



WORLD TRADE CENTER[®]
MIAMI



**WORLD TRADE CENTER®
MIAMI**

Mission:

To promote and enhance trade and commerce by creating and expanding international business opportunities.

Vision:

To become widely recognized as one of the indispensable centers for trade and commerce globally.

Strategy:

Plan, develop and execute a portfolio of programs, activities, and services that meet the current and anticipated needs of the international business community.



FREE TRADE AGREEMENTS

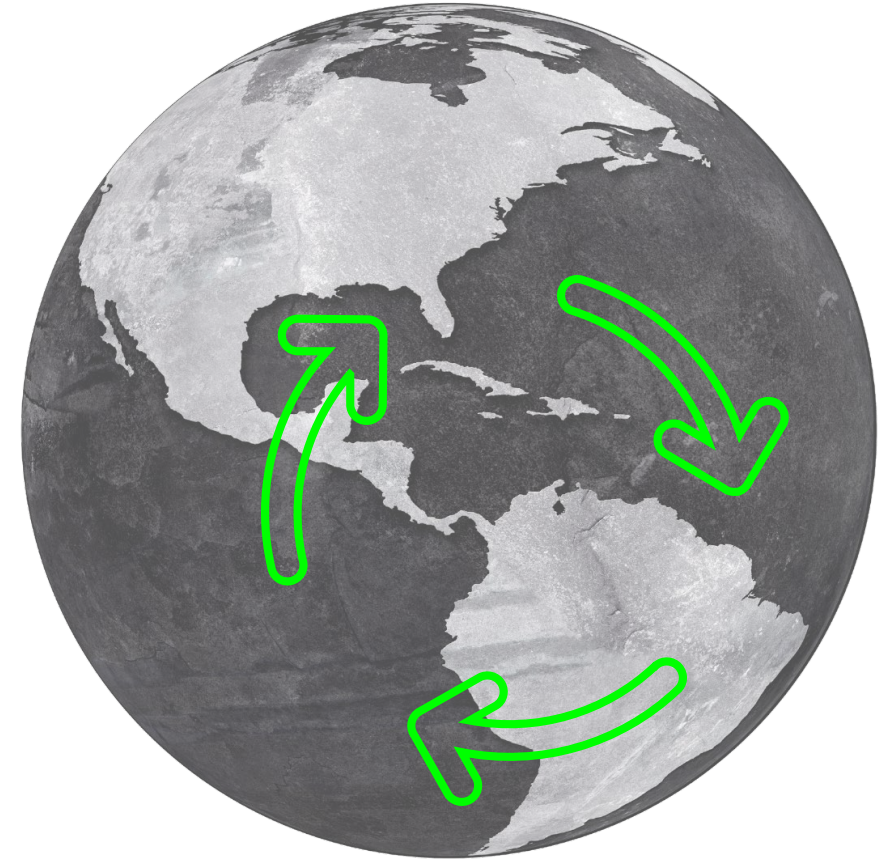
The United States has free trade agreements in force with **20 countries** (**11 are with LATAM**). These are:

Australia
Bahrain
Canada
Chile
Colombia
Costa Rica
Dominican Republic
El Salvador
Guatemala
Honduras
Israel
Jordan
Korea
Mexico
Morocco
Nicaragua
Oman
Panama
Peru
Singapore

Chile – 2004 (signed in Miami)
DR-CAFTA – 2006-09
Peru – 2009
Colombia – 2012
Panama 2012
USMCA – 2020

Florida | Gateway to Latin America*

- Nearly **one-third of all U.S. exports** to Latin America & the Caribbean were shipped from or through Florida.
- **Casi un tercio de todas las exportaciones de EE. UU. a América Latina y el Caribe se enviaron desde o a través de Florida.**
- Of Florida's total exports to the world, approx. **70% goods** go to Latin America & the Caribbean.
- **Del total de exportaciones de Florida al mundo, aprox. El 70% de las mercancías van a América Latina y el Caribe.**
- Florida offers more direct, nonstop flights to Latin America and the Caribbean than any other state. In fact, the Miami, Ft. Lauderdale and Orlando international airports combined offer **more than 120 nonstop flights to the region.**
- **Florida ofrece más vuelos directos y sin escalas a América Latina y el Caribe que cualquier otro estado. De hecho, los aeropuertos internacionales de Miami, Ft. Lauderdale y Orlando combinados ofrecen más de 120 vuelos directos a la región.**
- Florida's seaports handle **more than 40%** of all U.S. containerized cargo exports by value to Latin America and the Caribbean.
- **Los puertos marítimos de Florida manejan más del 40% de todas las exportaciones de carga en contenedores de EE. UU. por valor a América Latina y el Caribe.**



Florida | Economy

Florida GDP: **\$1.23T** (16th in the world - 2021)

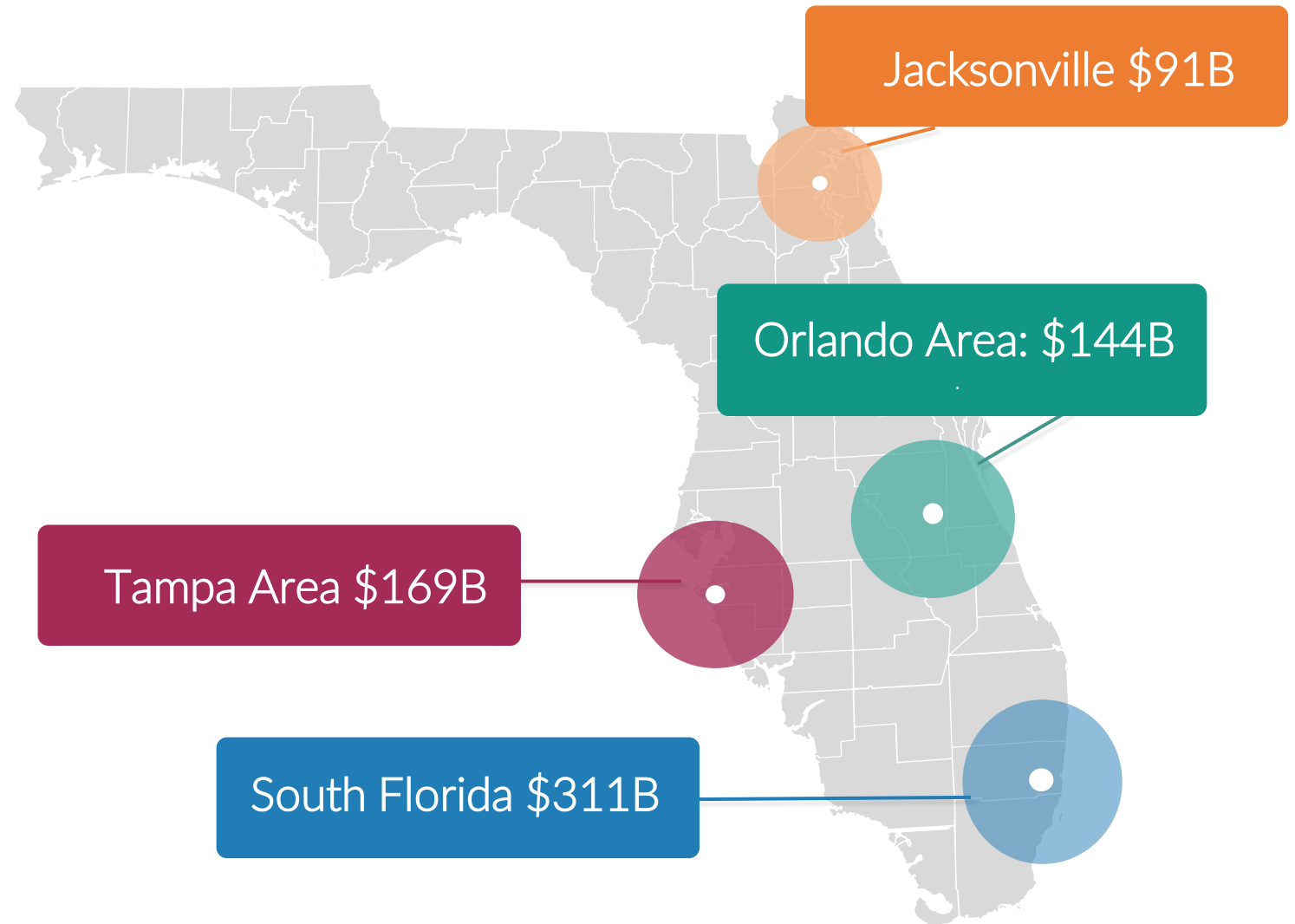
U.S. Metro Area GDP Ranking (Est 2020)

FLORIDA Per Capita GDP **\$51,352**
(\$63,543.58 USA)

South Florida **\$311B** > South Africa
{Colombia (**\$271B**) Chile (**\$253B**)
Peru (**\$202B**)}

Tampa Area **\$169B** > Iraq & Ukraine
Orlando Area **\$144** > Kuwait
{Ecuador (**\$98B**)}

Jacksonville Area **\$91B** > Sri Lanka
{DR (**\$78.8B**) Guatemala (**\$77B**)
(Costa Rica (**\$61B**) Panama (**\$53B**))}



Florida top IMPORT partners (USD)

Rank	COUNTRY	ANNUAL 2019	ANNUAL 2020	ANNUAL 2021	APR 2021 YTD	APR 2022 YTD	%2019- 2020	%2020- 2021	%2021-2022 (YTD)
	TOTAL	81.7B	76.7B	93.4B	28.3B	34.9B	-6.11	21.89	23.3
1	China	12B	11B	12.7B	3.89B	4.5B	-7.72	14.04	16.41
2	Mexico	6.9B	6.16B	7.73B	2.6B	3.2B	-10.79	25.52	22.46
3	Canada	4.7B	4.3B	5.2B	1.57B	1.84B	-8.32	21.09	16.97
4	Germany	4B	3.57B	4.72B	1.4B	1.36B	-11.16	32.28	-2.63
5	Chile	2.7B	2.59B	4B	1.4B	1.49B	-3.82	56.57	6.26
6	Brazil	4.B	3.16B	3.92B	1B	1.35B	-22.77	23.9	29.43
7	Vietnam	2.85B	3.28B	3.75B	1	1.36B	15.06	14.24	11.46
8	Colombia	2.6B	2.9B	3.5B	1.16B	1.26B	11.48	19.69	8.61
9	France	3.9B	2.77B	3.33B	1,11B	1.259B	-28.83	20.32	12.59
10	Ireland	1.2B	4.1B	3.2B	609M	1B	236.08	-22	77.01

Florida top EXPORT partners (USD)

Rank	Codes	Description	ANNUAL 2019	ANNUAL 2020	ANNUAL 2021	APR 2021 YTD	APR 2022 YTD	%2019- 2020	%2020- 2021	%2021-2022 (YTD)
		TOTAL	55.9B	45.7B	55.7B	17B	21B	-18.29	21.87	24.08
1	BRA	Brazil	4.5B	3.5B	4.7B	1.3B	1.5B	-21.76	33.59	17.2
2	CAN	Canada	4.3B	3.47B	4.17B	1.38B	2	-20.36	20.2	31.49
3	MEX	Mexico	3.3B	2.6B	3.3B	1B	1.23B	-20.45	25.58	21.55
4	COL	Colombia	2.34B	1.8B	2.28B	743M	919M	-22.54	25.93	23.68
5	DOM	Dominican Republic	1.84B	1.5B	2.1B	672M	776M	-18.09	42.04	15.39
6	CHL	Chile	2B	1.47B	1.9B	598M	658M	-27.3	30.11	9.9
7	GBR	United Kingdom	1.89B	1.8B	1.7B	491M	142M	-3.89	-5.51	189.63
8	ARG	Argentina	1.26B	1.18B	1.5B	408M	670M	-6.27	27.01	64.28
9	PRY	Paraguay	1.55B	945M	1.5B	444M	577M	-39	59.27	29.78
10	CHN	China	1.36M	1.2M	1.47B	447M	480M	-10.59	20.96	7.43

Florida's Seaports:

Transporting Florida's Economy



www.flaports.org

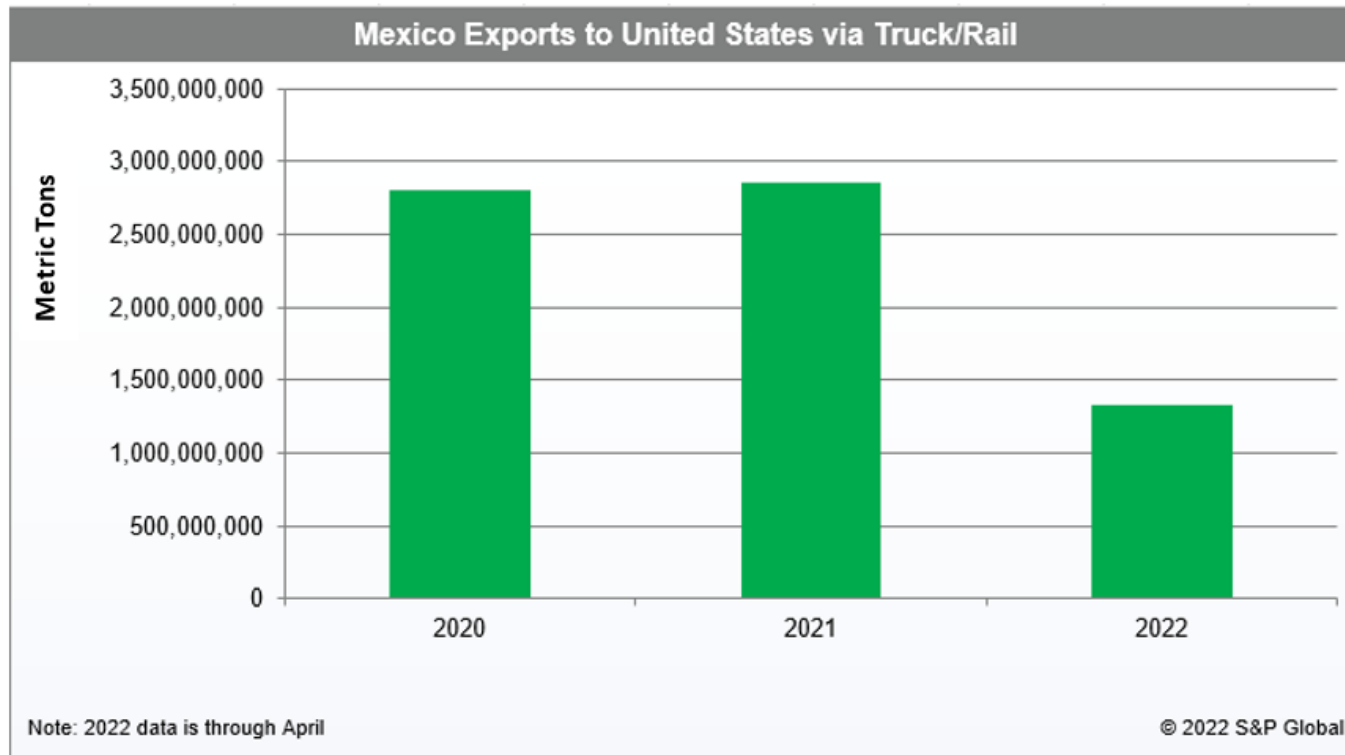


Opportunity/Oportunidad



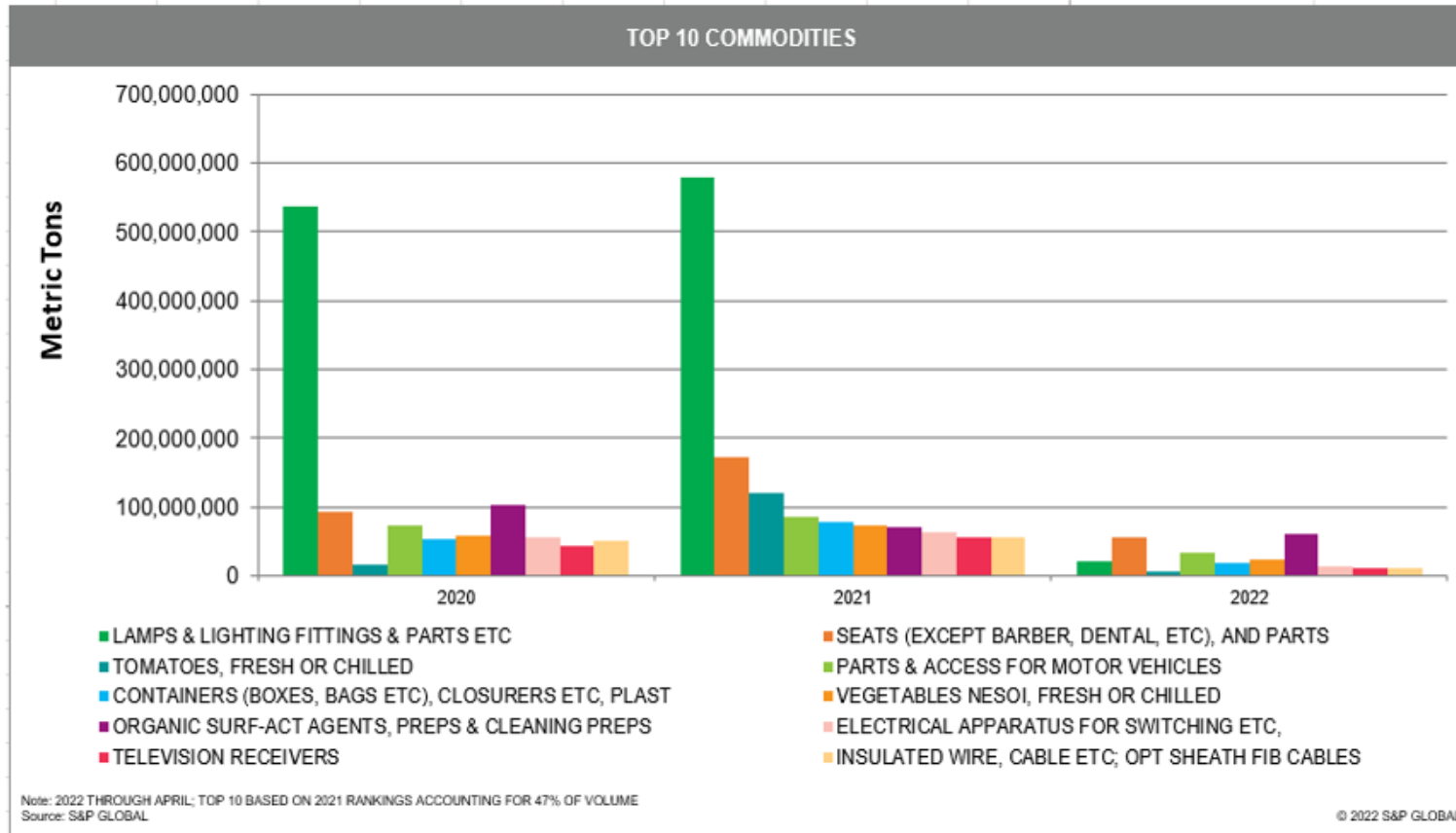
Mexico/USA Truck/Rail Trade Imports & Exports

Data Updated as of April 2022



Total Tons Via Land to US		
Sum of MTONS		
Year	v Total	
2020		2,798,604,114
2021		2,857,445,407
2022		1,334,540,727
Grand Total		6,990,590,248

Opportunity/Oportunidad



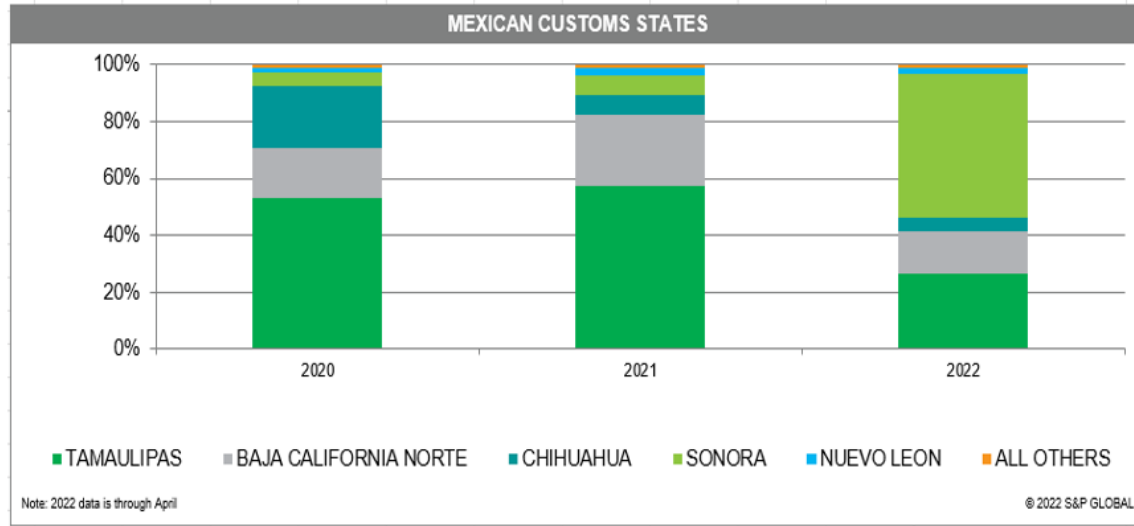
Opportunity/Oportunidad



Top 10 commodities cont.

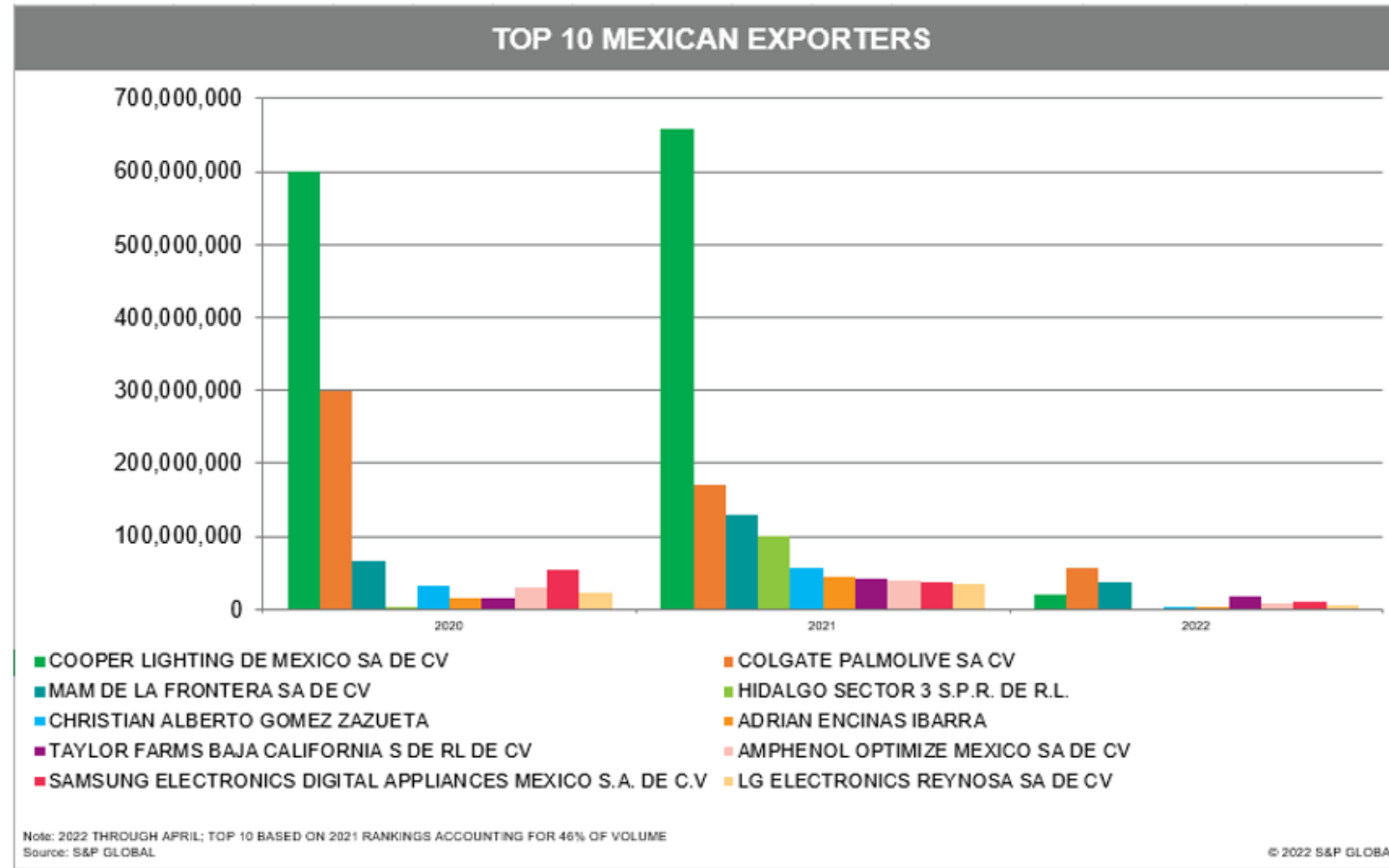
HS Code 4 Description	2020	2021	2022	Grand Total
LAMPS & LIGHTING FITTINGS & PARTS ETC NESOI	536,736,340	579,342,258	21,044,173	1,137,122,771
SEATS (EXCEPT BARBER, DENTAL, ETC), AND PARTS	92,443,957	171,445,710	55,306,920	319,196,586
TOMATOES, FRESH OR CHILLED	16,618,127	119,123,450	5,548,626	141,290,203
PARTS & ACCESS FOR MOTOR VEHICLES (HEAD 8701-8705)	72,290,380	84,572,021	33,587,689	190,450,090
CONTAINERS (BOXES, BAGS ETC), CLOSURERS ETC, PLAST	53,415,874	77,358,949	19,202,691	149,977,513
VEGETABLES NESOI, FRESH OR CHILLED	57,338,826	71,591,081	23,528,330	152,458,237
ORGANIC SURF-ACT AGENTS, PREPS & CLEANING PREPS	103,369,292	70,343,646	59,447,680	233,160,618
ELECTRICAL APPARATUS FOR SWITCHING ETC, NOV 1000 V	55,125,600	63,882,883	13,386,629	132,395,113
TELEVISION RECEIVERS (INCL MONITORS & PROJ RECEIV)	42,478,128	55,778,528	11,505,160	109,761,816
INSULATED WIRE, CABLE ETC; OPT SHEATH FIB CABLES	49435085.28	55375913.73	11786213.12	116597212.1
ALL OTHERS	1,719,352,505	1,508,630,969	1,080,196,616	4,308,180,090

Opportunity/Oportunidad



Mexican Customs State				
Sum of MTONS	Year			
CUSTOM_PORT_STATE	2020	2021	2022	Grand Total
TAMAULIPAS	1,481,377,903	1,631,260,472	351,074,627	3,463,713,002
BAJA CALIFORNIA NORTE	497,589,296	713,332,290	201,342,638	1,412,264,223
CHIHUAHUA	603,830,795	205,086,659	60,662,925	869,580,378
SONORA	135,222,594	192,095,831	679,651,256	1,006,969,682
NUEVO LEON	41,610,757	71,990,792	26,420,574	140,022,123
ALL OTHERS	31,684,778	39,724,054	14,225,676	85,634,507
Grand Total	2,798,604,114	2,857,445,407	1,334,540,727	6,990,590,248

Opportunity/Oportunidad



Opportunity/Oportunidad



Top 10 Mexican Exporter cont.

Domestic Company Name	2020	2021	2022	Grand Total
COOPER LIGHTING DE MEXICO SA DE CV	599,704,154	658,864,263	19,959,555	1,278,527,973
COLGATE PALMOLIVE SA CV	300,413,821	169,670,686	55,635,786	525,720,293
MAM DE LA FRONTERA SA DE CV	67,076,918	130,100,375	37,088,620	234,265,913
HIDALGO SECTOR 3 S.P.R. DE R.L.	922	100,000,683	68	100,001,672
CHRISTIAN ALBERTO GOMEZ ZAZUETA	33,524,308	56,326,113	4,397,878	94,248,299
ADRIAN ENCINAS IBARRA	15,254,122	43,459,406	1,826,664	60,540,191
TAYLOR FARMS BAJA CALIFORNIA S DE RL DE CV	14,331,989	42,592,412	18,150,509	75,074,910
AMPHENOL OPTIMIZE MEXICO SA DE CV	30,794,649	39,146,373	9,177,861	79,118,883
SAMSUNG ELECTRONICS DIGITAL APPLIANCES MEXICO S.A. DE C.V	54,826,271	37,407,728	10,929,650	103,163,648
LG ELECTRONICS REYNOSA SA DE CV	22,951,687	33,979,281	6,314,019	63,244,986
ALL OTHERS	1,659,725,275	1,545,898,087	1,171,060,118	4,376,683,479



WORLD TRADE CENTER®

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