

The Border Mayors Association Asociación de Alcaldes Fronterizos

Una Asociación Internacional de Alcaldes Fronterizos de México y Estados Unidos
An International Association of Border Mayors from México and the United States



Our purpose is to speak with one voice on issues that impact the communities that our borders join together.
Nuestro propósito es hablar con una sola voz en temas que impactan a las comunidades que nuestras fronteras se unen.

PROGRAMA TENTATIVO

- 8:30-9:15 a.m. Almuerzo – Patrocinado por Richer Agencia Aduanal
- 9:15-9:20 a.m. Bienvenido y Comentarios Introdutorios
- John Cook, Director Ejecutivo de BMA
- 9:20-9:35 a.m. Bienvenido a la región de Laredo/Nuevo Laredo
- Alcalde de Laredo, Honorable Pete Sáenz
 - Presidente Municipal de Nuevo Laredo, Honorable Carlos E. Cantúrosas
- 9:35-9:50 a.m. Tecnología y la Frontera en el Siglo 21
- Maquila Global-21
- 9:50-10:15 a.m. Acuerdo de Asociación Transpacífico
- Oficina Comercial de los Estados Unidos
- 10:15-11:15 a.m. Panel de Discusión
Los desafíos y oportunidades que se plantean la frontera de México-Estados Unidos
Moderado: Christopher Wilson, Instituto México
Los panelistas:
- Bradd Skinner , Operaciones de Comercio ayudante de dirección , Oficina CBP Laredo
 - Gerry Schwebel, Exec VP International Bank of Commerce
 - Homero Galindo, Maquila Global 21
 - Israel Morales, INDEX
- 11:15 a.m. -12:15 p.m. Comida - Patrocinado por AEP Texas
- 12:15-12:45p.m. Elección de la Mesa Directiva
- Presidentes de México/Estados Unidos
 - Vice-Presidente de México/Estados Unidos
- 12:45-1:45 p.m. Resoluciones
- Alcaldes Fronterizos
- 1:45-2:00 p.m. Cierre del evento y el anuncio de la próxima reunión
- Presidente entrante

Servicios de interpretación patrocinado por Laredo Development Foundation

Agenda

One Texas Tower – 109 N. Oregon – Suite 1106 E – El Paso, Texas 79901
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| 8:30-09:15 a.m. | Buffet Breakfast – Sponsored by Richer Agencia Aduanal |
| 9:15-09:20 a.m. | Greetings and Introductory Remarks <ul style="list-style-type: none">• John Cook, Executive Director BMA |
| 9:20-9:35 a.m. | Welcome to Laredo/Nuevo Laredo <ul style="list-style-type: none">• Mayor of Laredo, Honorable Pete Sáenz• Mayor of Nuevo Laredo, Honorable Carlos E. Cantúrosas |
| 9:35-9:50 a.m. | Technology and the 21 st Century Border <ul style="list-style-type: none">• Homero Galindo, Maquila Global-21 |
| 9:50-10:15 a.m. | Trans Pacific Partnership Agreement <ul style="list-style-type: none">• Sam DuPont, White House Trade Office |
| 10:15-11:15 p.m. | Panel Discussion
<i>Challenges and Opportunities Facing Mexico-United States Border</i>
Moderated by Christopher Wilson, Mexico Institute
Panelists: <ul style="list-style-type: none">• Bradd Skinner, Assistant Director Trade Operations, CBP Laredo Field Office• Gerry Schwebel, Exec VP, International Bank of Commerce• Homero Galindo, Director, Maquila Global 21• Israel Morales, INDEX |
| 11:15 a.m.-12:15 p.m. | Luncheon – Sponsored by AEP Texas |
| 12:15-12:45 p.m. | Election of Officers <ul style="list-style-type: none">• Chairmen Mexico/US• Vice Chairmen Mexico/US |
| 12:45-1:45 p.m. | Resolutions <ul style="list-style-type: none">• Border Mayors |
| 1:45-2:00 p.m. | Closing Remarks and Next Meeting <ul style="list-style-type: none">• Incoming Chairman |

Interpreter Services Sponsored by Laredo Development Foundation



August 24, 2016: Executive Director John Cook opened the 5th Summit of the Border Mayors Association in Laredo, Texas. Mr. Cook presented a brief summary of the genesis and purpose of the Association, as required to cover the period since the last meeting in the city of Juarez, Mexico; And the need to cover the resignation of Co-Chair Mayor Bob Filner of San Diego during his term in office. Mr. Cook turned the meeting over to Laredo Mayor Pete Saenz and to a representative from the office of Nuevo Laredo Mayor Carlos Cantu Rosas. Mayor Saenz gave a warm welcome to the attending Mayors and organizations.

Mr. Cook introduced Mr. Homero Galindo of Maquila Global-21. Mr. Galindo's presentation focused on a technology-based solution to address the impact of congestion and wait times at the Ports of Entry. This solution is an evolution of a project that was presented at our 3rd Bi-national Summit in San Diego and supported by a resolution at our 4th Summit in Juarez. The technology-based solution is based on electronic escort of shipments from each Plant's origin at a shipping dock in Mexico to the Border; and then, the risk segmentation of all trucks prior

to entering the queue to the Aduanas' inspection facilities. The solution was tested during a 100-day pilot program in 2012, which was conducted at the Zaragoza Port of Entry between Juarez and El Paso. The results of this study showed that it was possible to significantly reduce both "wait and processing" times by both CBP and Aduanas Mexico.

Mr. Cook introduced Mr. Christopher Wilson, Deputy Director of the Mexico Institute of the Woodrow Wilson Foundation, Washington DC (refer to resume). Mr. Wilson moderated and introduced the panelists for a discussion on *Challenges and Opportunities on the Mexico-US Border*. Panel highlights presented:

On the average, materials and goods cross the border eight times during the manufacturing processes. The resultant delays in crossing the border have a direct impact on the cost of production and Global Competitiveness.

- The United States and Mexico have a unique shared production platform that can't be duplicated anywhere else. Changing demographics in both Nations provide an opportunity for current and future workforces. The U.S. workforce has moved away from manufacturing jobs; whereas the Mexican workforce has and will continue to multiply in this sector. Thereby, It is imperative that border communities and Border Mayors understand their own demographics.
- In a global economy, competitiveness is dictated by: workforce, cost structure, flexibility in logistics and regulation. The Trans Pacific Partnership trade agreement will challenge these dynamics and each region's ability to compete. Border cities should look for opportunities to attract medium sized support industries to become local suppliers.
- Prior to NAFTA, the US, Mexico and Canada were all competing with each other. Post NAFTA: Canada became a primary source of resources; United States focused on technological advances and a consumer base; and Mexico provided a trained workforce for manufacturing. The result was a successful shared production platform that made the three-nation region a global trade powerhouse by taking advantage of Just in Time (JIT) manufacturing principles.

Automated Commercial Environment (ACE) is a computer system used by Customs Brokers to automate the regulatory paperwork. IBM developed the ACE software solution for U.S. Customs and Border Protection, which has transitioned from a transaction-by-transaction basis to an account-based system that recognizes risk segmentation

- Trends on Border Trade include Public-Private Partnerships, pre-inspection and elimination of dual inspections by both CBP and Aduanas Mexico.

RESOLUTIONS:



The Mayors initialized the structure for a Resolution. However due to time constraints, the Mayors will need to complete this resolution by circulating the final drafts via e-mail.

Mayor Ken Miyagishima of Las Cruces, New Mexico, asked the mayors to consider paying dues to the Border Mayors Association. Currently, the Association does not have a source of funding operations, which limits our effectiveness. Currently, John Cook is paying for such things as website hosting and domain name. Mr. Cook also pays for his own travel expenses to our meetings and also to present our Resolutions in Washington DC and Mexico City. Mayor Miyagishima suggested that at a minimum, each participating city should pay \$500 a year; he also suggested that larger cities should be able to contribute at a higher level. Mr. Cook was not interested in receiving a salary, but he was not opposed to having his travel expenses reimbursed

In order for this recommendation to be implemented, the organization will have to get a tax ID and decide on a legal structure. This item will be discussed in detail at our next meeting.

ELECTIONS:

Laredo Mayor Pete Saenz and Nuevo Laredo Mayor-Elect Enrique Rivas were elected as the Co-Chairs of the Border Mayors Association. They will serve until the next elections, which will be conducted next year in San Diego, California.