



# ***BUSINESS WITHOUT BORDERS***

Your bridge between US and Italy.





# /ABOUT US

We are the meeting point for the Italian business community in the Southeast.



The Italy-America Chamber of Commerce Southeast (IACCSE) is a non-profit, US corporation, **based in Miami**, which is devoted to fostering trade between the United States and Italy.

Our organization is a member of Assocamerestero, the official association of 80 Italian Chambers from 56 countries in the world **officially recognized by the Italian government**.

The IACCSE counts on many institutional partners both in the US and in Italy. We work to assist SME to access US and Italian markets and to **promote networking and collaboration among our members**.

Besides the headquarters in Miami (FL), the IACCSE counts 3 chapters in the Southeast region, including Atlanta (GA), Charleston (SC), and Tampa (FL) and 3 Representative offices in Italy (Milan, Rome and Bologna).

We focus on the **Southeastern United States** – a region with a combined population of 58 million and a GDP of over USD 2,700 billion – including the following states: Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina and Puerto Rico.

Cities like Miami, Atlanta, Orlando and Tampa represent the driving force of the regional economy due to their cosmopolitan and innovative environment, and role as major **international trade hubs**.

For its competitive advantages the region has fast become the **ideal platform for Italian companies** and other multinational corporations doing business not only with the **United States**, but also **Latin America** and the **Caribbean**. Currently the Italian nationals living and working in the Southeast are well above 50,000.

## OUR CONTACT:



Italy-America Chamber of Commerce Southeast, Inc.  
999 Brickell Avenue, Suite 1002 – Miami, FL 33131  
+1 (305) 577-9868 | [www.iaccse.com](http://www.iaccse.com) | [info@iacc-miami.com](mailto:info@iacc-miami.com)

# / OUR MISSION

Since 1991 the IACCSE supports Italian entrepreneurs and companies in their business ventures in the US.

Today the Chamber strives to consolidate its role in **promoting economic ties between Italy and the United States** and assisting its Members in their endeavors.

The Italy-America Chamber of Commerce Southeast mission is to act as your beacon, your local guide, while strengthening trade and cultural **ties** among members of the international business community.

Established in  
**1991**

**250+**  
Existing Members

Network of **80** Italian Chambers  
from **56** countries

**6K** Social Media  
Followers

**5K+** Mailing  
List

**2K** Website Unique Monthly Visitors

# / OUR UNIQUE VALUE PROPOSITION

Since its inception, the Italy-America Chamber of Commerce Southeast (IACCSE) has served as the **primary bridge that connects Italian and American companies.**



It is the US Southeast's official Italian-American business association, representing a thriving community of **businesses** across the region.

With its **bi-national mindset** the IACCSE works hard to promote "Made in Italy" products in the US market as well as to link our Members, with the primary goal of improving business climate and **expanding opportunities for Italian and American businesses.**

Throughout the year, the IACCSE organizes and sponsors a great variety of **events** and provides orientation, B2B introduction services, market research and other tools for both our local members and for Italian companies that are willing to approach the US market with the confidence of being supported by a **reliable and respected organization.**



# / OUR SERVICES

The IACCSE offers an **integrated package of services** to support Italian companies in specific sectors in **accessing and developing their presence** in the Southeast markets of relevance.

Our specialized services are for both **Members** (at a **discounted rate**) and **non-Members** (full price).



## *BELOW IS A COMPREHENSIVE LIST OF THE SERVICES WE OFFER:*



Export  
Services



Setting up your  
business in the US



Branding &  
Advertising

# / EXPORT SERVICES



## **MARKET RESEARCH**

(competitive analysis, pricing, market trends and other)

## **& FEASIBILITY STUDY**



Customized and Verified

## **CONTACT LIST**

of Importers and Distributors



Legal, Shipping,  
Duties and Taxation

## **ASSISTANCE**



## **B2B MEETING AGENDA AND ORGANIZATION**

with importers and distributors of your product



## **TRADESHOW**

Support & Assistance



## **TRANSLATION**

& **INTERPRETING** Services



# / SETTING UP YOUR BUSINESS IN THE US

The IACCSE offers an integrative range of consultancy services to assist corporations for a quick and efficiently expansion of their business operations in the United States.



## THESE SERVICES INCLUDE:

**Office Space Selection:** also includes the use of the ItalianLab platform for your administrative and logistic needs

Meeting arrangement with local **professional firms** (law firms, accountants, realtors and other)

Meeting arrangement with local **economic development agencies**

**Financing opportunities** for Italian investments

**Recruitment Services:** includes the hiring process, and candidate profiles selection

J1 Visa: program focused on hiring Italian trainees

### Market Guidebooks:

*N.1 – How to establish a company in the USA*

*N.2 – How to apply for licenses to start an activity*

*N.3 – How to pay taxes in the USA*

*N.4 – Getting a patent and trademark registration in the USA*

*N.5 – Information on visas for the United States*

*N.6 – How to export in the US*

*N.7 – How to export food products in the USA*

*N.8 – How to export wine in the USA*

*N.9 – How to open up a restaurant in Miami*





# / *BRANDING & ADVERTISING*

One of the main goals of the IACCSE is to help market and promote your 'Made in Italy' brands in the US. We, therefore, offer a full range of branding and advertising services at advantageous terms.



The IACCSE strives to provide visibility to your company by implementing a series of advertising campaigns to a community of 250+ Members and 5,000 contacts in its database. **Signature events**, business breakfast sessions, workshops, online webinars, **masterclasses** and **other high-level networking sessions** with key stakeholders are also regularly organized.

The IACCSE's four primary yearly signature events bring under one roof the best Italy can offer to the US Southeast market.

## AMONG OUR ADVERTISING SERVICES:

- Advertisement on IACCSE primary publications
- Social Media campaigns
- Massive E-mail blasts
- Promotional event coordination

Please **contact us at [info@iacc-miami.com](mailto:info@iacc-miami.com)** for more information about our tailor-made business services or **visit [www.iaccse.com/services](http://www.iaccse.com/services)** or scan the QR code to discover more about our business services!



# / THE VALUE OF BEING AN IACCSE MEMBER

The Chamber is a door opener to key business insights and to other like-minded professionals.

Being a Member of the Italy-America Chamber of Commerce carries several benefits that will help you **strengthen your business relationships**. We provide the ideal assistance to enter and operate in the US market.

As of today, the IACCSE relies on a **valuable network** of hundreds of companies, including some of the most prestigious “Made in Italy” brands, who can benefit from being part of a **solid business hub** defined by collaboration, creativity and innovation.

The membership to the Chamber acts as a powerful ally, guiding you through key business decisions and as a resource of **critical knowledge** (the US market, its trends, and uniqueness), while connecting you to other entrepreneurs for **peer-to-peer advice**, saving you time and money.

IACCSE Members operate across a **broad spectrum of industry categories** including: food and beverage; fashion; luxury and design; travel and tourism; import/export, shipping and logistics; banking, finance and accounting; law; consulting; marketing, public relations and communications; and other professional services.

Being an IACCSE Member gives you not only the possibility to expand your network and business reach by leveraging our assets (IACCSE website, newsletter and other), but also to help our non-profit organization to accomplish its mission to help other small entrepreneurs and contributing to create a collaborative business environment.

# / MEMBERSHIP BENEFITS

Being a Member of the IACCSE means more than just expanding your business network. It means being part of a reliable and respected organization with invaluable benefits.



## REASONS TO JOIN:

**Multiply your networking** opportunities through events and workshops.

**Maximize your exposure** through our social media channels.

**Enhance the credibility of your company** through an affiliation and a prestigious bi-national organization that benefits from established collaborative relationships with US and Italian public entities.

**Connect** to an extensive business platform of hundreds of international executives.

**Access exclusive programs and services** to market your business in the US Southeast at a discounted rate or for free.



# / 3 LEVELS OF MEMBERSHIP

## MEMBERSHIP LEVELS

Member's name contact info and website link **listed on the IACCSE website** (audience: 2,000 unique monthly visitors)

**Free attendance** to seminars, business card exchanges, receptions and other networking opportunities

**Complimentary posts** about specific events on the Chamber's official Facebook page

New Member's contact information featured once in the **monthly newsletter** (audience: 3,000 professional contacts)

Possibility to **publish articles** featuring noteworthy happenings about the Member's business activity on the IACCSE monthly Newsletter sent to all Members and friends (3,000 contacts)

Possibility to place the **Chamber's logo** on the Member's website under the tag 'Member of'

Access to our **membership directory**

Rotating insertion of the **company's logo on the IACCSE website** homepage (audience: 2,000 visitors per month)

Business \$500/year market value: \$1,000	Sustaining \$1,000/year market value: \$2,500	Premium \$2,500/year market value: \$6,000
✓	✓	✓
✓	✓	✓
✓	✓	✓
✓	✓	✓
✓	✓	✓
✓	✓	✓
✓	✓	✓
✓	✓	✓
	✓	✓

# / 3 LEVELS OF MEMBERSHIP

## MEMBERSHIP LEVELS

New member **company profile** featured once in the monthly newsletter (audience: 3,000 professional contacts)

Company logo placed in each edition of the IACCSE **monthly newsletter**

Complimentary **e-mail blast** to IACCSE members contact list

Use of IACCSE's **meeting room** (max 5 hours per month upon availability)

**Permanent** complimentary **insertion** of the **company logo** on the IACCSE home page (audience: 2,000 unique monthly visitors)

Two (2) complimentary invitations to the **IACCSE annual dinner** and VIP table preferred seating

Special introduction to guests and **acknowledgment** of the Premium Member during the IACCSE annual dinner

Company logo on all IACCSE staff **e-mail signatures**

Company logo on IACCSE **letterhead**

Promotion and coordination of one (1) **webinar** per year

Business \$500/year market value: \$1,000	Sustaining \$1,000/year market value: \$2,500	Premium \$2,500/year market value: \$6,000
	✓	✓
	✓	✓
	✓	✓
		✓
		✓
		✓
		✓
		✓
		✓

### Other benefits:

- Free referrals for Members providing professional services
- 20% discount on our business services (translations, lists of distributors, etc.) and advertising opportunities

# */ NOT A MEMBER YET? JOIN US TODAY*

Joining the IACCSE is a strategic and valuable move for your business: become one of the many entrepreneurs that actively participate to the Chamber's life and events, while benefitting from and contributing with peer-to-peer advice.



Visit [www.iaccse.com/members/become-a-member](http://www.iaccse.com/members/become-a-member) or scan the QR code to join our business community today!

# / MEMBERSHIP APPLICATION FORM

**For more information: [info@iacc-miami.com](mailto:info@iacc-miami.com)**

The undersigned hereby applies for the Membership of the Italy-America Chamber of Commerce Southeast, Inc., and - if accepted - agrees to abide by the By-laws, rules and code of business conduct of the Chamber.

## CONTACT INFORMATION

<input type="text"/>	<input type="text"/>
<i>Company name</i>	<i>Name and Title of prospective Member</i>
<input type="text"/>	<input type="text"/>
<i>Contact phone number</i>	<i>Contact e-mail</i>
<input type="text"/>	<input type="text"/>
<i>Contact fax number</i>	<i>Website</i>
<input type="text"/>	<input type="text"/>
<i>Address</i>	<i>City / State / Zip code</i>
<i>Company presence on Social Media</i>	<input type="checkbox"/> Facebook <input type="checkbox"/> LinkedIn <input type="checkbox"/> Instagram <input type="checkbox"/> Twitter
<input type="text"/>	<input type="text"/>
<i>E-mail for IACCSE communications (if different from above)</i>	<i>Who introduced you to the IACCSE?</i>

## BUSINESS CATEGORY

*Company profile (short and objective description of your company):*

*What do you expect from your Membership?*

## MEMBERSHIP LEVELS

<input type="checkbox"/> <b>Premium(\$2,500)</b>	<input type="checkbox"/> <b>Sustaining(\$1,000)</b>	<input type="checkbox"/> <b>Business(\$500)</b>
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## PAYMENT METHOD

<input type="checkbox"/> I am enclosing a check	<input type="checkbox"/> I completed the credit card form below
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## CREDIT CARD INFORMATION

<input type="text"/>	<input type="text"/>	<input type="text"/>
<i>Card Number</i>	<i>Expiration Date</i>	<i>Security Code</i>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<i>Name on card</i>	<i>Signature</i>	<i>Date</i>



# / IACCSE OFFICES

## HEAD OFFICE



Italy-America Chamber of Commerce Southeast  
999 Brickell Avenue, Suite 1002  
Miami, FL 33131

*info@iacc-miami.com*  
*www.iaccse.com*

### Chapters

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#### South Carolina

c/o Mediterranean Shipping Co. (USA),  
Inc. 700 Watermark Boulevard  
Mt. Pleasant, SC 29464  
*charleston@iaccse.com*

#### Georgia

c/o JAS Forwarding USA Inc.  
6165 Barfield Road  
Atlanta, GA 30328  
*atl@iaccse.com*

#### Tampa Bay

*tampa@iaccse.com*

### Representative Office in Italy

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#### Milan

c/o Studio Legale Pelosi & Partners  
Via Maurizio Gonzaga, 5  
20123 Milano  
*milano@iaccse.com*

#### Rome

c/o Studio Legale EXP LEGAL  
Via Di Ripetta, 141  
00186 Roma  
*acorrado@explegal.it*

#### Bologna

c/o Studio Legale Galgano  
Via Santo Stefano, 17  
40125 Bologna  
*fgalgano@galgano.it*