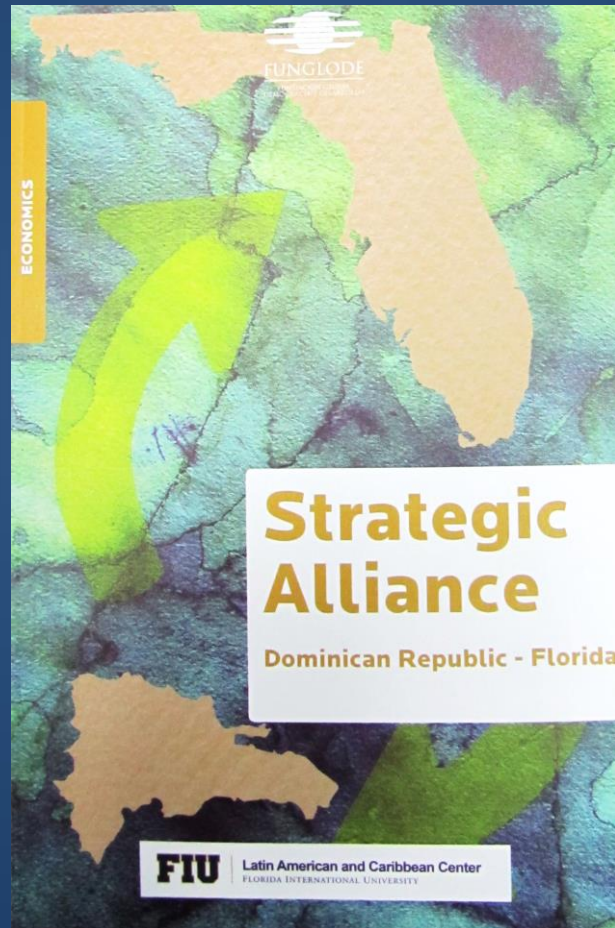


# Strategic Alliance Dominican Republic - Florida



Leonel Fernández

April 14th, 2015

# Introduction

# Dominican Republic – Florida Partnership

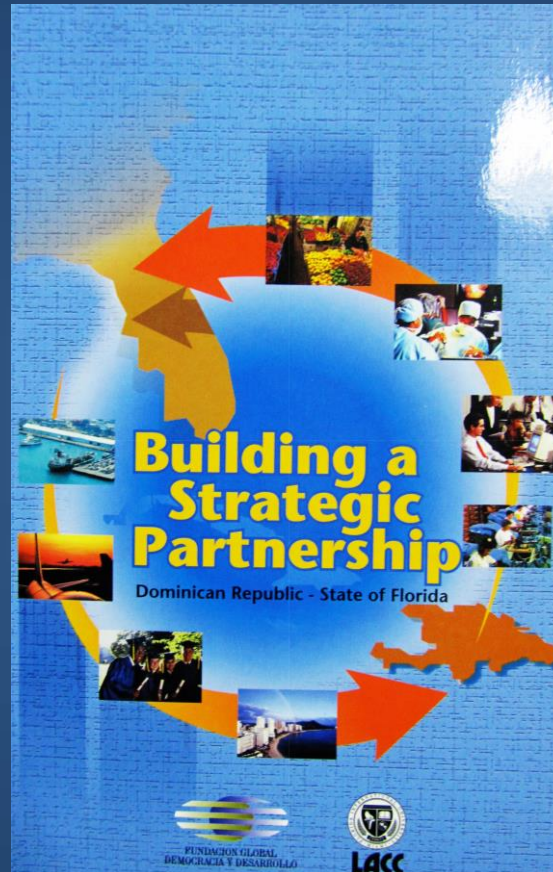
A map of the Caribbean and Central America region. The landmasses are colored orange, and the surrounding water is dark blue. A yellow curved arrow originates from the Dominican Republic and points towards the state of Florida in the United States.

- Historical and cultural ties
- Geographical proximity
- Demographics
- Language
- Compatibility of economies

# Trade Relations



# Why the Task Force?



# Fostering a Strategic Alliance

## Globalization of Markets



# Achievements of the Strategic Alliance Between the DR and Florida

# NAP of the Caribbean



The NAP (**Network Access Point**) is the most advance Network Access Technology Center in the Dominican Republic and in the Caribbean Region. It is equipped with the most advance standards of security, and reliability.



# NAP of the Caribbean



# Educational Exchange

- Instituto Técnico Superior Comunitario de San Luís.



Dr. Kent Sharples-  
Daytona Beach Community College

# Educational Exchange

- Dominican Government Scholarship Program.
- Out of state- Tuition Waiver.



# Educational Exchange

- Exchange Agreements Between Universities.



# Educational Exchange

- Collaboration Between Libraries.



**USF**

UNIVERSITY OF  
SOUTH FLORIDA

*libraries*

# Educational Exchange

- Media And Computer Science Training Courses.





# Business And Academic Networking



# Golf Tournaments





# Dominican Films Screenings



# Dominican Art Exhibitions



Gary Nader Fine Arts Gallery at Miami, FL

# Medical Research Cooperation



Metropolitan Hospital of Santiago



Vaccine & Gene Therapy Institute of  
Florida



# Puerto Plata Port Construction for Cruise Liners



# New Airline Routes Between FL and DR


Direct flights from/to:

- Santo Domingo
  - Punta Cana
  - Santiago
  - Puerto Plata
- 
- Miami
  - Orlando
  - Fort Lauderdale



# Economy of the Dominican Republic


# Economy of the Dominican Republic



In 2012, ECLAC ranked the Dominican Republic as the **10th** largest economy in Latin America, ahead of economies such as Panamá, Costa Rica, Guatemala and Uruguay.

# Economy of the Dominican Republic

In 2013, DR's GDP was equivalent to **61.16** billion dollars.





# Economy of the Dominican Republic

In 2015, ECLAC places the Dominican Republic to grow above **5%** of GDP.



# Economy of the Dominican Republic

## Main Areas of Development

● Tourism



# Economy of the Dominican Republic

- Tourism
- Agriculture





# Economy of the Dominican Republic

- Tourism
- Agriculture
- Telecommunications



# Economy of the Dominican Republic

- Tourism
- Agriculture
- Telecommunications
- Foreign Investment



# Economy of the Dominican Republic

- Tourism
  - Agriculture
  - Telecommunications
  - Foreign Investment
  - Free Trade Zones
- 

# Economy of the Dominican Republic

- Tourism
- Agriculture
- Telecommunications
- Foreign Investment
- Free Trade Zones
- Mining



# Economy of the Dominican Republic

- Tourism
- Agriculture
- Telecommunications
- Foreign Investment
- Free Trade Zones
- Mining
- Construction





# Economy of the Dominican Republic

- Tourism
- Agriculture
- Telecommunications
- Foreign Investment
- Free Trade Zones
- Mining
- Construction
- International Commerce



# Economy of Florida

# Economy of Florida

Florida is the **3rd** largest economy in the United States, behind California and New York.

It is the **18th** economy in the world, if it were a country.

# Economy of Florida

In 2013, it's Gross Domestic Product (GDP) reached the amount of **\$800,492** million dollars.

This represents **4.8%** of total US GDP.

# Economy of Florida

Since 2013, Florida's economy has grown faster than the rest of the country.



# Economy of Florida

For this year (2015),  
according to J.P. Morgan Chase,  
the economy of the Sunshine  
State is projected to grow

**4.2%,**  
faster than the nation.



# Economy of Florida

## ● Aviation and Aerospace



# Economy of Florida

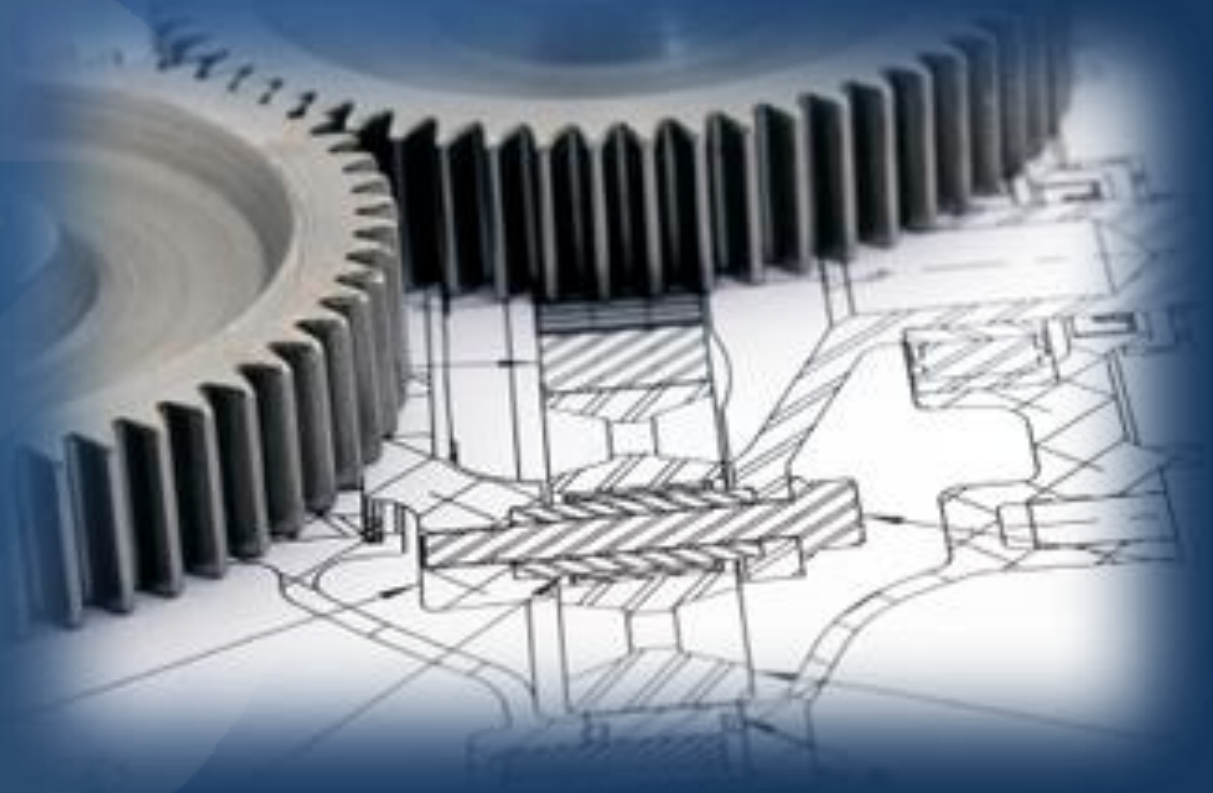
- Aviation and Aerospace
- Life Science





# Economy of Florida

- Aviation and Aerospace
- Life Science
- Manufacturing



# Economy of Florida

- Aviation and Aerospace
- Life Science
- Manufacturing
- Defense and Homeland Security



# Economy of Florida

- Aviation and Aerospace
- Life Science
- Manufacturing
- Defense and Homeland Security
- Information Technology



# Economy of Florida

- Aviation and Aerospace
- Life Science
- Manufacturing
- Defense and Homeland Security
- Information Technology
- Financial and Professional Services



# Economy of Florida

- Aviation and Aerospace
- Life Science
- Manufacturing
- Defense and Homeland Security
- Information Technology
- Financial and Professional Services
- Logistics and Distribution



# Economy of Florida

- Aviation and Aerospace
- Life Science
- Manufacturing
- Defense and Homeland Security
- Information Technology
- Financial and Professional Services
- Logistics and Distribution
- Clean Energy Technology





# A Vision For The Future

# Exploring New Areas

Leading sectors with opportunities for collaboration and business between Dominican Republic and Florida:

- Free Trade Zones
- Renewable Energy
- Telecommunications
- Computers and Peripherals
- Biotechnology
- Infrastructure
- Agribusiness
- Call/Contact Centers
- Business Process Outsourcing (BPO) and Knowledge Process Outsourcing (KPO)



# Exploring New Areas

Leading sectors with opportunities for collaboration and business between Dominican Republic y Florida:

- Film Industry
- Cultural and Creative Industries
- Manufacturing
- Software Development
- Mining
- Medical Equipment
- Healthcare Products and Pharmaceutical
- Life Sciences Technologies



# Recommendations

# Recommendations

- Establishing a coordinating commission that links business, government and academic partnerships.
- Signing agreements between higher education institutions in Florida and the DR for the Exchange of university students, faculties and researchers.
- Promoting research and a better understanding of the DR at academic institutions in Florida.
- Promoting the holding of regular Florida trade missions to the DR and of Dominican trade missions to Florida.
- Developing partnerships to work on issues such as migration, security, organized crime, trade, education, health, culture and sports.
- Establishing partnerships between DR and FL companies in Technology areas.

# Recommendations

- Considering the establishment of a “Corporate Advisory Board” to help boost growth of the Dominican technology efforts.
- Promoting the development of new products in the DR through technology transfer agreements and research.
- Establishing contact to better understand and learn how the companies that make up the Florida Coast Research promote opportunities so that Dominicans can explore how the partnership between government, educational institutions and entrepreneurs work in practice.
- Promoting the use of life sciences technologies in Dominican hospitals.
- Seeking partnerships and opportunities with medical schools of public and private universities in Florida, where important developments are occurring that may have a positive impact on the health of Dominicans.



*“The future prosperity and well being of Florida and the Dominican Republic will depend on the capacity to integrate our economies, collaborate in different fields of common interests, take full advantage of our human capital, geographic proximity, cultural ties, business opportunities and shared dreams.”*



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Leonel Fernández