



# ABOUT THE BACCF

— 2019 —



Special thanks to KPMG

Welcome to the  
**BACCF 2019 Business and Innovation  
Committee Launch**



# OUR MISSION

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Foster business relations and partnerships in order to increase trade and investments between Brazil and South Florida.

- | Founded in 1981
- | Largest and most active bi-national chamber in South Florida
- | Dynamic organization
- | 300+ member 900+ representatives

# 2019 BOARD OF DIRECTORS

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**Presidente Honorário**

Emb. João Mendes Pereira  
*Consulado-Geral do Brasil  
em Miami*

**Presidente**

Antonio Cassio Segura  
*Bright Capital*

**Vice-Presidente  
Executivo**

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*FedEx Corp.*

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*Insigneo Financial Group*

**Tesoureiro**

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*Santos Consulting Group*

**Executive Director**

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*Banco Bradesco S.A.*

Marilyn Blanco-Reyes  
*FedEx Corp.*

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*BBAmericas*

Claudio Cury

*Wells Fargo Capital Finance*

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*Boeing International /  
Latin American Region*

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*Center Group Corp.*

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*KPMG LLP*

Paulo Miranda

*Paulo Miranda, P.A.*

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*Embraer*

Alexandre Piquet  
*Piquet Law Firm*

Marco Antonio Sadalla  
*Banco Itaú International*

Mauricio Gomm dos Santos  
*GST LLP*

Renato Scaff

*BBS International*

Thomas J. Skola, Esq.

*Thomas J. Skola, Attorney at  
Law*

Manoel Suhett

*Business Traveler Deals*

Greta Trotman

*Shutts & Bowen*



**Brazilian-American**  
Chamber of Commerce of Florida  
EST. 1981

# IMPORTANCE OF BRAZIL IN FLORIDA

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Total trade between Brazil and Florida in 2018 reached US\$20,41 billion, nearly double the trade between Florida and China (#2) which was US\$10,76 billion.

Trade between Florida and Brazil represents approximately 29% of all trade between the US and Brazil (US\$70,66 billion in 2018).

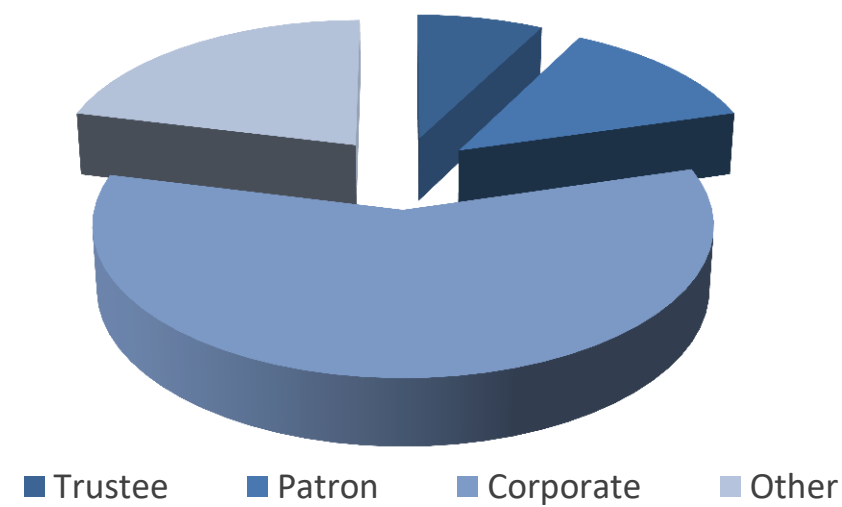
More than 1,000 companies have their Latin America and Caribbean HQs in Florida.

Cruise lines in the ports of Miami and Fort Lauderdale greeted more than 1 million Brazilians between 2016-2018.



# MEMBERSHIP DEMOGRAPHICS

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- | Fortune 500
- | Best Companies to Work For
- | HQ for Latin America & Caribbean
- | Corporate and Government Leaders

# MEMBERSHIP CATEGORIES

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## Trustee

- Most prestigious category with maximum benefits and exposure
- 10 listed representatives
- Investment: \$2000 p/y

## Patron

- Prominent category with privileged benefits and exposure
- 5 listed representatives
- Investment: \$750 p/y

## Large Corporate

- 26 or more employees worldwide
- 3 listed representatives
- Investment: \$450 p/y

## Small Corporate

- 25 or fewer employees worldwide
- 3 listed representatives
- Investment: \$350 p/y

## Other

- Individual
- Institutional
- Academic



# TRUSTEE MEMBERS (updated 07/2019)

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# PATRON MEMBERS (updated 07/2019)

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1 Hotel South Beach  
American Airlines  
APEX Brasil  
Ascensus Group Ax Trading LLC  
Atlantic American Partners  
AXS Law Group PLLC  
Azul Brazilian Airlines  
Barakat Law, P.A.  
Bauducco Foods Inc.  
Bilzin Sumberg  
Boeing Brasil Serviços Técnicos Aeronáuticos  
LTDA  
Boston Scientific  
Brickell Bank  
Center Group Corp.  
Choaib, Paiva e Justo Advogados Associados

Daemon Investments  
Duane Morris LLP  
FedEx Express Latin America & Caribbean  
Ferrari, Maserati of Fort Lauderdale  
Fowler, White, Burnett P.A.  
GAA Investments  
Globenet  
Holland and Knight LLP  
JBJ Partners, Inc  
Kawa Capital Management  
KPMG LLP  
Lopez Levi Lowenstein Glinsky  
Miami Downtown Development Authority  
Motor-Services Hugo Stamp Inc.  
Odebrecht USA  
Pathways EB-5

Paulo Miranda, P.A.  
Planner Redwood Asset Management  
Raya3 Propaganda  
Reis e Souza Advogados  
Reis, Ericson  
Rohlig USA LLC  
Sunstate Bank  
Thomas J. Skola, Attorney at Law  
VIDA Development Group, LLC  
Wells Fargo Capital Finance  
Western Union  
Yesh Comunicação LTDA - ME



# SIGNATURE EVENTS

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**10.000**

Website hits daily  
Prices start at \$450

EMAIL BLAST

**50.000**

Email recipients  
\$350 per eblast

BANNER AD

ANÚNCIO NO  
ANUÁRIO

**7.000**

Online Directory Views  
Prices start at \$540

# EXPOSURE

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Member Page Views\*: 75,369

Mobile Member Page Views\*: 4,653

Business Directory Searches\*: 13,272

Directory Online: 7,084

Event Page Hits\*: 63,632

Hot Deal Search\*: 2,460

LinkedIn Contacts: 1,053

Instagram Followers: 1,499

Facebook Followers: 16,436



**Brazilian-American**  
Chamber of Commerce of Florida  
EST. 1981



# Committees

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- **Broward**

Chair: Maria do Carmo Fulfaro

- **Business and Innovation**

Chair: Mauricio Gomm/Guilherme Aragão

- **Communications**

Chair: Carla Perroni/Patricia Roth

- **Membership**

Chair: Claudio Cury

- **Programs**

Chair: Alexandre Piquet

- **Strategic Relations**

Chair: Manoel Suhet

- **Young Professionals**

Chair: Eduardo C. Santos/Laura Ross



# Business and Innovation

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The BACCF Committee on Business and Innovation is creating an open forum to discuss new business models of successful entrepreneurship and understanding innovation. We hope for a dynamic committee which will contribute to the growth and innovation of your businesses. The principal objective is to discover new aspects and models to continuously grow your business with creativity and innovation.

Suggested topics for discussion:

- ✓ What does innovation in business really mean?
- ✓ How to understand and evaluate your business in the innovation market.
- ✓ How to survive in changing scenarios which are more and more dynamic, uncertain & complex?
- ✓ How to be creative in identifying new businesses, markets and clients?
- ✓ How to invest in the right research and technology for your business?
- ✓ What do you understand about “Open Innovation, Corporate Venture, Venture Builder”, etc.?
- ✓ Do you know what the best strategy you should adopt when facing new challenges?
- ✓ Business presentations and how to position your business.
- ✓ How to identify, search and retain talent in your business.
- ✓ How do you understand and adapt to the business cultures in Brazil and the US?
- ✓ Creativity, discovery, invention and innovation.
- ✓ What is the best strategy for your business; Upgrade, M&A, Joint Venture, Partnership, Association, etc.?

Bi-monthly meetings will be held for the exchange of ideas and to share case studies.

Thank you for participating – we welcome your ideas and suggestions! Please contact us at **[business@brazilchamber.org](mailto:business@brazilchamber.org)**





# THANK YOU!

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