



CARGO HUB



A large cargo aircraft is parked on a tarmac. Ground crew members in high-visibility vests are working around the plane. Several cargo containers and pallets are visible on the ground. The aircraft's cargo door is open, and a loading platform is extended. The background shows airport buildings and a cloudy sky.

MIA

MIAMI INTERNATIONAL AIRPORT™

- Leading Airport in the USA & the Americas in International Freight
- Among Top Global Cargo Hubs in International Tonnage

MIAMI-DADE AVIATION DEPARTMENT

2019 **MIA**
MIAMI INTERNATIONAL AIRPORT

MIA STRATEGIES FOR CARGO AIR SERVICE DEVELOPMENT

- Seek to develop hub-to-hub
- Research: Markets, commodities, trends, flows & evaluate opportunities
- Evaluate belly cargo deviation
- Invite target carrier(s); Develop stellar presentation; Arrange for meetings with potential inter-line partners
- Incentives for new international cargo routes: 24/50-100
- Include belly cargo potential for Pax ASD studies
- Develop enticing and factual cargo collateral; Air Cargo is sexy!
- Showcase business, trade, logistics profile of community
- Follow-up....Enthusiasm and persistence



MIAMI BUSINESS HIGHLIGHTS

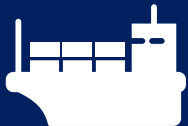
BUSINESS HUB



2nd Most Active Nationally for
Startup Activity and Innovation



1,000+
Multinational Companies



#1 Container Port in Florida



MIAMI BUSINESS HIGHLIGHTS

Top 2 Industries In Miami:

  **Tourism &
International Trade**

\$31.5 Billion

Annual Economic Impact
in State of Florida



1.4 Million
in Labor Force



MIAMI-DADE AVIATION DEPARTMENT

2019 
MIAMI INTERNATIONAL AIRPORT

MIA INDUSTRY RANKINGS & AIR SERVICE

#1 Airport in USA for International Cargo
(MIA-LAX-JFK)

#3 International Passenger Gateway to the USA*
(JFK-LAX-MIA)

**Largest and Best Served Gateway
to Latin American & Caribbean Region**

SERVICE TO

167 PASSENGER DESTINATIONS

112 FREIGHTER DESTINATIONS

64
PASSENGER
AIRLINES

38
CARGO
AIRLINES



44.5
MILLION

PASSENGERS IN 2018



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MIA CARGO HIGHLIGHTS

83% Total Volume on Freighters
17% on Belly Cargo

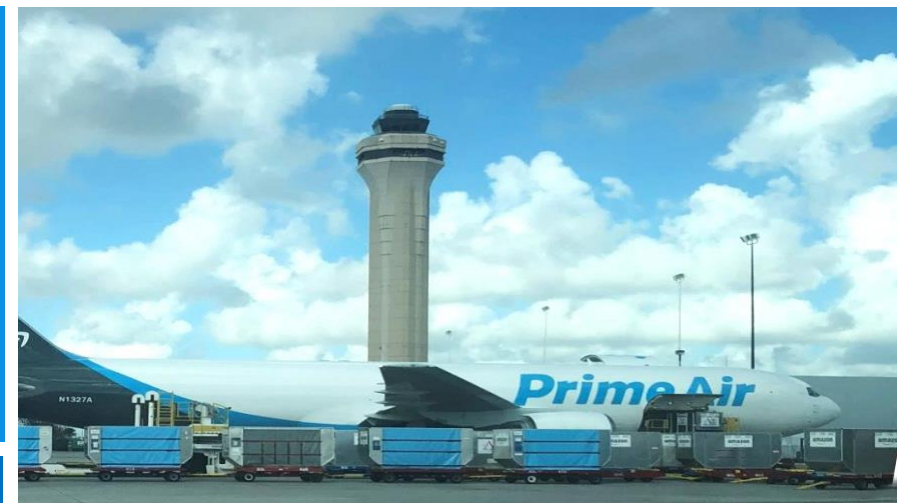
#1 2.30 MILLION TOTAL TONS



International Trade

54% Origin/Destination
(IMPORTS & EXPORTS)

VALUED
AT: **\$60.5 BILLION**



46% Of International
Tonnage In-Transit
to Third Countries

↶ **79%** ↷ **77%**
OF IMPORTS OF EXPORTS

Between Latin American /
Caribbean Region and USA

2.7M Total Square Feet
of Cargo Facilities
at MIA



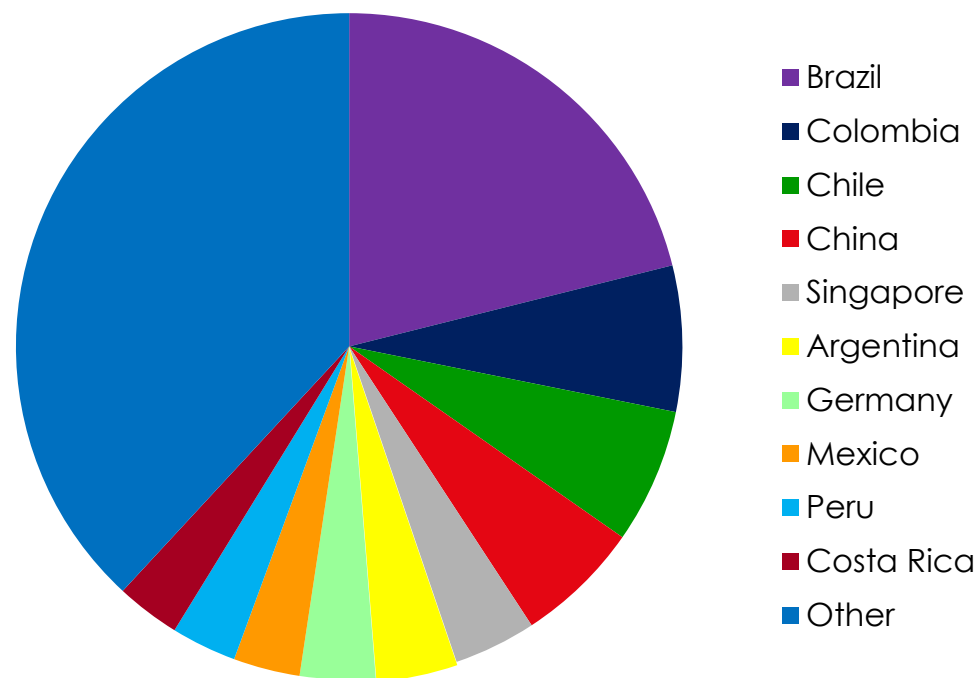
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MIA GLOBAL TRADE PARTNERS

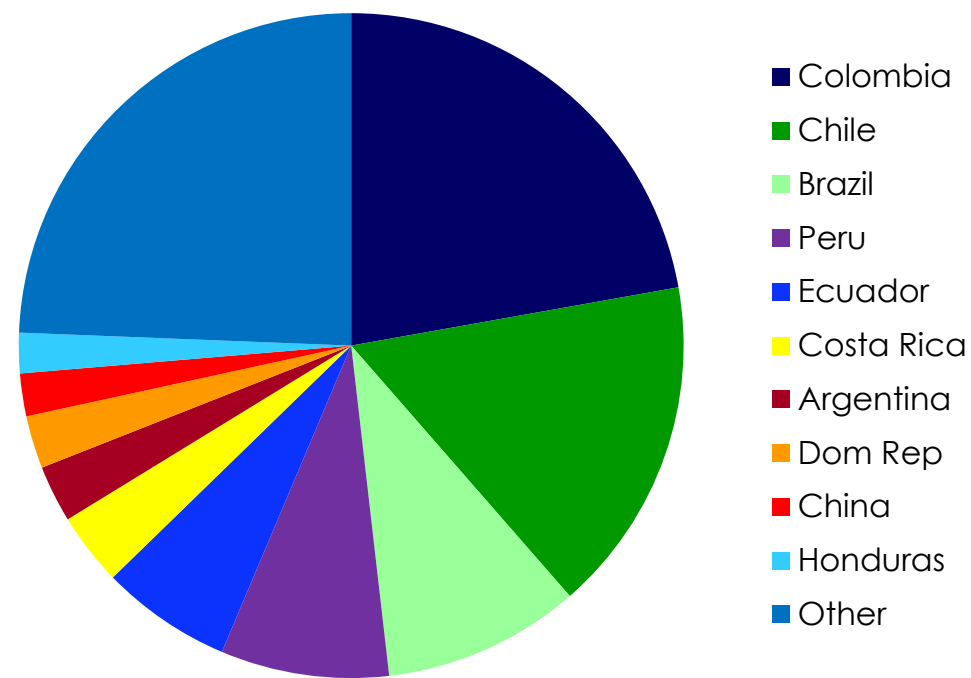
Total trade was 930,148 metric tonnes worth \$60.5 Billion in 2018.

Top Ten Trade Partners by Value



Brazil represents 21% or \$12.7B in trade with MIA.

Top Ten Trade Partners by Weight



Colombia represents 22% or 211,316 tonnes of trade with MIA.



MIA TOP EXPORTS/ IMPORTS

TOP 10 COMMODITY GROUPS - 2018

	Export Tons
Industrial Machinery / Parts	29,555
Computers / Peripherals	26,735
Telecommunications Equipment	21,092
Vehicle Parts/Tires	20,308
Metals and Metal Products	16,012
Pharmaceuticals	15,250
Plastics	12,840
Air / Spacecraft Parts	11,481
Medical Equipment	11,217
Commercial Machinery	10,560

	Import Tons
Flowers	230,603
Fish / Crustaceans	197,379
Vegetables & Roots	82,758
Fruits & Juices	37,190
Clothing	14,222
Telecommunications Equipment	12,204
Cosmetics	9,674
Vehicle Parts/Tires	9,208
Industrial Machinery / Parts	9,107
Household / Consumer Goods	6,536

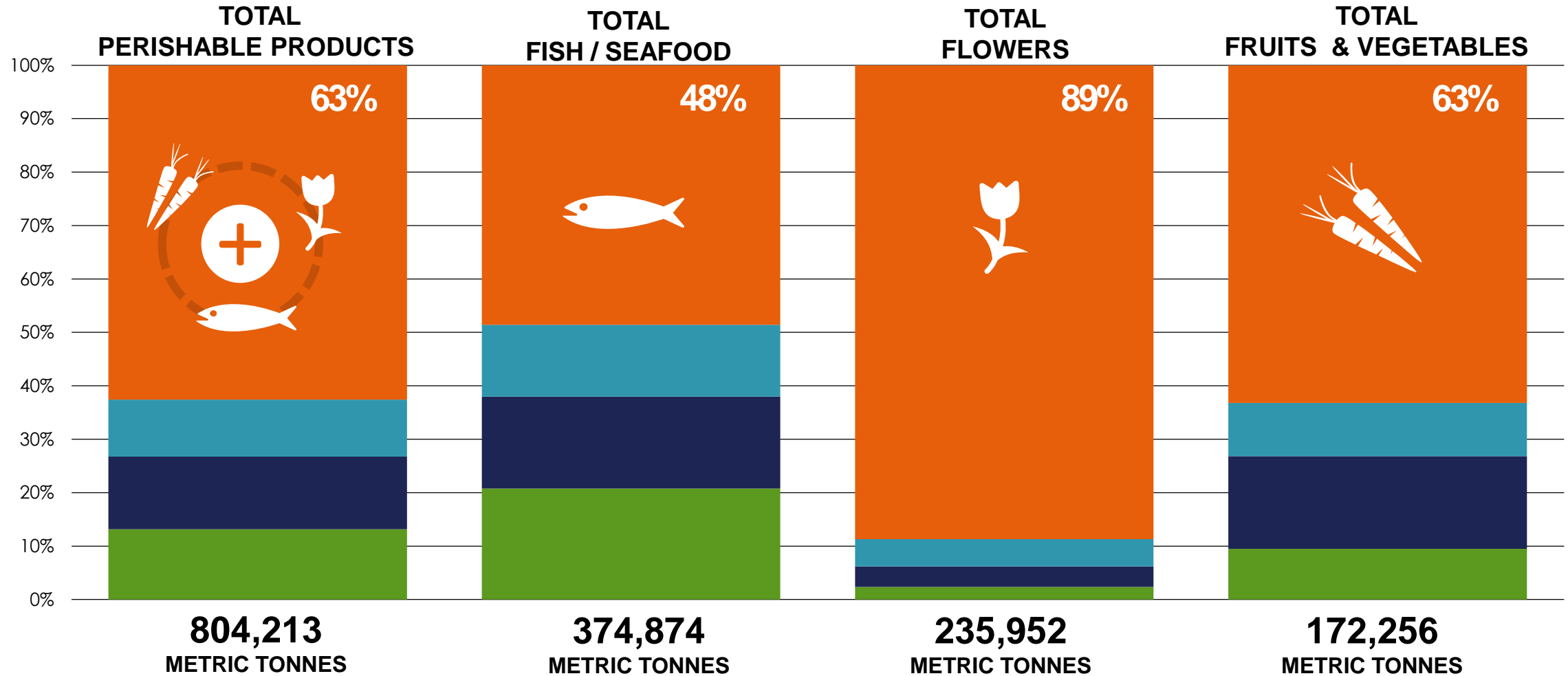
	Export \$\$\$
Air / Spacecraft Parts	7,278,215,960
Computers / Peripherals	4,433,469,936
Telecommunications Equipment	3,782,003,518
Pharmaceuticals	3,148,472,719
Gold / Jewelry & Gems	2,773,603,399
Industrial Machinery / Parts	1,925,184,857
Medical Equipment	1,646,150,779
Scientific Instruments	1,519,944,759
Computer Chips & ICs	1,350,176,223
Home Entertainment Equipment	711,159,285

	Import \$\$\$
Gold / Jewelry & Gems	3,221,635,779
Telecommunications Equipment	2,506,859,544
Pharmaceuticals	2,423,972,182
Fish / Crustaceans	1,612,164,175
Flowers	1,098,253,430
Air / Spacecraft Parts	975,490,017
Computers / Peripherals	885,750,756
Chemicals: Organic	714,666,107
Art & Antiques	611,088,729
Medical Equipment	501,675,421



MIA TOP IMPORT COMMODITIES

MIA leads all U.S. Airports in Perishables Cargo by a wide margin.



MIA

JFK

LAX

ALL OTHER U.S. AIRPORTS



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MIA PHARMA HUB



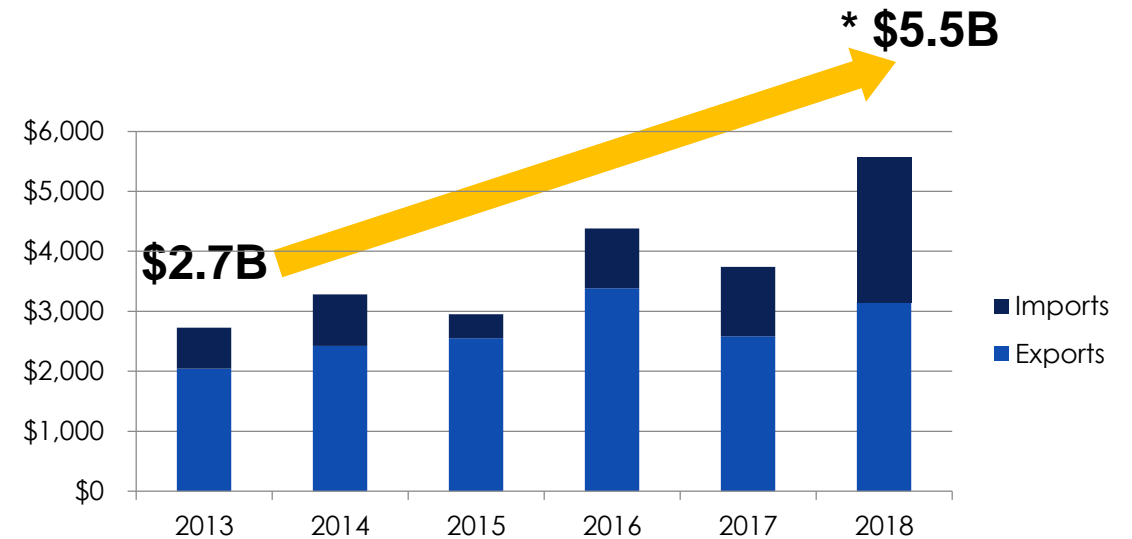
The first IATA
Designated
“Pharma Hub Airport”
in North America



Value of Imports and Exports of Pharma out of MIA

104%

Increase in Pharma products
transported through MIA between
2013 and 2018



*Does not include in-transit shipments, whose value would be much greater

CEIV: Center for Excellence for Independent Validators (IATA Certification)



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Strategic Pharma Shipper Members:

Johnson & Johnson

MSD
Be well

Pfizer

Original co-founder of Pharma.Aero – an international collaborative association of pharma stakeholders dedicated to advancing the global pharma air transport industry.

Strategic Airport Members:

MIA
MIAMI INTERNATIONAL AIRPORT

مطار الشارقة الدولي
Sharjah International Airport

brussels airport
the heart of Europe

Chhatrapati Shivaji
INTERNATIONAL AIRPORT
MUMBAI

CHANGI
airport singapore

香港 國際機場
HONG KONG INTERNATIONAL AIRPORT

MVD
FREE AIRPORT

EIA EDMONTON
INTERNATIONAL AIRPORT

Full Members:

AmeriJet
LAND, SEA, AIR - WE GET IT THERE!
Since 1974

KANSAI AIRPORTS

EuroAirport™
BASEL MULHOUSE FREIBURG

CACC
CAIRO AIRPORT CARGO COMPANY
شركة مطار القاهرة للشحن الجوي

Düsseldorf Airport DUS

TURKISH CARGO

brussels airlines

CARGO

SINGAPORE AIRLINES

CARGO

AirBridgeCargo
VOLGA-DNEPR GROUP
AIRLINES

BRINKS
Global Services

Expeditors®

DHL
GLOBAL FORWARDING

ALHA
group

PENTA Freight
CARGO SERVICE CENTER

Associate Members:

e-CARGOWARE

UNISYS

ADVICE
OUR ADVICE YOUR SUPPORT

ISO
CERTIFIED

Envirotainer®
The Active Cold Chain

Validaide

DuPont™ Tyvek®

INNOLABEL

va-Q-tec
ALWAYS THE RIGHT TEMPERATURE

MIA – E-COMMERCE TASK FORCE

Public-Private partnership to establish MIA as the Ecommerce Hub of the Americas



Committees



Cross Border Ecommerce Facilitation

Regulatory, Policy & Security Ecommerce Environment

Promote & Advocate Ecommerce

Cross Border Facilitation

- Analyze/recommends standardized platforms, blockchain, or infrastructure
- Provides functionality, system, framework and common access to facilitate cross-border Ecommerce
- Work with established international organizations to identify best practices and implement them

Regulatory, Policy and Security

- Monitors regulatory/policy developments and makes recommendations
- Works in closely with Federal Agencies/trade community
- Maintains/improves efficiency of cross-border Ecommerce

Promote and Advocate

- Promote MIA as the Ecommerce Hub of the Americas to local, national and international marketplace
- Brand, advocate, build partnerships, benchmark, social media, identify marketing opportunities with key stakeholders

“E-commerce is the World’s biggest Disrupter to trade”



MIA – E-COMMERCE TASK FORCE

MIA Cargo PRE-CLEARANCE to Brazil

- New Brazilian law ***Instrução Normativa RFB No 1737*** provides framework permitting Brazilian government to approve pre-clearance of merchandise in a 3rd country.
- Corriero's (Brazilian Post Office) launched ***Compra Fora*** which provides expedited shipping for Ecommerce from anywhere in the world to be **Pre-cleared in Miami** and **arrive in Brazil as domestic shipment**.
- The Brazilian Government designated **MIA** the **only airport** in the United States able to **pre-clear Ecommerce shipments/parcels to Brazil**. However, in future there might be satellite ports which will feed Miami for pre-clearance to Brazil.
- **Pre-clearance** will take place initially at **Interport** (Logistics Company) facility with **Sinerlog** providing proprietary software (SST) for clearance, reception, tracking, monitoring, payment, etc.
- Opens opportunity for other types of cargo to be pre-cleared in future.
- New markets may qualify for pre-clearance...Argentina, Bolivia, Ecuador, Mexico



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MIA FTZ

MIA FTZ Magnet Site was approved on February 7, 2018. The MIAFTZ site encompasses all 3,248 acres of the airport.





OCEAN-TO-AIR TRANSSHIPMENTS FOR AGRICULTURAL PRODUCTS

SERVICE • EFFICIENCY • RELIABILITY

EUROPE

18 WEEKLY FREIGHTER SERVICES

ASIA

16 WEEKLY FREIGHTER SERVICES

MIDDLE EAST

3 WEEKLY FREIGHTER SERVICES

Your essential partner to boost your sales of fresh produce



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FUTURE CARGO INFRASTRUCTURE

Cargo Optimization

Redevelopment

& Expansion

Forecast for 2035:	4.5 million tons
Estimated investment:	\$1.08 Billion

“ MIA’s CIP includes comprehensive, long-term initiatives to maximize existing cargo operations and double capacity; demolishing and replacing aged and costly structures; and developing new cargo facilities for the future...”



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MIA RESOURCES FOR CARGO AIR SERVICE DEVELOPMENT

- Internal research: 80% / ASD Consultant: 20%
- MIA Disk of International Trade (On MIA Website)
- USATRADE.Census.gov
- Foreign Consulates and/or Foreign Trade Offices/ Commercial Attachés
- Economic Development Agencies: City – County - State
- Florida Freight Forwarders & Brokers Association (FCBF)
- World Trade Center - Miami
- Other trade organizations
- Major global air cargo trade shows; sponsor, exhibitor, speaker, moderator
- Government-led trade missions



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