

**TAKE NOTICE THAT A REGULAR MEETING OF THE
PHARR INTERNATIONAL TOLL BRIDGE BOARD
WILL BE HELD AT THE
CITY COMMISSIONERS' ROOM
118 S. CAGE, 2ND FLOOR, PHARR, TX
ON WEDNESDAY, FEBRUARY 20, 2019 AT 12:00 PM**

At any time during the course of this meeting the Toll Bridge Board may retire to Executive Session under Texas Government Code § 551 to confer on any subject matter in accordance with the Texas Open Meetings Act.

Should any final action, decision, or vote be required in the opinion of the Board with regard to any item discussed during the closed meeting, then such final action, decision, or vote shall be made during the open meeting covered by this notice upon the reconvening of the public meeting pursuant to Section 551.101 government Code V.T.C.S.

1. CALL TO ORDER:

A) Roll call and possible action on the excusing of any absent member of the governing body.

B) Pledge of Allegiance/Invocation.

2. 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)*

A) Approval of Minutes for January 16, 2019.

B) Consideration and action, if any, on Advertising in the Port of Brownsville's 2019 Directory for \$2,900.

C) Consideration and action, if any, on advertising in the Texas International Produce Association 2019 Membership Directory for \$800.

3. 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)*

AGENDA BRIDGE BOARD MEETING
February 20, 2019

A) Crossings and Revenues Report for January 2019.

B) Finance Report for January 2019.

C) Engineer's Report.

D) Director's Report.

1. MOU with Apaseo El Grande, Guanajuato, Mexico.

2. Supply Chain Leaders Summit in Monterrey, N.L.

3. BridgeConnect Trade Session: A Step by Step hands on Training for a Level I and Hazmat Inspection.

4. ADMINISTRATIVE:

A) Discussion and action, if any, on 2019 PMA Fresh Summit Annual Conference Texas Town Pavilion.

5. CLOSED 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 in accordance with the following:*

Pursuant to Section 551.071, the City may convene in a closed, non-public meeting with its attorney and discuss any matters related to **legal advice on pending or contemplated litigation, settlement offer, and/or on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.072, the City may convene in a closed, non-public meeting to discuss any matters related to **real property and deliberate the purchase, exchange, lease, or value of real property as such would be detrimental to negotiations between the City and a third party in an open meeting.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.074, the City may convene in a closed, non-public meeting to discuss any matters related to **appointment, employment, evaluation, reassignment, duties and discipline or dismissal of a public officer or employee and to hear any complaints or charges against an officer or employee.** The City and its attorney may also discuss such issues with the appropriate staff including members so as to obtain necessary and relevant information so that such discussion is informative and developed.

AGENDA BRIDGE BOARD MEETING
February 20, 2019

Pursuant to Section 551.076, the City may convene in a closed, non-public meeting to discuss any matters on the **deployment, or specific occasions for implementation, of security personnel or devices**. The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.084, the City may convene in a closed, non-public meeting to discuss any matters involving an **investigation and may exclude a witness from hearing during the examination of another witness in the investigation**. The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.087, the City may convene in a closed, non-public meeting to discuss any matters regarding **economic development issues**. The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

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

7. **ADJOURNMENT:**

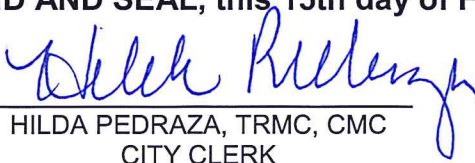
NOTICE OF ASSISTANCE AT THE PUBLIC MEETING

City Hall is a wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact the Pharr Bridge Office at (956)402-4660 ext. 6106/6101 or FAX (956)223-2013 or E-Mail vanessa.guzman@pharr-tx.gov or cleo.salinas@pharr-tx.gov for further information. Braille is not available.

I, the undersigned authority, do certify that the above agenda of said meeting of the Pharr International Bridge Board is a true and correct copy and that said notice was posted on the bulletin board of City Hall and on the City's webpage at www.pharr-tx.gov. The Notice was posted at a place convenient and readily accessible to the general public at all times; that said Notice was posted on the 15th day of February 2019 at 9:00 a.m. and will remain posted continuously for 72 hours preceding the scheduled time of said meeting in compliance with Chapter 551 of the Texas Government Code (Open Meetings Act).

WITNESS MY HAND AND SEAL, this 15th day of February 2019




HILDA PEDRAZA, TRMC, CMC
CITY CLERK



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.A.

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Approval of Minutes for January 16, 2019.

Classification: Consent

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue: Monthly Bridge Board meeting minutes.

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019

**REGULAR MEETING
TOLL BRIDGE BOARD
HELD ON JANUARY 16, 2019, AT 12:00 P.M.
CITY HALL, 118 S. CAGE BLVD., 2ND FLOOR, PHARR, TEXAS**

On the 16th day of January 2019, 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
Artemio Palacios, Member
Tony Martinez, Member

MEMBER ABSENT: Prajeres Gutierrez, Secretary

**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: Ed Wylie, Duty City Manager
Patricia Rigney, City Attorney
Karla, Moya, Finance Director
Omar Anzaldua, City Engineering
Sgt. Juan Sanchez, Bridge PD
Juan Gonzalez, Asst. Police Chief
Sylvia Briones, CBP
David Moreno, CBP
Hollis Rutledge Representative
Eddie Gutierrez, Blue Stone Capital Solutions
Alberto Morales Arichabaleta, SAT

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 except Secretary Gutierrez. Member Palacios made a motion to excuse Secretary Gutierrez for being absent. Vice-Chairman Hernandez 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)*

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 “3”: CONSIDERATION AND ACTION ON APPROVAL OF MINUTES- DECEMBER 20, 2018.

ITEM “4”: CONSIDERATION AND ACTION, IF ANY, ON 2019 LEGISLATIVE TOUR OF THE RIO GRANDE VALLEY BRONZE SPONSOR FOR \$5,000.

ITEM “5”: CONSIDERATION AND ACTION, IF ANY, ON HOLT POWER SYSTEM ANNUAL MAINTENANCE AGREEMENT FOR \$3,415.

Chairman Delgadillo introduced the next item. Member Martinez made a motion to approve the Consent Agenda as presented. Member Palacios 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 “6”: CROSSING AND REVENUES COMPARISON FOR DECEMBER 2018.

Chairman Delgadillo introduced the next item. Mr. Brouwen, Director of Operations stated that for the month of December total crossings were 114,630, which shows an increase of 2,747 vehicles or 2.46% compared to last year. Mr. Brouwen stated that total crossing for cars were 69,288 cars, which shows an increase of 3,772 cars or 5.76%. 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 December were 45,342, which shows a decrease of (-1,025) trucks or -2.21% decrease 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 December were 48,159, which shows a decrease of (-1,086) trucks or -2.21% decrease in trucks. Mr. Brouwen stated that for the Agriculture for the month of December they had 15,525 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 December were \$1,153,646, which shows an increase of \$37,001 or 3.31% in revenues. Chairman Delgadillo moved to the next item.

ITEM “7”: EXPENDITURES REPORT FOR DECEMBER 2018.

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that they do have Karla Moya, Finance Director if they have any questions. Chairman Delgadillo moved to the next item.

ITEM “8”: PROJECT ENGINEER REPORT.

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that they do have Omar Anzaldua, City Engineer there if they have any questions regarding their projects. He stated real quick that there isn't much to report on, they had there capital improvement projects meeting earlier this week and he reported that all projects are on hold due to the government shutdown but once that is over they will get back on track. Mr. Anzaldua, City Engineer stated that that is pretty much the update on that and the other update that he would like to share is the bridge office expansion and renovation project. He added that they should be opening up bids in early February and hopefully seeing construction in the March time frame. Some discussion then took place. Chairman Delgadillo moved to the next item.

ITEM “9”: DIRECTORS ADMINISTRATIVE REPORT.

Chairman Delgadillo introduced the next item. Mr. Luis Bazan, Bridge Director stated that he wanted to give them a quick update on what has been going on at the bridge. He stated that earlier this week they had re-elected Texas Agriculture Commissioner Sid Miller there and this was something that was completely done within a week's time, with some of the planners including their staff that is here with them today. He added that this was something that was put together because Mr. Sid miller chose the Pharr International Bridge for his official swearing in ceremony. He added that they had FFA from the PSJA School District and it was a very nice event with over 100

in attendance and they were very pleased and congratulate the Agriculture Commissioner on behalf of the City of Pharr.

Mr. Luis Bazan, Bridge Director stated that the State of the City Address will take place tomorrow January 17, and it starts at 11am, and it is sold out so that is a good problem to have and they have sponsors waiting in line for next year.

Mr. Luis Bazan, Bridge Director stated that next they have a Legislative tour. He added that this month of January has been a very busy month, they kicked off the year on a very high note. He added that the legislative tour is something that they are doing in partnership with the Rio Grande Valley Partnership Chamber of Commerce with Sergio Contreras, this is happening on the 25th. He then began to explain what was going to take place on the tour.

Mr. Luis Bazan, Bridge Director stated that he has a quick update on World City. He stated that World City is the company that they hire once a year now for their Trade Numbers publication and it goes further than that. He added that he just found out a couple of weeks ago that the owners of World City, Ken Roberts has been actively participating with a group out of Honduras. He then began to explain what it is that World City has been doing with the group and how the money that they pay for the publication goes to help this foundation that World City has helped through the years.

Mr. Luis Bazan, Bridge Director stated that he just wanted to let them know that they have been meeting with all the new people at the Aduana since they have changed. Chairman Delgadillo moved on to the next item.

E. ADMINISTRATIVE:

ITEM “10”: DISCUSSION ON HIRING A FINANCIAL CONSULTANT.

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

ITEM “11”: DISCUSSION ON PROFESSIONAL SERVICES FOR A GOVERNMENTAL/BUSINESS AFFAIRS CONSULTANT (LOBBYIST) IN MEXICO.

Item was taken in to executive session.

ITEM “12”: DISCUSSION AND ACTION, IF ANY, ON CONTRACT WITH CAPUFE TO DEVELOP A TRAFFIC STUDY TO REMOVE BARRIERS ON MEXICAN SIDE OF THE BRIDGE.

Item was taken in to executive session.

ITEM “13”: DISCUSSION AND ACTION, IF ANY, ON A MEMORANDUM OF UNDERSTANDING (MOU) BETWEEN THE CITY OF PHARR, TEXAS AND THE CITY OF APASEO EL GRANDE, GUANAJUATO, MEXICO.

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 12:19 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 1:22pm and introduced Item 10 and 11. He stated that Item 10 and 11 were for discussion and there will be no action. Chairman Delgadillo introduced Item 12. Member Martinez made a motion to approve Item 12 as discussed in executive session. Member Palacios seconded the motion and was carried on unanimously. Chairman Delgadillo introduced Item 13. Member Martinez made a motion to approve Item 13. Vice-Chairman Hernandez seconded the motion and was carried on unanimously. Chairman Delgadillo moved to the next item.

H. ADJOURNMENT:

ITEM "12": ADJOURNMENT

Chairman Delgadillo introduced the next item. Member Palacios made a motion to adjourn the meeting. Member Martinez 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 16th DAY OF JANUARY 2019, 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: _____
Word/C:BoardMeetings/BoardMtgMinutes1-16-19



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.B.

DATE SUBMITTED: February 14, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR: Luis Bazan

Agenda Item: Consideration and action, if any, on Advertising in the Port of Brownsville's 2019 Directory for \$2,900.

Classification: Consent

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue: Advertising in the Port of Brownsville's 2019 Directory.

Financial Consideration: \$2,900.

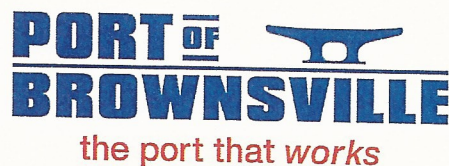
Staff Recommendation: Authorization to advertise on the Port of Brownsville's 2019 Directory. We have advertised in the directory for the past 3 years.

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/14/2019



January 18, 2019

Dear Friend of the Port:

It is that time of the year again as we begin to prepare for the 2019 issue of the award-winning Port of Brownsville directory. This annual comprehensive publication has solidified itself as a credible vehicle of information to our customers and users about the high quality of work achieved by both you and the Port of Brownsville.

Many of you chose to advertise in our previous issue, and we thank you for your confidence. And true to our word, we delivered a first class magazine style directory, of which we hope you are proud to have been included.

We intend to continue our success with the 2019 edition, making improvements to this comprehensive annual guide to provide readers with more than just contact information. We will again feature helpful and accurate articles detailing the advantages of your business at the Port of Brownsville, including our tenants and users. Impactful photos and bright graphics will highlight the many successes of the port's customers. Our directory will also include an easy-to-read summary of the port's facilities and operational specifications.

Through your support, we again plan to print 10,000 copies. We will mail more than 3,000 directories to members of the international maritime and transportation community, at no additional cost to you. Other copies will be distributed at trade shows and industry events. A digital copy will also be featured on the port's website, making your information immediately available to the world by linking your advertisement directly to your website, placing potential customers at your front door.

These and other benefits – including a free listing for port tenants, vendors and service providers – are available in the *Port of Brownsville's 2019 Directory* (for your free listing, please complete the enclosed card and return by the deadline).

I am confident that you will find great value in advertising in the directory. To place your order, review the enclosed rate card and contact Jorge I. Montero at 956-838-7006 to reserve your advertising space now.

Thank you in advance for your support of the Port of Brownsville's annual directory. I would be pleased to learn if you have any ideas that would make the port's directory better and would appreciate hearing from you with your suggestions.

Sincerely,

A handwritten signature in blue ink, appearing to read "Eduardo A. Campirano".

Eduardo A. Campirano
Port Director and CEO

Enclosures

ADDED VALUE

DIRECT SALES

Presented as part of all port sales initiatives and in response to inquiries for information including international trade missions.

DIRECT MAIL

Direct mail throughout the southeastern United States and Mexico to:

- Shipping and Vessel Operations
- Customs House Brokers, Ocean Freight Forwarders
- Steamship Agents, NVOCCs
- Consolidators, Stevedores, Interstate Truckers
- Railroads
- Other maritime related businesses listed in the Business Directory

TRADE SHOW

Distributed at Maritime Industry Trade Shows

RIO GRANDE VALLEY DISTRIBUTION

Copies of the directory are delivered free of cost to chambers of commerce and economic development agencies in the Valley.

ONLINE

The entire directory will have global access via the port's website. Advertisements can be hyperlinked to the company's website via the directory's online edition.

YOUR KEY CUSTOMERS

Advertisers can send copies of the directory to their key customers and/or prospects. Extra copies are available; please see COMPLIMENTARY COPIES section.

TERMS AND CONDITIONS

COPY ACCEPTANCE

Publisher reserves the right to refuse any advertising considered objectionable as to wording or appearance or deemed inappropriate for the character and/or objectives of the publication. All advertising that resembles editorial will be labeled: ADVERTISEMENT.

PAYMENT TERMS

A 50 percent deposit is required upon signing of the space reservation order. The balance is due upon publication. Advertiser shall be liable for all legal fees and other costs incurred by publisher in the collection of any money due. These terms are strictly enforced with no exceptions.

CANCELLATIONS

The deadline is five days prior to closing date. Cover position contracts cannot be cancelled. Ad change deadline is same as closing date.

RESERVE YOUR AD TODAY!

Contact Jorge I. Montero
956-838-7006
jmontero@portofbrownsville.com

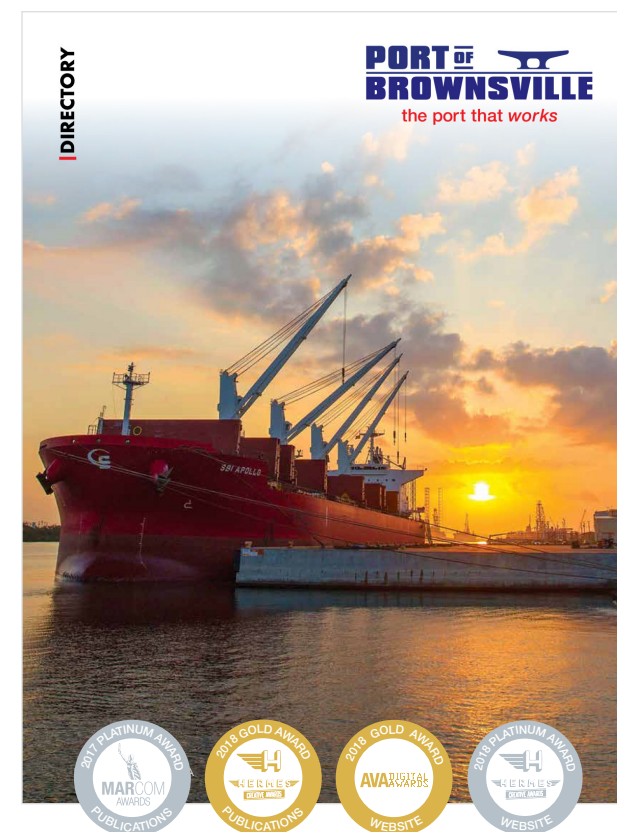
PORT OF
BROWNSVILLE
the port that works

portofbrownsville.com
1000 Foust Rd • Brownsville, TX 78521
(956) 831-4592 1-800-378-5395

PORT OF
BROWNSVILLE
the port that works

2019

DIRECTORY RATE CARD



ADVERTISING RATES

Space rates for full color display advertising

PREMIUM POSITIONS

Double page	\$4,835
Back cover	3,250
Inside front cover.....	3,000
Page 1 (first right hand page)	3,250
Inside back cover.....	3,150
Facing Table of Contents.....	3,150

STANDARD POSITIONS

Full page	2,900
Half page island	1,950
Half page horizontal.....	1,650
Third page.....	1,150
Quarter page.....	895

GUARANTEED POSITIONS

(if available) add 10% to gross rate

COMPLIMENTARY COPIES

Advertisers are provided complimentary copies in relation to the size of the advertisement.*

Premium Positions	100 copies
Full page	75 copies
Half page	50 copies
Third page.....	30 copies
Quarter page.....	20 copies

* Additional copies are subject to availability.

AD ARTWORK SERVICES

Advertisers may purchase ad layout services for an amount equal to 15 percent of the display advertising cost. Copy, photographs, artwork and logos must be furnished.

DEADLINES

Ad Space Closing.....	March 15, 2019
Receipt of Ad Artwork	March 29, 2019
Publication.....	June 2019

PRODUCTION GUIDELINES

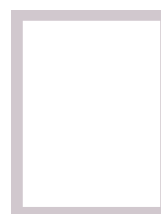
PAGE TRIM SIZE: 8 1/2" wide X 11" deep
Please keep all live matter on full page bleed ads at least 3/8" from trim edges and gutter

- AD SIZE SPECIFICATIONS -

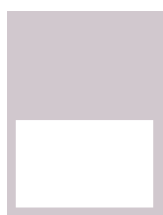
	Non-Bleed Width/Depth	Bleed Width/Depth
Double page	15.75" X 9.75"	17.25" X 11.25"
Full page	7.25" X 9.75"	8.75" X 11.25"
Half page horizontal	7.25" X 4.625"	—
Half page island	4.7" X 7.25"	—
Third page horizontal	7.25" X 3.125"	—
Third page square	4.7" X 4.625"	—
Quarter page square	4.7" X 3.388"	—
Quarter page vertical	3.388" X 4.7"	—



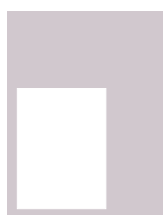
Double page



Full page



Half page horizontal



Half page island



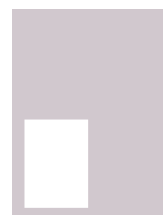
Third page horizontal



Third page square



Quarter page square



Quarter page vertical

TO PLACE AN ADVERTISING ORDER

Send an e-mail to Jorge I. Montero at:

jmontero@portofbrownsville.com

Please indicate:

- Ad Size
- Premium Position Request (if applicable)
- Any Special Requests

All orders must be received by
Ad Space Closing date: MARCH 15, 2019

- FREE LISTING -

All advertisers receive a free Business Directory listing in the Green Pages section of the book. Please include the following information with your advertising order:

- Company Name
- Address
- Telephone
- Fax
- Email
- Website

DIGITAL ARTWORK

PRE-PRESS CHECKLIST

ADVERTISING ARTWORK REQUIREMENTS:

- ☐ Conform to ad size specifications
- ☐ Use CMYK colors
- ☐ Export the ad in a pdf file format
 - ☐ Hi-Resolution (300 pixels per inch)
 - ☐ Fonts and Images Embedded
- ☐ MAIL Digital Artwork Attachment or TRANSFER Large Files Via Dropbox To: **jmontero@portofbrownsville.com**

PORT OF BROWNSVILLE
the port that works



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.C.

DATE SUBMITTED: February 14, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR: Luis Bazan

Agenda Item: Consideration and action, if any, on advertising in the Texas International Produce Association 2019 Membership Directory for \$800.

Classification: Consent

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue: Advertising in the TIPA 2019 Membership Directory.

Financial Consideration: \$800

Staff Recommendation: Authorization to advertise in the Texas International Produce Association 2019 Membership Directory. We have been advertising in the directory for the past 5 years.

Alternatives: N/A

ROUTING:

Vanessa Guzman

Created/Initiated - 02/14/2019



901 Business Park Drive, Suite 500
Mission, Texas 78572
Phone: (956) 581-8632 ★ Fax: (956) 581-3912
www.texipa.org

DON'T MISS THIS MARKETING OPPORTUNITY!

It's time to publishing the 2019 Texas International Produce Association's Annual Membership Directory. I have attached your last year's Ad for your review. Please let me know before **February 28, 2019** if you are still interested in reserving your space and would like to use the same Ad!

___ **YES, I would like to advertise in the 2019 Membership Directory**

___ A new camera-ready copy will be sent via mail or e-mail to lilly.garcia@texipa.org
(Deadline to submit ad is **February 28th**)

___ Please use the same ad used in the 2018 TIPA Directory (if applicable)

Advertising Cost Options:

___ \$1,000 for color ad printed on fold out tab (only 2 available)

___ \$ 800 for black/white ad printed on fold out tab (only 2 available)

___ \$ 800 for color ad printed on inside cover

___ \$ 800 for color ad printed on back cover

___ \$ 600 for full page color ad (tab page)

___ \$ 500 for full page black/white ad (tab page)

REMINDER: Full page ad: 8"x5"

Thank you for your support!



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.A.

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Crossings and Revenues Report for January 2019.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue: Crossings and Revenues Report for January 2019.

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019

**CROSSINGS AND REVENUES
FOR THE MONTH OF JANUARY
FISCAL YEAR 2018 – 2019**

a) BRIDGE CROSSINGS

Crossings for the Pharr International Bridge totaled **120,643** vehicles for the month of January F.Y. 2018-2019, which showed an increase of **9,099** vehicles or **8.16%** over The same month in F.Y. 2017-2018.

b) CAR CROSSINGS

Car crossings for the Pharr International Bridge totaled **65,059** cars for the month of January F.Y. 2018 – 2019, showing an increase of **5,459** cars or **9.16%** over the same month in F.Y. 2017 – 2018.

c) SOUTHBOUND TRUCK CROSSINGS

Truck crossings totaled **55,584** trucks for the month of January F.Y. 2018-2019, showing an increase of **3,640** trucks or **7.01%** over the same month in F.Y. 2017 - 2018.

d) TOTAL REVENUES

Revenues for the Pharr International Bridge totaled, **\$1,257,893 dollars** for the month of January F.Y. 2018 – 2019

\$	227,307	Autos & other
\$	1,026,617	Trucks
\$	<u>3,969</u>	Profit on pesos
\$	1,257,893	TOTAL

Revenues showed an increase of **\$131,567** or **11.68%** over the same month in F.Y. 2017 – 2018

e) NORTHBOUND TRUCKS

Northbound trucks at the Pharr International Bridge totaled **58,516** trucks for the month of January F.Y. 2018-2019, showing a decrease of **(-1,086)** trucks or **-2.21%** over the same month in F.Y. 2017-2018.

SOUTHBOUND TRUCK CROSSINGS SHOWED A DECREASE OF -2,932 TRUCKS FOR THE MONTH OF JANUARY, COMPARED TO NORTHBOUND TRUCK CROSSINGS.

**PHARR INTERNATIONAL BRIDGE
TOTAL CROSSINGS COMPARISON BY FISCAL YEAR (CARS & TRUCKS)**

	F.Y. 2017–2018	F.Y. 2018-2019	GAIN LOSS
OCTOBER	112,972	117,523	4,551
NOVEMBER	109,151	114,764	5,613
DECEMBER	111,883	114,630	2,747
<u>JANUARY</u>	111,544	<u>120,643</u>	<u>9,099</u>
YTD TOTAL	445,550	467,560	22,010
FEBRUARY	103,602		
MARCH	113,577		
APRIL	110,588		
MAY	114,699		
JUNE	107,410		
JULY	112,535		
AUGUST	116,584		
SEPTEMBER	108,267		
TOTAL CROSS.	1,332,812		

- a) VEHICLE CROSSINGS SHOWED AN INCREASE OF 9,099 VEHICLES OR 8.16% OVER THE SAME MONTH IN F.Y. 2017-2018.
- b) VEHICLE CROSSING SHOWED AN INCREASED OF 22,010 VEHICLES OR 4.94% OVER THE SAME FOUR (4) MONTHS IN FY.Y.2017- 2018

**PHARR INTERNATIONAL BRIDGE
CAR CROSSING COMPARISON BY FISCAL YEAR**

	F.Y. 2017-2018	F.Y. 2018-2019	GAIN LOSS
OCTOBER	63,084	65,395	2,311
NOVEMBER	59,545	64,409	4,864
DECEMBER	65,516	69,288	3,772
JANUARY	59,600	65,059	5,459
YTD TOTAL	247,745	264,151	16,406
FEBRUARY	55,506		
MARCH	62,233		
APRIL	60,018		
MAY	62,272		
JUNE	58,465		
JULY	64,011		
AUGUST	66,382		
SEPTEMBER	62,054		
TOTAL CAR CROSS.	738,686		

a) CAR CROSSINGS SHOWED AN INCREASE OF 5,459 CARS OR 9.16% OVER THE SAME MONTH IN F.Y. 2017-2018.

b) CAR CROSSING SHOWED AN INCREASED OF 16,406 CARS OR 6.62% OVER THE FOUR (4) MONTHS IN F.Y.2017 – 2018

**PHARR INTERNATIONAL BRIDGE
TRUCK CROSSING COMPARISON BY FISCAL YEAR**

	F.Y. 2016-2017	F.Y. 2017-2018	GAIN LOSS
OCTOBER	49,888	52,128	2,240
NOVEMBER	49,606	50,355	749
DECEMBER	46,367	45,342	(1,025)
<u>JANUARY</u>	51,944	<u>55,584</u>	<u>3,640</u>
YTD TOTAL	197,805	203,409	5,604
FEBRUARY	48,096		
MARCH	51,344		
APRIL	50,570		
MAY	52,427		
JUNE	48,945		
JULY	48,524		
AUGUST	50,202		
SEPTEMBER	46,213		
TOTAL TRUCK CROSSING	594,126		

- a) **TRUCK CROSSINGS SHOWED AN INCREASE OF 3,640 TRUCKS OR 7.01% OVER THE SAME MONTH IN F.Y. 2017-201**
- b) **TRUCK CROSSING SHOWED AN INCREASE OF 5,604 TRUCKS OR 2.83% OVER THE FOUR (4) MONTH IN F.Y. 2017-2018**

**PHARR INTERNATIONAL BRIDGE
NORTHBOUND TRUCK CROSSINGS (FULL, EMPTY & AG.)**

	F.Y. 2017-2018	F.Y. 2018-2019	GAIN LOSS	full TRUCKS	EMPTY	AG TRUCKS	NARP NO INSP.
OCTOBER	53,564	56,847	3,283	39,935	16,912	14,427	7,410
NOVEMBER	52,586	54,278	1,692	38,349	15,929	14,738	7,317
DECEMBER	49,245	48,159	1,086	34,431	13,728	15,525	7,970
JANUARY	55,097	58,516	3,419	41,958	16,558	19,124	9,104
FEBRUARY	51,612						
MARCH	56,001						
APRIL	55,151						
MAY	57,754						
JUNE	53,593						
JULY	52,434						
AUGUST	55,551						
SEPTEMBER	50,725						
TOTAL NORTHBOUND	643,313						

Northbound trucks at the Pharr International Bridge totaled **58,516** trucks for the month of January F.Y. 2018-2019, showing an increase of **3,419** trucks or **6.21%** over the same month in F.Y. 2017-2018.

TRUCK CROSSING SHOWED AN INCREASE OF 7,308 TRUCKS OR 3.47% OVER THE SAME FOUR (4) MONTH IN F.Y. 2017-2018.

Agriculture trucks at the Pharr International Bridge totaled 19,124 crossings for the month of January representing a 34% of the imports from Mexico.

Agriculture trucks at the Pharr International Bridge Import Lot showed an increase of 1,124 or 6.93% over the same month in F.Y. 2017-2018.

**PHARR INTERNATIONAL BRIDGE
REVENUE COMPARISON BY FISCAL YEAR**

	F.Y. 2017-2018	F.Y. 2018-2019	GAIN (LOSS)
OCTOBER	\$ 1,151,213	\$ 1,218,069	\$ 66,855
NOVEMBER	\$ 1,158,692	\$ 1,229,321	\$ 70,629
DECEMBER	\$ 1,116,645	\$ 1,153,646	\$ 37,001
<u>JANUARY</u>	\$ 1,126,326	\$ 1,257,893	\$ 131,567
YTD TOTAL	\$ 4,552,876	\$ 4,858,929	\$ 306,052
FEBRUARY	\$ 1,100,912		
MARCH	\$ 1,184,114		
APRIL	\$ 1,150,980		
MAY	\$ 1,190,182		
JUNE	\$ 1,123,395		
JULY	\$ 1,135,255		
AUGUST	\$ 1,140,048		
SEPTEMBER	\$ 989,616		
TOTAL REV.	\$ 13,567,378		

**a) REVENUES SHOWED AN INCREASE OF \$131,567 OR 11.68%
OVER THE SAME MONTH IN F.Y. 2017-2018.**

**b) REVENUES SHOWED AN INCREASE OF \$ 306,052 OR 6.72%
OVER THE SAME FOUR (4) MONTHS IN F.Y. 2017 – 2018.**



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.B.

DATE SUBMITTED: February 14, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Finance Report for January 2019.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/14/2019

CITY OF PHARR
GENERAL LEDGER STATUS REPORT
NON AUDITED BUDGET VS. ACTUAL
FOR PERIOD ENDING JANUARY 31, 2019

BRIDGE FUND 70

	FY 18/19					FY 17/18 --Variance--			
	ORIGINAL BUDGET	AMENDED BUDGET	Y-T-D ACTUAL	PERCENT OF BUDGET	BALANCE	Y-T-D ACTUAL	Prior FY Y-T-D Actual	Amount	Percent
REVENUES									
BRIDGE TOLL REVENUES	\$ 14,162,000	\$ 14,162,000	\$ 4,733,972	33%	\$ (9,428,028)	\$ 4,733,972	\$ 4,574,798	\$ 159,174	3%
BRIDGE REVENUE FUND INTEREST EARNED	50,000	50,000	32,309	65%	(17,691)	32,309	27,474	4,835	18%
PESO EXCHANGE RATE INCOME	86,700	86,700	18,620	21%	(68,080)	18,620	30,966	(12,346)	-40%
RENTAL INCOME	210,600	210,600	77,200	37%	(133,400)	77,200	76,650	550	1%
TOLL TICKET SALES	16,500	16,500	-	0%	(16,500)	-	3,802	(3,802)	-100%
TRANSFER IN-GF	-	18,700	-	0%	(18,700)		-		100%
FINANCING DEBT FUNDS	520,000	200,000	178,080	89%	(21,920)	178,080	-	178,080	0%
TOTAL REVENUES	15,045,800	14,744,500	5,040,180	34%	(9,704,320)	5,040,180	4,713,690	326,490	7%
EXPENDITURES									
PERSONNEL	1,452,400	1,471,100	395,840	27%	1,075,260	395,840	357,541	(38,299)	-11%
SUPPLIES & MATERIALS	225,500	225,500	65,602	29%	159,898	65,602	39,172	(26,430)	-67%
BUILDING & EQUIPMENT	699,300	1,500,300	226,765	15%	1,273,535	226,765	267,700	40,935	15%
REPAIRS & MAINTENANCE	15,400	15,400	772	5%	14,628	772	1,358	587	43%
EQUIPMENT RENTALS	5,600	5,600	1,114	20%	4,486	1,114	1,102	(12)	-1%
UTILITIES	60,000	60,000	18,023	30%	41,977	18,023	10,680	(7,343)	-69%
VEHICLE USAGE	10,500	10,500	6,827	65%	3,673	6,827	5,542	(1,285)	-23%
INSURANCE	40,000	40,000	41,260	103%	(1,260)	41,260	31,557	(9,703)	-31%
DEBT SERVICE	1,339,500	1,339,500	215,885	16%	1,123,615	215,885	225,298	9,413	4%
CONTRACTUAL SERVICES	137,800	137,800	38,029	28%	99,771	38,029	42,938	4,909	11%
OTHER CONTRACTUAL & SPECIAL SERVICES	694,300	694,300	198,177	29%	496,123	198,177	323,205	125,028	39%
TRANSFERS OUT	10,365,500	10,365,500	2,393,467	23%	7,972,033	2,393,467	2,873,733	480,266	17%
TOTAL EXPENDITURES	15,045,800	15,865,500	3,601,760	23%	12,263,740	3,601,760	4,179,826	578,066	14%
REVENUE OVER/(UNDER) EXPENDITURES	\$ -	\$ (1,121,000)	\$ 1,438,421		\$ 2,559,421	\$ 1,438,421	\$ 533,864	\$ 904,556	



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.C.

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Engineer's Report.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue: No back-up information needed for this item.

Thank you.

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.D.

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Director's Report.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue: No back-up information needed for this item.

Thank you.

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.D.1.

DATE SUBMITTED: February 14, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: MOU with Apaseo El Grande, Guanajuato, Mexico.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/14/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.D.2.

DATE SUBMITTED: February 14, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Supply Chain Leaders Summit in Monterrey, N.L.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/14/2019



SCLM

Supply Chain Leaders Meeting

Workshops + Top Speakers + Breakfast + Networking

Marzo 8, 2019

Hotel Quinta Real. Monterrey, N.L.

CIUDADES INTELIGENTES
CROSS BORDER Y RETOS LOGÍSTICOS
TERMINALES Y SISTEMAS INTERMODALES
RETAIL / E-COMMERCE 2019



PATROCINADORES

ORO



PLATA



ALIANZAS ESTRATÉGICAS



<http://supplychainleaders.mx/>



SCLM

Supply Chain
Leaders Meeting

Workshops + Top Speakers + Breakfast + Networking

Marzo 8, 2019

Hotel Quinta Real. Monterrey, N.L.

<http://supplychainleaders.mx/>



La tecnología sigue cambiando al mundo imparable y vertiginosamente. Ajustes rápidos y diversos se hacen necesarios, y ante tal dinamismo resulta imprescindible el tocar base, intercambiar ideas, hacer preguntas, buscar respuestas, influir decisiones y orientar las brújulas a favor de corriente. SUPPLY CHAIN LEADERS MEETING sigue siendo el foro por excelencia para este ejercicio, en el sector Logístico. Sea usted parte del cambio y acompáñenos en nuestra siguiente edición, en la ciudad de Monterrey, N.L.

MONTO DE INVERSIÓN
3,500 + IVA (MN)

Marzo 7 Coctel

Marzo 8 - Paneles de Discusión

Lugar HOTEL QUINTA REAL

Hora: 8:00 - 1:30 p.m.

PANEL I: CIUDADES INTELIGENTES: LA TECNOLOGÍA Y LA LOGÍSTICA EN PRO DE MOVILIDAD

PANEL II: CROSS BORDER Y RETOS LOGÍSTICOS DE CARA AL T-MEC

PANEL III: RETAIL / E-COMMERCE 2019: DESAFÍOS Y TENDENCIAS LOGÍSTICAS

PANEL IV: TERMINALES Y SISTEMAS INTERMODALES: ENCUENTRO DE TRES GRANDES



INFORMES

Mexico +52 (55) 1253-7124

POR: **inbound**
logistics
LATAM



SCLM

Supply Chain
Leaders Meeting

Workshops + Top Speakers + Breakfast + Networking

Marzo 8, 2019

Hotel Quinta Real. Monterrey, N.L.

<http://supplychainleaders.mx/>



ORO USD 6,000 + IVA

- ▶ Cuatro lugares para asistir al evento completo. Cada boleto tiene un costo de 275 dólares.
- ▶ Inserción o Anuncio de Página Completa en la *revista.
- ▶ Inserción o Anuncio de Página Completa en las *ediciones electrónicas.
- ▶ Inserción del logotipo en las siguientes piezas publicitarias:
 - ▶ Página web <http://supplychainleaders.mx/> logotipo como Sponsor ORO.
 - ▶ Gafete
 - ▶ Lona del evento.
 - ▶ Redes sociales FACEBOOK - TWITTER.
 - ▶ Logotipo en los e.mailings de envío. Se envían más de 20 envíos de promoción del evento.
 - ▶ Anuncios publicitarios de promoción previo al evento.
- ▶ Mesa y espacio para promoción.
- ▶ Dos Banners (Roll-up) ubicados en la zona de registro y Foier (lobby) del salón en donde se hace el evento. (la empresa proporciona los banners)
- ▶ Espacio de Network y enlace en el evento con otras empresas.

**El anuncio se publicará en la revista impresa y digital que corresponda al evento.*

PLATA USD 3,000 + IVA

- ▶ Dos lugares para asistir al evento completo. Cada boleto tiene un costo de 275 dólares.
- ▶ Inserción del logotipo en las siguientes piezas publicitarias:
 - ▶ Página web <http://supplychainleaders.mx/> logotipo como Sponsor PLATA.
 - ▶ Gafete
 - ▶ Lona del evento
 - ▶ Redes sociales FACEBOOK - TWITTER.
 - ▶ Logotipo en los e-mailings de envío. Se envían más de 20 envíos de promoción del evento.
 - ▶ Anuncios publicitarios de promoción previo al evento.
- ▶ Mesa y o espacio para promoción.
- ▶ Espacio de Network y enlace en el evento con otras empresas.



PATROCINIOS

Guillermo Almazo

publisher@il-latam.com

Carlos Caicedo

manager@il-latam.com

REGISTROS E INSCRIPCIONES

Meri Cabrera

kamanager@il-latam.com

INFORMES

Mexico +52 (55) 1253-7124

POR: **logistics**
LATAM



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.D.3.

DATE SUBMITTED: February 14, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: BridgeConnect Trade Session: A Step by Step hands on Training for a Level I and Hazmat Inspection.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/14/2019



A series of Trade Sessions created by the Pharr Bridge for the Trade Industry

A Step by Step Hands-On Training for a Level I and Hazmat Inspection

Topic

- *Discover unsafe conditions before they cause accidents or crashes
- *Find mechanical problems before they lead to costly breakdowns
- *Avoid being placed out of service during a roadside DOT inspection or being subject to infractions and fines
- *Inspection Procedure: North American Standard Cargo Tank and Other Bulk Packaging
- *Overweight/Oversized Permit System

Presenter

Sgt. Orlando Barrera
Texas Department of Public Safety
Division of Commerical Motor Vehicles

Pilar Rodriguez
Hildago County Regional Mobility Authority
Executive Director

Thursday, February 28th, 2019

8:30am

VAL Transport
701 Bona Terra Dr.
Pharr, Texas 78577

10:30am

Pharr Development & Research Center
850 W. Dicker Rd.
Pharr, Texas 78577

Live Streaming

NO COST TO ATTEND

RSVP to:

vanessa.guzman@pharr-tx.gov

or

freddy.flores@pharr-tx.gov



Your Connection. Your Business. Your Bridge.



Una serie de sesiones informativas para la industria del Comercio Internacional

**Un entrenamiento
Paso a Paso para
una Inspección
Nivel I y Materiales
Peligrosos**

Temas

- *Detectar condiciones inseguras antes de causar accidentes
- *Detectar problemas mecánicos antes de que nos causen pérdidas económicas
- *Evitar ser inspeccionado y multado por DOT
- *Procedimiento de inspección: Para tanques de carga estándar Norteamericanos y otros empaques a granel
- *Sistema de permisos de Sobre peso y Exceso de Dimensiones

Presentador

Sgt. Orlando Barrera
Departamento de Seguridad Publica de Texas
División Vehículos Comerciales

Pilar Rodriguez
Director Ejecutivo
Hidalgo County Regional Mobility Authority

Jueves 28 de Febrero del 2019

8:30am

VAL Transport
701 Bona Terra Dr.
Pharr, Texas 78577

10:30am

Pharr Development & Research Center
850 W. Dicker Rd.
Pharr, Texas 78577

Evento en Vivo

GRATUITO

RSVP:

vanessa.guzman@pharr-tx.gov

o

freddy.flores@pharr-tx.gov



Tu Conexión. Tu Negocio. Tu Puente.



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 4.A.

DATE SUBMITTED: February 14, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR: Luis Bazan

Agenda Item: Discussion and action, if any, on 2019 PMA Fresh Summit Annual Conference Texas Town Pavilion.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue: 2019 PMA Fresh Summit Annual Conference Texas Town Pavilion.

Financial Consideration: \$9,800 plus additional expenses after the conference.

Staff Recommendation: Authorization to participate in the 2019 PMA Fresh Summit Annual Conference Texas Town Pavilion.

Alternatives: N/A

ROUTING:

Vanessa Guzman

Created/Initiated - 02/14/2019



Exhibitor's Contract 2019 PMA Texas Town Pavilion

Please sign and fax to 956.581.3912

The following is a list of TIPA rules which exhibitors are expected to adhere to in conjunction with PMA Rules and Regulations.

1. Each exhibitor **must be a member** of the **Texas International Produce Association** and be in good financial standing with the association.
2. Prior to the show, full payment for booth space and a \$10.00 sq/ft maintenance fee is **DUE UPON RECEIPT OF TIPA INVOICE**. In the event of a cancellation, the booth space portion of this invoice is non-refundable as TIPA has already been charged by PMA.
3. After the show, exhibitors will be invoiced for any and all expenses incurred during the Expo. Payment is **DUE UPON RECEIPT OF TIPA INVOICE**.
4. Invoices must be paid in full upon receipt. The system of "installments" has been abused in the past and TIPA can no longer afford to offer that service.
5. It is the responsibility of each exhibitor to set-up/tear-down their booth (i.e. empty trash cans, put up company-specific décor, etc.), while it is TIPA's responsibility to set-up/tear-down Texas Town (i.e. backdrop, lighting, unload and reload packing crates/pallets).
6. In order to maintain a consistent Texas Town image, exhibitors:
 - a. **must purchase** graphics for their booths including a back-lit panel and an overhead arched sign with your company's name/logo.
 - b. **shall not** cover the back-lit panels and sign with another back-drop or product.
7. **Exhibitors may not begin to tear down their booth until the *last day* of the Expo at PMA's posted ending time. Failure to comply with this rule will result in a \$500 fine.**
8. Any entertainment provided by the exhibitor must be approved by the TIPA Board. The exhibitor will be required to submit a detailed "booth entertainment" plan to the board no less than two months prior to the start of Fresh Summit. Failure to comply will result in immediate removal of unapproved entertainment the day of the show and loss of ability to exhibit at future Texas Town events.
9. Exhibitor **must** keep a representative at the booth at all times during Expo hours.
10. It is the responsibility of the exhibitor to make all of their own travel and hotel arrangements.
11. Any and all orders must go through the Texas Town coordinator (i.e. furniture, cold storage, carpet, etc.).

If the above rules are not followed, you risk forfeiting your option to exhibit in the Texas Town Pavilion next year.

I agree, as my company's representative, to abide by these rules (please sign below).

Name: _____ Date: _____

Company: _____

Did you know...

the Texas International Produce Association hosts the **TEXAS TOWN PAVILION** at PMA's Fresh Summit?

FACTS



What: Texas Town is a 7,600 square foot exhibit space **FRONT** and **CENTER** at the Produce Marketing Association's Fresh Summit. With over 19,000 attendees, this Expo is THE place to be if you are in the produce industry.

The Texas International Produce Association has been coordinating Texas Town since 1992 and are 13th in line to pick for produce and 3rd for solutions on the showroom floor - that means we're right behind the big players like Sunkist, Dole, Chiquita, Melissa's and in front of 600 other companies.

When: October 17-19, 2019

Where: Anaheim, California USA

Why: It's your once-a-year opportunity to...

- *Launch new products and services*
- *Increase company visibility*
- *Come face-to-face with key buyers*
- *Gather intelligence for benchmarking and new produce development*
- *Extend your reach into new markets around the globe*

List of 2018 Exhibitors:

Bebo Distributing, Inc.
CabeFruit Produce, LLC
Empacadora GAB
Fortune Growers
Fox Packaging
Fresco Produce, LLC
Grande Produce LTD
Jade Produce
LakeWay Foods, LLC
London Fruit, Inc.
Lone Star Citrus Growers
Marengo Foods
Mode Transportation

Montero Farms
Papayas and More
Pharr International Bridge
Phillip Garcia CHB
Port Laredo Texas
Pratt Industries
Spring Valley Fruits, LLC.
Sunrise Produce, LLC.
Super Starr International
Sweet Seasons, LLC.
Texas Department of Ag.
Traveler Produce, LLC.
Triple H Produce

For questions or to reserve your booth, contact:
Lilly Garcia @ lilly.garcia@texipa.org





What are the BENEFITS?

Prime Location: TIPA has been exhibiting with PMA for TWENTY-SIX years. We select great booth spaces – right behind Sunkist, Dole, Chiquita, Melissa’s and in front of 600 other companies exhibiting at PMA. Individually, exhibitors do not have the ability to obtain this space – there is power in numbers and the uniqueness of Texas Town stands out.

Exhibitors DO NOT have to be a member of PMA: Because TIPA is a member of the Produce Marketing Association, the companies exhibiting in Texas Town are not required to be a member of PMA to get the “member rate” for booth space (a savings of \$3,900).

TIPA Staff Coordinates EVERYTHING: Except for your housing and travel arrangements, TIPA staff oversees all areas of the expo – from freight handling to sign hanging. We set-up Texas Town and tear it down; thus allowing the participating exhibitors to do what they are there to do – meet with existing or potential customers. Our exhibitors do not have to worry about outside transportation or staying on top of PMA’s deadlines - you don’t even have to stay around until midnight after the show is over waiting on freight to be picked up – we do all of that for you.

A Cohesive Community Design: the Texas International Produce Association has a cohesive state pavilion. Your display will be customized with your company’s logo and graphics.

What Does it Cost?

Booth Space: \$3,900 per 10x10 space (the amount PMA charges its members)

Maintenance Fee: \$10 sq. ft.: This covers direct and indirect costs as well as maintenance costs associated with maintaining Texas Town.

Staff Travel and Labor: Each Texas Town exhibitor shares the travel and labor expenses for the TIPA staff member that coordinates Texas Town.

Furniture & Accessories: Only if ordered.

Plants: Only if ordered.

Carpet & Padding: Carpet is ordered for all exhibitors and is the same color throughout Texas Town. Exhibitors are charged based on square footage.

Sign Hanging: A 20’x20’ “Texas Town” overhead sign is hung over the middle island. This cost is divided equally among exhibitors.

Labor: Additional labor is hired to assist staff in putting together Texas Town. Exhibitors are charged based on square footage.

Cold Storage: Only if used.

Electrical: Electricity is always ordered for accent lighting – this amount is divided equally among exhibitors. Additional electrical needs are charged solely to the ordering exhibitor.

Material Handling: PMA charges all exhibitors for moving freight in and out of the show. The Texas Town exhibit freight costs are shared among exhibitors based on square footage. Each company will be charged for their **individual** freight costs – the more you transport to the show, the more it will cost.

Supplies/Décor: Any upgrades or supplies needed for Texas Town are charged based on square footage.

Transportation: based on individual weight.

Custom Graphics: You are given the option to customize your booth by creating a back-lit panel that will promote your company’s message. The cost is usually around \$550/panel.

A decent budget:

10x10—\$9,600

20x20—\$30,800

10x20—\$17,500

20x30—\$43,500

These totals are based on averages from exhibitors over the past five years.

CALL TODAY!

Reservations will be on a first-come-first-serve basis!!

956.581.8632 or lilly.garcia@texipa.org

PMA Fresh Summit 2019

Grande
Produce
20X20
1343

TRIPLE H
PRODUCE
20X20
1337

Port
Laredo
10X20
1536

Lone
Star
Citrus
1536

10X20
1846

10X10
1846

10X20
1846

20X20
1855

20X30
1847

Fox Packaging
20X30
#3031

20X20
1955

SSI 1947	TDA 2050
Spring Valley Fruits 1947	London 2046

20X20
2063

Travelers Eagle
Cold Storage
20X20
2057

Sweet Season
20X30
2049

20X20
2161

10X20 2149	10X10 2248
	10X10 2248
10X10 2149	10X10 2248
10X20 2149	10X10 2248
	10X10 2248

20X30
2251

Anaheim, California USA

Expo Dates:
Friday, October 17 - Saturday, October 19

10	10X10	1000
7	10X20	1400
7	20X20	2800
4	20X30	2400
		7600

Cost: 10X10 - \$4,900

Cost: 10X20 - \$9,800

Cost: 10X30 - \$14,700

Cost: 20X20 - \$19,600

Cost: 20X30 - \$29,400



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.071, the City may convene in a closed, non-public meeting with its attorney and discuss any matters related **to legal advice on pending or contemplated litigation, settlement offer, and/or on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.072, the City may convene in a closed, non-public meeting to discuss any matters related to **real property and deliberate the purchase, exchange, lease, or value of real property as such would be detrimental to negotiations between the City and a third party in an open meeting**. The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.074, the City may convene in a closed, non-public meeting to discuss any matters related to **appointment, employment, evaluation, reassignment, duties and discipline or dismissal of a public officer or employee and to hear any complaints or charges against an officer or employee.** The City and its attorney may also discuss such issues with the appropriate staff including members so as to obtain necessary and relevant information so that such discussion is informative and developed.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.076, the City may convene in a closed, non-public meeting to discuss any matters on the **deployment, or specific occasions for implementation, of security personnel or devices**. The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.084, the City may convene in a closed, non-public meeting to discuss any matters involving an **investigation and may exclude a witness from hearing during the examination of another witness in the investigation.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: February 13, 2019

MEETING DATE: February 20, 2019

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.087, the City may convene in a closed, non-public meeting to discuss any matters regarding **economic development issues**. The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Classification: Regular

(* If closed session, City Attorney must review and approve.)

Exclude Material from Public Packet? No

Reason:

Issue:

Financial Consideration:

Staff Recommendation:

Alternatives:

ROUTING:

Vanessa Guzman

Created/Initiated - 02/13/2019