

# Board of Directors Luncheon



May 16, 2019

San  
Diego

CALIFORNIA WESTERN  
SCHOOL OF LAW



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## Talking Points

- **March Board Luncheon highlights**
- **SAT *Aduanas* Border Project Coordination**
  - **Wait Times for vehicles at SY and Otay Mesa**
  - **Cargo monitoring proposal**
- **San Ysidro Port of Entry reconfiguration and expansion**
- **Border Innovation Challenge News**
- **Initiative Progress**
- **Leadership Manual**



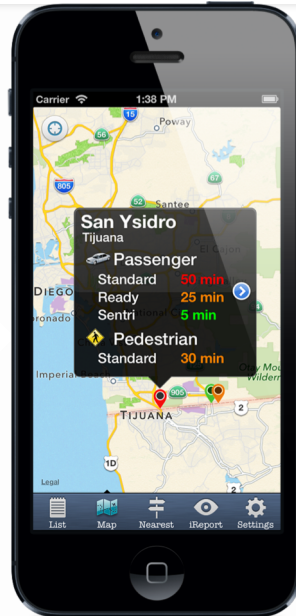
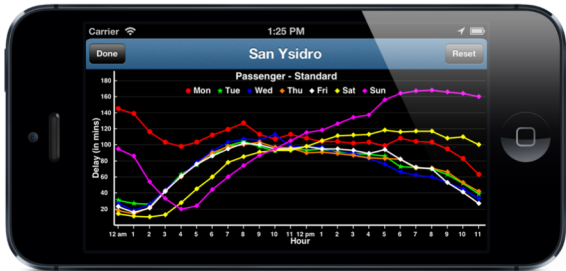
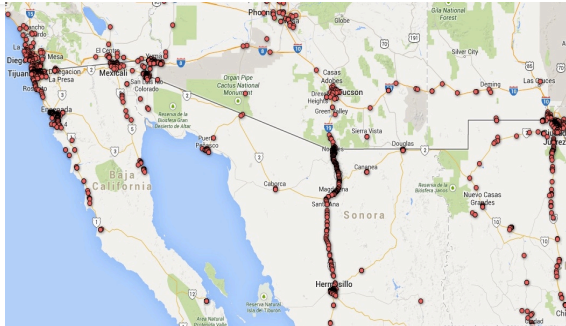
## March Board Meeting

- **MERIDA INITIATIVE AND BORDER SECURITY-MIGRATION MANAGEMENT PROGRAM**
- **GARY GALLEGOS COMMENTS ABOUT OTAY 2**
- **BORDER AS ECONOMIC GENERATOR**
- **CONSUL GENERAL CELORIO**
- **IMPORTANT SENTRI INFORMATION**
- **BORDER CONFERENCE**



## Importance of accurate wait times for vehicles

- **Baseline we've never had**
- **Traffic Studies for SAT/SCT to project flows at Otay II for planning and financing**
- **Opportunity based on SCT not having funds to pay for equipment until end of 2020**
- **Accurate and useful information for agency operations and bi-national community as a whole**
- **WiFi / Bluetooth Readers and Proof of Concept**



Ganz Chockalingam PhD  
Qualcomm Institute, UCSD

SD / Baja needs a smart border app

## Wait Time Readers in Tijuana

<b>Objective</b>	<b>To have accurate northbound wait times at ports of San Ysidro and Otay</b>
How does it work?	WiFi or Bluetooth IDs are collected from driver cellphones every time they pass a reader toward port.
Initial Investment estimate for 10 readers serving the SY POE	\$29,650
Manufacturer ongoing costs (per year)	\$5,400
Local Processing for customized services	To be reviewed
<b>Proof of Concept (estimated)</b>	<b>2 readers, \$6,470 for 3 months of operation</b>

## Importance of accurate wait times for cargo

- **Traffic studies for SAT/SCT to project flows at Otay II for planning and financing**
- **Accurate and useful information for trade and agency operations**
- **Baseline for Internet of Things development for more efficient supply chains**



## Cargo Monitoring Proposal

Objective	To monitor wait times for a statistically significant number of trucks crossing from Mexico to U.S.
Participation	Transportation companies and exporters in Tijuana area
How does it work?	Share GPS data with technology platform familiar to SBC; strictly voluntary, fraction of each fleet
Precedent	55 trucks for the last 18 months
Motivation	SAT / SCT need traffic study for Otay II and operational improvements
Cost	Monthly fee per truck (400 trucks) or SAT monthly payment
Coalition's role	Objective bi-national intermediary that legitimizes data



## May Stakeholders Working Committee Highlights

- **Ramón Riesgo, GSA:** 4 new permanent southbound lanes to El Chaparral added on 5/14. It is estimated that 10 permanent lanes and inspection booths will be ready by 6/17/19 (see slides of his presentation)
- **Dennis Abremski and Lada Rasochova, UCSD** on importance of Border Innovation Challenge
- **Stephen Roop, Freight Shuttle System:** cargo conveyances on a dedicated and elevated guideway. It uses linear induction motors and the freeway right-of-way. In talks with Caltrans and Matrix Air Cargo to offer the solution in San Diego.
- **Antonio Ochoa, Deloitte Tijuana:** Initial discussion on Cross Border Connected Cities (CBCC) concept, articulating a broader vision for border operations within an urban planning and Smart City context.



## Agenda

- **Border Innovation Challenge**

- 34 applications
- 5 finalists
- First round judges
- Event judges:
  - Elias Laniado, CMO Vesta
  - Leo Spiegel, Managing Partner, Spiegel Capital (venture capital fund)
  - Kim King-Davis, Co-Director, StartR Accelerator at UCSD
  - Ricardo Cervera, Vace Partners (private equity fund)
  - Derek Footer, Founder at ExtraVallis and Principal, Hard Tech Labs China
  - Flavio Bórquez, Founder, TRIBU Accelerator in Tijuana
  - Gioia Messenger, serial high tech entrepreneur, senior executive, consultant and mentor

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## Initiative List and Progress

### ○ Wait Times

- Based on SCT not having resources to invest in WiFi/Bluetooth readers until the end of 2020, SBC will explore the possibility of making an investment and/or seeking outside investment (NADBANK, USAID, City of Tijuana)

### ○ Signage

- The first 16 nodes were completed in March. Tourism signage study has been completed. *Fondos Tijuana* (medical lane money) will be used to pay for this.

### ○ Access Roads

- By end of April, 26 of 51 CBP reassigned officers returned. CBP now has 9 lanes working and wait times have started to diminish.



## Initiative List and Progress

### ○ No Tags

- SBC had a discussion with Lonnie McRorey and Jesús Romero of **Framework Science** in Tijuana to review possible collaboration to help solve No Tags challenge in collaboration with CBP, but primarily to support plan and execution of Smart City technology.

### ○ Ped West

- **The Umbral de las Americas project will only become a reality with private funding.** SBC has approached a non-profit consultant from Mexico to understand how best to “sell” this project to philanthropic organizations or social impact funds.

### ○ Joint Inspection / Unified Cargo Processing

- **Due to CBP officer reduction and decrease in lanes from 10 to 8, UCP is performing in a substandard way.** There is still no news on when the personnel shortage will end, as immigration has taken center stage.



## Initiative List and Progress

- **Puerta de Mexico (demolition and prep for 8 new northbound lanes)**
  - Executive project under way, bid for tear down and build out will go out in June; project will be ready by October 15.
- **SENTRI Cars**
  - Backlog at 3 weeks.
- **Railroad**
  - **SAT's conclusion is that the most viable option will be for each country to have their own inspection facility.** Baja Rail submitted counterproposal to CBP asking for inspection technology to be placed on Mexican side and sharing this knowledge electronically with CBP. Awaiting response.



## Initiative List and Progress

- **Commuters**

- SBC has not pursued this program lately based on changing priorities primarily for US Immigration and Citizenship Services (USCIS) and to a lesser extent CBP.

- **Cargo Pre-Clearance**

- **Private property for the export corridor is available for donation to INDAABIN and subsequent assignment to SAT to manage.** Land owner must provide documents to complete the donation, including power of attorney.

## Leadership Manual

- **Nature and History of our organization**
- **Guide to organizational operations**



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Next Meeting is at World Trade Center in Tijuana on July 18

**THANK YOU**

