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, JANUARY 19, 2022 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.

   B) Pledge of Allegiance/Invocation.

2. **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)*

   A) Crossings and Revenues Report for December 2021.

   B) Finance Report for December 2021.

   C) Engineer's Report.

   D) Director's Report.

3. **ADMINISTRATIVE:**

   A) Approval of Minutes for December 15, 2021.

   B) Discussion and action, if any, on 2022 International Fresh Produce Association Corporate Membership for $2,175.

C) Discussion and action, if any, on Viva Fresh Summit Platinum Level Sponsorship and Booth for $20,000.

D) Discussion and action, if any, on renewing COMCE Noreste Membership for $1,690.

E) Discussion and action, if any, on COMCE Noreste Institutional Sponsorship 2022 for $1,950.

F) Discussion and action, if any, on Amendment/Renewal of the existing contract for Blue Stone Capital Solutions LLC.

4. **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 Board 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 Board 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 Board 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.

Pursuant to Section 551.076, the Board 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 Board 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 Board 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.

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

6. 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 14th day of January 2022 at 2:00 p.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 14th day of January 2022.

CITY OF PHARR
PHARR, TEXAS

IMELDA PEREZ, TRMC
ASSISTANT CITY CLERK

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.A.

DATE SUBMITTED: January 6, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Crossings and Revenues Report for December 2021.

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

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/6/2022

CROSSINGS AND REVENUES
FOR THE MONTH OF DECEMBER
FISCAL YEAR 2021 – 2022

a) BRIDGE CROSSINGS

Crossings for the Pharr International Bridge totaled *107,076* vehicles for the month of December F.Y. 2021-2022, which showed a decrease of *(-103)* vehicles or *-0.10%* over the same month in F.Y. 2020-2021.

b) CAR CROSSINGS

Car crossings for the Pharr International Bridge totaled *42,277* cars for the month of December F.Y. 2021 – 2022, showing a decrease of *(-7,731)* cars or *-15.46%* over the same month in F.Y. 2020 – 2021.

c) SOUTHBOUND TRUCK CROSSINGS

Truck crossings totaled *64,799* trucks for the month of December F.Y. 2021-2022, showing an increase of *7,628* trucks or *13.34%* over the same month in F.Y. 2020 - 2021.

d) TOTAL REVENUES

Revenues for the Pharr International Bridge totaled *$1,605,104* dollars for the month of December F.Y. 2021 – 2022.

$ 170,496 Autos & other
$ 1,428,183 Trucks
$ 6,425 Profit on pesos
$ 1,605,104 TOTAL

Revenues showed an increase of *$167,550* or *11.66%* over the same month in F.Y. 2020 – 2021.

e) NORTHBOUND TRUCKS

Northbound trucks at the Pharr International Bridge totaled *55,061* trucks for the month of December F.Y. 2021-2022, showing a decrease of *(-1,888)* trucks or *-3.32%* over the same month in F.Y. 2020-2021.

SOUTHBOUND TRUCK CROSSINGS SHOWED AN INCREASE OF 9,738 TRUCKS OR 17.69% FOR THE MONTH OF DECEMBER, COMPARED TO NORTHBOUND TRUCK CROSSINGS.

TOTAL NORTHBOUND AND SOUTHBOUND TRUCK CROSSINGS FOR THE MONTH OF DECEMBER TOTAL 119,860 REPRESENTING AN INCREASE OF 5,740 OR 5.03% OVER THE SAME TIME PERIOD IN F.Y. 2020-2021.

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

	F.Y. 2020–2021	F.Y. 2021-2022	GAIN (LOSS)	INC % (DEC%)
OCTOBER	105,010	97,565	(-7,445)	(-7.09%)
NOVEMBER	92,617	102,518	9,901	10.69%
DECEMBER	107,179	107,076	(-103)	-0.10%
YTD TOTAL	304,806	307,159	2,353	0.77%
JANUARY	111,060			
FEBRUARY	96,458			
MARCH	111,567			
APRIL	99,140			
MAY	97,077			
JUNE	92,833			
JULY	86,950			
AUGUST	87,118			
SEPTEMBER	92,514			
TOTAL CROSS.	1,179,523			

a) VEHICLE CROSSINGS SHOWED A DECREASE OF (-103) VEHICLES OR -0.10% OVER THE SAME MONTH IN F.Y. 2020-2021.

b) VEHICLE CROSSING SHOWED AN INCREASE OF 2,353 VEHICLES OR 0.77% OVER THE THREE (3) MONTHS IN F.Y.2020- 2021

PHARR INTERNATIONAL BRIDGE
CAR CROSSING COMPARISON BY FISCAL YEAR

	F.Y. 2020-2021	F.Y. 2021-2022	GAIN LOSS	INC% (DEC%)
OCTOBER	45,618	33,259	(-12,359)	(-27.09%)
NOVEMBER	35,957	36,102	145	0.40%
DECEMBER	50,008	42,277	(-7,731)	(-15.46%)
YTD TOTAL	131,583	111,638	(-19,945)	(-15.16%)
JANUARY	48,242			
FEBRUARY	41,226			
MARCH	48,110			
APRIL	40,742			
MAY	38,493			
JUNE	32,009			
JULY	26,463			
AUGUST	23,104			
SEPTEMBER	29.257			
TOTAL CAR CROSS.	459,229			

a) CAR CROSSINGS SHOWED A DECREASE OF (-7,731) CARS OR -15.46% OVER THE SAME MONTH IN F.Y. 2020-2021.

b) CAR CROSSING SHOWED A DECREASE OF (-19,945) CARS OR -15.16% OVER THE THREE (3) MONTH IN F.Y.2020 – 2021

PHARR INTERNATIONAL BRIDGE
TRUCK CROSSING COMPARISON BY FISCAL YEAR

	F.Y. 2020-2021	F.Y. 2021-2022	GAIN LOSS	INC% DEC%
OCTOBER	59,392	64,306	4,914	8.27%
NOVEMBER	56,660	66,416	9,756	17.22%
DECEMBER	57,171	64,799	7,628	13,34%
YTD TOTAL	173,223	195,521	22,298	12.87%
JANUARY	62,818			
FEBRUARY	55,232			
MARCH	63,457			
APRIL	58,398			
MAY	58,584			
JUNE	60,824			
JULY	60,487			
AUGUST	64,014			
SEPTEMBER	63,257			

TOTAL TRUCK CROSSING 720,294

a) TRUCK CROSSINGS SHOWED AN INCREASE OF 7,628 TRUCKS OR 13.34% OVER THE SAME MONTH IN F.Y. 2020-2021

b) TRUCK CROSSING SHOWED AN INCREASE OF 22,298 TRUCKS OR 12.87% OVER THE THREE (3) MONTH IN F.Y. 2020-2021

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

	F.Y. 2020-2021	F.Y. 2021-2022	GAIN LOSS	INC% (DEC%)	FULL TRUCKS	EMPT	AG TRUCKS	NARP NO INSP.
OCTOBER	62,346	55,089	-7,257	-11.64%	38,839	16,250	16,166	8,920
NOVEMBER	57,904	55,973	-1,931	- 3.33%	38,715	17,258	16,020	8,211
DECEMBER	56,949	55,061	-1,888	- 3.32%	38,149	16,912	18,455	10,190
JANUARY	60,544							
FEBRUARY	57,615							
MARCH	64,795							
APRIL	60,197							
MAY	59,248							
JUNE	58,176							
JULY	54,204							
AUGUST	55,594							
SEPTEMBER	54,725							
TOTAL NORTHBOUND	702,297							

Northbound trucks at the Pharr International Bridge totaled 55,061 trucks for the month of December F.Y. 2021-2022, showing a decrease of (-1,888) trucks or -3.32% over the same month in F.Y. 2020-2021.

TRUCK CROSSING SHOWED A DECREASE OF -11,076 TRUCKS OR -6.25% OVER THE SAME THREE (3) MONTH IN F.Y. 2020-2021.

Agriculture trucks at the Pharr International Bridge totaled 18,455 crossings for the month of December representing a 33% of the imports from Mexico.

Agriculture trucks at the Pharr International Bridge Import Lot showed an increase of 1,553 or 9.19% over the same month in F.Y. 2020-2021.

PHARR INTERNATIONAL BRIDGE
NOTHBOUND & SOUTHBOUND
TRUCK CROSSING COMPARISON BY FISCAL YEAR

	F.Y. 2020-2021	F.Y. 2021-2022	GAIN LOSS	GAIN % LOSS %
OCTOBER	121,738	119,395	-2,343	-1.92%
NOVEMBER	114,564	122,389	7,825	6.83%
DECEMBER	114,120	119,860	5,740	5.03%
JANUARY	123,362			
FEBRUARY	112,847			
MARCH	128,252			
APRIL	118,595			
MAY	117,832			
JUNE	119,000			
JULY	114,691			
AUGUST	119,608			
SEPTEMBER	117,982			
TOTAL TRUCK CROSS.	1,422,591			

a) **TRUCK CROSSINGS SHOWED AN INCREASE OF 5,740 TRUCKS OR 5.03% OVER THE SAME MONTH IN F.Y. 2020-2021**

PHARR INTERNATIONAL BRIDGE
REVENUE COMPARISON BY FISCAL YEAR

	F.Y. 2020-2021	F.Y. 2021-2022	GAIN (LOSS)	INC% DEC%
OCTOBER	$ 1,377,188	$ 1,418,151	$ 40,963	2.97%
NOVEMBER	$ 1,290,701	$ 1,350,178	$ 59,476	4.61%
DECEMBER	$ 1,437,554	$ 1,605,104	$ 167,550	11.66%
YTD TOTAL	$ 4,105,443	$ 4,373,433	$ 267,989	6.53%
JANUARY	$ 1,452,900			
FEBRUARY	$ 1,272,469			
MARCH	$ 1,412,253			
APRIL	$ 1,342,469			
MAY	$ 1,299,017			
JUNE	$ 1,389,202			
JULY	$ 1,417,363			
AUGUST	$ 1,408,338			
SEPTEMBER	$ 1,466,226			
TOTAL REV.	$ 16,565,680			

a) REVENUES SHOWED AN INCREASE OF $ 167,550 OR 11.66% OVER THE SAME MONTH IN F.Y. 2020-2021.

b) REVENUES SHOWED AN INCREASE OF $267,989 OR 6.53% OVER THE SAME TWO (2) MONTHS IN F.Y. 2020 – 2021.

PHARR INTERNATIONAL BRIDGE
F.Y. 2021-2022 CROSSINGS COMPARISON BY AXLE

	CARS	2X TRUCKS	3X TRUCKS	4X TRUCKS	5X TRUCKS	6X TRUCKS	MOBILE HOME	WIDE LOAD	SPEC. CROSS.	MONTH TOTAL
OCTOBER	33,626	2,888	4,759	1,450	45,912	8,811	2	89	28	97,565
NOVEMBER	36,220	2,818	4,869	1,437	45,808	11,200	4	113	49	102,518
DECEMBER	42,624	2,647	4,140	3,129	44,274	10,109	1	86	66	107,076
JANUARY										
FEBRUARY										
MARCH										
APRIL										
MAY										
JUNE										
JULY										
AUGUST										
SEPTEMBER										
TOTAL CROSS.										

b) Total percentage for September on cars and trucks for the month of September F.Y. 2021-2022.

- **1X cars 36.00%**
- **2x Trucks 3.0%**
- **3x Trucks 5.0%**
- **4x Trucks 1.6%**
- **5x Trucks 44.00%**
- **6x Trucks 10.00%**

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.B.

DATE SUBMITTED: January 14, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Finance Report for December 2021.

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

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/14/2022

Bridge Financial Summary

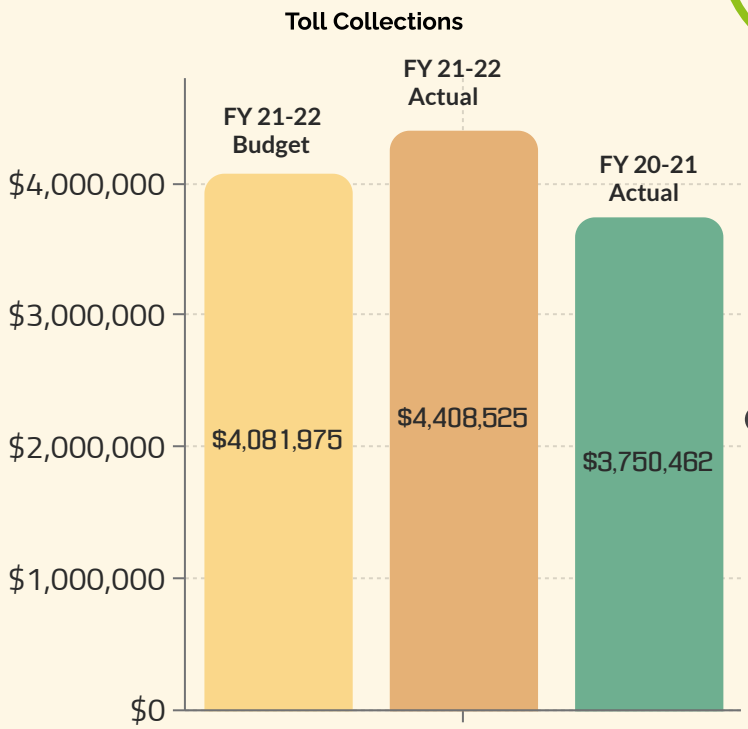
December 31st, 2021

FY 2021-2022

Internal Management Report prepared by Finance
(Unaudited)

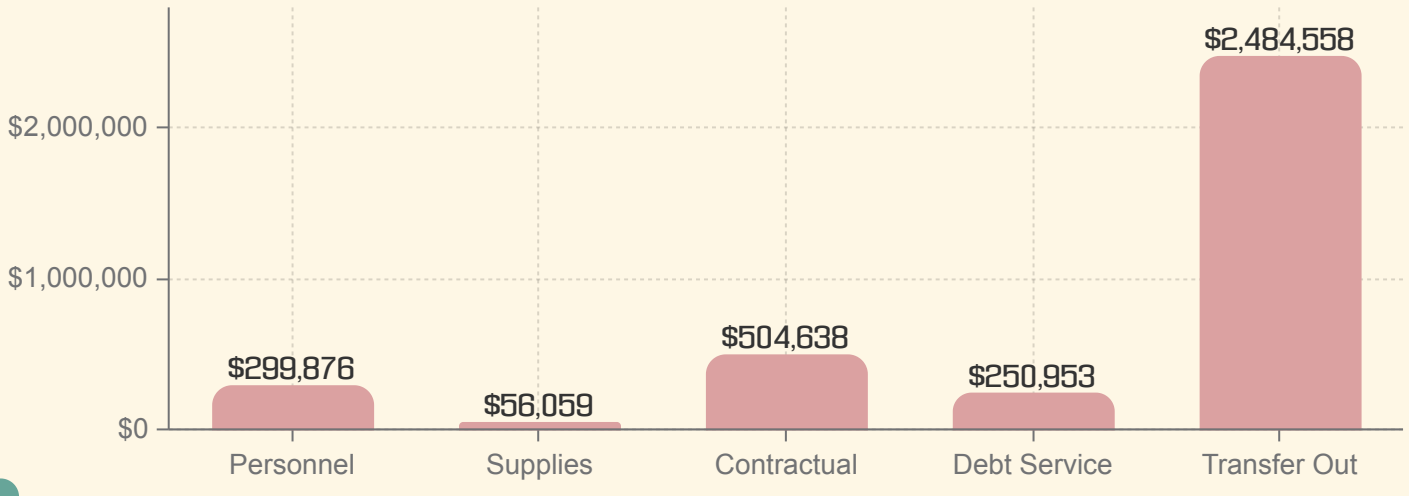
Bridge Fund Snapshot as of December 31st, 2021

Toll Revenues show 17.5% variance compared to last FY



NET OPERATING PROFIT/LOSS

$848 Thousand



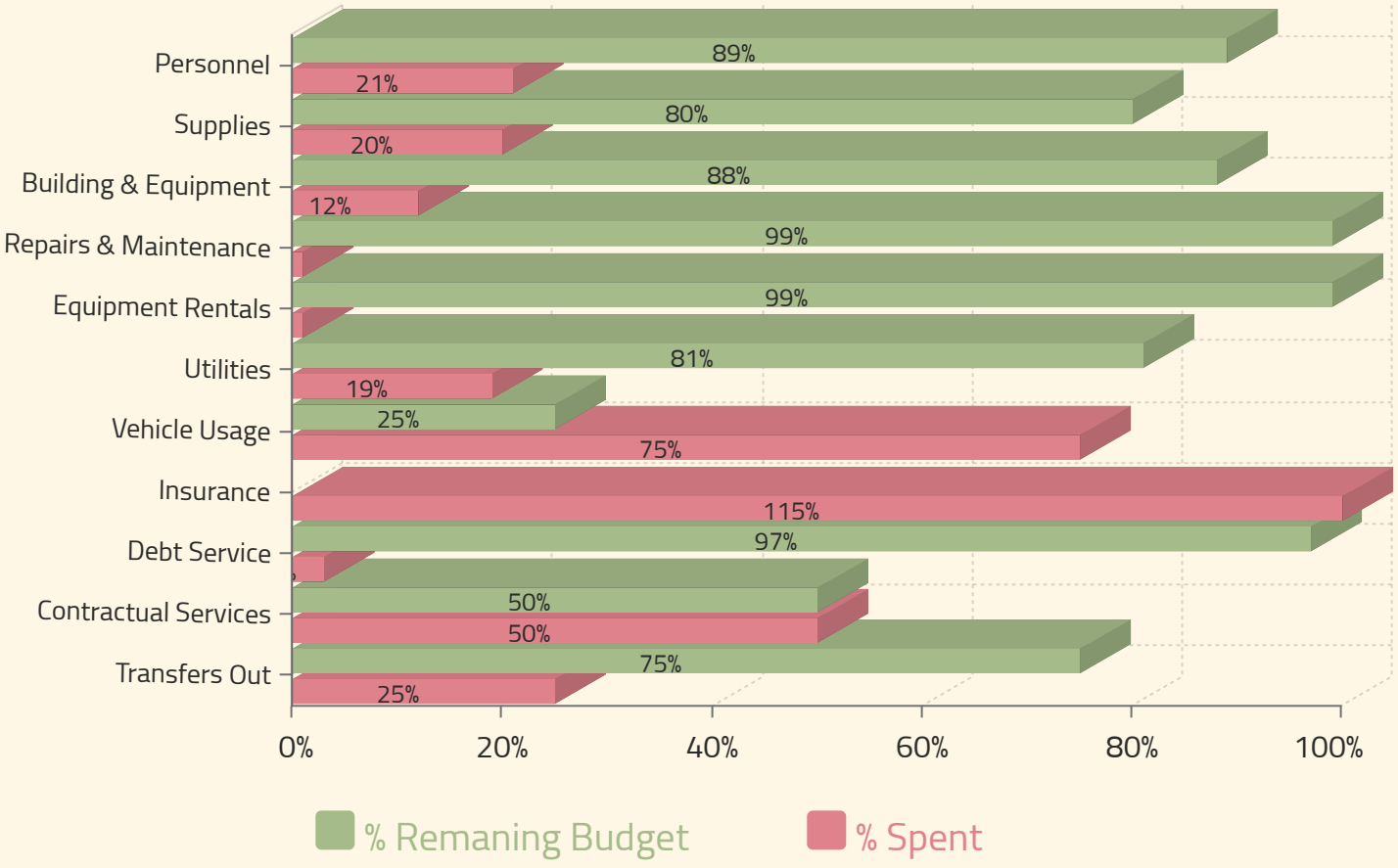
$3,596,084

Total Expenses YTD

Bridge Budget vs Actual as December 2021

<or=25%

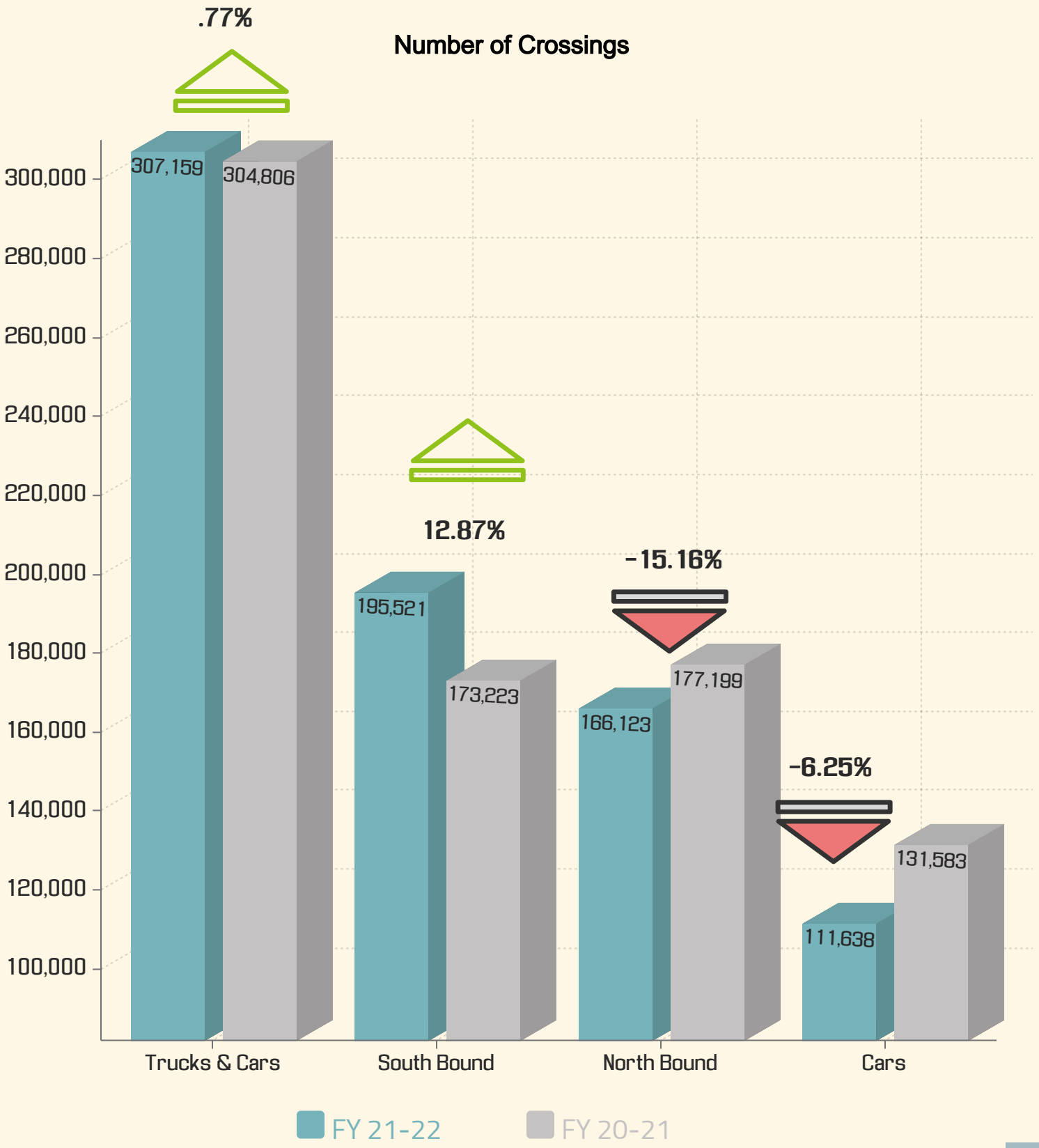
Benchmark for Budget spent as of December 2021



Bridge Construction in Progress as of December 2021

Project	Bond Proceeds	Amount Spent to Date	% Spent to Date	Remaining Funds
DAP FY 15 & 16	$22,000,000	$7,762,469	35%	$14,237,531
Bridge Expansion	$45,000,000	$3,500,902	9%	$41,499,098
Total	**$67,000,000**	**$11,263,371**	**17%**	**$55,736,629**

Bridge Crossings as of December 2021



AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.C.

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Engineer's Report.

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

Issue: No back up information needed for this item.

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.D.

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Director's Report.

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

Issue: No back up information needed for this item.

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.A.

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Approval of Minutes for December 15, 2021.

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

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

REGULAR MEETING
TOLL BRIDGE BOARD
HELD ON DECEMBER 15, 2021, AT 12:00 P.M.
CITY HALL, 118 S. CAGE BLVD., 2ND FLOOR, PHARR, TEXAS

On the 15th day of December 2021, the Toll Bridge Board met in a regular Bridge Board Meeting. Following is the record of attendance.

MEMBERS PRESENT: Edgar Delgadillo, Chairman
Tony Martinez, Vice-Chairman
Adalberto Campero, Secretary
Luis Flores, Member
Larry Hernandez, Member

MEMBER ABSENT: None

EX-OFFICIO MEMBERS PRESENT: Mayor Pro-Tem Daniel Chavez

EX–OFFICIO MEMBERS ABSENT: Mayor Ambrosio Hernandez

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

OTHERS PRESENT: Analia Alanis, Asst. City Manager
Patricia Rigney, City Attorney
Omar Anzaldua, Engineering Department
Karla Saavedra, Finance Director
Joel Robles, Asst. Police Chief
Eddie Gutierrez, Financial Consultant
Hollis Rutledge, Governmental Affairs
Andy Vega, CBP

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.

ITEM 2 PLEDGE OF ALLEGIANCE/INVOCATIONS

Luis Bazan, Bridge Director, led in the Pledge of Allegiance and said the prayer.

B. 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 3 CROSSING AND REVENUES COMPARISON FOR NOVEMBER 2021

Chairman Edgar Delgadillo introduced the item.

Fred Brouwen, Director of Operations, went over the total crossings and revenues report for the month of November 2021. He reported total crossings were 102,518, which was an increase of 9,901 vehicles or 10.69% compared to last year. Mr. Brouwen stated that total crossing for cars were 36,102, which was an increase of 145 cars or 0.40% and showed a car crossing compassion from other bridges across the board. Mr. Brouwen further reported the total truck crossings were 66,416, which was an increase of 9,756 trucks or 17.22% increase. Mr. Brouwen then showed a truck crossing compassion from other bridges across the board. Mr. Brouwen further reported northbound crossings were 55,973, which was a decrease of -1,931 trucks or -3.33% increase. Mr. Brouwen further stated for the agriculture for the month of November they had 16,020 trucks, which represents a 29% of all imports from Mexico to the U.S. He also reported Northbound and Southbound combination of both crossings for the month of November were 122,389, which was an increase of 7,825 or 6.83%. Mr. Brouwen stated total revenue collected for the month of November was $1,350,178, which shows an increase of $59,476 or 4.61% in revenues. Lastly, Mr. Brouwen reported on crossing comparison by axle and stated that cars and trucks were 36,220, 2X trucks were 2,818, 3X trucks were 4,869, 4X trucks were 1,437, 5X trucks were 45,808, 6X trucks 11,200, mobile homes were 4, wide loads were 113 and special crossings were 49.

Discussions ensued on the crossings.

ITEM 4 FINANCE REPORT FOR NOVEMBER 2021

Chairman Edgar Delgadillo introduced the item.

Luis Bazan, Bridge Director, stated Karla Saavedra, Finance Director, was in the audience and would give the board a quick report on the finances for the bridge.

Karla Saavedra, Finance Director, then began to give a quick report on the expenditures and revenues year to date for the bridge.

After several discussion, Chairman Edgar Delgadillo moved to the next item.

ITEM 5 PROJECT ENGINEER REPORT

Chairman Edgar Delgadillo introduced the item.

Luis Bazan, Bridge Director, stated Omar Anzaldua, City Engineer, was present and questions on projects could be entertained at this time.

Omar Anzaldua, City Engineer, reported on the Bridge Facility Expansion Phase II. He stated those are complete and they will be taking them to city commission to finalize the acceptance of the project and release retainer.

Omar Anzaldua, City Engineer, reported on FY15 DAP Project. He stated they are about 63% complete and the completion date on will be either April or May, so about four or five more months to finish up this project. He added that once they finish FY15 they will get started with FY16.

Omar Anzaldua, City Engineer, reported on the 2nd Span Project. He stated that they did get the Advance Funding Agreement executed with TX-DOT so once they get that in place it will be full speed ahead on the project. He added that the plans should be done in six months by SEA and Mexico is about six months ahead of them. Omar Anzaldua, City Engineer, added that this will be his last meeting there at the City of Pharr, that he will be moving on to pursue other career opportunities and would like to thank this board for their leadership in pushing all these projects and being very proactive. Chairman Edgar Delgadillo thanked Omar Anzaldua, City Engineer for his work in the City of Pharr and after a brief discussion, Chairman Edgar Delgadillo moved to the next item.

ITEM 6 DIRECTORS ADMINISTRATIVE REPORT

Chairman Edgar Delgadillo introduced the item.

Luis Bazan, Bridge Director, reported on Legislative Update. He stated that at the last meeting a legislative update was requested so he spoke to Cynthia Garza, Legislative Affairs Director but she was at a legislate luncheon today at the same time so she would not be available to join them today, but she will join them in January for the January meeting and during that meeting they will have a federal report so they will have a complete report from her.

Luis Bazan, Bridge Director, reported on COMCE MOU. He stated that they traveled to Monterrey last week, and on Thursday, December the 9th they signed the Memorandum of Understanding with COMCE Noreste. He added that now the real work begins now that they joined their platform, they will be doing more cross promotion which strategically puts the Pharr Bridge in a position to be able to capture more imports and exports.

Luis Bazan, Bridge Director, stated that they would like to go into executive session for this next item on his report.

Chairman Edgar Delgadillo moved to the next item.

C. ADMINISTRATIVE:

ITEM 7 CONSIDERATION AND ACTION ON APPROVAL OF MINUTES- NOVEMBER 17, 2021.

Chairman Edgar Delgadillo introduced the item.

Vice-Chairman Martinez **moved** to approve the minutes as presented. Member Hernandez seconded the motion and when put to a vote, it carried unanimously.

ITEM 8 DISCUSSION AND ACTION, IF ANY, ON 2022 NATIONAL CUSTOMS BROKERS & FORWARDERS ASSOCIATION OF AMERICA (NCBFAA) MEMBERSHIP DIRECTORY FOR $2,679.

Chairman Edgar Delgadillo introduced the item.

Member Flores **moved** to approve. Vice-Chairman Martinez seconded the motion and when put to a vote, it carried unanimously.

D. 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 B-C.

Chairman Edgar Delgadillo stated the time being 12:20 p.m., the Bridge Board would be going into executive session in accordance with Chapter 551 of the Texas Govt.

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

Chairman Edgar Delgadillo reconvened the meeting to regular session at 12:52pm and stated no action was necessary and moved to the next item

F. ADJOURNMENT:

ITEM 13 ADJOURNMENT

Member Flores **moved** to adjourn the meeting at 12:53pm. Vice-Chairman Martinez seconded the motion and when put to a vote, it carried unanimously.

APPROVED AS SUBMITTED:

_____

EDGAR DELGADILLO, CHAIRMAN

ATTEST:

_____

ADALBERTO CAMPERO, SECRETARY

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

ON THE 15th DAY OF DECEMBER 2021, 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/BoardMtgMinutes12-15-21

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.B.

DATE SUBMITTED: January 12, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on 2022 International Fresh Produce Association Corporate Membership for $2,175.

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

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/12/2022

INTERNATIONAL
FRESH PRODUCE
ASSOCIATION℠

CONNECTING THE FRESH PRODUCE AND FLORAL INDUSTRY TO CREATE A VIBRANT FUTURE FOR ALL

The International Fresh Produce Association (IFPA) has a fresh outlook on fresh produce and floral – one that makes things happen for our members, for our industry and for our world.

For more information visit
unitedfresh.org or **pma.com**

INTERNATIONAL FRESH PRODUCE ASSOCIATION℠

Industry leaders have come together to create an association that speaks with a unified, authoritative voice; demonstrates its relevance to the world at large; advocates for member interests; and unleashes a new understanding of fresh produce and floral.

Enter the International Fresh Produce Association, the largest and most diverse international association serving the entire fresh produce and floral supply chain, and the first to seamlessly integrate world-facing advocacy and industry-facing support.

If you have a place in the fresh produce and floral industry, you have a place in the International Fresh Produce Association.

By joining IFPA, you'll be part of a large, diverse network of leading fresh produce and floral companies committed to driving the industry forward. Together with our member companies, IFPA leads and makes things happen for our members and industry on both the national and global stages, creating beneficial changes through action. We connect individuals and organizations with resources and engagement opportunities, and with each other, across the supply chain and across the globe, to help move the industry forward. Putting networks and relationships to work is a fundamental part of what we do every day.

Companies like yours will benefit from the experience of the IFPA member network through education, sharing insights and expertise, sparking dialogues, and creating solutions. IFPA works with our members to keep a pulse on important trends, solutions, and emerging issues from across the world, to guide us all in moving forward.

ADVOCATING
FOR OUR INDUSTRY

Advocating for Our Members and the Industry

The industry's crises are our crises, from food insecurity to food waste, from supply chain slow-downs to labor shortages, from changing climate patterns that upend what, where, when, and how we grow crops to tenuous geo-political environments and financial markets that make business planning nearly impossible. IFPA advocates for your business by shaping legislative, regulatory, and political solutions to challenges threatening our industry's growth and profitability while driving decisions that create diverse opportunities to increase consumption of the healthy products we grow. IFPA conducts government advocacy and leadership to build and maintain a positive business climate in the United States and beyond.

Our government relations team is on the job every day, meeting with legislators, regulators, and their staffs to advance industry issues. Whether working to shape nutrition policy, leading the fight for immigration reform, addressing key food safety issues, and more, IFPA speaks for the produce and floral industry. And, we engage our members in delivering their own personal stories to national political leaders.

Creating Demand for Fresh Produce and Floral Products

IFPA creates demand to inspire consumers to embrace produce and floral products as essential parts of their lives, while increasing profitable sales of members' products.

In addition, the work of the IFPA Foundation is focused exclusively on increasing access to fresh fruits and vegetables for children and their families to grow a healthier world. Inspiring the next generation to "choose fresh," whenever and wherever consuming their next snack or meal is at the forefront of our work.

CONNECTING
MEMBERS

Enhancing Business Connections

IFPA enhances business-to-business connections across the produce and floral supply chains, bringing all sectors of our diverse fresh produce and floral supply chain together to better understand our interconnections and support efficiency and profitability.

Whether it's convening our industry in-person for our annual trade show or our foodservice conference, hosting virtual vendor and customer connection events, assisting members with connecting with solution providers or working individually with our member companies to forge connections, IFPA is committed to helping members make the connections they need to enhance their businesses.

Volunteer Leadership

By participating in volunteer leadership, you and your company will shape industry best practices, event programming, and other segment-specific guidance. You'll also have access to focused networking opportunities with other key industry leaders.

Every sector of the supply chain has its own Market Segment Council as part of our association's leadership, giving a strong voice to all to better ensure a united voice for your business and the industry. Topic-focused Expert Councils provide a forum for member representatives to provide their expertise to the broader membership and industry on a variety of functional areas. Country Councils work to advance the strategies of the association in their country by helping to identify local member value needs, strengthen existing industry relationships, and engage companies and industry professionals in membership through education, networking, and resources. Additional Committees and Roundtables are directed to guide the association on key strategic initiatives that support its global mission. Whether you're focused on advocacy, event and member engagement, or the industry, there is a committee for you.

GUIDING
OUR MEMBERS AND INDUSTRY

Providing Expertise and Business Solutions

As a collective organization bringing together the best and brightest in the industry, IFPA has insights, knowledge, and business solutions across market sectors and areas of expertise on the issues that matter most to your company, including food safety, technology, supply chain management, sustainability, business management, trade, industry and consumer trends, and more!

No matter what stage of the produce supply chain you're in, we're here to provide you with consultation, education, and evolving resources. From lending expertise to help you grow and market the safest possible fresh fruits and vegetables, examining critical issues affecting supply chain management including transportation, logistics and new technologies enabling better traceability, product quality control, cold chain management, and more, to providing research you need to support your marketing and sales activities along with in-depth reports and tools for research to analyze operational strengths and set company goals, IFPA is here to help you with your diverse needs.

Advancing Careers

IFPA attracts talent to the produce and floral industry and elevates industry leaders like you through a variety of robust leadership programs designed to help you sharpen your business acumen and executive leadership skills and make connections across the supply chain. From those new to the industry to seasoned veterans and everyone in between, IFPA is there to guide you through your leadership journey every step of the way.

The future of the fresh produce and floral industries depends on connecting with the right talent. IFPA excites, educates, and empowers young people and industry professionals at all stages by supporting personal and professional development, driving company performance and providing our industry the talent we need to meet today's challenges and tomorrow's opportunities.

JOIN US

TO CREATE A VIBRANT FUTURE FOR ALL

IFPA is here to support you, clear the path ahead, and make good things happen with your prosperity in mind.

We are advocating for our members and industry on the national and global stage.

We are connecting the world to our industry and our industry to the world for better outcomes for both.

We are keeping a pulse on important developments across the globe to guide all of us in taking action with purpose and confidence.

If you believe, as we do, that fresh produce is key to solving some of the world's most pressing problems, then join the International Fresh Produce Association and help bring the industry together to create a vibrant future for all.

INTERNATIONAL FRESH PRODUCE ASSOCIATION℠

For more information visit
unitedfresh.org
or **pma.com**

SCHEDULE OF EVENTS

JANUARY 18-19
Executive Leadership Summit
San Francisco, CA

FEBRUARY 8
Executive Leadership Summit
Berlin, Germany

MARCH (pending Congressional Calendar)
Washington Spring Fly-In
Washington, DC

MARCH 27 - APRIL 1
Executive Leadership Development Program at Cornell University
Ithaca, NY

MARCH 29
The Floral Conference
Anaheim, CA

APRIL 10 - 12
Women's Fresh Perspectives Conference
Santa Ana Pueblo, NM

MAY 16 - 18
The BrandStorm Conference
San Diego, CA

MAY 17 - 19
The Mexico Conference
Guadalajara, Mexico

MAY 24
The Floral Conference
Miami, FL

JUNE 6 - 8
Hort Connections
Brisbane, Australia

JULY 28 - 29
The Foodservice Conference
Monterey, CA

AUGUST 17 - 18
The Southern Africa Conference
Cape Town, South Africa

AUGUST 31
The Brazil Conference
Sao Paolo, Brazil

SEPTEMBER 26 - 28
The Washington Conference
Washington, DC

OCTOBER 27 - 29
The Global Produce and Floral Show
Orlando, FL

INTERNATIONAL FRESH PRODUCE ASSOCIATION

MEMBERSHIP COMMITMENT INVOICE

January 06, 2022

Luis Bazan
Pharr International Bridge
9900 S Cage Blvd
Pharr, Texas 78577
United States

Order No: 000428771

Description	Begin Date	End Date	Amount	Credits Applied	Line Total
Pharr International Bridge Corporate Membership	01/01/2022	12/31/2022	$2,175.00	$0.00	$2,175.00
				Balance Due:	$2,175.00

(Cut and return section below this line)

Note: Ninety percent of membership dues payment is deductible as an ordinary business expense. Restrictions on deductibility are imposed as a result of association lobbying activities. We estimate that the non-deductible portion of your 2022 membership dues, the portion that is allocated to lobbying, is 10%. Membership dues payments are not tax deductible as charitable contributions. Membership dues are payable annually on January 1.

SPECIAL CONTRIBUTIONS

Food Safety & Government Advocacy Fund

The association is committed to providing expertise and leadership to promote food safety within the industry and with government and regulatory groups. The Food Safety & Government Relations Advocacy Fund supports the association's food safety programs and research and positions the association to serve as an effective advocate with government partners.

_____ $2,500

The Foundation for Fresh Produce

The mission of the new foundation is simple: improve access to fresh fruits and vegetables. The programs of this new foundation will complement the work of the new association without duplicating these efforts. The overall vision of the foundation will be to grow a healthier world through improved access and support from the produce industry.

_____ $2,000
_____ $1,500
_____ $1,000
_____ $_____

Membership dues are based on data that members have supplied to the association, or other public information. If the sales category listed above is incorrect, please refer to the chart below to select the correct dues category for your organization. Dues are subject to verification.

Gross Annual Produce/Floral Related Sales	Dues		
[ ] Less than US $500,000	US $2,175	[ ] US $5-10 million	US $8,565
[ ] US $500,000-1 million	US $2,575	[ ] US $10-50 million	US $9,825
[ ] US $1-3 million	US $3,885	[ ] US $50 million & above	US $12,900
[ ] US $3-5 million	US $6,560		

Order No: 000428771 **Account Name:** Pharr International Bridge

Remit payment by Company Check payable to "**PMA**" (U.S. funds drawn on U.S. bank only), or use the following methods:

Name on CC _____

CC#_____ Exp _____

See reverse for ACH and Wire Transfer instructions.

Membership Dues: _____

FS & Gov't Adv Contribution: _____

Foundation Contribution: _____

TOTAL PAYMENT: _____

Remit to:
Produce Marketing Association
Attn: Accounts Receivable
PO Box 6036
Newark, DE 19714-6036

Questions?
MemberServices@pma.com or +1 (302) 738-7100, ext. 2.

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.C.

DATE SUBMITTED: January 12, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on Viva Fresh Summit Platinum Level Sponsorship and Booth for $20,000.

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

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/12/2022

VIVA FRESH™

PRESENTED BY
TEXAS INTERNATIONAL PRODUCE ASSOCIATION

2022 SPONSORSHIP OPPORTUNITIES

DALLAS, TEXAS

GAYLORD TEXAN RESORT & CONVENTION CENTER

APRIL 21 - 23, 2022

VIVAFRESHEXPO.COM

VIVA FRESH™
PRESENTED BY
TEXAS INTERNATIONAL PRODUCE ASSOCIATION

SPONSORSHIP BENEFITS

Hosted by the Texas International Produce Association (TIPA), the seventh annual Viva Fresh Produce Expo is returning to Dallas on April 21-23, 2022 at the luxurious Gaylord Texan Resort & Convention Center.

Since the first Viva Fresh Expo launched in 2015, retail and foodservice attendance has tripled. Sponsoring an event at the Viva Fresh Expo provides great marketing opportunities to build brand awareness with retail and foodservice attendees who are ready to do business. Your sponsorship will put your brand directly in front of a captive audience composed of current and potential industry customers. There are multiple levels and benefits to sponsorship that fit any budget.

BENEFITS OF SPONSORSHIP INCLUDE:

- Reach a captive audience of retail and foodservice buyers
- Position your company as an industry leader
- Increase your company's exposure and awareness with highly visible recognition
- Attract more visitors to your booth
- Create opportunities to increase sales

ALL SPONSOR COMPANIES WILL RECEIVE:

- Company logo/name featured on the Viva Fresh website
- Listing in the sponsor section of the Viva Fresh mobile app
- Invitation to attend special VIP reception with retail and foodservice attendees

Once you choose a sponsorship level, you can determine from the sponsorship opportunities list which event(s) you'd like to sponsor.

READY TO MAKE YOUR COMMITMENT?

CONTACT TOMMY WILKINS
SPONSORSHIP COMMITTEE CHAIR
956-377-5301
TOMMY@GROWFARMSTX.COM

OR

CONTACT TIPA
LILLY GARCIA: LILLY.GARCIA@TEXIPA.ORG
HECTOR GARZA: HECTOR.GARZA@TEXIPA.ORG
956.581.8632

VIVA FRESH™
PRESENTED BY
TEXAS INTERNATIONAL PRODUCE ASSOCIATION

SPONSORSHIP LEVELS

DIAMOND LEVEL: **$25,000 AND UP**

- Company listed as Diamond Level Sponsor on the Viva Fresh mobile app
- Complimentary push notification on app to event attendees during expo *(must be scheduled in advance with event coordinators)*
- Company logo included on entrance signage at main Exhibit Hall doors
- Use of TIPA/Viva Fresh logo throughout the year *(with approval by TIPA Executive Board)*
- Company logo on homepage and sponsors page of Viva Fresh website
- Preferred priority to reserve premium exhibit space in central aisle *(applicable for those companies eligible to reserve a booth)*
- Ten (10) all access badges (does not include golf), including VIP reception with retail and foodservice attendees
- Four (4) complimentary rounds of golf at the Viva Fresh Open
- Reserved table seating at Keynote Luncheon
- Company logo/name on select Viva Fresh signage
- Guarantee a block of up to 10 hotel rooms in the conference hotel up to 90 days before the Expo
- Option to purchase up to Three (3) additional badges

PLATINUM LEVEL: **$20,000 - $24,999**

- Company listed as a Platinum Level Sponsor on the Viva Fresh mobile app
- Complimentary push notification on app to event attendees during expo *(must be scheduled in advance with event coordinators)*
- Use of TIPA/VIVA Fresh logo throughout the year *(with approval by TIPA Executive Board)*
- Company logo on homepage and sponsors page of Viva Fresh website
- Preferred priority for premium exhibit space in central aisle *(applicable for those companies eligible to reserve a booth)*
- Six (6) all access badges (does not include golf), including special VIP reception with retail and foodservice attendees
- Two (2) complimentary rounds of golf at the Viva Fresh Open
- Reserved table seating at Keynote Luncheon
- Company logo/name on select Viva Fresh signage
- Guarantee a block of up to 10 hotel rooms in the conference hotel up to 90 days before the Expo

GOLD LEVEL: **$15,000 - $19,999**

- Company listed as a Gold Level Sponsor on the Viva Fresh mobile app
- Use of TIPA/VIVA Fresh logo throughout the year *(with approval by TIPA Executive Board)*
- Company logo on sponsors page of Viva Fresh website
- Premium exhibit space on either sponsors' row (space permitting) or premium end caps *(applicable for those companies eligible to reserve a booth)*
- Four (4) all access badges (does not include golf), including special VIP reception with retail and foodservice attendees
- One (1) complimentary rounds of golf at the Viva Fresh Open
- Company logo/name on select Viva Fresh signage

SILVER LEVEL: **$7,500 - $14,999**

- Company listed as a Silver Level Sponsor on Viva Fresh mobile app
- Use of TIPA/VIVA Fresh logo throughout the year *(with approval by TIPA Executive Board)*
- Company logo on sponsors page of Viva Fresh website
- Prime exhibit space, if available *(applicable for those companies eligible to reserve a booth)*
- Two (2) all access badges (does not include golf)
- Invitation to attend special VIP reception with retail and foodservice attendees
- Company logo/name on select Viva Fresh signage

BRONZE LEVEL: **$3,500 - $7,499**

- Company listed as a Bronze Level Sponsor on Viva Fresh mobile app
- Company logo on sponsors page of Viva Fresh website
- Company logo/name on select Viva Fresh signage
- Invitation to attend special VIP reception with retail and foodservice attendees for one (1) individual

VIVA FRESH™
PRODUCE EXPO
GATEWAY TO THE AMERICAS

Invoice

DATE	INVOICE NO.
12/4/21	2022-0008

901 Business Park Drive, Ste#500
Mission, Texas 78572

BILL TO
Pharr International Bridge Fred Bowen 9900 South Cage Blvd. Pharr, Texas 78577

ITEM	DESCRIPTION	QTY	AMOUNT
Platinum Level	Benefits include: • Company listed as Platinum Level Sponsor on the Viva Fresh mobile app • Complimentary push notification on app to event attendees during expo (must be scheduled in advance with event coordinators) • Use of TIPA/Viva Fresh logo throughout the year (with approval by TIPA Executive Board) • Company logo on homepage and sponsors page of Viva Fresh website • Preferred priority to reserve premium exhibit space in central aisle (applicable for those companies eligible to reserve a booth) • Six (6) all access badges (does not include golf), including special VIP reception with retail and foodservice attendees • Two (2) complimentary rounds of golf at the Viva Fresh Open • Reserved table seating at Keynote Luncheon • Company logo/name on select Viva Fresh signage • Guarantee a block of up to 10 hotel rooms in the conference hotel up to 90 days before the Expo	1	10,000.00

Effective: August 1, 2020. A service charge of 3.5% will be applied when using credit cards for payment.

METHOD OF PAYMENT: ___ MasterCard, ___ Visa, ___ Discover ___ American Express.

Name on Card: _____

Card Number: _____ CSV _____ Expiration: _____/_____ ZipCode: _____

Signature: _____

Thank you for participating in our annual Viva Fresh Expo. You can pay and register online. We are currently accepting the MasterCard, Visa and American Express Card.

Balance Due:

VIVA FRESH™
PRODUCE EXPO
GATEWAY TO THE AMERICAS

Invoice

DATE	INVOICE NO.
12/4/21	2022-0008

901 Business Park Drive, Ste#500
Mission, Texas 78572

BILL TO
Pharr International Bridge Fred Bowen 9900 South Cage Blvd. Pharr, Texas 78577

Due Upon Receipt

ITEM	DESCRIPTION	QTY	AMOUNT
Exhibitor Booth	Each exhibitor will receive an 10X10 booth space (one per company). The booth includes up to five show badges, access to all of the educational workshops and receptions.	1	0.00
Ex Hall Registration Ban...	Prefunction Exhibit Hall Registration Banner Benefits include: • Company logo will be featured wraparound of registration area • Approx. size Top Panel: 107.75”W x 24”H and Bottom Panel: 107.75”W x 28”H • Sponsor will work with the expo designer to create design featuring company logo, product photography and messaging (following specific design parameters, subject to Viva Fresh approval)	1	7,500.00
Publication Bin	Benefits include: • Company logo will be featured on Publication Bin front panel • Publication Bin will be displayed in high-traffic areas of the expo on both Friday and Saturday	1	2,500.00

Effective: August 1, 2020. A service charge of 3.5% will be applied when using credit cards for payment.

METHOD OF PAYMENT: ___ MasterCard, ___ Visa, ___ Discover ___ American Express.

Name on Card: _____

Card Number: _____ CSV _____ Expiration: _____/_____ ZipCode: _____

Signature: _____

Thank you for participating in our annual Viva Fresh Expo. You can pay and register online. We are currently accepting the MasterCard, Visa and American Express Card.	**Balance Due:**	$20,000.00

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.D.

DATE SUBMITTED: January 12, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on renewing COMCE Noreste Membership for $1,690.

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

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/12/2022

COMCE
NORESTE

Monterrey, N.L. Mexico, January 10, 2022

Mr. Luis A. Bazan
PHARR International Bridge

Dear Mr. Bazan:

Thank you in advance for the opportunity to present this renewal proposal of affiliation to COMCE Noreste (Northeast Chapter), for the period January 2022 - December 2022:

Membership Type	Annual Fee
Small Service Company	$1,690 USD
NOTE: Tax Included	

In advance, we would like to offer PHARR INTERNATIONAL BRIDGE the following:

- Linking service with our membership.
- Recommend your company in our Program "You Can Export" (Tu Puedes Exportar), a service to promote small and medium companies to get involved in international business.
- Invitation and promotion of a conference or seminar organized by your company.

SERVICE PORTFOLIO

COMCE Noreste is a private non-profit association, with more than 58 years promoting foreign trade, logistics and security in the supply chain of companies of the northeast states of Mexico: Nuevo León, Tamaulipas, Coahuila, Durango and Chihuahua. Below are some of the services and benefits of our membership:

COMCE
NORESTE

REPRESENTATION

Advocate, support and representation of Members at a national and international level before authorities, agencies and institutions in all activities related to foreign trade.

DIAGNOSIS OF FOREIGN TRADE

Physical, detailed and confidential analysis of a company´s Foreign Trade operations.

CONSUTANCY AND ADVICE ON FOREIGN TRADE

Advice on laws, regulations, logistics and transportation, customs and fiscal procedures, as well as in programs to support exports such as IMMEX, PROSEC and Regla 8ª, among others.

MANAGEMENT AND SUPPORT IN FOREIGN TRADE SERVICES

Management of procedures and paperwork related to Foreign Trade before government agencies, customs, consulates, embassies and international organizations.

CERTIFICATION WITH REGARD TO IVA & IEPS (VAT / Special tax for products and services).

Allows companies to exempt the payment of IVA and IEPS (100% tax credit) in their temporary import operations under the IMMEX program.

MARKET INTELLIGENCE

Competitive market information to facilitate decision making with real and prompt data.

MEXICAN SECURITY SUPPLY CHAIN PROGRAM (CASCEM)

This Program offers experience in the compliance and maintenance of the official OEA and CTPAT programs in Mexico and the United States.

TRAINING AND CERTIFICATION

Extensive program of courses, seminars, workshops and certifications in Foreign Trade.

BUSINESS MEETINGS (B2B)

Strategic alliances with Authorities, Business and Trade Organizations. Linking services among members to promote and strengthen international business.

JOB CENTER

Recruitment of specialized personnel in all areas of Foreign Trade. Psychometric tests, socioeconomic studies and labor research, medical examinations and anti-doping tests.

BENEFITS OF COMCE NORESTE´S MEMBERSHIP

- Unlimited advice on Foreign Trade issues, with our specialized consultants by personal contact, e-mail or telephone.
- Diagnosis: Foreign Trade preventive audit.
- Preliminary analysis for OEA and CTPAT Certifications.
- Participation in Working Committees:

  - ✓ Logistics and Customs
  - ✓ International Sales
  - ✓ CASCEM and Security
  - ✓ Strategic Planning
  - ✓ Institutional Relations
  - ✓ Affiliation and Membership

We appreciate your kind attention, it is a pleasure to serve you.

Sincerely,

Héctor Villarreal Muraira
Executive Director

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.E.

DATE SUBMITTED: January 12, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on COMCE Noreste Institutional Sponsorship 2022 for $1,950.

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

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/12/2022

COMCE
NORESTE

QUOTATION

Monterrey, N.L. Mexico, January 11, 2022

Mr. Luis A. Bazan
PHARR International Bridge

Dear Mr. Bazan:

Thank you in advance for the opportunity to present this quote to **PHARR International Bridge** to become an Institutional Sponsor of COMCE Noreste for the period **January - June 2022:**

Concept	Fee
Institutional Sponsorship 2022	$1,950 USD

BENEFITS OF COMCE NORESTE´S SPONSORSHIP:

The Institutional Sponsorship 2022 includes the following benefits which are divided up into the following 3 sections:

1.- Institutional:

- Logo displayed during the COMCE International Business Forum 2022.
- Logo on screen during COMCE Noreste´s Seminars and Workshops (12 at least).
- Two (2) scholarships for each Seminar and Workshop offered by COMCE Noreste.
- Promotional materials to include in COMCE Noreste Seminars and Workshops
- Logo in "brochures / flyers" to promote events, seminars and workshops organized by COMCE Noreste (Both: printed and digital).
- Logo on COMCE Noreste´s website (6 months).
- Logo in newsletters and news published by COMCE Noreste (6 months).
- Promotional material to include in the Welcome Kit for new Members of COMCE Noreste.
- Realization of 2 webinars and up to two in-person meetings with businessmen during the year, with topics to be defined by PHARR International Bridge under the coordination and promotional support of COMCE Noreste.

COMCE
NORESTE

2.- Annual Meeting 2022:

- Logo displayed on sponsor´s loop during the 2022 Annual Meeting in June 2022.
- Logo on stage and back screen.
- Logo on the Invitations of the Annual Meeting.

3.- Working Comissions Meetings:

Customs and Logistics / International Marketing / CASCEM and Security

- A 15-minute time slot in one of the meetings (breakfasts) to present the services of PHARR International Bridge.
- Right to distribute promotional material.
- Contact information of attendees.

IN ADDITION

- We will support the participation of Pharr International Bridge at the 2022 Mexican Foreign Trade Congress to be held during the month of September.

Thank you for the opportunity to offer this quotation and we expect to meet your needs and requirements to complete satisfaction.

Sincerely,

Héctor Villarreal Muraira
Executive Director

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.F.

DATE SUBMITTED: January 14, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on Amendment/Renewal of the existing contract for Blue Stone Capital Solutions LLC.

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

Issue: No back up information at this time.

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/14/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.071, the Board 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.)

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.072, the Board 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.)

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No

Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.074, the Board 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.)

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No

Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.076, the Board 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.)

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.084, the Board 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.)

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022

AGENDA MEMORANDUM

BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: January 4, 2022
MEETING DATE: January 19, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Administration

DIRECTOR:

Agenda Item: Pursuant to Section 551.087, the Board 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.)

Issue:

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No
Reason:

ROUTING:

Vanessa Guzman Created/Initiated - 1/4/2022