

SMART BORDER COALITION SAN DIEGO-TIJUANA

2018 Mid-Year Report

July 2018

ENVISION THE BORDER AS IT SHOULD BE: ONE PEOPLE, ONE REGION, ONE ECONOMY

Purpose

The Smart Border Coalition's mid-year report is intended to give Stakeholders and Board members information on the objectives we are working towards, highlights of January, March a May meetings, as well as important events we have attended or where we have had significant participation throughout 2018.



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2018 Objectives

Objective	Description
WAIT TIMES	Provide CBP with an accurate and measurable way to know wait times for passenger vehicles, cargo and pedestrians.
ACCESS ROADS	Improve and segment access roads on the Mexican side of the border at Otay Mesa.
SIGNAGE	Highly Improve signage at border crossings on both sides (SENTRI, General and Ready Lanes, SY).
NO TAGS	Substantially reduce vehicles in wrong lanes by leveraging technology platforms and awareness marketing.
PED WEST N-S	Complete PedWest southbound pedestrian crossing at San Ysidro- Virginia Avenue/El Chaparral.



2018 Objectives

Objective	Description
JOINT INSPECTION	Grow existing agricultural inspection facility in Otay Mesa to encompass more agro companies and/or other industries.
CARGO PRE-CLEARANCE	Enable advanced secure cargo pre-inspection away from the border.
PUERTA DE MEXICO	Puerta de Mexico buildings must be cleared out to prepare for additional lanes at SY POE.
SENTRI CARS	Eliminate vetting to get approval for a new car in SENTRI.
RAILROAD	Cross border railroad rapid completion by October 2018 from Tijuana/Tecate to Plaster City
COMMUTERS	Switch green card holders to commuter status and open the possibility for SENTRI applications.



Key Progress and Accomplishments

Objective	Progress / Accomplishments
WAIT TIMES	Launched Commercial Cargo Information System (CCIS) in September. Currently monitoring 45 trucks; ability to see wait times in real time and provide reports to CBP and SAT. Have looked at several wait time options but all require large investment and maintenance fees.
ACCESS ROADS	CANACINTRA has made substantial progress on pavement ins streets used for trade near the Otay Mesa Port. CaliBaja boulevard for empty trucks parallel to border fence has been finished. Working with CANACINTRA, CDT and SIDUE on empty truck ramp.
SIGNAGE	Blueprint for first phase of destination signage completed by City of Tijuana. Funding secured; private associations and SBC on board for tourism signage (business and pleasure).
NO TAGS	50% reduction at SY POE, 16% reduction at OM POE in a first phase; final exit signage completed at San Ysidro. Meetings with CBP and City to look at options; quote for a video option for drivers.
PED WEST N-S	Resolved but part of system including pedestrian signage and Umbral de las Americas bridge that SBC is supporting.



Key Progress and Accomplishments

Objective	Progress/Accomplishments
JOINT INSPECTION	Supplanted by a Unified Cargo Processing facility per high level SAT and CBP agreements; SBC has been monitoring performance of UCP and has spoken with CBP and SAT about results and has proposed to provide real time information to them.
CARGO PRE-CLEARANCE	Commercial Crossing Information System is a first phase; expecting partner company to get funded to continue with the comprehensive implementation starting at Laredo, Texas.
PUERTA DE MEXICO	SBC has communicated with GSA, SCT, SIDUE, INDAABIN and Tijuana Mayor about demolishing existing structure and opening access to vehicles.
SENTRI CARS	SBC has stressed need to reduce backlog of SENTRI vehicle vetting. Backlog has been between 2 and 4 weeks since January.
RAILROAD	We have stressed the importance of the Tecate crossing and joint inspection in several forums (CBP, Consulate, State Government). Crossing will have 2 separate inspection areas (Mexico and U.S.). Urgent need to decide where US facility will be located.
COMMUTERS	Produced video and presentations and have started promoting the program. Will have media and promotion strategy in July.



Recurring Meetings

- Stakeholder and Board
- CBP Cargo Group
- CBP Passenger Group
- South County EDC
- CDT Executive Committee Meetings
- CCE Meetings with Mayor
- COBRO Quarterly meetings
- Tijuana Innovadora Quarterly Advisory meetings



San Diego Foundation









January Stakeholders Meeting Key Takeaways

Denise Moreno-Ducheny, Senior Policy Advisor, UCSD Center for U.S.-Mexico Studies

- East Otay Mesa is the largest tract of undeveloped industrially developed land in San Diego County.
- Realizing its potential means implementing planned improvements at Otay Mesa West (UCP); improving Southbound access via La Media Road for exports; and finishing development of Otay II.
- Otay Mesa Truck Route Phase 4A seeking Federal Funds through State program saving local fund that can then be reallocated to La Media.
- State Trade Corridor Enhancement Funds \$89 million designated for SD and Imperial County Border Region applications due Jan 30 City must apply through SANDAG. Letters supporting City application due by Jan 16 to SANDAG. Stakeholders must urge City to apply for State Trade Corridor Enhancement Funds for both La Media Road improvements and completion of Otay Mesa Truck Route Phase 4A from La Media Road to the Commercial POE.
- NADBANK: Water/sewage and air quality are eligible sectors. Tijuana 's Comprehensive Wastewater Treatment
 and Reuse System Plan has a price tag of \$5 billion pesos or \$270 million dollars. Advocacy needed to support
 continued funding of Border Water Infrastructure Program through USEPA State and Tribal Assistance Grant
 Program and authorizing recapitalization as previously agreed to by both Governments.

David Moreno, Economic Development Secretary, City of Tijuana:

 Described Otay Mesa signage project that Smart Border Coalition will be funding: 54 signs seen in major streets (Camino Aeropuerto, Blvd. Bellas Artes, Blvd. Azteca Norte, Avenida Industrial, Avenida von Humboldt).



January Stakeholders Meeting Key Takeaways

Jorge Izquierdo, Baja Rail:

- 2017 was a good year for Baja Rail: obtained Desert Line concession in October; received federal permits for operating El Sauzal Tecate connection; signed LOI with Chinese company for the construction of new industrial park serviced by RR; signed LOI with shipping company interested in El Sauzal Port RR services.
- In 2018, the critical topic will be the Joint Inspection facility. Both countries need to get more involved along with the State of Baja Government. Roberto is coordinating the interaction between the State Government and the interministerial group. Once this is resolved, Baja Rail will start with milestones (\$52 million). Time frame is 1.6 years.
- They will push for the new Mexicali-Constellation –Silicon Border RR line since it is part of the interministerial group's agenda.



 Mexico's Strategic Projects Update / "Sistema de Cruces Fronterizos"

"Cruce Fronterizo Chaparral-Puerta México-Puerta México Este"

- State Government has worked with INDAABIN to develop a master plan; with SCT looking at a traffic model and ITS.
- Project takes into account the local bus transportation system, the toll road from the airport and the rail line to Tecate.
- Pending: INDAABIN, State Gov. and City to coordinate demolition of Puerta de Mexico buildings; INDAABIN, SCT and City must award concession for the construction of pedestrian bridge.
- SCT and State Government will build out 5 lanes to feed into 8 new lanes at SY.
- SCT will implement Intelligent Transportation System.



 Mexico's Strategic Projects Update / "Sistema de Cruces Fronterizos"

Otay I

- Proposed GSA modernization on U.S. side will remove HazMat processing from the export lot, double size of pedestrian processing, greatly expand commercial import lot and includes a public facing annex building. Project included in the Administration's FY 2018 Budget Request.
- Baja State Government has sent application to SAT and INDAABIN to increase POV lanes (purchase of 2 plots) and construction of pedestrian bridge. Has built overpass on Aeropuerto Blvd. and Lazaro Cardenas Streets, is finishing CaliBaja Street for exclusive use of empty trucks and has completed the executive project for the bridge that empty trucks will use to head East or South.
- Implementation of Intelligent Transportation System pending.



 Mexico's Strategic Projects Update / "Sistema de Cruces Fronterizos"

Otay II

- Project is part of U.S.-Mexico High Level Economic Dialogue.
- State Government and City of Tijuana have officially designated the area for port construction (Periódico Oficial).
- Per SCT's request, INDAABIN completed master valuation of land for purchase and right of way.
- Legislation was changed to authorize armed CBP agents in case of a joint inspection facility.
- SCT hired third party firm to purchase land (77.6 acres) and negotiate the right of way for roads leading to port. These are supposed to be completed at the end of this month.
- Additional Unfulfilled Requirements:
 - State Government and SCT traffic flow study; INDAABIN, Aduanas, and SCT approval of comprehensive executive project for federal buildings and roads leading to port as well as those within the port; ITS Study. Toll study and agreement with U.S. on toll booth location.



 "Border Kids Count": The Latest Data From California & Mexico (sponsored by International Community Foundations and Border Philanthropy Partnership)







USD Non-Profit Governance Symposium





José Galicot's Book Presentation at CECUT





January Board Luncheon

San Diego Museum of Art









January Board Meeting Key Takeaways

Roxana Velásquez, Museum of Modern Art Director

- Highlighted the importance of the Museum for the binational community.
- Gave us a guided tour of the Pérez Simón Collection.

State Senator Ben Hueso

- Spoke about Senate Bill 1228, a bill signed by Governor Brown, which continues the existence of the Trade Corridors Improvement Fund (TCIF): \$200 million available today for goods movement funds and \$5 billion for roads and highways.
- In talks with Mayor about allocating money for the border and La Media Road expansion.
- Supports Baja Rail concept. Combined economies "producing things together".
- Tijuana River Valley: There is "substantial federal funding" available to implement a plan. A solution was "not far off"; has had discussions with State of Baja California Congressman Marco Antonio Corona to bring Mexico to the table. Federal Government has funded 3 EPA plants in the past!
- Pepe Larroque proposed highlighting the Tijuana River Valley issue in each of the interviews that UCSD's U.S.-Mexico Center will have with several Mexican Presidential candidates starting next month.

Consul General Marcela Celorio

- Mexican Diplomatic Corps meetings in Mexico City: Secretary Luis Videgaray visit to San Diego on 2/22 and 2/23.
- Ambassador Genaro Gutierrez stated that CILA will have a proposal in 2 weeks pertaining to Tijuana River Valley problem.
- NAFTA: negotiations continue., but USA may invoke Article 2205 (unilateral withdrawal).



January Board Meeting Key Takeaways

Ernesto Aguilar Gandara, SCT Delegate for Baja California

- SCT has an executive project for 8 New Lanes at San Ysidro and has coordinated it with INDAABIN and State Government.
- Had very little information about Otay II based on his recent appointment.
- Will invite SBC to the upcoming Joint Working Committee for the Border in Tijuana in March.

Ramón Riesgo, Regional Director, General Services Administration

- Time frame and construction for the last leg of the San Ysidro Port of Entry and the modernization project for the current Port of Otay Mesa.
- \$122 million potentially for Otay POE, pending the President's Budget.
- Otay II: land acquisition done 5 years ago.
- Execution of any federal funding for border infrastructure projects depends on State of Baja California.

Rodulfo Figueroa, INAMI Tijuana Director

- Has been working with CBP on a pilot program to accept RFID cards for Mexicans crossing Southbound using Ped West. 70% of people travelling northbound use RFID documents.
- Ingress and egress controls are critical to building an immigration record. US/Canada have this program; lobby Mexican Congress to change Article 37 of Immigration law. Frame as security effort, as PUBLIC POLICY ISSUE.
- Smart Border Coalition volunteered to work with him, the Interior Ministry (Secretaría de Gobernación) and the State of Baja California legislators to raise this option as a public policy issue.



 Operations Personnel from CBP Washington to discuss SBC's intermediation with City of Tijuana for signage and wayfinding changes





Attendance at SDSU's Business Forum featuring CNBC's Marci Rossell





CCE Meeting with Tijuana Mayor and CANACINTRA's new Board installation







 Borders and Bridges Committee and Consejo de Desarrollo Económico de Tijuana Executive Committee Meeting

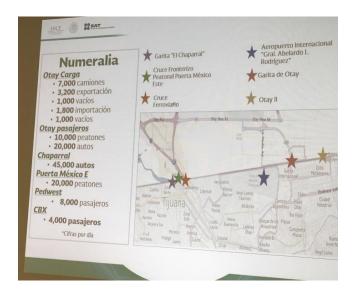






- SBC Board visit to SAT Cargo Area and new Administrative offices







March Stakeholders Meeting

BIT Center Tijuana









March Stakeholders Meeting Key Takeaways

Carlos Caro, BIT Center Director:

- BIT Center supports STEM companies by promoting startups and specialized training for students and engineers. Offer freelance areas, meeting rooms, and office spaces.
- Want to make Tijuana a digital savvy city. Support 67 businesses, have 550 collaborators and 400 events per year.

Start Ups linked to BIT Center:

- <u>Desarrollo D</u> company presentation: Tijuana professionals supporting companies with ad words, web development, social media and digital design.
- <u>Soluciones Consultoria Sustentable</u>: Zero Waste program being implemented at the three top universities in Tijuana. Use system of knowledge and perception surveys, waste audit and waste processes, polices, manuals and regulations, communication and training programs, and financial and environmental costs.

Sally Carrillo, SY Port of Entry:

- Ped East will be completed in June, asked City of Tijuana for support with roofing/shading for pedestrians.
- Working with CBP Operations, SBC and City of Tijuana to reduce No Tags by having better signage and conveying messages to online mapping companies.



March Stakeholders Meeting Key Takeaways

Dr. Gabriela Muñoz, El Colegio de la Frontera Norte

• Statistical and Geomatic Services Unit: uses census information and associated cartography from the border states of Mexico and the U.S. to provide true binational insights on a host of variables such as population, working population, age, and uninhabited homes.

Roberto Romandía, Baja Rail

- Negotiations taking place between Baja Rail and US and Mexico port authorities to determine location and specs of each facility.
- <u>Plan A</u>: USA and Mexico inspection facilities side by side on the Mexican side of the Tecate-Campo border crossing. Exclusively railway port of entry.
- Plan B: Aduana Mexico inspection facility only and 2 facilities in the United States: primary processing facility area within 1,000 feet of the international boundary (593 ft. of tunnel prior) and secondary processing facility area within 6 miles from the border.
- From US inspection to interchange at Seeley, an 8-hour trip is assumed.
- The cost difference between A and B can be \$7 \$10 million.

Dos Puertas project (Hana Pruzanski and Arturo Gonzalez)

- Project coordinated by SDSU's Center for International Business Education and Research.
- MBA students from USD, SDSU and Cetys working with Carl Nettleton of Dos Puertas to analyze business opportunity to establish a cross border meeting place in US territory straddling the border that allows San Diego and Tijuana residents, professionals and organizations to meet and immediately go back to their countries, avoiding costly wait times.



- First Trade and Customs Competitiveness Forum in Tijuana
- San Diego Diplomacy Council Presentation to African and Middle East Group
- Joint Working Committee Meeting in Tijuana







Meeting with INAMI Director to discuss changes to INAMI'S funding source



Cal-Israel Expo at BIT Center









 Luis Videgaray, Mexican Foreign Minister Distinguished Lecture on U.S.-Mexico Relations at UCSD's Center for U.S.-Mexican Studies; dinner hosted by Mexican Consulate in San Diego







March Board Luncheon

Club de Empresarios Tijuana







March Board Meeting Key Takeaways

Items of Note:

- Stakeholders Meeting last week:
 - Funding for Tijuana signage:
 - Will continue with CDT strategy but will pursue funding sources in US: CBP and private companies.
 - Proposal for Board budget to fund several nodes separately or in combination.
 - Innovation Presentation:
 - Have reached out to CBP's Innovation Department to discuss project pipeline and SBC intermediation.
 - Commuters and real support from CBP and UCIS (A. Bersin)
 - Tijuana Airport Presentation Playas Toll Road with Exit to San Ysidro Port of Entry
 - Otay II and Puerta de Mexico: land purchase in Mexico and demolition / Mexican Consulate support
- SBC Proposals in Mexico City
 - Allowing additional funding for INAMI and establishing a permanent "side room" for border infrastructure and innovation
 discussion with key team member in Lopez Obrador's campaign.
- New U.S. Consul General in Tijuana
- Unified Cargo Processing and proposal from Smart Border Coalition INDEX discussion
- Website Revamp Highlights
- March Board meeting and SDRCC Mexico City highlights
- Financials



March Board Meeting Key Takeaways

Deyi Carol Infante/David Cepeda, Grupo Abadi:

- New City is the most important medical tourism project in Mexico. It will open its doors in the first trimester of 2019. Key specialties include plastic surgery, bariatric surgery, neurology, podiatry and stem cell treatments. Adjoining hotel will be concluded in the spring of 2019.
- The medical tower is 65% sold. 2 medical specialties already in place: hair implant and stem cells.
- 5th and last tower (Rubi), is 80% sold.
- Gustavo De La Fuente's report focused on signage project at Otay Mesa, Unified Processing time comparisons and issues, commuter video and go-ahead, Airport-Playas toll road and planning with CBP Operations for No Tags improvements.

Sally Carrillo, San Ysidro Assistant Port Director:

Meetings with City of Tijuana and SBC to improve No Tags and lane issues. Several initiatives discussed, all requiring SBC's intermediation.

Bernabe Esquer, COO, City of Tijuana:

 Addressed signage meetings with CBP and effort to change last exit to SENTRI / Colonia Federal sign on ramp along Padre Kino Blvd.



March Board Meeting Key Takeaways

- Karlo Limón, Special Urban Studies Analyst, Government of Baja California:
 - Described Airport-Playas toll road and exit at San Ysidro Port of Entry. State of Baja California awarded concession to Spanish Company for the \$80 million concession. There is still lack of information as to how road will link to new Northbound lanes at San Yisdro. This should be made clear over the coming weeks.
- Gonzalo Manrique, Head of Master's in Public Policy and Administration, Universidad Iberoamericana, Tijuana Campus:
 - Most important election in the country's history: 128 senators, 500 congressional representatives, 9 governors and the president.
 - Profiled each candidate, their CV and positions on major issues such as NAFTA, tax strategy, political reform, Mexico City airport, energy policy, borders, housing and economy.
 - New oil refinery construction under AMLO. Idea is to lessen dependency on US gasoline.
 - **Polling:** The bulk of Mexico's population is young, so these new or recent voters will determine the winner. Oraculus. Mitofsky both have AMLO in front, with Aanaya second and Meade third. The low popularity of the current President has been detrimental to the PRI candidate.



REFLEXION México event with Presidential candidate Margarita Zavala





Regional Chamber of Commerce Delegation to Mexico City







Regional Chamber of Commerce Delegation to Mexico City









Regional Chamber of Commerce Delegation to Mexico City





Tijuana Innovadora Binational Group meeting



May Stakeholders Meeting

San Diego Foundation







May Stakeholders Meeting Key Takeaways

Consul General Celorio and Chancellor Luis Videgaray's visit to San Diego:

- Tijuana River Valley: initial funding on Tijuana side for \$47.5 million pesos for new pipes and collector rehab between federal governments, the State of Baja California and the Commission for Border Ecological Cooperation (COCEF) to benefit 87,000 Tijuanans. Another \$34.5 million pesos will be used to rehab pumping stations 1 and CILA.
- Otay II visit and understanding of critical needs to expedite land values and negotiations to acquire the properties.

Rosemarie Davis, Technologies for Port Innovation:

 CBP partnering to develop innovative applications, technologies and processes that ensure seamlessness and security for people and cargo in the following areas: wait time experiments, signage and wayfinding, Ready Lanes and "I'm Ready" App, Biometric processing and connected infrastructure.

Sally Carrillo, San Ysidro Port progress and needs:

Working with CBP Operations, SBC and City of Tijuana to improve No Tags problem in the SENTRI lanes as well as signage to make sure visitors know how to get back. City has been responsive in terms of making some short term changes (new sign for "last Tijuana exit" in SENTRI ramp).



May Stakeholders Meeting Key Takeaways

Alvaro Gimenez, Tijuana-San Ysidro POE-Playas Toll Road

- 6-kilometer Toll Road will start at the Tijuana Airport and go parallel to the border fence, with an exit at the San Ysidro Port of Entry. It will reduce the average time from the Airport to Tijuana's downtown by 30 minutes in peak traffiic.
- Cointer has won the bid to build the new road but still lacks authorization from State Congress pertaining to the 2017 Financial Discipline Law for cities and federal entities. -- State of BC guarantee needed to finance the project.

Alan Bersin and Carlos Bustamante, Sr., The Matrix Air Cargo Project

- Tijuana's geographic location and its airport are very well positioned for an air cargo facility that will process cargo coming to Mexico and Latin America through Asia and other locations. Fiscalized enclosure and national/binational cargo terminal.
- The air cargo facility will reduce many of the inefficiencies of the current truck-based cargo logistics environment which is centered on receiving goods in Monterrey, Guadalajara and Mexico City.
- The possibility of a joint CBP-SAT inspection facility will be a huge enhancement that will take business away from the congested LAX.

Dr. Olivia Graeve, CaliBaja Center for Resilient Materials and Systems

- Design materials and systems for extreme environments such as ultra-high temperatures, extreme pressures and deformations, radiation, and acidic conditions.
- The ENLACE summer research program at UC San Diego aims to encourage participation of high school and college students in research in the sciences and engineering, while promoting cross-border friendships between Mexico and the USA.



Participation in Index Panel on Trade Negotiations and Customs Modernization





Meeting with Adaptive Motion Group, Technology company for mobility needs

in Tijuana



 REFLEXION MEXICO presentation by presidential candidate Jaime Rodríguez, "El Bronco"





 Otay Mesa Chamber of Commerce Breakfast with CBP Director of Field Operations, Pete Flores and ATISA, Industrial Park company







First Regional Committee on Customs Facilitation in Tijuana







May Board Luncheon

San Diego State
University







May Board Meeting Key Takeaways

- Mark Ballam, Center for International Business Education and Research (CIBER) Managing Director: CIBER supports cross-border collaborative business consulting between top San Diego and Tijuana universities for on-the-job training, immersion and networking.
- Professor Aaron Elkins, Management Information Systems, Fowler College of Business:
 - AVATAR is automated credibility assessment for Border Security. It is a non-invasive and non-intrusive for automated interviewing and biometric identification for pedestrians crossing into the U.S.
 - Piloted with CBP and TSA at several US airports. Trusted traveler test at Arizona POE. Will implement project at Singapore/Malaysia border.
- Russ Jones, RL Jones Customs Brokers and SBC Board member:
 - CBP has pushed Unified Cargo Processing as strategy in 10 locations. Arizona has been an excellent example of a successful endeavor.
 - SAT and CBP have shown historic willingness to collaborate for better flows. Upcoming Border Trade Alliance meetings in DC will be instrumental in reaffirming agency cooperation in the midst of an election season.
- Sally Roush, SDSU President, welcomed the SBC Board for the first time at the campus.



May Board Meeting Key Takeaways

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 2017 Financial Discipline Law for cities and federal entities. -- State of BC guarantee needed.

Rene Peralta and Alex Santander, Hyperloop West:

- One of 10 finalists The construction of corridor that will allow a trip from LA to San Diego in 12.5 minutes. A second phase will link Tijuana to Ensenada.
- The San Diego region will add another 500,000 jobs and 1.25 million residents from 2008 to 2050. The Metropolitan Airpark in Otay and will be a critical development
- Urban impact will be comparable to that of the US Highway systems in the 1950s. Hyperloop will give many knowledge and blue collar workers the freedom to work where they want and increase wages/salary.

Roger Lewis, past President, Citizens Coordinate for Century III:

- Objective of reprinting Temporary Paradise is to enhance the idea of a San Diego-Tijuana truly binational metropolis.
- Can the region make amenities available regardless of income or nationality? The region must conserve and enhance the quality of its environment without losing touch with its local people.
- Key principles: Reach across the border treat SD-Tijuana as one unified metropolis; redirect growth to the existing urban neighborhoods; save the shorelines, valleys, bays, and mountains and restore them to everyone.



Meeting with Yvette Casillas, City of Tijuana Alderwoman





 Border Trade Alliance Meeting and Wilson Institute Border Conference in Washington, DC











 Tour of El Chaparral and San Ysidro ports with COTUCO and CDT to determine pedestrian signage needs









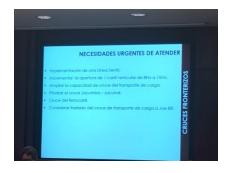




COBRO Meeting







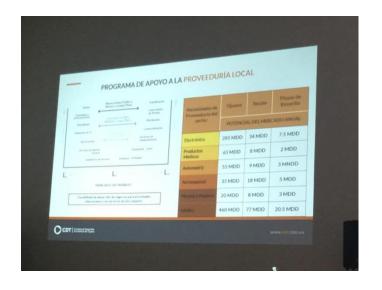
Meeting at CCE with Economic Development Secretariat to define signage plan





CDT Assembly to welcome new Board President







Thank you!

