REGULAR MEETING
TOLL BRIDGE BOARD
HELD ON SEPTEMBER 19, 2018, AT 12:00 P.M.
CITY HALL, 118 S. CAGE BLVD., 2ND FLOOR, PHARR, TEXAS

On the 19th day of September 2018, the Toll Bridge Board met in a regular Bridge Board Meeting. Following is the record of attendance.

MEMBERS PRESENT: Edgar Delgadillo, Chairman
Larry Hernandez, Vice-Chairman
Prajeres Gutierrez, Secretary
Tony Martinez, Member
Artemio Palacios, Member

MEMBER ABSENT: None

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
Ezequiel Ordonez, Bridge Liaison

OTHER PRESENT: Juan G. Guerra, City Manager
Ed Wylie, Deputy City Manager
Patricia Rigney, City Attorney
Karla Moya, Finance Director
David Moreno, CBP
Sylvia Briones, CBP
Maria Rangel, Engineering Department
Sgt. Juan Sanchez, Bridge PD
Hollis Rutledge, Governmental Affairs

There being a quorum established Chairman Edgar Delgadillo called the meeting to order.

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. 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-AUGUST 15, 2018.

ITEM "5": CONSIDERATION AND ACTION, IF ANY, ADVERTISING WITH INBOUND LOGISTICS FOR $4,500 PER MONTH.

ITEM "6": CONSIDERATION AND ACTION, IF ANY, ADVERTISING WITH TEXAS BORDER BUSINESS FOR $ 1,248 FOR 2 MONTHS AND $1,310 FOR 10 MONTHS.

ITEM "7": CONSIDERATION AND ACTION, IF ANY, ADVERTISING WITH T21 FOR $ 1,784 FOR 2 MONTHS AND $2,961 FOR 4 MONTHS.

ITEM "8": CONSIDERATION AND ACTION, IF ANY, ON 2019 NATIONAL CUSTOMER BROKERS & FORWARDER ASSOCIATION OF AMERCIA MEMBERSHIP DIRECTORY FOR $2,679.

ITEM "9": CONSIDERATION AND ACTION, IF ANY, ON RENEWAL OF NASCO ANNUAL MEMBERSHIP DUES FOR $5,000.

ITEM "10": CONSIDERATION AND ACTION, IF ANY, ON MEMBERSHIP RENEWAL WITH THE TEXAS INTERNATIONAL PRODUCE

ASSOCIATION (TIPA) FOR $2,000.

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

C. 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 "11": CROSSING AND REVENUES COMPARISON FOR AUGUST 2018.

Chairman Delgadillo introduced the next item. Mr. Brouwen, Director of Operations stated that for the month of August total crossings were 116,584, which shows a decrease of -3,727 vehicles or -3.10% compared to last year. Mr. Brouwen stated that total crossing for cars were 66,382 cars, which shows a decrease of -4,561 cars or -6.43%. 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 August were 50,202, which shows an increase of 834 trucks or 1.69% 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 August were 55,551, which shows an increase of 2,353 trucks or 4.42% increase in trucks. Mr. Brouwen stated that for the Agriculture for the month of August they had 14,009 trucks, which represents a 26% of all imports from Mexico to the U.S. Mr. Brouwen stated that total revenue collected for the month of August were $1,140,048, which shows a decrease of -$11,770 or -1.02% in revenues. Several discussions then took place regarding crossings. Chairman Delgadillo moved to the next item.

ITEM "12": EXPENDITURES REPORT FOR AUGUST 2018.

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that as they are well aware they are at the end of the fiscal year for 2017-2018, so they are at 100% of their usage of the entire budget. He added that if they look at their overall accounts they actually came in under, so thanks to also the help of Finance Director Karla Moya and the team they were all to make adjustments throughout the year to make sure that they came within budget and actually, they came under budget. He stated that they are excited about that and they are closing off any pending balances any pending debits for this year and looking forward to start the new one and they believe that they will be getting their adopted budgeted in the next few days, so they are really looking forward to see how that turned out. Several discussions then took place regarding the budget. Chairman Delgadillo moved to the next item.

ITEM "13": PROJECT ENGINEER REPORT.

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that they do have Maria Rangel there in representation of Omar Anzaldua, City

Engineer if they have any questions regarding their projects that are currently in the works and he can give them a brief briefing on it. He added that basically they are in the design phase for DAP15 Projects, which are the northbound entry lanes/northbound exit lanes and it is at 100% already. He added that they have been going back and forth between GSA, CBP and themselves to ensure that they are meeting all the qualifications that GSA has lined up for them. He added that on that end the Donations Acceptance Agreement that is where they are at currently on the DAP15 Project, they went through city legal to ensure that on their end the language is where it needs to be. He stated one of the things that they discovered was through the Donations Acceptance Agreement for DAP15 was that now CBP will be taking care of the NII equipment, which is good for them so that don't have to expense that. He stated that on the DAP16 they are at about 90-95% completion on the design. Mr. Bazan stated that as he has been mentioning the last couple of meetings GSA did outline a set of guidelines for lead certification and they have been working through those kinks, so again they are working with their architects and engineers to ensure that they meet those requirements by GSA so they can get to a 100%. He added that he knows that Omar has been hard at work with TX-DOT as well submitting all the information for letting on the first set of projects. Several discussions then took place regarding the projects.

Mr. Juan G. Guerra, City Manager asked that where are they with the Bridge Building Modification. Mr. Bazan stated that as they know they have been working on getting some type of sustainability aspects put in to place, he knows that last time that they met for the CIP meeting, Capital Improvement Projects they were discussing some of the possibilities of getting them to that next level. He added that they are not trying to get to led certification or anything on this, the commissioners just wanted them to have some sustainability's aspects in the scope of work, so he knows that their city engineer is also meeting with one of their city commissioners to ensure that they meet those requirements. Mr. Bazan, Bridge Director stated that the Toll Collection System is another one of their Capital Improvement Projects and that is already 100% since September 1st, but he will talk about that in his director’s report. Chairman Delgadillo moved to the next item.

ITEM “14”: DIRECTORS ADMINISTRATIVE REPORT.

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that they did the official launching of the Toll System yesterday it was the Go Live! Event. He added that it was a very successful event, he knows that Mr. Guerra was there, Mr. Delgadillo was there, Tony was there and the Mayor was there as well and he had some positive words. He stated that also Congressmen Vicente Gonzalez was there as their elected official, so they had a great crowd and they can see some of the pictures that are being displayed there, but what he really wants to show them is a quick video it is a minute and 30 seconds. He added that this video was shot and they had a cameraperson take some footage and some drone footage and then they did the official ribbon cutting. He added that the ribbon cutting was done with a truck and that was nice, because the mayor was actually in the passenger side and they got to take advantage of taking him across the river across in to Reynosa so he can see firsthand

the construction of the aduana in Mexico. He added that the aduana construction will be finished on October 18th of this year, so again is was a very successful event and like with anything it is a learning experience and this is the most professional event that they have done to date and this kind of sets the bar higher for them to continue along that path. A video was then presented to the board. Mr. Bazan stated that again it was a very successful event and they are very excited about the future with this system. He added that it is the first of its kind because it is not just a toll system, it's a bigger deal than that, it's an interlocal interoperability agreement that they have with Cameron County, so their tags works with their crossings over there, at their toll area and it is a more efficient faster way to get from here to the Port of Brownsville and back. Several discussions then took place regarding the Toll System.

Mr. Bazan stated that the next thing that they have here is the next big event and they have been doing this since the day Mr. Guerra was Bridge Director, the Start of the Produce Season. He added that it starts in October, so the date for this is October 11th and it is at 10am and it is going to be very similar to what they had yesterday. He stated that it is going to be under that same canopy and they will have guest speakers and he believes that Senator Juan "Chuy" Hinojosa has already scheduled to be there and he has been coordinating that with Cynthia Garza from the EDC. He stated that this year he has been meeting a lot with Tony on this, he is our produce expert and they are making it about the importers we're making it about the companies that are actually crossing these products. He added that they are bringing in a fare group of folks to share their stories of success through this bridge as they have come to know as the #1 Produce Bridge in the Nation. He stated that he is looking forward to seeing everybody there and invite anybody that you wish to bring so they are excited about that. Several discussions then took place regarding the Start of the Produce Season.

Mr. Bazan, Bridge Director stated that what they see on the screen is their next BridgeConnect Trade Session and what can he say about BridgeConnect other than it has taken off. He added that Freddy has been in charge of it for a while now, he doesn't do it alone the team is there to set everything up and make sure that everything is in running order, but they are taking it to another level and what they want to do with these one is that they have been meeting with a group of local experts in NAFTA. He added that NAFTA continues to be a hot topic and it looks like it has been put on hold and it looks like they have been trying to get something in writing for the congress for some time in February from what they understand. He added that there is a proposal right now on the table and there's mixed reviews about this proposal, Canada's in, Canada's out, they wanted to make it just U.S. and Mexico, and they know that is not going to work because it needs to be a trilateral. He added going back to the trilateral that is why they have to continue being members of NASCO because they are the only trilateral trade association. He added that going back to the BridgeConnect, as they know they just published a new Trade Numbers study for 2017 and that kind of paints the picture. He stated that it kind of shows the world how they rank amongst other land ports of entry, sea ports and air ports. Mr. Bazan stated they invited Ken Roberts who publishes this and puts it all together for them every couple of years to come and do a presentation on these Trade Numbers and what they mean. He added that this year what they decided to do was tie it in with the NAFTA aspect, so they decided to call it

NAFTA 2.0 and its impact on the Produce and Maquiladora Industries. He added that it's going to be a good show and they are still working on some kinks and they are very excited to bring in Bill Lane. He stated that Bill Lane is the Executive Director for Trade For America who is based out of Washington, and he has been doing these trips round the nation, he's been kind of doing a circuit and he is going out there speaking and he's doing it free of charge. He added that they are bringing him in and it should have a good tag team there along with all our folks like Jorge Torres, Adrian Gonzalez and Crispin Flores who are local custom brokers. He stated that again if they want to know the latest and greatest on NAFTA, he knows that there is a lot of information circulating and he has a lot of stuff there with him and that is only a fraction of the information that is out there but this going to be the place where you want to be to learn from the best of what is really going on and what they have to look forward to the future. He added that right now they would just be making a prediction if they are trying to figure this out, nobody really knows but this is a good way to be well informed and updated. Several discussions then took place regarding the BridgeConnect.

Chairman Delgadillo stated that he would like to congratulate them on the event that they had yesterday, it was over the top out of everything else that they have done and he thinks that this next one for the Start of the Produce is going to be even better and just keep up the good work and everybody was impressed even the people that came in to put in the system they had never been in an inauguration like this they were very impressed so thank you. Member Martinez stated that he had had lunch with a Cameron County Commissioner and he was very excited to hear what was going to happen with yesterday and he knows Adrian Rincones sent back a lot of good information, so you had better believe that the Port of Brownsville is looking in trying to take note of what's happening because this was big. Mr. Bazan, Bridge Director stated that it is a system that was built from scratch and he mentioned how he got that phone call one time from Mr. Guerra here and he said start working on this new system and that is how it all started and they are here now. Several discussions then took place regarding the Toll System.

Mr. Brouwen, Director of Operations stated that he just wanted to mention that the top guy from the Mexican National Customs from Mexico City Mr. Gil Leyva will be there tomorrow, Luis will be out of town but Chairman Delgadillo, Ezequiel and himself will meet with him and do a tour of the Mexican side and they will invite him to have lunch with them and show case the projects that they have been working on for the past 3-4 years, if anyone can join them they are welcomed too. Chairman Delgadillo moved on to the next item.

D. ADJOURNMENT:

ITEM "15": ADJOURNMENT

Chairman Delgadillo introduced the next item. Vice-Chairman Hernandez made a motion to adjourn the meeting. Secretary Gutierrez seconded the motion and was then carried on unanimously.

APPROVED AS SUBMITTED:

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EDGAR DELGADILLO, CHAIRMAN

ATTEST:

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PRAJERES GUTIERREZ, SECRETARY

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

ON THE 19th DAY OF SEPTEMBER 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.

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VANESSA GUZMAN, BRIDGE
ADMINISTRATIVE ASSISTANT

DATE APPROVED: _____

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