

# AMERICAS LINKAGE: MISSION TO ARGENTINA

## MISSION LEADERS

**The Honorable Raul Valdes-Fauli**  
**Mayor, City of Coral Gables**

**Domenico Matinata**  
**Regional Sales Director, Florida, Caribbean and US Latin, American Airlines**

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The mission began with a meeting with Cordoba's top chamber and economic development leaders, including the Minister of Commerce. The advent of an American Airlines direct flight to Cordoba will open markets in the second largest city in Argentina. The province currently has 300 tech companies and they are looking to partner with universities to foster the area's tech talent. There are also great opportunities in agriculture and energy.

In the afternoon, the delegation met with senior officials in foreign relations who are in the middle of transitioning into leadership of the new administration. In Cordoba, it takes approximately 7 months to transition from one administration to another.



Meeting with Leadership of the Camara de Comercio Exterior de Córdoba and Agencia; Meeting with Leadership of the Camara de Comercio Exterior de Córdoba and Agencia ProCórdoba, the economic development agency

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Signing of MOU with AmCham Buenos Aires

The group obtained an early morning briefing from the American Chamber of Commerce with an overview of trade and business opportunities. The briefing was attended by 55 Argentine companies from various sectors including professional services, trade and logistics, technology, communications, insurance and utilities/infrastructure – all interested in doing business in or with the Miami market. The morning concluded with the Coral Gables and Greater Miami Chambers of Commerce signing an MOU of cooperation with the American Chamber of Commerce of Argentina.

Alfred Sanchez, Greater Miami Chamber of Commerce President, Mark A. Trowbridge, Coral Gables Chamber of Commerce President, and Alejandra Collarte, Collarte & Associates, met with a delegation of mayors from five provinces to discuss developing SmartCity capacities. We discussed the One Community One Goal initiative and how the planning and annual reporting process has created a collaborative and coordinated effort to achieve capacity-building goals around important growth industries.



The delegation meets with Senator Esteban Jose Bullrich (top center)

The afternoon also featured a meeting with friend of Senator Rick Scott, Senator Esteban Jose Bullrich, who is interested in developing closer ties with Greater Miami and South Florida.

The evening concluded with a reception in the penthouse of WeWork, a 15-story building owned and operated by the coworking space company. Sixty business men and women attended the reception.



Fruitful day of meetings including a delegation of mayors to discuss developing SmartCity initiatives ended with this reception at WeWork Buenos Aires thanks to Balsera Communications



On day 3, our delegation met with Cámara Argentina de Comercio y Servicios, the equivalent of the US Chamber of Commerce, and was given a very insightful briefing on the state of the Argentine economy and the impact the national elections are likely to have.

Alfredo Sanchez and Mark A. Trowbridge sign an MOU of cooperation with Argentine Chamber of Commerce



Alfred Sanchez and Governor Maria Eugenia Vidal discuss Argentine economy

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During lunch, we were privileged to meet with Maria Eugenia Vidal, the current Governor of the Province of Buenos Aires. Governor Vidal shared her compelling vision for the future of the Province of Buenos Aires and the country of Argentina. She has deep-dyed confidence in Argentine resilience and believes the incredible resources at Argentina's disposal, especially the newly discovered shale oil and gas deposits in the Vaca Muerta region, will pull Argentina out of the economic troubles it has been facing.





The delegation meets with US Ambassador to Argentina Edward C. Prado

We also were able to see where many state dinners and important meetings have occurred, including the signing of the USMCA treaty between US, Canada and Mexico. Pictured is the actual the desk where the treaty was signed.

The delegation was honored to have met with the US Ambassador to Argentina, Edward C. Prado, and his top staff at the Ambassador's beautiful residence, a rare treat indeed. Ambassador Prado gave us a personal tour and history of the residence and his staff gave us a deep-dive into Argentina's economy and political outlook.



This desk was carried blocks away to the US Embassy for the signing of USMCA Treaty



Mayor Raul Valdes-Fauli honored by the Legislature of Buenos Aires

Our delegation was honored to attend a special ceremony held by the Legislature of the Autonomous City of Buenos Aires recognizing Mayor Raul Valdes-Fauli for his many years as a public servant and his years of professional service practicing law and representing clients in Buenos Aires. We toured the capitol building and witnessed the very special ceremony in the Eva Peron room.



The spirit of Argentina seeps into everyone through the Tango

While the delegation worked extremely hard, there were a few moments programmed into the schedule to appreciate the culture, art and values of Argentina. Of course, no trip to Argentina would be complete without seeing the Tango!



Sister City agreement signing Mayors Valdes-Fauli and Posse, Mark Trowbridge CGCC President, and Liane Ventura GMCC SVP International Business

On the final day of the mission, the delegation visited San Isidro, the new sister city of Coral Gables. We were hosted by Mayor Gustavo Posse and his City Council for the signing of our official Sister City agreement.

Mayor Posse then hosted a reception in the garden of Pueyrrdon Museum. Members of the local business community mingled with our delegates before we departed to meet with local university officials and members of the local Chamber and business community.





Mayor Valdes-Fauli and Mark Trowbridge during San Isidro municipal building tour

The day ended with a tour of the new emergency operations center at their municipal building that is the pride of San Isidro. With no formal police force, the City uses technology, cameras and geofencing to address both quality of life and criminal issues.

The mission concluded with a return to Buenos Aires with Mayor Valdes-Fauli and the delegation.



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