



**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, DECEMBER 21, 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 November 2022.
- B) Finance Report for October 2022.
- C) Engineer's Report.
- D) Director's Report.

3. ADMINISTRATIVE:

- A) Approval of Minutes for November 16, 2022.
- B) Discussion and action, if any, on Asociación Nacional de Importadores y Exportadores de la República Mexicana (ANIERM) Titanium Membership for \$1,500.

AGENDA BRIDGE BOARD MEETING
December 21, 2022

C) Discussion and action, if any, on renewal of COMCE Noreste Membership for \$1,800.

D) Discussion and action, if any, on COMCE Noreste Institutional Sponsorship 2023 for \$1,950.

E) Discussion and action, if any, on proposal from World City for the 2022 Pharr Trade Numbers book for \$42,000.

F) Discussion and action, if any, on Professional Service Agreement with Blue Stone Capital Solutions, LLC. for Financial Consulting.

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.

AGENDA BRIDGE BOARD MEETING
December 21, 2022

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 16th day of December 2022 at 12:00 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 16th day of December 2022





HILDA PEDRAZA, TRMC CMC
CITY CLERK



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.A.

DATE SUBMITTED: December 15, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Crossings and Revenues Report for November 2022.

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 - 12/15/2022

**CROSSINGS AND REVENUES
FOR THE MONTH OF NOVEMBER
FISCAL YEAR 2022 – 2023**

a) BRIDGE CROSSINGS

Crossings for the Pharr International Bridge totaled **103,271** vehicles for the month of November F.Y. 2022-2023, which showed an increase of **753** vehicles or **0.73%** over the same month in F.Y. 2021-2022.

b) CAR CROSSINGS

Car crossings for the Pharr International Bridge totaled **42,460** cars for the month of November F.Y. 2022 – 2023, showing an increase of **6,240** cars or **17.23%** over the same month in F.Y. 2021 – 2022.

c) SOUTHBOUND TRUCK CROSSINGS

Truck crossings totaled **60,811** trucks for the month of November F.Y. 2022-2023, showing a decrease of **(-5,487)** trucks or **(-8.28%)** over the same month in F.Y. 2021 - 2022.

d) TOTAL REVENUES

Revenues for the Pharr International Bridge totaled **\$1,375,261** dollars for the month of November F.Y. 2022 – 2023.

\$ 169,840 Autos & other
\$ 1,199,101 Trucks
\$ 6,320 Profit on pesos
\$ 1,375,261 TOTAL

Revenues showed an increase of **\$25,083** or **1.86%** over the same month in F.Y. 2021 – 2022.

e) NORTHBOUND TRUCKS

Northbound trucks at the Pharr International Bridge totaled **56,312** trucks for the month of November F.Y. 2022-2023, showing an increase of **339** trucks or **0.61%** over the same month in F.Y. 2021-2022.

SOUTHBOUND TRUCK CROSSINGS SHOWED AN INCREASE OF 4,499 TRUCKS OR 7.99% FOR THE MONTH OF NOVEMBER, COMPARED TO NORTHBOUND TRUCK CROSSINGS.

TOTAL NORTHBOUND AND SOUTHBOUND TRUCK CROSSINGS FOR THE MONTH OF NOVEMBER TOTAL 122,271 REPRESENTING AN INCREASE OF (-5,148) OR (-4.21%) OVER THE SAME TIME PERIOD IN F.Y. 2021-2022.

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

	F.Y. 2021-2022	F.Y. 2022-2023	GAIN / LOSS	INC% / DEC%
OCTOBER	97,565	107,357	9,792	10.04%
NOVEMBER	102,518	103,271	753	0.73%
YTD TOTAL	200,083	210,628	10,545	5.27%
DECEMBER	107,076			
JANUARY	102,505			
FEBRUARY	96,158			
MARCH	108,546			
APRIL	89,679			
MAY	103,970			
JUNE	101,575			
JULY	100,837			
AUGUST	107,399			
SEPTEMBER	102,896			
TOTAL CROSSING	1,220,724			

A. VEHICLE CROSSINGS SHOWED AN INCREASE OF 753 VEHICLES OR 0.73% OVER THE SAME MONTH IN F.Y. 2021-2022.

B. VEHICLE CROSSING SHOWED AN INCREASE OF 10,545 VEHICLES OR 5.27% OVER THE TWO (2) MONTHS IN F.Y. 2021-2022.

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

	F.Y. 202-2022	F.Y. 2022-2023	GAIN / LOSS	INC% / DEC%
OCTOBER	33,627	43,454	9,827	29.22%
NOVEMBER	36,220	42,460	6,240	17.23%
YTD TOTAL	69,847	85,914	16,067	23.00%
DECEMBER	42,624			
JANUARY	36,032			
FEBRUARY	35,195			
MARCH	41,472			
APRIL	36,340			
MAY	42,219			
JUNE	41,029			
JULY	41,088			
AUGUST	42,574			
SEPTEMBER	40,919			
TOTAL CROSSING	469,339			

A. CAR CROSSINGS SHOWED AN INCREASE OF 6,240 CARS OR 17.23% OVER THE SAME MONTH IN F.Y. 2021-2022.

B. CAR CROSSING SHOWED AN INCREASE OF 16,067 CARS OR 23.00% OVER THE TWO (2) MONTH IN F.Y. 2021-2022.

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

	F.Y. 2021-2022	F.Y. 2022-2023	GAIN / LOSS	INC% / DEC%
OCTOBER	63,938	63,903	(-35)	(-0.05%)
NOVEMBER	66,298	60,811	(-5,487)	(-8.28%)
YTD TOTAL	130,236	124,714	(-5,522)	(-4.24%)
DECEMBER	64,452			
JANUARY	66,473			
FEBRUARY	60,963			
MARCH	67,074			
APRIL	53,339			
MAY	61,751			
JUNE	60,546			
JULY	59,749			
AUGUST	64,825			
SEPTEMBER	61,977			
TOTAL CROSSING	751,385			

A. TRUCK CROSSINGS SHOWED A DECREASE OF (-5,487) TRUCKS OR (-8.28%) OVER THE SAME MONTH IN F.Y. 2021-2022.

B. TRUCK CROSSING SHOWED A DECREASE OF (-5,522) TRUCKS OR (-4.24%) OVER THE TWO (2) MONTH IN F.Y. 2021-2022.

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

	F.Y. 2021- 2022	F.Y. 2022- 2023	GAIN / LOSS	INC% / DEC%	FULL TRUCKS	EMPT	AG TRUCKS	NARP NO INSP.
OCTOBER	55,089	59,862	4,773	8.66%	42,412	17,450	17,937	9,472
NOVEMBER	55,973	56,312	339	0.61%	41,104	15,208	18,584	9,868
DECEMBER	55,061							
JANUARY	57,439							
FEBRUARY	52,772							
MARCH	60,137							
APRIL	44,692							
MAY	56,519							
JUNE	55,967							
JULY	55,597							
AUGUST	59,729							
SEPTEMBER	57,767							
TOTAL CROSSING	666,742							

Northbound trucks at the Pharr International Bridge totaled **56,312** trucks for the month of November F.Y. 2022-2023, showing an increase of **339** trucks or **0.61%** over the same month in F.Y. 2021-2022.

TRUCK CROSSING SHOWED AN INCREASE OF 5,112 TRUCKS OR 4.60% OVER THE SAME TWO (2) MONTH IN F.Y. 2021-2022.

Agriculture trucks at the Pharr International Bridge totaled **18,584** crossings for the month of November representing a **33%** of the imports from Mexico.

Agriculture trucks at the Pharr International Bridge Import Lot showed an increase of **2,564** or **16.00%** over the same month in F.Y. 2021-2022.

**PHARR INTERNATIONAL BRIDGE
NORTHBOUND & SOUTHBOUND
TRUCK CROSSING COMPARISON BY FISCAL YEAR**

	F.Y. 2021-2022	F.Y. 2022-2023	GAIN / LOSS	INC% / DEC%
OCTOBER	119,027	123,765	4,738	3.98%
NOVEMBER	122,271	117,123	(-5,148)	(-4.21%)
DECEMBER	119,513			
JANUARY	123,912			
FEBRUARY	113,735			
MARCH	127,211			
APRIL	98,031			
MAY	118,270			
JUNE	116,513			
JULY	115,346			
AUGUST	124,554			
SEPTEMBER	119,744			
TOTAL CROSSING	1,418,127			

A. TRUCK CROSSINGS SHOWED A DECREASE OF (-5,148) TRUCKS OR (-4.21%) OVER THE SAME MONTH IN F.Y. 2021-2022

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

	F.Y. 2021-2022	F.Y. 2022-2023	GAIN / LOSS	INC% / DEC%
OCTOBER	\$ 1,418,151	\$ 1,547,162	\$ 129,011	9.10%
NOVEMBER	\$ 1,350,178	\$ 1,375,261	\$ 25,083	1.86%
YTD TOTAL	\$ 2,768,329	\$ 2,922,423	\$ 154,094	5.57%
DECEMBER	\$ 1,605,104			
JANUARY	\$ 1,496,333			
FEBRUARY	\$ 1,373,791			
MARCH	\$ 1,561,510			
APRIL	\$ 1,240,476			
MAY	\$ 1,423,226			
JUNE	\$ 1,396,576			
JULY	\$ 1,420,750			
AUGUST	\$ 1,467,397			
SEPTEMBER	1,457,298			
TOTAL CROSSING	17,210.790			

A. REVENUES SHOWED AN INCREASE OF \$25,083 OR 1.86% OVER THE SAME MONTH IN F.Y. 2021-2022.

B. REVENUES SHOWED AN INCREASE OF \$154,094 OR 5.57% OVER THE TWO (2) MONTHS IN F.Y. 2021-2022.

**PHARR INTERNATIONAL BRIDGE
F.Y. 2022-2023 CROSSINGS COMPARISON BY AXLE**

	CARS	2X TRUCKS	3X TRUCKS	4X TRUCKS	5X TRUCKS	6X TRUCKS	MOBILE HOMES	WIDE LOAD	SPEC. CROSS	MONTH TOTAL
OCTOBER	43,452	3,279	4,908	1,387	49,933	4,218	1	131	48	107,357
NOVEMBER	42,460	2,897	4,651	1,323	47,910	3,856	7	118	49	103,271
DECEMBER										
JANUARY										
FEBRUARY										
MARCH										
APRIL										
MAY										
JUNE										
JULY										
AUGUST										
SEPTEMBER										
TOTAL CROSSING										

**TOTAL PERCENTAGE FOR CARS AND TRUCKS FOR THE MONTH OF
NOVEMBER T F.Y. 2022-2023.**

- 1X CARS 41.00%
- 2X TRUCKS 4.0%
- 3X TRUCKS 4.0%
- 4X TRUCKS 1.0%
- 5X TRUCKS 46.00%
- 6X TRUCKS 4.00%



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.B.

DATE SUBMITTED: December 16, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Finance Report for October 2022.

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 - 12/16/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.C.

DATE SUBMITTED: December 15, 2022

MEETING DATE: December 21, 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 is needed for this item.

Thank you.

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No

Reason:

ROUTING:

Vanessa Guzman

Created/Initiated - 12/15/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 2.D.

DATE SUBMITTED: December 15, 2022

MEETING DATE: December 21, 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 is needed for this item.

Thank you.

Fiscal Consideration:

Staff Recommendation:

Alternatives:

Exclude Material from Public Packet? No

Reason:

ROUTING:

Vanessa Guzman

Created/Initiated - 12/15/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.A.

DATE SUBMITTED: December 16, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Approval of Minutes for November 16, 2022.

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 - 12/16/2022

**MINUTES
TOLL BRIDGE BOARD
WEDNESDAY, NOVEMBER 16, 2022
PHARR CITY HALL, 118 S. CAGE BLVD.
2ND FLOOR, PHARR, TEXAS**

The Toll Bridge Board met in a regular called meeting on Wednesday, November 16, 2022, and following is the record of attendance.

MEMBERS PRESENT: Edgar Delgadillo, Chairman
Larry Hernandez, Member
Lazaro Beas, Member

MEMBERS ABSENT: Tony Martinez, Vice-Chairman
Adalberto Campero, Secretary

**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, Marketing Coordinator
Cleo Salinas, Administrative Assistant
Freddy Flores, Trade Liaison

OTHERS PRESENT: Anali Alanis, Interim City Manager
Patricia Rigney, City Attorney
Ruben Alfaro, City Engineer
Karla Saavedra, Finance Director
Juan Gonzalez, Interim Police Chief
Ezequiel Ordonez, Bridge México Liaison
Eddie Gutierrez, Financial Consultant
Hollis Rutledge, Governmental Affairs
Carlos Rodriguez, CBP
Andy Vega, CBP
Elmer Martinez, CBP
Rodrigo Ramos, TIF
Dagoberto Mares, TIF
Jesus Cano, UTRGV
Hector Ramirez, UTRGV
David Ortiz, UTRGV
Steve Taylor, Rio Grande Guardian

ITEM 1. CALL TO ORDER

A) ROLL CALL AND POSSIBLE ACTION ON THE EXUSING OF ANY ABSENT MEMBER

Chairman Delgadillo called the meeting to order at 12:02 p.m.

Member Hernandez **moved** to excuse absent members. Member Beas seconded the motion and when put to a vote, it carried unanimously.

B) PLEDGE OF ALLEGIANCE/INVOCATION

Luis Bazan, Bridge Director, led in the pledge of allegiance and said the invocation.

ITEM 2. DIRECTOR'S ADMINISTRATIVE REPORT

A) CROSSING AND REVENUES REPORT FOR SEPTEMBER AND OCTOBER 2022

Chairman Edgar Delgadillo introduced the item.

Fred Brouwen, Director of Operations, went over the total crossings and revenues report for the months of September and October 2022. He reported total crossings for the month of September were 102,896, which was an increase of 10,382 vehicles or 11.22% compared to last year. He also reported total crossings for the month of October were 107,357, which was an increase of 9,792 vehicles or 10.04% compared to last year. Mr. Brouwen stated that total car crossings for the month of September were 40,919, which was an increase of 11,662 cars or 39.86% and that total car crossings for the month of October were 43,454, which was an increase of 9,827 cars or 29.22%. He went over car crossing compassions from other bridges for the months of September and October 2022

Fred Brouwen, Director of Operations, further reported the total truck crossings for the month of September were 61,977, which was a decrease of -1,280 trucks or -2.02% decrease and the total truck crossings for the month of October were 63,903, which was a decrease of -35 trucks or -0.05% decrease. Mr. Brouwen went over truck crossings compassions from other bridges for the months of September and October.

Fred Brouwen, Director of Operations, also reported northbound crossings for the month of September were 57,767, which was an increase of 3,042 trucks or 5.56% increase, and northbound crossings for the month of October were 59,862, which was an increase of 4,773 trucks or 8.66% increase. Mr. Brouwen stated the agriculture for the month of September they had 15,900 trucks, which represents a 27% of all imports from Mexico to the U.S., and the agriculture for the month of October was 17,937 trucks, which represents a 30% of all imports from Mexico to the U.S. He also reported

a combination of northbound and southbound truck crossings for the month of September were 119,744, which was an increase of 1,762 or 1.49%, and a combination of northbound and southbound truck crossings for the month of October were 123,765, which was an increase of 4,738 or 3.98%.

Fred Brouwen, Director of Operations, went over the total revenues collected for the months of September and October 2022. He reported the total revenue collected for the month of September was \$1,457,298, which shows a decrease of -\$8,928 or -0.61% in revenues and the total revenue collected for the month of October was \$1,547,162, which shows an increase of \$129,011 or 9.10% in revenues.

Lastly, Fred Brouwen, Director of Operations, reported on crossing comparisons by axle for the month of September. He stated cars and trucks were 40,919, 2X trucks were 3,150, 3X trucks were 4,565, 4X trucks were 1,326, 5X trucks were 48,423, 6X trucks were 4,391, mobile homes were 1, wide loads were 81 and special crossings were 40 and total combination for the month of September was 102,896. He reported on crossings comparisons by axle for the month of October and stated that cars and trucks were 43,452, 2X trucks were 3,279, 3X trucks were 4,908, 4X trucks were 1,387, 5X trucks were 49,933, 6X trucks were 4,218, mobile homes were 1, wide loads were 131 and special crossings were 48 and total combination for the month of October was 107,357.

B) FINANCE REPORT FOR SEPTEMBER AND OCTOBER 2022

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 report on the finances for the bridge.

Karla Saavedra, Finance Director, briefly reported on the expenditures and revenues year to date for the bridge.

C) ENGINEER'S REPORT

Chairman Edgar Delgadillo introduced the item.

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

Ruben Alfaro, City Engineer, reported on the recent activity for DAP FY15 Projects. He stated on the 2nd BSIF Exit relocation of the sanitary sewer pipes and electrical conduit for the inspection booths had been completed, as well as the installation of the inspection booths, handrails, and internal light fixtures. He further reported the super wide load gate installation for the Northbound Lane Expansion project was completed along with the installation of the chain link fence, sliding gates and the installation of Densglass exterior and soffit sheathing at the primary canopy. He

added the installation of stucco for the soffit at the primary canopy and sodding along the full project were on going. He further stated time to date on the 2nd BSIF Exit was 82% and placed to date was 88% of the funds. The time to date on the Northbound Lane Expansion was 108% and placed to date was 92% of the funds for this project. He also added they had the final inspection scheduled for tomorrow with CBP and GSA and they expect the project close out on December 8, 2022.

Ruben Alfaro, City Engineer, further reported on DAP FY16 projects. He stated the consultant has reviewed the comments they received from TXDOT and performed corrections to the 100% plan set received on October 17, 2022, and submitted 100% plans to TxDOT on November 3, 2022. He added they were scheduled to advertise for letting in March 2023.

Ruben Alfaro, City Engineer, reported on the 2nd Span Project. He stated they received approval of amendment number 6 by City Commission on October 17, 2022 to perform additional boring for the drill shaft. He further stated the consultant continues working on the 95% plans for TxDOT submittal and the environmental studies were ongoing. Mr. Alfaro further reported they had completed the Terrestrial and Underwater study and were expecting to submit 95% Plans, Specifications and Estimate in December 2022, hopefully get the 100% done in January 2023 and would only be pending the environmental approvals.

D) DIRECTORS ADMINISTRATIVE REPORT

Chairman Edgar Delgadillo introduced the item.

Luis Bazan, Bridge Director, reported they would have a Memorandum of Understanding (MOU) called Global Entities Economic Partnership with an association called ANIERM, Asociación Nacional de Importadores y Exportadores de la República Mexicana who represent a big membership base of importers and exporters from Mexico. He stated this would take place tomorrow at the Pharr bridge and many people have been invited from this association in Mexico and this is to continue their partnership with Mexico.

Luis Bazan, Bridge Director, stated they had their 1st Annual Trucksgiving event last week at the bridge and over 70-75 people were in attendance. He further stated the event was fully sponsored and thanked all the sponsors for allowing them to put this together and everyone had a great time.

Luis Bazan, Bridge Director, stated they would be hosting the Annual Customer Appreciation Holiday event on December 9, 2022, to celebrate Christmas and the start of a new year. He added there would be live music, food for their customers in appreciation for their continued support to the Pharr International Bridge.

ITEM 3. ADMINISTRATIVE

A) APPROVAL OF MINUTES FOR SEPTEMBER 21, 2022

Chairman Edgar Delgadillo introduced the item.

Member Hernandez **moved** to approve. Member Beas seconded the motion and when put to a vote, it carried unanimously.

At this time, Edgar Delgadillo, Bridge Board Chairman, stated they would deviate from the agenda and go into closed session. There was no objection.

ITEM 4. CLOSED SESSION: IN ACCORDANCE WITH CHAPTER 551 OF THE TEXAS GOV'T. CODE, THE PHARR BOARD OF COMMISSIONERS HEREBY GIVES NOTICE THAT IT MAY MEET IN A CLOSED (NON-PUBLIC) EXECUTIVE SESSION TO DISCUSS THE ITEMS LISTED ON THE PUBLIC PORTION OF THE MEETING AGENDA IN ACCORDANCE WITH THE FOLLOWING BELOW

The time being 12:34 p.m., Chairman Delgadillo stated the Bridge Board would be entering into closed session in accordance with Chapter 551 of the Texas Govt. Code to discuss agenda items listed in the public portion of the agenda and Pursuant to Sections 551.071, 551.072, 551.074, 551.076, 551.084 and 551.087.

ITEM 5. RECONVENE

The time being 1:28 p.m., Chairman Delgadillo stated the Bridge Board would be resuming the open meeting.

ITEM 3. ADMINISTRATIVE

B) DISCUSSION AND ACTION, IF ANY, ON RENEWAL OF TRANSPORTATION INTERMEDIARIES ASSOCIATION (TIA) MEMBERSHIP DUES FOR \$700

Chairman Edgar Delgadillo introduced the item.

Member Hernandez **moved** to approve. Member Beas seconded the motion and when put to a vote, it carried unanimously.

C) DISCUSSION AND ACTION, IF ANY, ON RENEWING THE RIO GRANDE VALLEY PARTNERSHIP-CHAMBER OF COMMERCE MEMBERSHIP FOR \$2,500

Chairman Edgar Delgadillo introduced the item.

Member Hernandez **moved** to approve. Member Beas seconded the motion and when put to a vote, it carried unanimously.

D) DISCUSSION AND ACTION, IF ANY, ON 2023 INTERNATIONAL FRESH PRODUCE ASSOCIATION CORPORATE MEMBERSHIP FOR \$2,305

Chairman Edgar Delgadillo introduced the item.

Member Hernandez **moved** to approve. Member Beas seconded the motion and when put to a vote, it carried unanimously.

E) DISCUSSION AND ACTION, IF ANY, ON 2023 NATIONAL CUSTOMS BROKERS & FORWARDERS ASSOCIATION OF AMERICA (NCBFAA) MEMBERSHIP FOR \$850

Chairman Edgar Delgadillo introduced the item.

Member Hernandez **moved** to approve. Member Beas seconded the motion and when put to a vote, it carried unanimously.

F) DISCUSSION AND ACTION, IF ANY, ON 2023 NATIONAL CUSTOMS BROKERS & FORWARDERS ASSOCIATION OF AMERICA MEMBERSHIP DIRECTORY FOR \$2,679

Chairman Edgar Delgadillo introduced the item.

Member Hernandez **moved** to approve. Chairman Delgadillo seconded the motion and when put to a vote, it carried unanimously.

G) DISCUSSION AND ACTION, IF ANY, ON PROPOSAL FROM TALLER DE INFOGRAFIA Y FOTOGRAFIA DIGITAL (TIF) ON PHASE 1 VIDEO “SHORT FILMS” FOR BRIDGE PROMOTIONAL PURPOSES FOR \$36,000

Chairman Edgar Delgadillo introduced the item.

Chairman Delgadillo **moved** to approve. Member Hernandez seconded the motion and when put to a vote, it carried unanimously.

ITEM 6. ADJOURNMENT

There being no other business to come before the board, Board Member Hernandez **moved** to adjourn. Member Beas seconded the motion and when put to a vote, it carried unanimously. Meeting adjourned at 1:30 p.m.

APPROVED AS SUBMITTED:

EDGAR DELGADILLO, CHAIRMAN

ATTEST:

ADALBERTO CAMPERO, SECRETARY

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

ON THE 16th DAY OF NOVEMBER 2022, 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: _____



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.B.

DATE SUBMITTED: December 15, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on Asociación Nacional de Importadores y Exportadores de la República Mexicana (ANIERM) Titanium Membership for \$1,500.

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 - 12/15/2022



anierm

ASOCIACIÓN NACIONAL DE IMPORTADORES Y
EXPORTADORES DE LA REPÚBLICA MEXICANA



TITANIUM MEMBERSHIP

\$1,500.00

The Titanium membership is a membership made for the promotion of the products and services of our partners and is ideal for generating brand presence in the ANIERM foreign trade ecosystem.

Below are the benefits of our Titanium Membership.

BENEFITS	REGULAR PRICE	MEMBERSHIP PRICE
ANIERM Member		
2 Months of digital publicity in the prinicap banner of the ANIERM webpage.	\$ 2,000.00	\$ 0.00
2 Annual Webinars.	\$ 800.00	\$ 0.00
1 ANIERM Directory.	\$ 250.00	\$ 0.00
6 Posts on Social Media: Facebook, LinkedIn, Instagram & Twitter.	\$ 150.00	\$ 0.00
3 Publications in ANIERM newsletters/bulletin.	\$ 150.00	\$ 0.00
Free access to 2 ANIERM courses.		
Promo for your company in the annual directory.		
Brand presence in the Titanium Membership area of ANIERM with company logo and contact information	\$ 250.00	\$ 0.00
15% in print media (Publication in directory).		
Free access to half of our certified courses: - MS customs classification of goods - Courses in customs brokers operations - International sales - Risks in mitigation in foreign trade and customs	\$ 425.00	\$ 0.00
Free access to all events, cocktails, etc.		
Participation in Committees and working groups ANIERM.		
Offers and demands of the international market generated in our network of institutional relations with embassies, bilateral chambers and other public and private international promotion entities.		
Special registration pricing in trade missions and business agendas.		
Speaker at ANIERM webinars.		
Representation and Lobbying.		
Nationwide brand registration.	\$ 250.00	\$ 0.00
Subtotal	\$ 4,275.00	\$ 0.00
IVA	\$ 684.00	\$ 0.00
Total	\$ 4,959.00	\$ 0.00



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.C.

DATE SUBMITTED: December 15, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on renewal of COMCE Noreste Membership for \$1,800.

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 - 12/15/2022



Monterrey, N.L. Mexico, December 5, 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 - December 2023:

Membership Type	Annual Fee
Small Service Company	\$1,800 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 60 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:



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.

CONSULTANCY 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,

A handwritten signature in black ink, appearing to read "H. Muraira", with a stylized flourish at the end.

Héctor Villarreal Muraira
Executive Director



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.D.

DATE SUBMITTED: December 15, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on COMCE Noreste Institutional Sponsorship 2023 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 - 12/15/2022

Monterrey, N.L. Mexico, December 5, 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 renew as an Institutional Sponsor of COMCE Noreste for the period of January - December 2023:

Concept	Fee
Institutional Sponsorship 2023	\$1,950 USD

BENEFITS OF COMCE NORESTE'S SPONSORSHIP:

The Institutional Sponsorship 2023 includes the following benefits which are divided up into the following 3 sections:

1.- Institutional:

- Logo displayed during the COMCE International Business Forum 2021.
- Logo on screen during COMCE Noreste's Seminars and Workshops (24 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 (1 year).
- Logo in newsletters and news published by COMCE Noreste (1 year).
- Promotional material to include in the Welcome Kit for new Members of COMCE Noreste.
- Realization of 2 webinars and 2 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.

2.- Annual Meeting 2023:

- Logo displayed on sponsor's loop during the 2023 Annual Meeting.
- Logo on stage and back screen.
- Logo on the Invitations of the Annual Meeting.

3.- Working Comissions Meetings:

Customs and Logistics / Foreign Trade

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

IN ADDITION

- We will support the participation of Pharr International Bridge at the 2023 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



“PATROCINIO INSTITUCIONAL 2023”

PHARR International Bridge

PROGRAMA DE PATROCINIOS 2023

Precio: **\$1,950 USD**

INSTITUCIONAL 2023

Incluye:

- Logo durante el COMCE International Business Forum 2023.
- Logo en Pantalla durante Cursos, Talleres y Seminarios COMCE Noreste (24 al menos).
- 1 Beca en cada Curso, Taller y Seminario ofrecido por COMCE Noreste.
- Insertos en Cursos, Talleres y Seminarios COMCE Noreste (Promocionales).
- Logo en “folletos/flyers” para promoción de Eventos, Cursos, Talleres y Seminarios de COMCE Noreste (Impresos y Digitales).
- Logo en página web (1 año permanente y rotativo en páginas principales).
- Logo en Boletines y Avisos de COMCE Noreste (1 año).
- Inserto en Kit de Bienvenida a Nuevos Socios de COMCE Noreste.
- Realización de 4 Webinars durante el año con el apoyo promocional de COMCE Noreste (2 virtuales y 2 presenciales).

PROGRAMA DE PATROCINIOS 2023

ASAMBLEA 2023

Incluye:

- Logo en “loop” durante la Asamblea 2023 (61 Aniversario).
- Logo en escenario y pantalla durante Desayuno.
- Logo en Invitaciones.

PROGRAMA DE PATROCINIOS 2023

DESAYUNOS DE COMISIONES DE TRABAJO

(Aduanas, Logística y Seguridad / Comercialización Internacional)

Incluye:

- Espacio de 15 minutos en uno de los desayunos para presentación de los servicios de la empresa.
- Derecho a repartir material promocional.
- Información de contacto de los asistentes.



INICIATIVA PRIVADA EN EL COMERCIO EXTERIOR

 [comce.noreste.7](https://www.facebook.com/comce.noreste.7)

 [@ComceNoreste](https://twitter.com/ComceNoreste)

 [comcenoreste](https://www.linkedin.com/company/comcenoreste)

Consejo Mexicano de Comercio Exterior del Noreste, A.C.
Mexican Foreign Trade Council Northeast Region

www.comcenoreste.org.mx
Av. Parque Fundidora 501-95E Col. Obrera, Edif. Cintermex 1er Piso
Monterrey, N.L. México. 64010 Ph. +52 (81) 8130 5360



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.E.

DATE SUBMITTED: December 15, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on proposal from World City for the 2022 Pharr Trade Numbers book for \$42,000.

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 - 12/15/2022



Dec. 13, 2022

Mr. Luis Bazan
Bridge Director
Pharr International Bridge
118 S. Cage. Blvd.
Pharr, Texas 78577

Luis,

This is a proposal for the services WorldCity would like to provide the City of Pharr and the International Bridge next year, as discussed and requested. I have included some information about each of the individual items, also as requested.

Here is a quick overview:

Pharr TradeNumbers (Exec. Summary, bilingual)	Annual	Spring, 2023	\$ 8,500
Content syndication (Pharr)	Monthly	Nov. 2022-Oct. 2023	\$ 6,500
Content syndication (Mexico)	Monthly	Nov. 2022-Oct. 2023	\$ 6,500
Social Media Graphics (Monthly+YTD)	Monthly	Nov. 2022-Oct. 2023	\$ 6,000
Customized Videos (Ave. 100/Month)	Monthly	Jan. 2022-Dec. 2023	\$12,000
Trade Connect / in-person presentation	Annual	TBD	\$ 5,000
Discount			\$ (2,500)
TOTAL			\$42,000

As is customary, we require payment up front, withholding the cost of the printed publication (\$8,500) until delivered.

TradeNumbers Executive Summary. This is a 16-page publication, in English and Spanish, providing a high-level review of Pharr's trade in 2022. The data includes historical data, with pie charts, area charts, bar charts and maps. There are additional features within the publication, including an overview of the top exports and imports, ranking of the nation's top airport, seaports and "land ports," and more.

Content syndication. Our Basic data pages for Pharr International Bridge and Mexico are made available on the city's website as well as "unlocked" on ustradenumbers.com. This is a renewal. Using digital data visualization techniques, WorldCity shows the relative importance of Pharr's exports and imports in colorful, easy-to-understand "tree maps" as well as the overwhelming importance of Mexico to Pharr trade in a similar tree map. It can be adjusted to reveal data for the current month at the time, year-to-date or the latest annual data. There is also a pie chart showing Pharr's balance of trade between exports and imports, an area chart showing the totals for exports and imports individually over the preceding 12 months, and an auto-generated story analyzing Pharr's trade. On the ustradenumbers.com page, the bridge's logo appears at the top as the sponsor of the "unlocked" page. It also appears on the page for Mexico, which includes great detail of Mexico's trade with the United States.

Social Media Graphics. Built on our solid editorial content, each month we are creating colorful and straightforward graphics suitable for not only social channels like LinkedIn, Twitter and Facebook but PowerPoint presentations, reports, the Bridge website and events. Graphics such as the fastest-growing exports for that month, imports where Pharr led the nation that month, top exports that month. This year, we have doubled the number of options by including not only graphics for the current month but also year-to-date. These graphics are designed to acknowledge the export-import trade community and help strengthen it by allowing regular outreach with fresh and valuable editorial content that can lead back to the website, where publications are available for download.

Customized, Personalized Videos. This is a new service provided by WorldCity. Each month, we offer Pharr a two-minute videos that is customized (focusing on Pharr's export-import trade) and personalized (with the name of the recipient in the video; 1,200 for the year, or 100 per month on average). The videos are animated, with professional voice-over and music, with details about top exports and imports, fastest-growing exports and imports, and exports and imports where Pharr is top-ranked. It provides information on top trade partners beyond Mexico, historical trade, and more.

Trade Connect. I will participate in a Bridge Connect event during the year, providing an update on Pharr's trade. This is a renewal.

Sincerely,

Ken Roberts
President



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #: 3.F.

DATE SUBMITTED: December 16, 2022

MEETING DATE: December 21, 2022

FROM: Vanessa Guzman, Administrative Assistant

DEPARTMENT: Bridge

DIRECTOR:

Agenda Item: Discussion and action, if any, on Professional Service Agreement with Blue Stone Capital Solutions, LLC. for Financial Consulting.

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 - 12/16/2022

**CONSULTING AGREEMENT BETWEEN THE CITY OF PHARR,
TEXAS and BLUE STONE CAPITAL SOLUTIONS, LLC**

This Agreement is entered into by in between the City of Pharr, Texas hereinafter called “the City” and BLUE STONE CAPITAL SOLUTIONS, LLC hereinafter called “Consultant”, as follows:

WHEREAS, The City of Pharr wishes to employ Consultant provided consulting services on as the is set forth below and Consultant agrees to provide such services on the terms and conditions set forth below and, therefore, the parties hereby agree on bind themselves as follows:

1. Consultant will provide consulting services related to the Pharr-Reynosa International Toll

Bridge which consist of:

- a. Conducting historical review of the financial statements.
- b. Analyst current expenses, attempt to reduce expenses and show how the savings can be reinvested into increasing revenues; and
- c. Prepare annual forecast/projections of income and expenses.
- d. Assist in preparing Bridge’s organizational chart, with projected growth.
- e. Assist in preparing and submitting the annual budget and forecasting/projecting revenues and expenses, to include assistance with Bond and Bond Ratings (FAST Lane, DAP 15, DAP 16 and Southbound Bridge Expansion with Timelines and historical Northbound recapture rates).
- f. Analyst monthly and annual crossings
- g. Conduct financial & market analysis on existing and new projects; Toll Fee Analysis, HCRMA Fee Analysis, Stevedore Project, Overweight & Oversized Fee Analysis, Leidos X-Ray Analysis, Donna & Anzaldua’s Bridge Analysis(competitors), Top Import & Export Analysis, and Bridge Border Crises.
- h. Coordinate and assist efforts with Bridge Officials and the Legislative Team to ensure proper alignment of funding current and future (new) qualified bridge projects.
- i. Coordinate and assist with ongoing bridge efforts with Bridge Officials and the City of Pharr Officials of Organization and Strategic Excellence.

2. Consultant will prepare reports of income and expenses comparing actual vs projected figures to determine any variances related to the Pharr-Reynosa International Toll Bridge.
3. The term of this Agreement shall be three (3) years. This Agreement will terminate at the end of the three (3) year term, unless renewed in writing by the Parties. Consultant will be paid \$80,000.00 over the three-year term of this contract at a rate of \$6,666.67 per month with the first payment due upon the effective date of this contract and subsequent payments due on the same day of each month thereafter during the term of the contract. The effective date of this Agreement is February _____, 2023.
4. Consultant will be reimbursed for ~~reasonable and necessary~~ out-of-pocket expenses incurred in the performance of his work under this Agreement upon presentation of invoices for such expenses provided however that should any such expense exceed \$500.00, prior approval for the incurring such expenses will be obtained from the City.
5. City may terminate this Agreement, with or without cause, upon thirty (30) days written notice to Consultant, without further obligation or payment owed. Consultant may terminate this Agreement upon thirty (30) days advance written notice to the City, and no further payment or amount owed shall be due.
6. INDEPENDENT CONTRACTOR / NONDISCLOSURE. The parties stipulate and agree that:
 - (a) Consultant shall be an independent contractor for all purposes under this Agreement, and as such, no part of Consultant's work-product, methods, or process provided to City shall be directed or controlled by City;
 - (b) Consultant is not prohibited from providing services to any other entity or person that are not in conflict with the interests of the City of Pharr and its corporations and departments;
 - (c) Consultant will provide its own equipment, supplies, and necessities to perform

under this Agreement;

- (d) Consultant acknowledges and agrees that it may be personally liable for self-employment taxation;
- (e) Consultant is not entitled to any benefits as may be applicable to the personnel of the City; and
- (f) Consultant further agrees and stipulates that neither it nor any agent, employee, or representative shall disclose or share any information or materials obtained from City or in furtherance of this Agreement with any person or third-party including, but not limited to, any other domestic or foreign municipality unless authorized by City.

GENERAL PROVISIONS

- 7. This Agreement embodies the entire agreement among the parties and supersedes all prior written or oral agreements and understandings, if any, relating to the subject matter hereof except as is otherwise provided for herein.
- 8. This Agreement has been or may be executed in identical counterparts, all of which constitute collectively one Agreement.
- 9. The prevailing parties in any action to enforce this Agreement shall be entitled to receive reasonable attorneys' fees from the non-prevailing party pursuant to Section 271.153 of the Texas Local Government Code.
- 10. Failure of any party to exercise any right or option arising out of any breach of this Agreement shall not be deemed a waiver of any right or option with respect to any subsequent or different breach, or the continuance of any existing breach.
- 11. This Agreement is intended to be performed in the State of Texas and the substantive laws of Texas shall govern the validity, construction, enforcement and interpretation of this Agreement. Venue and Jurisdiction for any and all claims arising out of this agreement shall lie exclusively in the State and District Courts of Hidalgo County, Texas.

12. This Agreement is intended to be performed in the State of Texas and the substantive laws of Texas shall govern the validity, construction, enforcement and interpretation of this Agreement. Venue and Jurisdiction for any and all claims arising out of this agreement shall lie exclusively in the State and District Courts of Hidalgo County, Texas.
13. Appropriation. This Agreement is subject to budgetary constraints.
14. Notices. All notices and other communications hereunder shall be in writing and shall be deemed given if delivered personally or by commercial delivery service, or mailed by registered or certified mail (return receipt requested) or sent via facsimile (with confirmation of receipt) to the parties at the following address (or at such other address for a party as shall be specified by like notice) if to:

BLUE STONE CAPITAL SOLUTIONS, LLC
16172 Weston Way Drive
Harlingen, TX 78552

City of Pharr
Attention:
118 S. Cage Blvd.
4th Floor
Pharr, Texas

IN WITNESS WHEREOF: The parties hereto have executed this Agreement as of the day and year written below.

BLUE STONE CAPITAL SOLUTIONS, LLC

By: _____
Heriberto "Eddie" Gutierrez, Its
Manager

CITY OF PHARR, TEXAS

By: _____
Anali Alanis, Interim City Manager



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: December 13, 2022

MEETING DATE: December 21, 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 - 12/13/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: December 13, 2022

MEETING DATE: December 21, 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 - 12/13/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: December 13, 2022

MEETING DATE: December 21, 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 - 12/13/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: December 13, 2022

MEETING DATE: December 21, 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 - 12/13/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: December 13, 2022

MEETING DATE: December 21, 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 - 12/13/2022



AGENDA MEMORANDUM



BOARD: Pharr International Toll Bridge Board

AGENDA ITEM #:

DATE SUBMITTED: December 13, 2022

MEETING DATE: December 21, 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 - 12/13/2022