group to regularly meet and advance on mission.
  - The working group's efforts include:
    - Data analysis
    - Identification of technological and regulatory enhancements
    - Identifying products/cargo is prime for shift from land to maritime route
    - Among others
- 2021 | Six Florida ports (PortMiami, PortEverglades, PortManatee, PortTampaBay, Port Panama City, & Jaxport) have regular shipping service with Mexico.

### **Phase II – Directly engage with the private sector in Mexico and Florida. Foster and strengthen industry and institutional partnerships that will enhance international commerce and economic development between the two economies.**

- June 19-24, 2022 | Trade Mission to Mexico - with the Coral Gables Chamber of Commerce, the Florida Ports Council & the Consulate of Mexico in Miami:

- Goals for mission and beyond include:
  - a) Continue to grow maritime trade between the two economies.
  - b) Connect with the private sector through multiplier institutions such as trade/industry associations and chambers of commerce and engage them in our efforts.
  - c) Promote the water route to the private sector in Mexico and Florida and highlight the advantages/benefits it offers in light of global supply chain disruptions.
  - d) Identify and connect with manufactures, shippers/BCOs and other large producers in Mexico.
  - e) Identify industries which would be prime for co-manufacturing with between Florida and Mexico.
  - f) Work with appropriate institutions to lay the foundation to develop a co-manufacturing project between the two economies.
  - g) Support capacity building initiatives for potential Mexican exporters to grow two-way trade and improve their access to Florida market as well as for them use Florida as a commercial hub to reach the east coast of the United States and the Caribbean.
  - h) Ensure the facilitation of customs and other regulatory processes as well as explore the creation of a maritime customs pre-clearance program that simplifies the entry of cargo from Mexico to Florida and vice versa.
  - i) Learn about projects of interest such as the Interoceanic Corridor of the Isthmus of Tehuantepec (CIIT) which present opportunities to further maximize the Florida-Mexico shipping route.
  - j) Highlight the benefits of maritime transportation, as a more environmentally friendly mode of transportation.

### **Phase III - Leverage USMCA/T-MEC to build a more robust supply chain between Mexico and Florida.**

- Goal: Secure a co-manufacturing project between Mexico and Florida. This will anchor a new and dynamic supply chain between the two economies which will attract investment, create jobs, maximize the established shipping routes between Florida and Mexico and serve as a template/model for future co-manufacturing projects. This will more fully leverage the advantages that USMCA/T-MEC provides to strengthen the supply chain and turn Florida and Mexico into strategic trading partners.