

July 23, 2023

TO: Mr. Jaime Chamberlain, Chairman

FROM: Luis E. Ramirez Thomas, President, Ramirez Advisors Inter-National

SUBJECT: Monthly Report of Activities – June 2023

On behalf of Ramirez Advisors Inter-National, LLC ("RAI-N") we are pleased to present our monthly activity report to you and the Board of Directors of the Greater Nogales Santa Cruz County Port Authority ("GNSCCPA"). As always, we request and welcome your continued comments and suggestions as to how we can improve on our services, our communications, and our activities on your behalf. With your feedback, we will make every effort to improve our response to your directives and ensure an effective implementation of the initiatives at hand.

Our recent activities on behalf of the GNSCCPA have focused on the following key areas:

- 1. Mariposa Cold Rooms Update;
- 2. EV Truck Pilot Program Update;
- 3. Congressionally Directed Spending Requests Selected for Nogales/SCC Region;
- 4. Dialogue with UA on EDA Tech Hubs Grant Opportunity;
- 5. Meeting Mexican Trucking Industry on Enforcement Issues;
- 6. Santa Cruz County Approves funding for Port Authority;
- 7. US-MX BBBXG Plenary Meeting in Washington, DC;
- 8. KGUN-9 Interview on Cross-Border Trade;
- 9. Recognition for U.S. Consul General Biedebach;
- 10. I-11 Corridor Coalition Presentation; and
- 11. Nogales Stakeholder Meeting with DPS and ADOT-ECD.

This report is not intended to be a full description of all activities but rather, provides highlights and information on the direction of our activities to keep the Board of Directors informed and to ensure adherence to the vision and guidance imparted to RAI-N by the GNSCCPA and its leadership. Throughout this period, RAI-N has maintained active and frequent communications with Ms. Allison Moore, Mr. Josh Rubin, Mr. Guillermo Valencia, Mr. Bruce Bracker and other members of the Board of Directors and stakeholders to ensure that we have a fully coordinated approach to our efforts. RAI-N stands ready to address any issue, concern or suggestion that may arise from this report and from our ongoing dialogue with the leadership and the Board of Directors.

P.O. Box 4518 Rio Rico, AZ 85648

www.nogalesport.org

1. MARIPOSA COLD ROOMS PROJECT UPDATE

- Cold Rooms have become operational, under the management of Port Devaning Services (PDS).
- While the "punch list" issues have been addressed, there is one remaining issue, that the General Services Administration (GSA) has informed the Port authority that there are leaks on the roof over the location of the cold rooms and that they are afraid that the water that leaks in may damage the cold rooms and the equipment.
 - GSA has indicated that since the roof was intended to leak, that if we wanted to have the leas repaired, the Port Authority would have to cover the expense of the repairs.
 - The Port Authority is working with the contractor to see what the alternatives for the repairs are.
 - This issue was not raised by GSA until after the completion of the project.

2. EV TRUCK PILOT PROGRAM CONTINUES

- The technical team continues to look for grant opportunities that may help defray the cost of electric trucks for the pilot program.
- With the generous in-kind contribution by the Arizona Department of Transportation, the Port Authority has been working with the Grants Writing team at ADOT to prepare a \$1 million grant application to the US Department of Transportation (USDOT) as part of the Reduction of Truck Emissions at Port Facilities (RTEPF) grant program.
 - The work has included responding to multiple and extensive requests for information, participating in weekly calls, securing letters of support, supplying information to grant writer, setting up meetings with key project stakeholders and participants.
 - The grant application is due on July 26, 2023.
 - A copy of the application will be provided once it is submitted.



Video conference meetings with ADOT Grants Team

- On Friday, June 23, 2023, the Port Authority submitted a Letter of Intent to USDOT for the RTEPF.
 - A copy of the Letter of Intent is provided in Attachment #1.

- The Technical team, after an extensive review, selected the University of Arizona as the research institution that will create the data gathering programs, track and analyze the data and create the reports of the findings.
 - Special thanks to the Texas Transportation Institute for submitting a proposal that was also considered.

3. CONGRESSIONALLY DIRECTED SPENDING REQUESTS FOR NOGALES

- It is with deep appreciation for the continued support from Senators Kyrsten Sinema and Mark Kelly, along with Congressman Raul Grijalva, that \$67.1 million have been included in Congressionally Directed Spending (CDS) requests for Nogales.
- These projects have been part of the advocacy efforts by the port Authority for several years.
- The CDS that have been identified to date, as reported in the May 2023 report and confirmed in June 2023, are:

Representative Raul Grijalva CDS Requests

https://grijalva.house.gov/fy-2024-community-project-funding/

Project: Santa Cruz County Animal Shelter
Recipient: Santa Cruz County: 1250 N Hohokam Dr Nogales, Arizona 85621
Amount Requested: \$525,000

Senator Kyrsten Sinema CDS Requests

https://www.sinema.senate.gov/fy2024-community-project-funding-requests

Recipient Name: City of Nogales Requested Amount: \$5,000,000 Recipient Location: Nogales AZ Request Explanation: There are 4 bridges over the railroad and the Nogales Wash, and they serve as the only east-west connectors in the community. Without the bridges the city would be divided. They are old and in desperate need of repairs.

Recipient Name: City of Nogales Requested Amount: \$3,234,000 Recipient Location: Nogales AZ

Request Explanation: The project consists in the reconstruction of 2,860 foot of Industrial Park Drive beginning at Manor Drive and ending at Mariposa Road (SR189). The project will include a 3-foot concrete valley gutter on each side to improve the surface drainage system and extend the life of the pavement.

Recipient Name: Greater Nogales Santa Cruz County Port Authority Requested Amount: \$50,000,000 Recipient Location: Nogales AZ **Request Explanation:** The I-19 interchanges at Ruby Road and Rio Drive, along with the frontage roads on both sides of the freeway are in dire need of improvements.

Recipient Name: Santa Cruz County Requested Amount: \$1,500,000 Recipient Location: Nogales AZ

Request Explanation: The project consists of retrofitting an existing County Building (3,000 Sq. Ft.), for the purpose of converting it into a modern Animal Control shelter with the capacity to effectively provide the highest level of animal services within the jurisdiction.

Senator Mark Kelly CDS Requests

https://www.kelly.senate.gov/appropriations-requests/

Recipient: City of Nogales

Industrial Park Drive Reconstruction -- This funding will help reconstruct part of Industrial Park Drive, including a 3-foot concrete valley gutter to improve the surface drainage system and extend the life of the pavement. This major industrial area provides employment opportunities to residents. **Requested Amount:** \$3.235 million

Recipient: Santa Cruz County

Ruby Road Bridge -- This project would replace the Ruby Road Bridge over Potrero Creek and create a grade separated crossing for the Union Pacific Railroad line. This would improve safety and connectivity for this underserved community. **Requested Amount:** \$3.6 million

4. DIALOGUE WITH UA ON TECH HUBS GRANT OPPORTUNITY

- The University of Arizona's School of Mining reached out to the Port Authority to inquire if there was any interest in participating in a stakeholder group that was considering applying for a grant that funds Regional Technology and Innovation Hubs through the Economic Development Administration (EDA).
- In an initial conversation, Chairman Chamberlain invited the University of Arizona to present the concept to the Port Authority in the June 28 Bord of Directors meeting to gage interest for the Board members and local stakeholders.
- The grants were open to broad consortiums that could include governmental agencies, academia, non-profits and private entities.
- The grant can be for up to \$65 million and can be used to fund up to 8 individual projects that develop and promote an innovative technology.
- Thanks to Misael Cabrera of the School of Mining for bringing this to the attention of the Port Authority.
- A copy of the summary page of the Notice Of Finance Opportunity (NOFO) is provided below.
- The complete NOFO can be found at <u>https://www.eda.gov/funding/programs/regional-technology-and-innovation-hubs</u>



Initial Dialogue with UofA School of Mining

NOTICE OF FUNDING OPPORTUNITY EXECUTIVE SUMMARY

- Federal Agency Name: Economic Development Administration (EDA or the Agency), U.S. Department of Commerce (DOC).
- Federal Funding Opportunity Title: FY 2023 Regional Technology and Innovation Hub Program Phase 1 Notice of Funding Opportunity (NOFO) (Tech Hubs Phase 1 NOFO).
- Announcement Type and Date: Tech Hubs Phase 1 NOFO publishing EDA's application submission requirements and application review procedures under the Regional Technology and Innovation Hub Program, as authorized by section 28 of the Stevenson-Wydler Technology Innovation Act of 1980, as amended (15 U.S.C. § 3722a). Effective date: May 12, 2023.
- Funding Opportunity Number: EDA-TECHHUBSPHASE1-2023
- Catalog of Federal Domestic Assistance (CFDA) Number: 11.036, Regional Technology and
 Innovation Hub Program
- Dates: This is a two-phase competition. The deadline for Phase 1 applications is <u>11:59 p.m. Eastern</u> <u>Time on August 15, 2023</u>. Applications received after this deadline will not be reviewed or considered. Only those that are Designated as Technology Hubs in Phase 1 will be permitted to apply to Phase 2. It is anticipated that the Notice of Funding Opportunity for Phase 2 will be made available in fall 2023.

EDA may amend, cancel, or withdraw the Tech Hubs Phase 1 NOFO at any time. All changes will be communicated via Grants.gov.

Eligible Applicants: Pursuant to section 28(c) of the Stevenson-Wydler Technology Innovation Act of 1980 (15 U.S.C. § 3722a(c)), consortia are eligible applicants under this NOFO. An eligible consortium must include one or more of each of the following: (i) institutions of higher education, which may include Historically Black Colleges and Universities, Tribal Colleges or Universities, and Minority-Serving Institutions; (ii) State, territorial, local, or Tribal governments or other political subdivisions of a State, or a consortium thereof; (iii) industry groups or firms in relevant technology, innovation, or manufacturing sectors; (iv) economic development organizations or similar entities focused primarily on improving science, technology, innovation, entrepreneurship, or access to capital; and (v) labor organizations or workforce training organizations. See section A.1.b.iii. for additional requirements related to the consortium.

Under this NOFO, EDA is not authorized to provide grants or cooperative agreements to individuals. Requests from individuals will not be considered for funding.

Funding Opportunity Description: Subject to the availability of funds, awards made under this
NOFO will seek to strengthen U.S. economic and national security through place-based investments
in regions with the assets, resources, capacity, and potential to become globally competitive Tech
Hubs, within approximately ten years, in the technologies and industries of the future, and for those
industries, companies, and the good jobs they create to start, grow, and remain in the United States.

5. MEETING WITH MEXICAN TRUCKING INDUSTRY ON ENFORCEMENT ISSUES



■El @ConsulMexNog facilitó un diálogo entre transportistas de II y autoridades de II a fin de evitar interrupciones en los flujos comerciales terrestres en #Nogales. Continuaremos informando.

Un agradecimiento a @gobiernosonora @USCGNogales @FMCSA @ArizonaDOT @PortNogales



 On June 29, 2023, and in response to concerns from the Mexican trucking industry, the Mexican Consulate General in Nogales, Arizona, hosted a stakeholder roundtable to address industry concerns.

 In addition to the Port Authority, The meeting included representatives of the State of Sonora, the City of Nogales, ADOT, the US Consulate General in Nogales, Sonora, and a number of trucking industry representatives.

• The Consulate General of Mexico agreed to send out minutes with action items from the meeting and to continue to facilitate the dialogue to find solutions that

ensure an uninterrupted flow of commerce at Nogales.

6. SANTA CRUZ COUNTY APPROVES FUNDING FOR PORT AUTHORITY

- On June 20, 2023, with a unanimous vote by the Board of Supervisors approved a multiyear commitment to the Port Authority.
- As a founding member of the Port Authority, the County has been and remains a principal participant, advocate, and supporter of the organization.
- Pursuant to the approval, a contractual agreement has been executed with the County that outlines a number of deliverables and responsibilities:
 - Activities to improve the key ports of entry in all aspects.
 - Make efforts to act as a strong advocate and champion for nurturing growth and promoting economic development opportunities in Santa Cruz County.
 - Make efforts to improve the Port Authority's visibility and broaden the understanding of what it does and its impact on the region.
 - Organize and host biannual stakeholders' meetings focused on economic development. Topics to be mutually agreed upon by the Board of the Port Authority with topics suggested by the Santa Cruz County Board of Supervisors to be seriously considered.
 - Research, propose and possibly conduct studies that will make Santa Cruz County and the region more responsive to economic development needs. Monthly email distribution summary report of Port Authority activities.
 - Facilitate meetings with key stakeholders to increase infrastructure and economic development.
 - Inform Santa Cruz County of economic development opportunities.

- Provide a quarterly presentation to the Santa Cruz County Board of Supervisors during a regularly scheduled board meeting that reports activities for that quarter.
- A copy of the executed contract with Santa Cruz County can be found in attachment #2.

7. US-MX BBBX PLENNARY MEETING IN WASHINGTON, D.C.

- On June 23, 2023, the US Department of State notified the Port Authority and other border communities and stakeholders of the next US-Mexico Binational Bridges and Border Crossings Meeting that will take place in Washington, D.C. on Friday, July 23, 2023.
- The meeting is co-hosted by the Mexican Ministry of Foreign Affairs and brings together all the relevant federal agencies with jurisdiction over ports of entry.
- This is the official protocol binational meeting where the US and Mexico come together to hear presentations and recommend actions on all port of entry projects.
- An email notification to the Port Authority it was recommended that the Port Authority send a delegation to present on the urgent need to modernize the DeConcini Port of Entry.
 - A copy of that email is provided in Attachment #3.

8. KGUN-9 INTERVIEW ON INTERNATIONAL TRADE

Posted at 8:02 PM, Jun 27, 2023 and last updated 8:02 PM, Jun 27, 2023

NOGALES, Ariz. (KGUN) — A hot economy has been boosting trade back and forth between Arizona and Mexico. As pandemic restrictions lifted, pent up demand is just one factor that pumped up cross border trade.

Most people think of produce when they think of cross border trade with Mexico but there is much more to it than that and it has really been growing in the first part of this year.

nt Stories from kgun9.com



• On June 27, 2023, KGUN-9 out of Tucson interviewed both Chairman Chamberlain and Vice Chair Rubin regarding the importance of international and the impacts of foreign direct investment to the border region and North America.

• The news report can be viewed at: <u>https://www.kgun9.com/border-</u> <u>watch/cross-border-trade-stronger-</u> <u>since-pandemic-restrictions-lifted</u>

 "And I think there are a lot of people with an appetite (in Mexico) to come shopping up to Tucson and Phoenix and even here in Nogales. Then I think that that appetite was pending for a long time and pent up and we're able to do that now," stated Chairman Chamberlain.

- The article references statements by Vice Chair Rubin: "He says even Asian companies are setting up in Mexico as a hedge against tension and trouble in other parts of the world; and that means jobs for Arizonans."
- This is part of the ongoing efforts to position local experts to discuss these issues and raise awareness of the challenges and opportunities in the community.

9. RECOGNITION FOR US CONSUL GENERAL BIEDEBACH



@PortNogales se reúne

frecuentemente con los principales actores locales, estatales y federales para estar al día de las oportunidades que hay para la comunidad de @santacruzaz.

CG Biedebach participó en reunión informativa donde participó la @uarizona College of Engineering y se presentó el proyecto de conectividad carretero I-11.

Translate Tweet



• On June 28, during the Board meeting, the Port Authority presented a special recognition to US Consul General Laura Biedebach as she ends her assignment in Nogales, Sonora.

 Consul General Biedebach, arrived in Nogales during one of the most challenging times the world has ever faced, the COVID 19 Pandemic. It meant that many were not able to meet the Consul in person for several months although direct interaction with her and her team did not miss a beat.

 Video conferences became the standard and multiple meetings took place relying on the emerging technology of video conferencing – something that most of us take for granted today.

• Consul General Biedebach continued the tradition of highly effective advocates for US interests and advocating for the needs of the Arizona-Sonora border region.

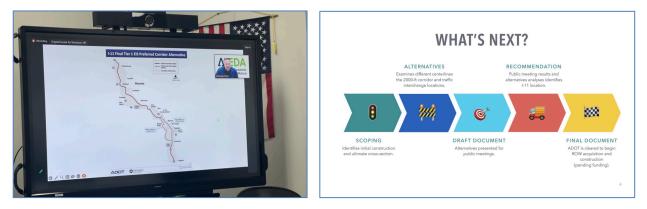
• Ramirez Advisors joins the Port Authority in congratulating Consul General Biedebach and

wishing her continued success in future endeavors.



10. I-11 CORRIDOR COALITION PRESENTATION

- During the June 28,2023 Board meeting, Johnathan Price, who now heads up the coalition, gave a presentation regarding the progress made to date in advocating for the development of I-11, a new interstate that was originally conceived to connect Phoenix with Las Vegas, but the concept has evolved to become a possible new major North-South corridor that would offer an alternative route for trade and tourism between Mexico and Canada, with the principal component being the US.
- The Coalition has indicated that they would like to be in closer contact with the Port Authority to ensure that the issues that impact the of trade and tourism that crosses through Nogales are taken into account and included in their messaging.
- For more information on the I-11 Corridor Coalition, please visit: <u>https://www.i-11coalition.org</u>.



11. NOGALES STAKEHOLDER MEETING WITH ADOT AND DPS

- On June 29, the Port Authority participated in a stakeholder meeting with the new leadership of the Enforcement and Compliance Division (ECD) at ADOT, Wade Webb, and the new Department of Public Safety (DPS) lead for ports of entry, Lt, Colonel Daniel Lugo.
- During the meeting, that included representatives of the Nogales Customs Brokers Association, the Fresh Produce Association of the Americas, INDEX, the City of Nogales, Safe Border Trucking Alliance, and Santa Cruz County, included a discussion on several transportation infrastructure, enforcement and processing issues including:
 - The improvements at Ruby Road and Rio Rico Interchanges on I-19,
 - Long southbound queues at both Mariposa and DeConcini ports of entry,
 - Safety challenges on SR-189, particularly near the roundabout and the need to enforce speed limits to help avoid accidents.
 - Work with Customs and Border Protection (CBP) to look at staging opportunities that could help reduce congestion.
 - o Compliance with weight requirements for trucks.

- Updates on the electric truck pilot program.
- Anticipated growth in truck traffic from the startup of operations from the mine in Patagonia.
- The success of the touchless permit program.
- The need to maintain a working dialogue between industry and the enforcement agencies.
- Among various other topics.
- As a result of the meeting, additional meetings have been scheduled to address congestion issues associated with southbound traffic at the ports of entry.







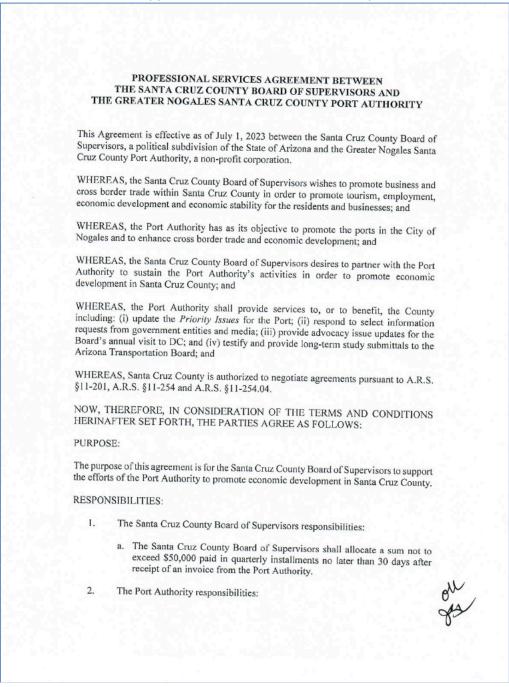
Attachment #1

Copy of Letter of Intent submitted to USDOT for RTEPF Grant Program



Attachment #2

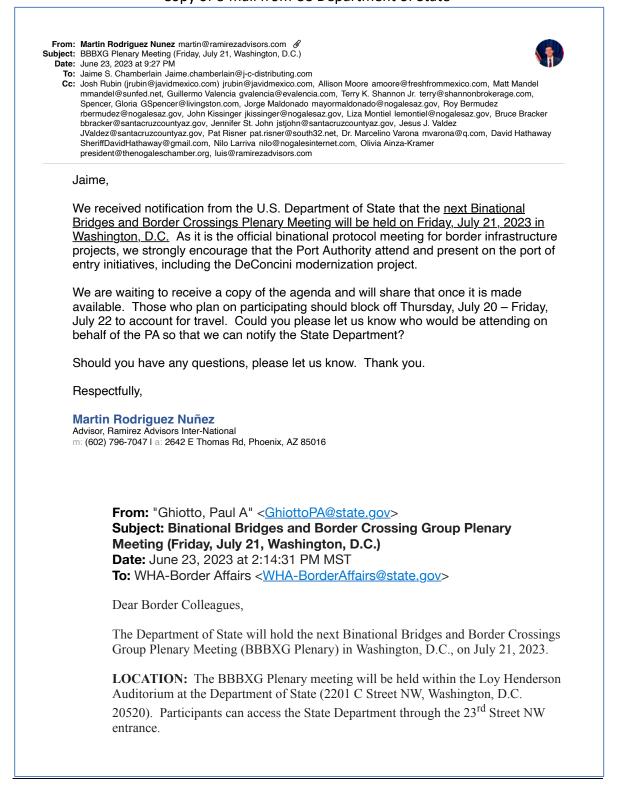
Copy of contract with Santa Cruz County



	 a. Activities to improve the key ports of entry in all aspects. b. Make efforts to act as a strong advocate and champion for nurturing growth and promoting economic development opportunities in Santa Cruz County. c. Make efforts to improve the Port Authority's visibility and broaden the understanding of what it does and its impact on the region. d. Organize and host biannual stakeholders meetings focused on economic
	development. Topics to be mutually agreed upon by the Board of the Port Authority with topics suggested by the Santa Cruz County Board of Supervisors to be seriously considered.
	 e. Research, propose and possibly conduct studies that will make Santa Cruz County and the region more responsive to economic development needs. f. Monthly email distribution summary report of Port Authority activities. g. Facilitate meetings with key stakeholders to increase infrastructure and economic development.
	 h. Inform Santa Cruz County of economic development opportunities. i. Provide a quarterly presentation to the Santa Cruz County Board of Supervisors during a regularly scheduled board meeting that reports activities for that quarter.
3.	Duration:
	The term of this agreement shall commence on July 1, 2023 and end on June 30, 2024. This Agreement shall automatically renew for up to four one-year renewal terms, unless the County provides notice of non-renewal at least thirty (30) days prior to the expiration of the then-current Term.
4.	Termination: \mathcal{W}
	 a. In the event a dispute arises between the parties as to any aspect of this agreement, the parties will make every attempt to resolve the dispute amongst themselves. b. This agreement is entered into in Santa Cruz County, Arizona and shall
	 be construed and interpreted under the laws of the State of Arizona. c. If either party to this agreement desires to terminate this agreement before the natural date of expiration, it may do so without fault or liability by
	giving (60) days written notice of termination to the other party.d. This contract is subject to cancellation pursuant to A.R.S. §38-511, the pertinent provisions of which are adopted herein by reference.
Agreemer	HEREFORE it is expressly agreed by the Parties that the Professional Services nt constitutes the entire Agreement between the Santa Cruz County Board of ors and the Port Authority and is herein confirmed and ratified in its entirety.
IN WITH	NESS WHEREOF, the parties hereto have caused this Professional Services
Agreemer	nt to be executed by their duly authorized representatives on the date given below.

Santa Cruz County A Political Subdivision of the State of Arizona BY: June 20, 2023 Date Name: Bruce Bracker Title: Chairman Board of Supervisors ATTEST: Alma Schulte Clerk of the Board APPROVED AS TO FORM: Kimberly J. Hunley Chief Deputy County Attorney Greater Nogales Santa Cruz County Port Authority A non-profit organization BY: Jaire e 22 23 Γ aime Chamberlain, Chairman

Attachment #3 Copy of e-mail from US Department of State



BUILDING ACCESS: To speed entry, Diplomatic Security asks all participants to provide their full name, date of birth, and I.D. number (driver's license number or passport number) no later than Friday, July 14. Participants can provide this information by email to <u>wha-borderaffairs@state.gov</u> when confirming attendance.

RSVP and PRESENTATIONS: If you plan to attend the BBBXG Plenary, please confirm by email to <u>wha-borderaffairs@state.gov</u> with your full name, title, date of birth, and I.D. number by Friday, July 14. If you would like to make a presentation during the public portion of the meeting, please send your presentation to <u>wha-borderaffairs@state.gov</u> by Friday, July 14. The event organizers will not be able to accept presentations after July 14.

AGENDA: We will provide an agenda to confirmed participants in the coming weeks.

Please do not hesitate to contact the Border Team should you have any questions.

Regards,

Office of Mexican Affairs Border Team U.S. DEPARTMENT of STATE

