

On Feb 27, 2019, at 3:23 PM, joseph hawlik <joseph_hawlik@bellsouth.net> wrote:

Lourdes,

This correspondence is intended to document our meeting last week with you and Mayor Valdes-Fauli. As we discussed, our FIABCI colleagues in Andorra la Vella are very interested in establishing ties with the City of Coral Gables. They are thrilled to hear that the Mayor wishes to proceed with a Friendship City relationship, which will be officially certified with Sister Cities International. Leading this effort is Jordi Ribo Casanovas, President of FIABCI Andorra, who has already gained the support from the Minister of Tourism, the Minister of the Economy, and the Mayor of Andorra la Vella to move forward. The Andorra contingent is ready and willing to come to Miami to begin.

Andorra represents a unique partnership, given its natural affinity to Coral Gables in terms of being a global tourist destination, having a high per-capita income population, and providing the highest standard-of-living in Europe. Recent developments of note include an improved tax and investment environment, and the country being chosen by the City Science research group at MIT Media Lab for the Andorra Living Lab Project, which aims to turn Andorra into an "Internationally Recognized Intelligent Country".

This beta project combines different research topics (Tourism, Innovation, Energy & Environment, Mobility, Dynamic Urban Planning) to help develop and utilize big data platforms, develop concepts that will establish Andorra as an international center for innovation, and design methods of improving the experience of tourists so that they will be encouraged to visit more, stay longer, and spend more.

A key advantage in moving the friendship effort forward is the existence of several Andorran-based financial institutions in South Florida, whom share our goals to initiate business relationships between Andorra and Coral Gables. These include Andbank, the largest bank in Andorra, and Banca Privada d'Andorra. Galia Marcus, representing Credit Andorra in the Brickell office of Beta Capital Wealth Management, has already reached out to us to offer her assistance.

As President of FIABCI USA Miami Council, I am very motivated to expand our relationship with the City of Coral Gables, following the Biltmore Hotel FIABCI Grand Prix award presentation at City Hall last year, and the subsequent FIABCI networking event held at the Coral Gables Art Cinema which included a well-attended trolley tour of Coral Gables. Our FIABCI colleagues were instrumental in bringing the MIT Medi Lab to Andorra la Vella, and my partner Vivianne Swietelsky, past-President of the FIABCI USA Miami Council and Board Member of FIABCI USA Chapter, and I would like to explore doing the same for the City of Coral Gables.

Sincerely,

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