

# SOUTH FLORIDA THE BUSINESS JOURNAL

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The screenshot shows the South Florida Business Journal website in a Microsoft Internet Explorer browser window. The address bar displays <http://southflorida.bizjournals.com/southflorida/>. The page header includes the site's name and a date banner for the 'SAP Business Forum '05 in Miami, October 27' at the Doral Golf Resort & Spa. A navigation menu lists various categories such as 'Subscribe', 'Book of Lists', 'Sales Power', 'bizspace', 'bizwomen', 'Biz Finance', 'Franchise Center', 'Email Alerts', 'Jobs', 'Entrepreneur', 'Classifieds', 'Sales Leads', 'Latest News', 'Print Edition', and 'Contact'. A search bar is located in the top right, with options for 'Advanced Search' and 'Search Watch'. The main content area features several news articles. The first article is titled 'NASD fines West Palm Beach brokerage' and discusses the National Association of Securities Dealers' actions against West Palm Beach-based Mutual Service Corp. The second article is 'Las Olas Studio Orchestra plans debut', mentioning the 45-member orchestra's first performance at the Amaturo Theatre. The third article is 'FIU to use grant to open new center', which is the focus of the text below. This article reports that the U.S. Agency for International Development (USAID) has awarded a \$286,209 grant to Florida International University's College of Business Administration. The fourth article is 'MDC receives \$5.75M in grants', noting that Miami Dade College has received two grants. To the right of the main content, there is a 'bizjournalsdirectory' section listing various business services like 'Management Consultants', 'Online Trading', and 'Data Recovery'. A 'Business Events Calendar' section features a 'Featured Event' for the '2005 BusinessWoman of the Year Awards' at the Bistro D. An 'Entrepreneur' section includes a photo of a woman and the text 'Setting ego aside: He learned he could do better staying in the background.' The bottom of the page shows the Windows taskbar with the 'start' button and several open applications.

## FIU to use grant to open new center

The U.S. Agency for International Development (USAID) has awarded a \$286,209 grant to Florida International University's College of Business Administration to train business executives in Central America and the Dominican Republic.

The grant, combined with funding from Florida FTAA, helps to establish the Small and Medium Enterprises Center of Excellence (SMECE) at FIU. The money from Miami-based Florida FTAA, a group working to locate the Free Trade Area of the Americas administration in Miami, brings the SMECE program budget to more than \$379,000.

"Early support from the Florida FTAA was crucial in helping us to develop a top-notch proposal for winning an award from USAID," said Jerry Haar, professor of management and international business and principal investigator on the SMECE project.

The center is to provide business education and executive training to entrepreneurs of small- and medium-size businesses in countries that fall under the Central American Free Trade Agreement.

The FIU College of Business Administration SMECE program is to feature four weeks of Web-based instruction and an intensive, three-day, executive-level, on-campus workshop that includes classroom instruction from FIU professors and site visits to export-import companies in the Miami area.

Entrepreneurs are to learn strategies for accessing U.S. markets and procedures for dealing with port authorities, customs brokerages and wholesale and retail outlets.

FIU said it expects to train 40 entrepreneurs in the pilot program and significantly more in subsequent years. Recruitment for the initial SMECE program is to begin this month the Miami-based university said.