

**REGULAR MEETING
TOLL BRIDGE BOARD
HELD ON MARCH 21, 2018, AT 12:00 P.M.
CITY HALL, 118 S. CAGE BLVD., 2ND FLOOR, PHARR, TEXAS**

On the 21st day of March 2018, the Toll Bridge Board met in a regular Bridge Board Meeting. Following is the record of attendance.

MEMBERS PRESENT: Edgar Delgadillo, Chairman
Artemio Palacios, Member
Tony Martinez, Member

MEMBER ABSENT: Prajeres Gutierrez, Secretary
Larry Hernandez, Vice-Chairman

**EX-OFFICIO MEMBER
PRESENT:** None

**EX-OFFICIO MEMBER
ABSENT:** Mayor Ambrosio Hernandez
Mayor Pro-Tem Bobby Carrillo

STAFF PRESENT: Luis Bazan, Bridge Director
Fred Brouwen, Director of Operations
Vanessa Guzman, Administrative Assistant
Cleo Salinas, Administrative Assistant
Freddy Flores, Trade Liaison

OTHER PRESENT: Juan G. Guerra, City Manager
Patricia Rigney, City Attorney
Carlos Montemayor, Finance Department
Omar Anzalduas, City Engineering
Lauro Garza, CBP
David Moreno, CBP
Hollis Rutledge, Governmental Affairs
Ezequiel Ordonez, Bridge Liaison
Joel Robles, PD
Sgt. Juan Sanchez, Bridge PD
Leonardo Varela, CANACAR
Polo Chow, CANACAR
Edgar Zambrano, CANACAR
Armando Zuniga, CANACAR

There being a quorum established Chairman Edgar Delgadillo called the meeting to order. Following is the agenda:

1. Roll Call-Excuse absent members.

2. Pledge of Allegiance/Invocation.
3. Public Comments.
4. Consideration and action on approval of minutes-February 21, 2018.
5. Crossings and revenues comparison for February 2018.
6. Expenditures report for February 2018.
7. Project engineer report.
8. Director's Administrative Report.
9. Discussion and action, if any, on Safe and Efficient Hours of Service Coalition Proposal.
10. Discussion on GSIS Consulting Proposal.
11. **EXECUTIVE SESSION**
12. **RECONVENE**
13. Adjournment.

A. CALL TO ORDER:

ITEM "1": ROLL CALL-EXCUSE ABSENT MEMBERS

Chairman Delgadillo called the meeting to order. All members were present during roll call except Vice-Chairman Hernandez and Secretary Gutierrez who were absent. Member Palacios made a motion to excuse Vice-Chairman Hernandez and Secretary Gutierrez for being absent. Member Martinez seconded the motion and was then carried on unanimously. Chairman Delgadillo moved to the next item.

ITEM "2": PLEDGE OF ALLEGIANCE/INVOCATIONS

Chairman Delgadillo introduced the item. Mr. Luis Bazan, Bridge Director led them in the Pledge of Allegiance and in prayer. Chairman Delgadillo moved to the next item.

B. PUBLIC COMMENTS: *(The City of Pharr has called this meeting as allowed pursuant to Texas law, city charter, and Ordinance O-2015-28. The governing body may recess from day to day when it does not complete consideration of a particularly long subject as authorized by law. All persons desiring to address the governing body must register with the presiding clerk prior to the scheduled meeting)*

ITEM “3”: PUBLIC COMMENTS

Chairman Delgadillo introduced the next item and stated there was no one registered for public comments. Chairman Delgadillo moved to the next item.

C. CONSENT AGENDA: *(All items listed under consent Agenda are considered to be routine and non-controversial by the Governing body and will be enacted by one motion. Any Board Member may remove items from the consent agenda by making such request prior to a motion and vote on the Consent Agenda)*

ITEM “4”: CONSIDERATION AND ACTION ON APPROVAL OF MINUTES- FEBRUARY 17, 2018

Chairman Delgadillo introduced the next item. Member Palacios made a motion to approve the Consent Agenda as presented. Member Martinez seconded the motion and was then carried on unanimously. Chairman Delgadillo moved to the next item.

D. DIRECTOR’S ADMINISTRATIVE REPORT: *(Director’s Administrative Reports and discussion, if any, with Bridge Board. The Director may also assign a designated spokesperson for any particular listed topic)*

ITEM “5”: CROSSING AND REVENUES COMPARISON FOR FEBRUARY 2018

Chairman Delgadillo introduced the next item. Mr. Brouwen, Director of Operations stated that for the month of February total crossings were 103,602, which shows a decrease of -7,286 vehicles or -6.57% compared to last year. Mr. Brouwen stated that total crossing for cars were 55,506 cars, which shows a decrease of -8,916 cars or -13.84%. Mr. Brouwen then showed a car crossing compassion from other bridges across the board. Mr. Brouwen reported that total truck crossings for the month of February were 48,096, which shows an increase of 1,630 trucks or 3.51% increase in trucks. Mr. Brouwen then showed a truck crossing compassion from other bridges across the board. Mr. Brouwen reported that northbound crossings for the month of February were 51,612, which shows an increase of 3,516 trucks or 7.31% increase in trucks. He added that for the Agriculture for the month of February they had a total of 16,434 trucks, which represents a 32% of all imports from Mexico to the U.S. Mr. Brouwen stated that total revenue collected for the month of February were \$1,100,912, which shows an increase of \$18,516 or 1.71% in revenues. Several discussions then took place regarding the cars crossings advertising. Chairman Delgadillo moved to the next item.

ITEM “6”: EXPENDITURES REPORT FOR FEBRUARY 2018

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that they do have Carlos Montemayor there in representation of Karla Moya of Finance if they have any questions. Chairman Delgadillo asked if they were up to date with the budget. Mr. Carlos Montemayor from the Finance Department stated that

everything looks good so far and that they are actually over budget on certain revenues and the all expenses are on budget so far. Mr. Bazan stated that they are making some minor adjustments here and there to accommodate certain expenditures in particular advertising and marketing, which is something that they did have a little bit of a short fall as compared to what they had asked for as he has mentioned in the last meeting. Several discussions then took place regarding the adjustments. Chairman Delgadillo moved to the next item.

ITEM “7”: PROJECT ENGINEER REPORT

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that they have Mr. Omar Anzaldúa, City Engineer and that he would like to give a quick brief of where they are on their projects for the bridge. He stated that as they know they are working on 5 different infrastructure projects for the bridge under the Donations Acceptances Program. He stated that two projects that are about to get to 90% design submittal by the end of the week are the 2 commercial entry lanes and 2 commercial exit lanes. He added that that is being worked on and that there were a couple of things that they had to go back and forth on with CBP to determine the wide load capabilities in that lane. He also added that those 2 projects are almost at 90% by the end of this week on the design phase and that they do have a letting date of August 2018. He stated that according to the schedule that they have they should be issuing construction documents by July 2018 and if all goes according to plan and the GSA review process goes by fast they might be able to start construction on those 2 projects by the end of this year if not early 2019. He added that when it comes to the other 3 projects, the dock expansion phase I which is the dry dock, phase II which is cold inspection facility and the regional AG Training Center and Laboratory they are at 30% design right now and everything is going according to plan. Mr. Bazan stated that on the building side, they are going to have open bids on the 29th of March and then from there they can proceed to doing there due diligence and hopefully issuing construction documents, so by the end of the year they will have a brand new expansion of the building facilities. He added that they will have an additional 5 offices, an expansion of the conference room and some more amenities. He stated that on the toll system, they are moving fast and they have been meeting with the company as they know it is a European company from Spain that they are working with and they are also working with Cameron County Regional Mobility Authority who is helping them put this toll system together. He added that it will be a unique system, it will be the only one of its kind and they will be able to do more than they are with the current one. Mr. Omar Anzaldúa, City Engineer stated that Luis has covered pretty much everything and just to reassure the board that they have been working diligently with their partners here at CBP and GSA, and trying to get these projects to move quickly and they have been very cooperative so they hope to get to the finish line on both of these projects. Several discussions then took place regarding the entry/exist lanes project. Chairman Delgadillo moved to the next item.

ITEM “8”: DIRECTORS ADMINISTRATIVE REPORT

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that as they know they are doing BridgeConnect on a month to month bases and they already have about 80 people signed up for this one maybe 85-90, but every day they get more people signed up. He added that one of the things that they started doing back in January was that they starting offering a webinar through webx. He stated that that was one thing that they are also offering to the trade for those that cannot attend. Mr. Bazan stated that fortunately, for them they have a good business retention and expansion program at the bridge that has been helping them and BridgeConnect is a big motivator and one of the big reasons why they are able to keep the trade here in Pharr because they are offering something of value. He stated that right now the renegotiation of NAFTA is at the top of everybody's mind and if they ask anybody across the board no one can give you a definitive answer of what is going to happen. He stated that with the president they don't know if he is just going to pull the plug out of nowhere just because he wants too, as they all know he makes rash decisions. He added that this NAFTA update will be specifically for that and to also get information, feedback from the trade and Freddy put together a survey that they will be handing out to every single person that is there and from that survey they are hoping to get information of what the needs are of the trade, of our customers, to understand their needs a little bit better. Several discussions then took place regarding NAFTA and BridgeConnect.

Mr. Bazan stated that the next thing he has is Viva Fresh, which is coming up April 5-7 and he knows that some of the board members and city commissioners are going on this trip. He added that they have been members of TIPA for a number of years now and TIPA, Texas International Produce Association started Viva Fresh about 4-5 years ago and they have been participating in this conference year after year. He added that it gets them closer to their customers, it is more of a regional outreach effort and it allows them to the dialog and explore new opportunities for expanding trade through this bridge. Chairman Delgadillo stated that he knows that their numbers have gone up but from their trip to Sinaloa, that visit they realized that because of that damaged bridge on the super highway from the west coast on the Mexico side to this region there is a lot of products that continue to go through Nogales and whatever they send out here right now is basically what they have committed because trucks have to go around Guadalajara to come up to our bridge. He added that he believes that next year will be a much better year for them on the produce side, which will come at a perfect time with all the renovations that are being done on the Mexican Aduana and on our bridge. He also added that hopefully by that time they will have the connector almost done and the improvements that they have been working on cause a lot of these people continue to look at them this way and they still want to send the rest of the product this way because it makes sense to them and it saves dollars. He added that for them to keep up the good work with everything that they are doing and if it ain't broken don't fix it and everything that they do they need to do it better. Mr. Bazan stated that as he is aware of the visit to Culiacan and taking part in Sinaloa Encanta, which is the major event that takes place over there during that time, they discussed bigger marketing opportunity for the bridge. He added that there is a big concert that takes place at the end of the show over there and it would be nice for the City of Pharr International Bridge to have a bigger part in this wonderful event. He added that it is a

VIP event for all the major growers for the State of Sinaloa and the major products are coming in from that area, so they will work on that for sure. Some discussions then took place regarding a bridge that was damaged in Mazatlán. Mr. Bazan then showed pictures from the visit to Culiacan and the Sinaloa Encanta event.

Mr. Bazan stated that he has a few guests there with them today that he would like to present, last time they were not able to come to the meeting but last year they presented to the board the new President for the Asociacion de Agentes Aduanales de Reynosa, and they also have a new President for CANACAR and his name is Leopoldo Chow. He added that he is there with them today and he wanted to have a few words with the board, they also have the Secretary Leonardo Varela one of their major customers and they have Armando Zuniga who is the Treasurer, so at this time he would like to call on Polo Chow to give a few words and Edgar Zambrano is there as well. Mr. Polo Chow then began to introduce his Board of CANACAR. Mr. Edgar Zambrano then gave a brief speech to the board. Mr. Polo Chow then began to thank the board and gave a speech in Spanish. Several discussions then took place, as well a group photo. Chairman Delgadillo moved on to the next item.

E. ADMINISTRATIVE:

ITEM “9”: DISCUSSION AND ACTION, IF ANY, ON SAFE AND EFFICIENT HOURS OF SERVICE COALITION PROPOSAL.

Chairman Delgadillo introduced the next item and stated that they would take this item in to executive session.

ITEM “10”: DISCUSSION on GSIS CONSULTING PROPOSAL.

Item was taken in to executive session.

F. EXECUTIVE SESSION: In accordance with Chapter 551 of the Texas Gov’t. Code, the International Toll Bridge Board hereby gives notice that it may meet in Executive session to discuss and deliberate any items listed on the public portion of the meeting agenda including items C-E.

Chairman Delgadillo stated the time being 12:47 p.m., the Bridge Board would be going in to executive session in accordance with Chapter 551 of the Texas Govt.

G. RECONVENE: into regular session, and consider action, if any, on item(s) discussed in executive session.

Chairman Delgadillo reconvened the meeting to regular session at 1:11pm and introduced Item 9. Member Palacios made a motion to deny Item 9 as discussed in executive session. Member Martinez seconded the motion and was then carried on unanimously. Chairman Delgadillo introduced Item 10 and stated that it is a no action item. Chairman Delgadillo moved to the next item.

H. ADJOURNMENT:

ITEM "10": ADJOURNMENT

Chairman Delgadillo introduced the next item. Member Martinez made a motion to adjourn the meeting. Member Palacios seconded the motion and was then carried on unanimously.

APPROVED AS SUBMITTED:

EDGAR DELGADILLO, CHAIRMAN

ATTEST:

PRAJERES GUTIERREZ, SECRETARY

STATE OF TEXAS §
COUNTY OF HIDALGO §
CITY OF PHARR §

ON THE 21th DAY OF MARCH 2018, the Toll Bridge Board convened in a Regular Meeting at the Pharr International Bridge, the meeting being open to the public and notice of said meeting, giving the date, place and subject thereof, having been posted to the public and notice of said meeting, given in accordance to Chapter 551, of the Texas Government Code, (Open Meetings Act) and their being present a quorum, **I, VANESSA GUZMAN, BRIDGE ADMINISTRATIVE ASSISTANT**, of the City of Pharr, Texas, certify that this is a true and correct copy of the minutes.

VANESSA GUZMAN, BRIDGE
ADMINISTRATIVE ASSISTANT

DATE APPROVED: _____
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