



# Doral Means Business:

A Brief Overview of  
the City of Doral  
Business Assistance  
Programs



# Economic Development Division



- The Economic Development division promotes the City of Doral as a business-friendly destination and assists businesses interested in opening in, relocating to, or expanding their operations in Doral.
- The division generates actionable leads to attract and assist new-to-market businesses from an intelligence network that includes important regional Economic Development organizations like The Beacon Council and Select Florida, as well as business organizations, investment advisors, partner institutions, lenders, realtors, residents, and stakeholders.



# Business Orientation



The division offers individualized business assistance consultations to any business interested in doing business in, or with, the City of Doral. One-on-one meetings and site visits with new-to-market and existing businesses provide an opportunity to deliver reliable information, business support services and targeted referrals tailored to the needs of each business.



# Business Assistance and Grants



- **Community Based Organizations (CBO) Grant** – non-profit grant up to \$5K
- **Façade Improvement Grant Program** – 50% property improvement grant up to \$10K
- **PTSA Educational Grants** – annual educational enhancement grant for Doral PTSA's up to max \$6K
- **Business Valuations Program** – free business valuation analysis for eligible Doral firms, a \$5K value
- **Doral Spend Local, Save Local program** – promotional video campaign encouraging local businesses to offer discount to residents
- **Best of the Best Surveys** – promotional campaign where residents vote for their favorite local businesses in a different category each month
- **Prospera's "Stand Up Doral For Small Business" Program** – partnership with Prospera providing no-cost mentoring for local firms



# Business Development Partnerships

**DORAL FLORIDA**

## Business Forum

We can help you grow your business!

- Interact with engaging experts in business development and trade
- Learn about resources and tools to address today's business challenges
- Build relationships that foster mentorship opportunities for small businesses
- Network with Doral's small business community

**February 22, 2024**  
**9:00 am - 12:00 pm**  
**Doral Cultural Arts Center**  
**8363 NW 53<sup>rd</sup> Street**  
**Doral FL 33166**

*RSVP: [EconomicDevelopment@CityofDoral.com](mailto:EconomicDevelopment@CityofDoral.com)*

*Connect with us*  
 @CityOfDoral  
[www.cityofdoral.com](http://www.cityofdoral.com)

**Carlos Ansuarez**  
OFFICE OF SMALL BUSINESS DEVELOPMENT  
DOING BIZ WITH MIAMI-DADE

**Jorge Guillen**  
THE IDEA CENTER @ MDC  
ENTREPRENEURSHIP PROGRAMS

**Monica Campo**  
MDC WORKS  
INTERNSHIP OPPORTUNITIES

**Diana Valdivia**  
CAREERSOURCE SOUTH FLORIDA  
WORKFORCE DEVELOPMENT

**Julio Villiers**  
ASCENDUS  
FINANCING SMALL BUSINESSES

**Angel Leon**  
PROSPERA  
BILINGUAL BUSINESS MENTORING

**Jesus Padilla**  
SBDC @ FIU  
HELPING BUSINESSES GROW

**Carlos Guerra**  
SELECT FLORIDA  
FLORIDA EXPORT ASSISTANCE

**Antonio Prado**  
PLATINUM BUSINESS SOLUTIONS  
DORAL BUSINESS VALUATIONS PROGRAM

The division partners with a wide range of economic development and educational institutions that can help businesses to grow and thrive at no cost to the business.

Key partners include Miami Dade County, The Idea Center, MDC Works, CareerSource, Ascendus, Prospera, SBDC @ FIU, Select Florida, The Beacon Council and other important local, regional and national resources.

Events like the Doral Business Forum bring a wealth of business assistance resources to the City to interact and engage with local businesses – for free!

# Business Education

**Register Now for an Upcoming *Miami Begins with Me Customer Service Champion* Program!**

Greater Miami and Miami Beach needs **YOU** to keep our visitors happy and our tourism economy strong! Sign up for the *Miami Begins with Me Customer Service Champion Program* course being offered by the Greater Miami Convention & Visitors Bureau. Join us for our next in-person training, which will cover the following topics:

- Economic Importance of Tourism & Key Events
- Miami's Amazing Attractions
- Miami Heritage & Neighborhoods
- Customer Service Refresher

**Parking:**  
Self parking available on area garages.

**Cost to Attend:**  
FREE  
Light breakfast will be served.

## PROVIDING OPPORTUNITIES In Our Own Backyard!

Prequalify with Turner Construction as they partner with the Federal Reserve Bank of Atlanta's **Miami Branch right here in Doral!**

**WHEN**  
Tuesday, October 18, 2022

**SESSIONS\***  
Site/Civil/Shell/MEP: 9:00-11:00AM  
Interiors/Drywall/Specialties: 12:00-2:00PM

\*The same information will be covered in both sessions. Groups are meant to bring people together.

**LOCATION & REGISTRATION**  
City of Doral - Government Center  
8401 NW 53<sup>rd</sup> Terrace,  
Doral, FL 33166

[Click Here to Register](#)

**QUESTIONS?**  
Contact Amaury Genao at [agenao@tcco.com](mailto:agenao@tcco.com)

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## STAND UP DORAL FOR SMALL BUSINESS

Program To Local Firms

Prospera and the City of Doral have teamed up on the 'Stand Up Doral for Small Business' Program, a bilingual framework to help small businesses weather the COVID-19 crisis. The program provides businesses with expert business development mentorship, support in accessing relief or lending programs, and practical training.

For more information on how to participate, email us at [economicdevelopment@cityofdoral.com](mailto:economicdevelopment@cityofdoral.com).

Doral collaborates with institutions like Miami Dade College, StartUp FIU, Millenia Atlantic University, The Greater Miami Convention & Visitors Bureau, Grow with Google, Miami Bayside Foundation, the Goldman Sachs 10K Small Businesses program, the Federal Reserve and the US Department of Commerce on business education programs, trainings, and seminars to help stimulate small business growth.



# International Relations



The division works with global partners to broaden economic opportunities and stimulate investment. The division administers Doral's Sister Cities program and coordinates diplomatic visits, consular relations, trade missions and cultural activities with organizations like AmCham, consulates and trade agencies. Doral has active Sister Cities agreements with Armenia and Barranquilla, Colombia; Guatemala City, Guatemala; Higuey, Dominican Republic; Oranjestad, Aruba; and the Xixhi District of New Taipei City, Taiwan.





# Ribbon-Cutting Events

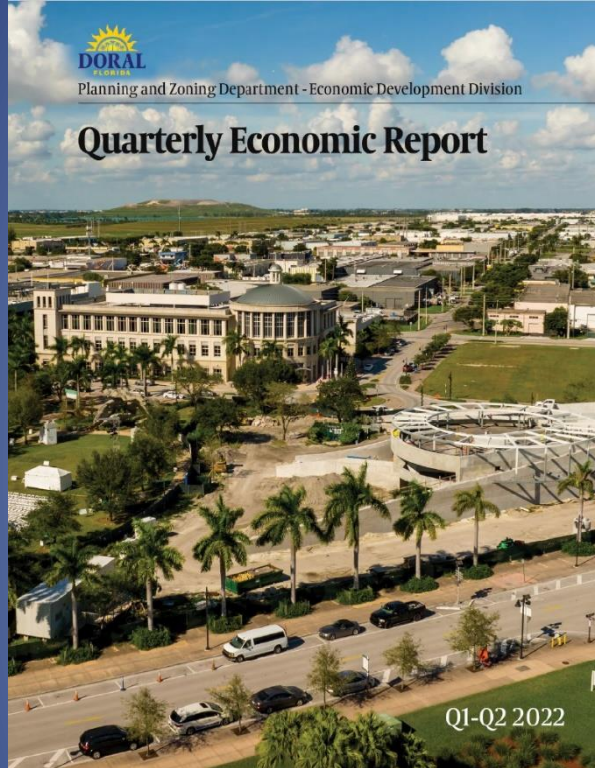


The Economic Development division serves as a liaison to help new businesses invite the Mayor and Councilmembers to participate in an official ribbon-cutting ceremony and announce their opening to the community at large.

The division works with the business owner and the City of Doral Licensing division to ensure that the applicant is ready to open their doors before the ribbon-cutting.



# Economic Data and Market Insights



City of Doral, Largest Traded Industry Clusters

Industry Cluster	Establishments	Employees	Sales Revenue
Distribution and Electronic Commerce	852	16,906	\$42,144,266,000
Business Services	832	9,786	\$1,350,741,000
Transportation and Logistics	541	7,997	\$1,026,555,000
Hospitality and Tourism	186	7,560	\$16,181,413,000
Local Entertainment and Media	15	4,841	\$148,393,000
Marketing, Design, and Publishing	154	2,883	\$200,520,000
Apparel	9	2,870	\$878,242,000
Information Technology and Analytical Instruments	70	1,721	\$285,312,000
Financial Services	173	1,490	\$460,554,000
Insurance Services	117	1,146	\$266,578,000
Aerospace Vehicles and Defense	27	798	\$98,813,000
Communications Equipment and Services	99	730	\$422,227,000
Education and Knowledge Creation	100	637	\$11,892,000
Construction Products and Services	50	486	\$176,762,000
Performing Arts	42	422	\$36,504,000
Metalworking Technology	22	404	\$52,956,000
Printing Services	33	379	\$51,196,000
Downstream Chemical Products	11	259	\$158,954,000
Food Processing and Manufacturing	20	241	\$92,206,000
Water Transportation	25	193	\$42,687,000
Medical Devices	15	190	\$29,278,000
Downstream Metal Products	11	177	\$20,085,000
Paper and Packaging	11	175	\$37,922,000
Jewelry and Precious Metals	24	157	\$21,423,000
Automotive	13	125	\$34,754,000
Video Production and Distribution	17	113	\$44,833,000
<b>Total</b>	<b>3,469</b>	<b>62,686</b>	<b>64,275,066,000</b>
<b>City of Doral Totals</b>	<b>6,802</b>	<b>102,235</b>	<b>69,482,379,000</b>
<b>Top 30 Clusters, Percent of City Total</b>	<b>51%</b>	<b>61%</b>	<b>93%</b>

Source: InfoUSA 2016. Analysis performed by the FIU Metropolitan Center



The division gathers data, commissions and create reports, and offers valuable market information to residents, businesses and investors. The division produces Biannual Economic Reports for the city’s stakeholders and is currently updating the FIU Economic Study.

# Good News: Telling the Doral story



**DORAL REPORT**

## DORAL: Logistics Hub for Global Miami

**Now 20 years old, Doral has blossomed into an international logistics center for Greater Miami - and a vibrant city in its own right.**

BY YOUSRA BENKIRANE

When Ramon Mareno launched his fish importing company west of Miami International Airport 25 years ago, the area was a sparsely settled swath of unincorporated Miami-Dade County. Like other businesses in the area, he was attracted by low land cost and proximity to the airport. He started with a small warehouse and truck, then opened a fish market, and then expanded to a larger warehouse.

Fast forward to today, Mareno's Heads or Tails Inc. now offers 250 different types of fresh, frozen, and salted seafood products from Nicaragua, Ecuador, Guatemala, Mexico, Panama, Costa Rica, Venezuela, Trinidad, Turkey, Chile, Indonesia, Canada, and Norway—all coming to Miami then redistributed throughout the United States. His warehouse has grown to 15,000 square feet, with cold storage capabilities.

**“We never thought we would move to Doral but the fact that you can have your business and live three minutes away is a huge plus. And it's a beautiful city.”**

RAMON MARENO, CENTER, FOUNDED HIS FISH IMPORTING COMPANY, HEADS OR TAILS INC., 25 YEARS AGO. IN WHAT BECAME DORAL, SHOWN ABOVE IS THE COMPANY'S LOADING DOCKS TODAY.

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- As a division of the Public Affairs department, the city's Economic Development division supports promotional and media outreach opportunities, including interviews, destination promotions or news stories in media outlets.
- Participates in city profiles in publications like *Invest Miami*, *USA Today*, *eMerge Americas Magazine* and *Diario Las Americas* to promote the city's thriving business environment.
- Coordinates with Miami Dade County to facilitate business outreach and logistics for productions filming movies or TV shows in Doral.



# InfoDoral

NEED

*info*  
**DORAL?**



PHONE

IN-PERSON

ON-LINE

***We are here to help YOU!***

Visit us at the Doral Government Center (2nd floor) InfoDoral desk to get answers and assistance on what matters most to you!

**8401 NW 53rd Terrace, Doral, FL. 33166**

**In-person Office Hours:**

**Monday through Friday: 8:30am - 12pm & 2pm - 5pm**

You can also reach us at (305)593- 6676 or [infodoral@cityofdoral.com](mailto:infodoral@cityofdoral.com)!

Connect with us    @CityOfDoral  
[www.cityofdoral.com](http://www.cityofdoral.com)



Have a question?

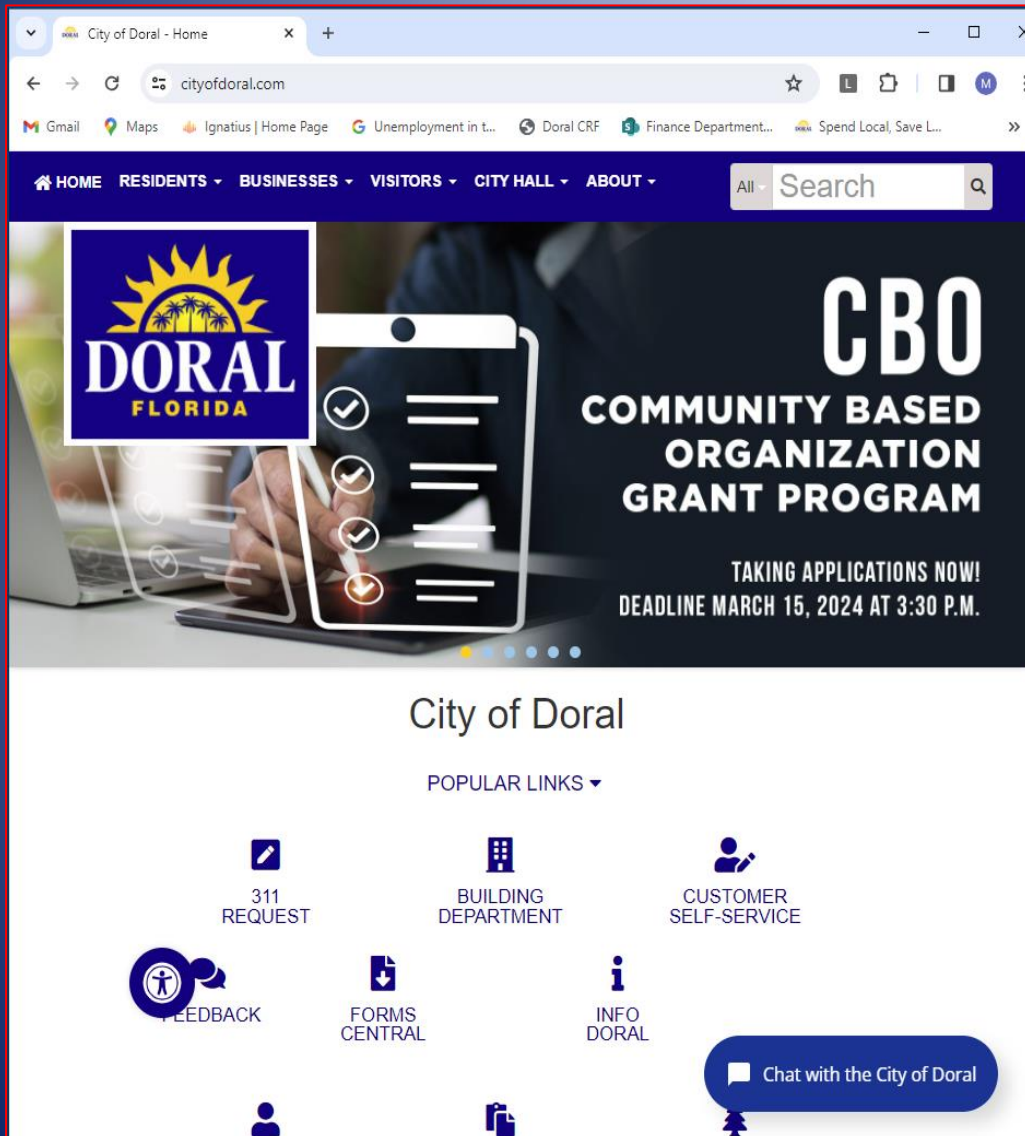
Visit us at the Doral Government Center (2nd floor) InfoDoral desk or contact us by email or phone to get answers and assistance on what matters most to you!

You can find the most frequently asked questions at any time at:

<https://www.cityofdoral.com/residents/info-doral/>



# www.CityofDoral.com/Businesses



- How do I start a business in Doral?
- How do I renew my Business Tax Receipt?
- Where can I find statistical info?
- Where can I do a property search?
- Where do I find grant info?

Find the answers at:

[www.CityofDoral.com/Businesses](http://www.CityofDoral.com/Businesses)

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