



Pharr
International Bridge

INDUSTRIAL WAREHOUSE SUMMIT

Thursday, August 24, 2023



Pharr
International Bridge

WELCOME



Pharr International Bridge Industrial Warehouse Summit II: Nearshoring - Mexico's Challenges and Opportunities

Presented by:
Jorge A. Torres
President/U.S. Licensed Customs
Broker
Interlink Trade Services

August 24th, 2023



Agenda

- Supply Chain Disruptions
- Nearshoring
- Supplier Base Development
- Mexico's Advantages and Challenges
- Summary and Conclusions

Supply Chain Disruptions

- * **Disruptions to the supply chain are not over yet**
- * **5 challenges facing global supply chain:**
 - * **The rising cost of living – Increases in the cost of goods will impact demand which makes it difficult for supply chain planning**
 - * **Labor unrest – Increases in the cost of goods are creating a demand from workers for wage increases. Strikes in the transportation industry (dock workers, railroad, trucking, etc.) and continued truck driver shortages are creating additional strains in the supply chain**
 - * **Energy shortages – Increase in energy prices and a shortage of energy supply will cause ripple effects in the global supply chains**
 - * **Geopolitical uncertainty – The invasion of Ukraine has had a tremendous impact on the global supply chains. Continued tension between the U.S. and China (Taiwan) can continue to create disruptions, especially in the semi-conductor industry**
 - * **Extreme weather – Climate change (hurricanes, droughts, etc.) have a direct impact in the supply chain by creating delays and transportation routes challenges**
 - * Source: “5 Challenges facing global supply chains”, World Economic Forum. Sept. 7, 2022

Nearshoring

- * Nearshoring means relocating supply chains to diminish the risks from disruptions that are currently impacting the world
- * Nearshoring makes sense as the pandemic highlighted the weaknesses from the interconnection and dependence on a fully globalized supply chain
- * Regionalization is the answer, and we are seeing the positive impact of that in the North American Region
- * While many companies are taking the steps or relocating their assembly/production facilities, they are also resourcing their parts or components with suppliers in the region
- * Some suppliers are going even further and relocating their operations to be closer to their customers
- * At this point, the relocation of the raw material supply chain is fundamental as risks are involved in not doing so

Nearshoring

- * Chinese manufacturers are increasingly setting their sights on Mexico for bringing production closer to the American Market, reflecting the higher costs of Chinese exports under U.S. tariffs and disruptions to global supply chains due to the pandemic and other factors
- * Apart from traditional destinations in Southeast Asia targeted by Chinese producers, Mexico is becoming a new alternative, offering proximity to the U.S., lower labor costs and access to preferential tariff treatment under the U.S.-Mexico-Canada Agreement (USMCA)
- * Although U.S. companies are relying on low-cost countries in Asia, there is strong evidence that American manufacturers are looking to relocate closer to home, according to a recent report by consulting company A.T. Kearney

Nearshoring

- * A Kearney Survey in March 2022 found that 92% of American manufacturing executives were positive about bringing factories home, compared with 78% the previous year
- * Among CEOs, 70% said they were assessing, planning or completing the relocation of operations to regions near the U.S., such as Mexico, Canada or Central America (17% said they had already moved operations to Mexico)
- * “Mexico’s biggest advantage is its proximity to the U.S., enabling controllable logistics costs and much lower risk of supply chain disruptions due to events like the pandemic and U.S.-China frictions”, said He Xiaoqing, president of Kearney Greater China
 - * Source: “In Depth: How Chinese factories are finding their way to Mexico, Yang Jinxi, Qu Yunxu and Du Zhihang, Caixin, July 2, 2022

Supplier Base Development

- * The manufacturing industry, has relied on the Just-In-Time (JIT) method of production for many years
- * Companies are now evaluating and implementing the Just-In-Case (JIC) method of production, which basically means to increase material inventory levels to have available in case there is a major supply chain disruption
- * Having a Just-In-Case method of production might also continue to put pressure on supply chain disruptions as an increase in raw material inventories might translate to additional transportation and logistics requirements (freight, warehouse space, labor)
- * We will continue to see nearshoring of companies and regionalization of the supplier base, in order to minimize the strain that supply chain disruptions create
- * Mexico will be key for nearshoring and the regionalization of the supplier base

Mexico's Advantages and Challenges

- * Foreign Direct Investment (FDI) in Mexico hit \$18.6B in Q1 2023:
 - * 67% of FDI was concentrated in 5 states:
 - * Mexico City – \$7B
 - * Nuevo Leon – \$2.3B
 - * Jalisco – \$1.1B
 - * Puebla – \$920M
 - * Mexico State - \$892M

Mexico's Advantages and Challenges

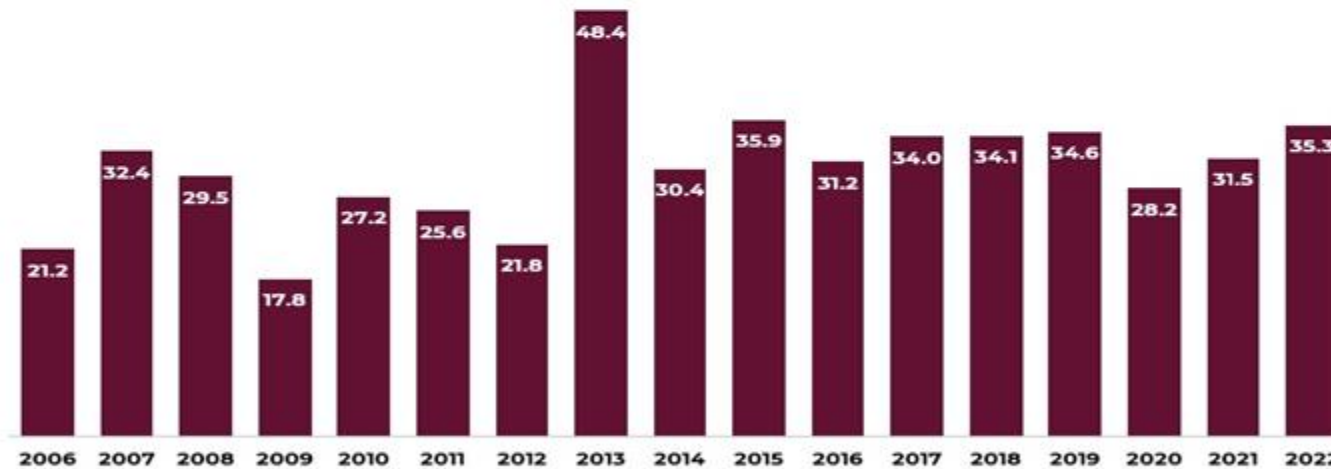
- * Just over half of all investments corresponded to the country's manufacturing sector. When broken into subsectors, FDI in transportation equipment, the chemicals industry, computer equipment, electric power generation equipment, metals, and the beverage and tobacco industries saw the highest levels
- * Another 33% was related to financial services; 4% to transport, mail and storage; and 2% each to mining, construction, retail and wholesale trade

Mexico's Advantages and Challenges

- * In 2022, Mexico received \$35.3B in FDI, which represents a 12% increase compared to 2021, when FDI reached \$31.5B

Mexico's Advantages and Challenges

Comportamiento histórico de la IED en México
miles de millones de dólares



Cifra preliminar con corte al 7 de febrero de 2023. Miles de millones de dólares en México equivalentes a billones de dólares de Estados Unidos de América.

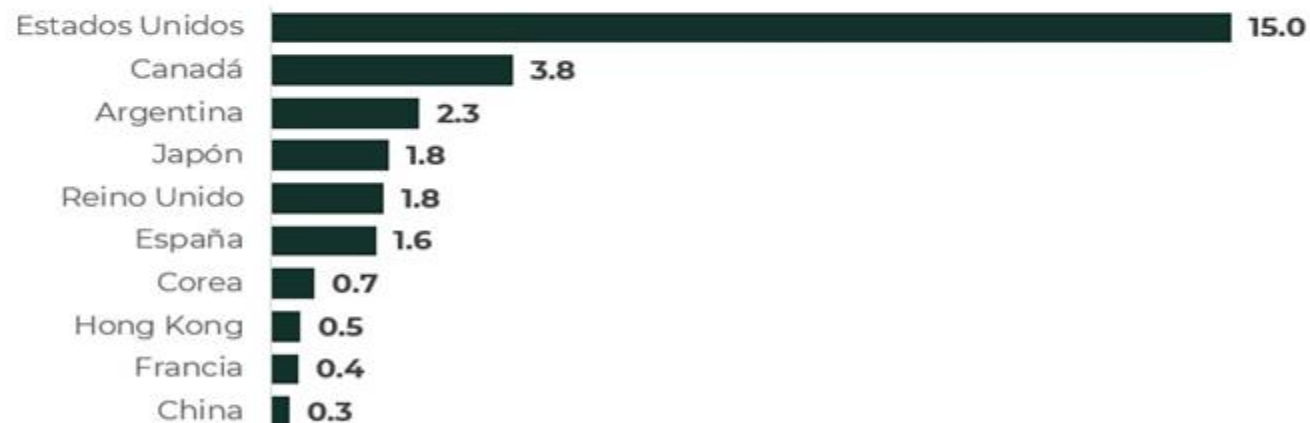
Fuente: Información del Registro Nacional de Inversiones Extranjeras (RNIE) de la Secretaría de Economía.

Nota: La estadística se actualiza periódicamente debido a las notificaciones extemporáneas que realizan las empresas al RNIE.

Mexico's Opportunities and Challenges

Top 10 de IED en México por país de origen 2022 miles de millones de dólares

Durante 2022, la IED registrada en México refrendó a Estados Unidos de América y Canadá como sus principales socios comerciales.



Cifra preliminar con corte al 7 de febrero de 2023. Miles de millones de dólares en México equivalentes a billones de dólares de Estados Unidos de América.

Fuente: Información del RNIE de la Secretaría de Economía.

Mexico's Opportunities and Challenges

- * Mexico's Advantages:
 - * Proximity to the US
 - * USMCA and other FTAs (13 FTAs with over 50 countries)
 - * Section 301 China Tariffs and Section 232 Tariffs on Steel and Aluminum Avoidance (Mexico's "preferential" treatment in trade with the US)
 - * Young Population
 - * Competitive Salaries
 - * Special Programs (IMMEX, PROSEC)

Mexico's Advantages and Challenges

- * Mexico's Challenges:
 - * Lack of Infrastructure (roads, airports, rail, housing, etc.)
 - * Energy Availability (CFE)
 - * Water Availability
 - * Industrial Land Deficit
 - * Political, Legal and Fiscal Certainty
 - * Security Issues
 - * Efficient Customs Clearance Processes

Summary and Conclusions

Muchas Gracias

The information provided in this presentation is solely the opinion of the presenter and is for informational purposes only; it is not to be considered legally binding or to be used as legal advice



Jorge A. Torres

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ECONOMIC DEVELOPMENT CORPORATION



Pharr
International Bridge



Mission Economic Development Corporation

OUR MISSION IS GROWTH

Industrial Warehousing Summit
August 24, 2023



missionedc.com



YOUR **MISSION** STARTS HERE



**CORPORATE
ATTRACTION**



**BUSINESS RETENTION
& EXPANSION**



**INCENTIVE
NAVIGATION**



**BUSINESS
DEVELOPMENT**

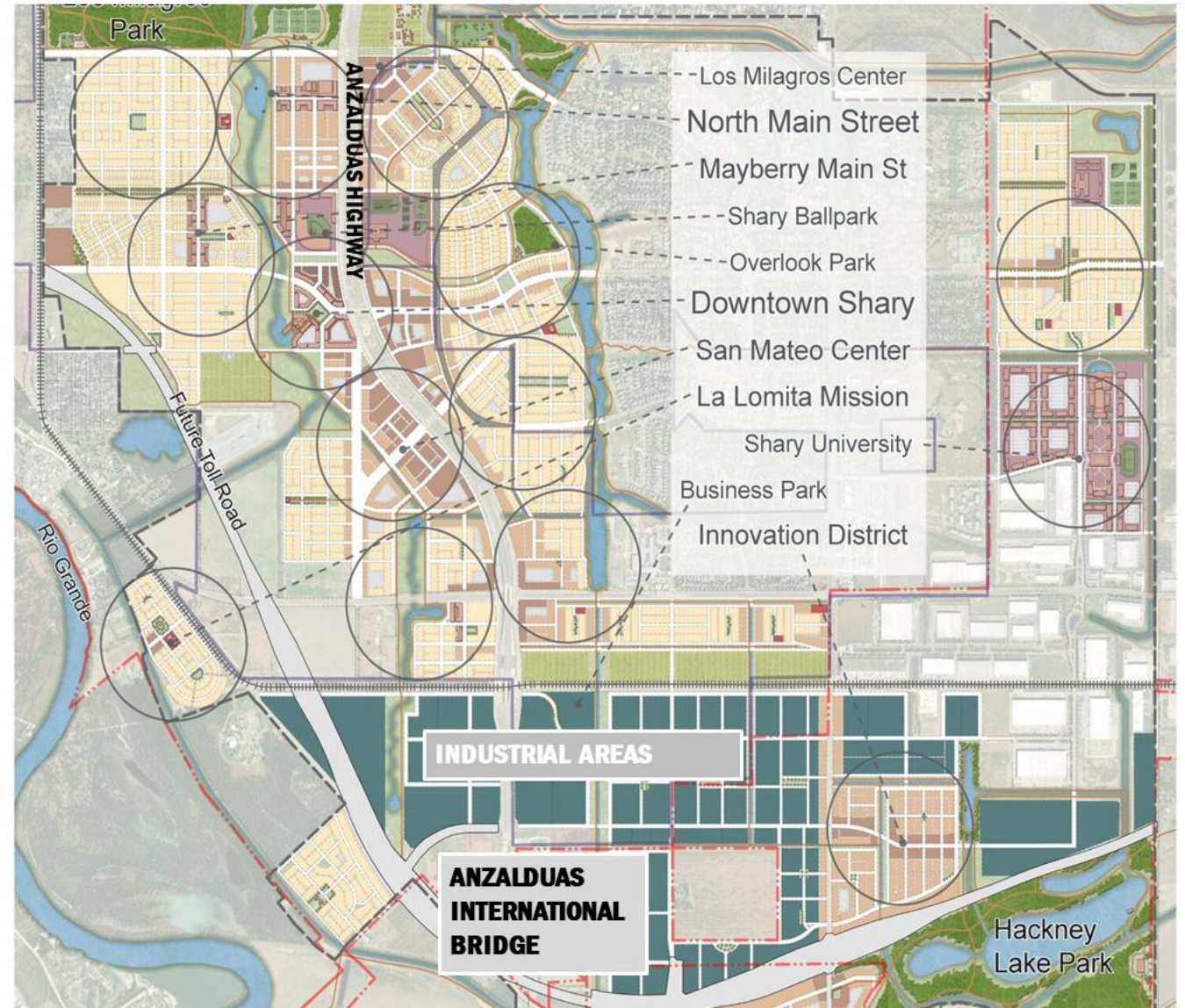


CITY OF MISSION & METRO AREA COMMUNITY PROFILE 2022

- ⇒ **CITY POPULATION: 86,223**.....**METRO AREA: 900,000**
- ⇒ **CITY MEDIAN AGE: 33.1**.....**METRO AREA: 30.1**
- ⇒ **CITY MEDIAN HOUSEHOLD INCOME: \$57,749**.....**METRO AREA: \$44,818**
- ⇒ **CITY NUMBER OF HOUSEHOLDS: 28,128**.....**METRO AREA: 268,598**
- ⇒ **CITY PEOPLE PER HOUSEHOLD: 3.1**.....**METRO AREA: 3.6 PPH**
- ⇒ **CITY MEDIAN HOME PRICE: \$267,000**.....**METRO AREA: \$220,000**
- ⇒ **MONTHLY APARTMENT RENTAL RATE:**.....**METRO AREA: \$853.00**
- ⇒ **CITY TOTAL WORKFORCE: 36,332**.....**METRO AREA: 371,985**
- ⇒ **CITY 2022 UNEMPLOYMENT RATE: 5.9%**.....**METRO AREA: 6.5%**

MISSION IS PRIMED FOR GROWTH

The Killam Development is a 3,400 acre tract in South Mission with hundreds of acres dedicated to residential, commercial & industrial areas.



WHERE YOU BELONG



Business Park

At Trinity



Mission

Business Park



Sharyland

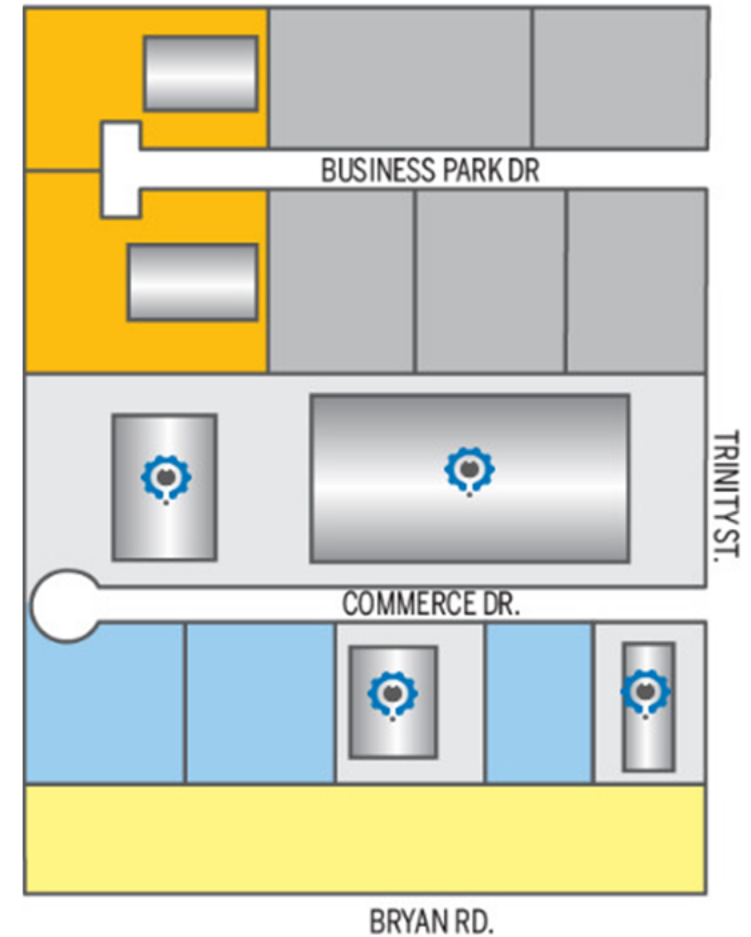
Business Park

BUSINESS PARK AT TRINITY

- 3 Available Lots
- 2 Available Buildings
- Resident

Companies:

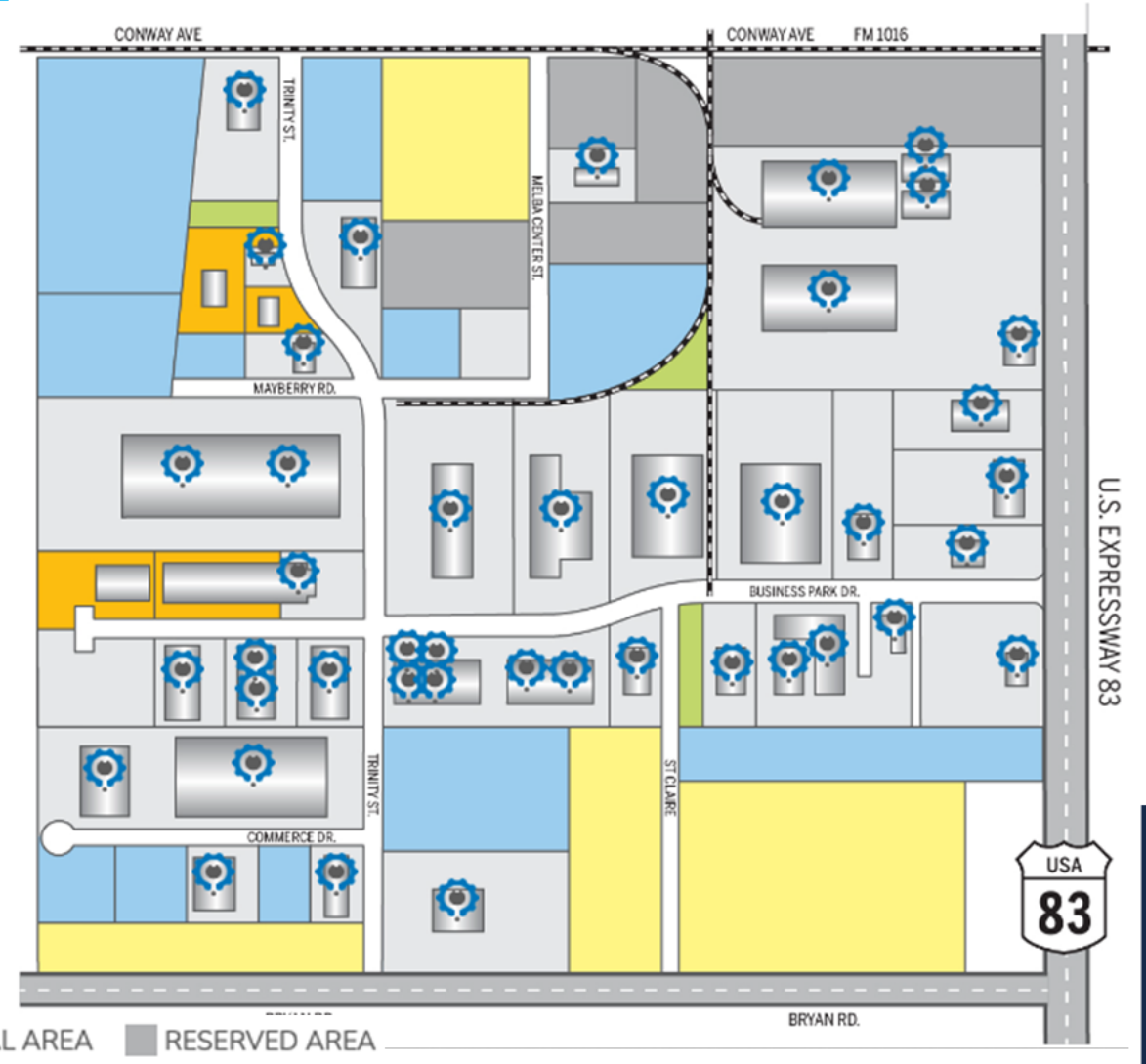
- Royal Technologies
- BTS Blizzard Shelled
- Grupo IMCO Lumber



■ AVAILABLE LOTS ■ AVAILABLE BUILDING ■ COMMERCIAL AREA ■ RESERVED AREA

MISSION BUSINESS PARK

- 11 Available Lots
- 4 Available Buildings
- Resident Companies
 - Stanley Black & Decker
 - Royal Technologies
 - Metal Processing International
 - Southwest Steel Coil
 - RGV Electrical Supply
 - Rodco
 - Winsupply RGV
 - Bi-Coastal Logistics
 - Crawford
 - Texas Citrus Mutual
 - Alpha XL Mold And Tool
 - Rio Grande Juice Co.



MISSION
EXPRESSWAY
BUSINESS PARK

SHARYLAND BUSINESS PARK



COMING SOON!

- 15 Available Lots
- 1 Available Buildings



Mission Economic Development Corporation

OUR MISSION IS TRADE



Mission Economic Development Corporation



Mission Economic Development Corporation

YOUR MISSION STARTS HERE

TECLO GARCIA | CEO

(956)585-0040

www.missionedc.com

follow us on:



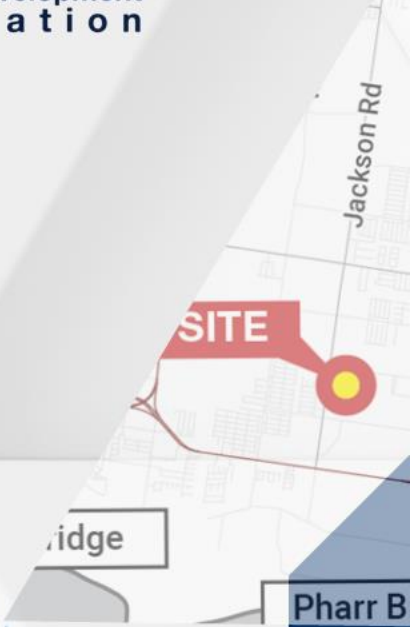


To Watch Video, click here: [https://youtu.be/\[mUfXNEpUN9s\]](https://youtu.be/[mUfXNEpUN9s])

Pharr, TX



Pharr
Economic Development
Corporation



LOCATION. ECONOMY. OPPORTUNITY. BUSINESS FRIENDLY. THINK PHARR.

PHARR EDC'S GOALS

Attract New Industry

**Help Existing
Companies Expand**

**Provide Opportunities
that Facilitate Business
Growth in Pharr.**

-
- The dynamics for warehousing demand has changed. Requests for 100KSFT, 250KSFT up to 1MKSFT is becoming the norm.
 - Today you'll be able to get a glimpse of the industrial park developments currently underway.

PARK FEATURES



- 300 Acre master-planned commercial / industrial development
- Immediately adjacent to the Pharr International Bridge
- Single source responsibility / ownership / management
- Speculative warehouse space available
- Build-to-suit sites available
- Class A buildings with concrete tilt-wall construction
- Ample truck courts
- 25,000 KW Electrical substation adjacent to park
- Natural gas service available

REPRESENTATIVE BUILDINGS



Building F



Building G - 2023 Delivery

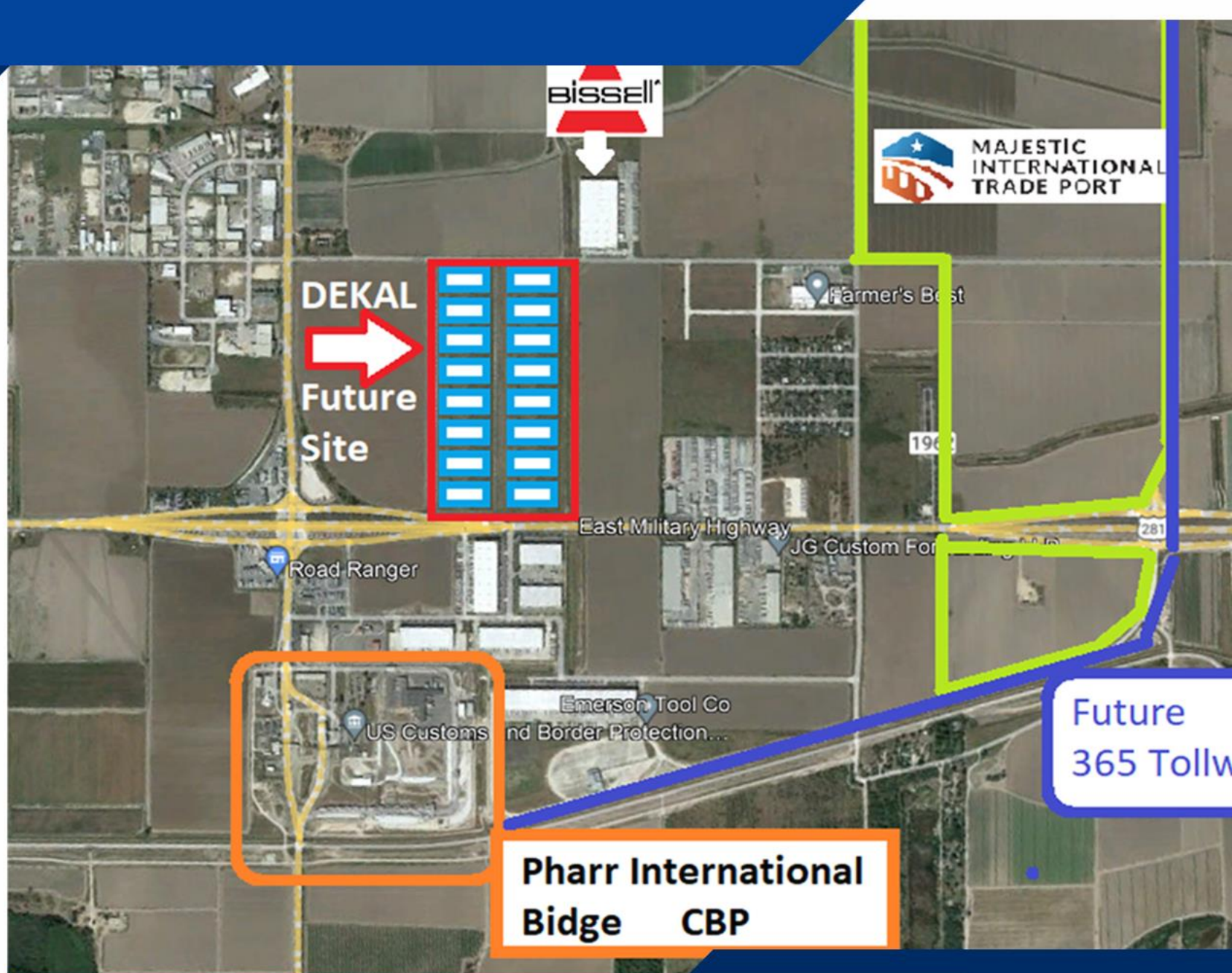
1401 CAPOTE CENTRAL AVE.



DEKAL INDUSTRIAL PARK

STRATEGIC LOCATION

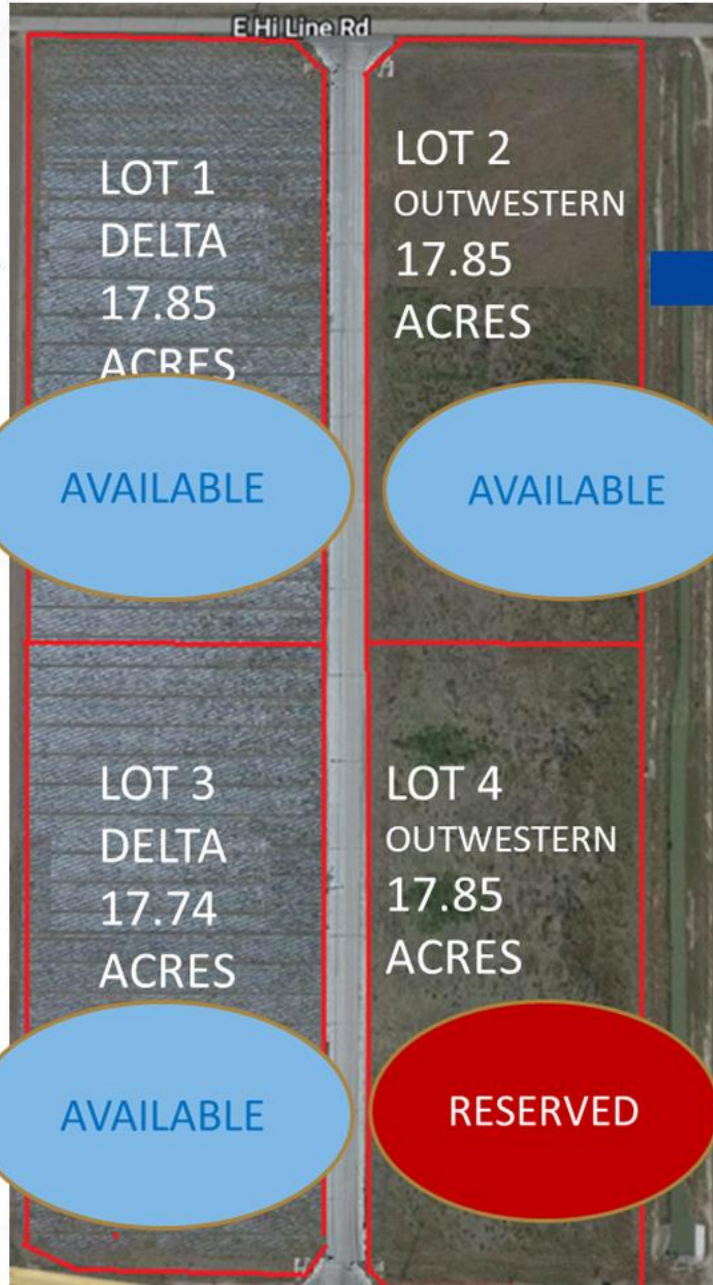
- Adjacent to the Pharr International Trade Bridge
- The only international bridge with north and south bound commercial traffic in the area.
- The only commercial international bridge with Free and Secure Trade lane program in the region; commercial clearance program for known low risk shipments entering the United States from Canada and Mexico.
- Direct access to Overweight Corridor, as well as the future State Highway 365 Toll Road.



1401 CAPOTE CENTRAL AVE.

DEKAL INDUSTRIAL PARK: 4 INDUSTRIAL LOTS WITH OVER 17 ACRES EACH

BUILD TO SUIT = LEASE ONLY WAREHOUSES



**MINIMUM 5
YEAR LEASE
CONTRACT**

OPTIONAL
•REFRIGERATED
•DRY

**MINIMUM
20,000 SQFT ON A
MULTITENANT BUILDING**

**MINIMUM
60,000 SQFT ON A
STAND-ALONE BUILDING**





**MAJESTIC
INTERNATIONAL
TRADE PORT**

DEVELOPED BY MAJESTIC REALTY CO.

MAJESTIC PHARR TRADE CENTER

MASTER PLANNED INDUSTRIAL PARK

- » 600 Acre Master-Planned Industrial Park
- » Immediate Access to Future Toll 365
- » Centrally Located to Laredo, Austin, San Antonio and Houston
- » Potential buildout of 7 million square feet



MAJESTIC INTERNATIONAL TRADE PORT

DEVELOPED BY MAJESTIC REALTY CO.

PHASE 1

NORTH FACING VIEW





MAJESTIC INTERNATIONAL TRADE PORT

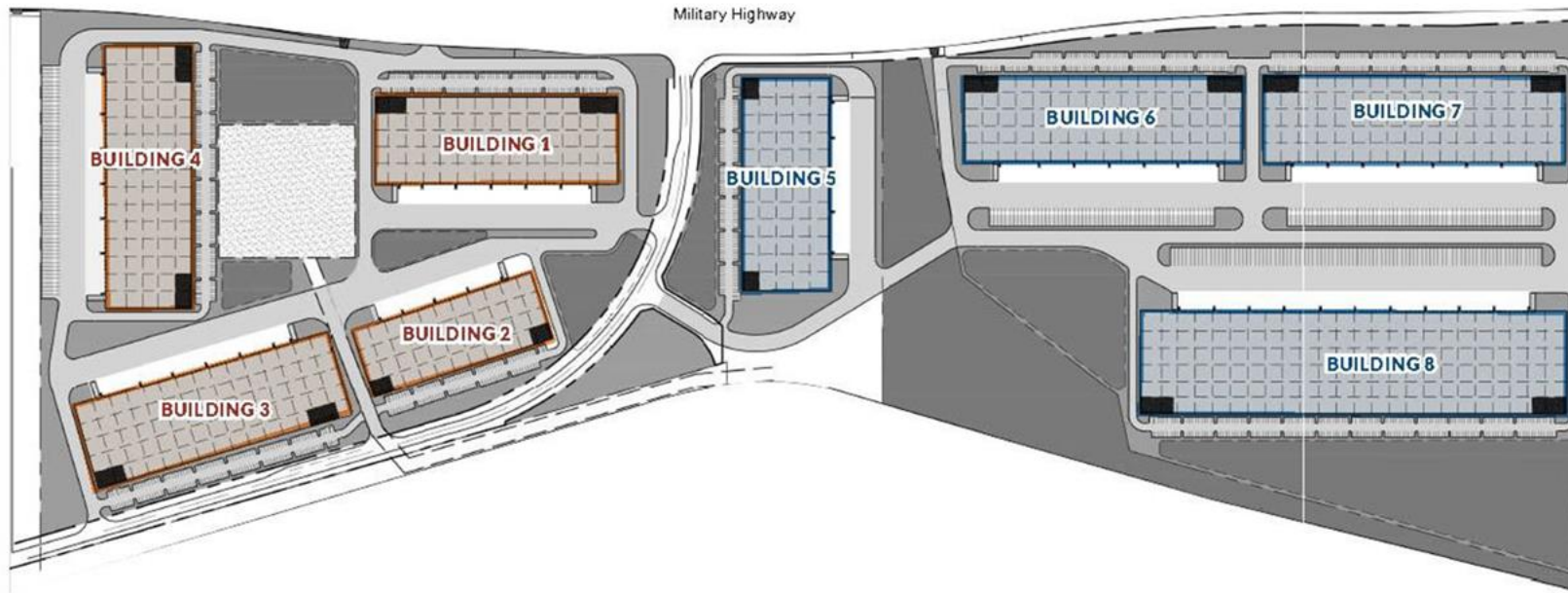
DEVELOPED BY MAJESTIC REALTY CO.





AVAILABLE

Phase 1 Coming Soon



MAJESTIC
INTERNATIONAL
TRADE PORT

DEVELOPED BY MAJESTIC REALTY CO.

DEVELOPMENT HIGHLIGHTS



Construction:
Concrete tilt



Clear Height:
32' (minimum)



Fire Protection:
ESFR



Truck courts:
minimum 135'



Trailer Staging:
varies



Skylights
throughout



ZUKO INDUSTRIAL PROJECTS

- Located on the Northeast corner of Hi-Line Road and Veterans Road
- 60 Acres Tract
- Capacity for 75 refrigerated warehouses of 10, 500 SF each
- Sale or Lease opportunities
- Cost will vary depending on the size and the client needs.

ZUKO INDUSTRIAL PROJECTS

38 Acres-60 Acres & 14 Acres





- Access will be assigned separately for trucks and passenger vehicles
- Construction on the terminal market is set to begin late 2022.
- It is estimated that the first warehouses will be ready by end of 2023

ANDRES ZUNIGA | 956.783.9797

AQUILES GARZA FUTURE INDUSTRIAL PARK

**116 ACRES
WEST MILITARY & S. CAGE BLVD.**

West Military Highway

West Military Highway

Pharr Produce District

Pharr Produce District

Pharr Produce District

Pharr Produce District

South Cage Blvd.

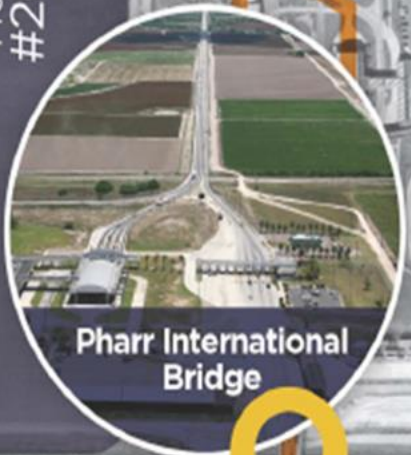
68.35 Acres
Property ID #203472

24.87 Acres
Property ID #1178153

39.55 Acres
Property ID #203484

51.37 Acres
Property ID #203483

Future Industrial Park
116 Acres



Pharr International Bridge



INDUSTRIAL PROPERTY AVAILABLE

23.87 ACRES S. JACKSON ROAD –LAS MILPAS RD & ANAYA RD



CONTACT - EDWARD (LALO) VILLARREAL (956)337-6800

JACKSON RD & HI LINE RD., PHARR, TX 78577

- 38.68 Total Acres Available
- Ideal for Mixed Use Development - Including Strip Center, Multi-Family, Storage Units or Industrial
- Zoned Heavy Commercial/Agricultural



EDWARD VILLARREAL | 956.731.4433



COMMODITIES INTEGRATED LOGISTICS

CORNER OF LAS MILPAS AND I RD., PHARR, TX

- 26 Acres
- 12 Acres for project
- 150,600 SFT





Pharr
Economic Development
Corporation

CONTACT US

956.402.4332

**1215 S. CAGE BLVD.,
PHARR, TX**

WWW.PHARRREDC.COM

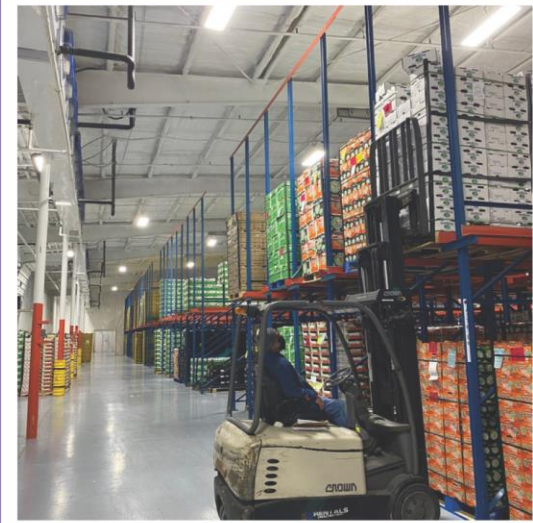
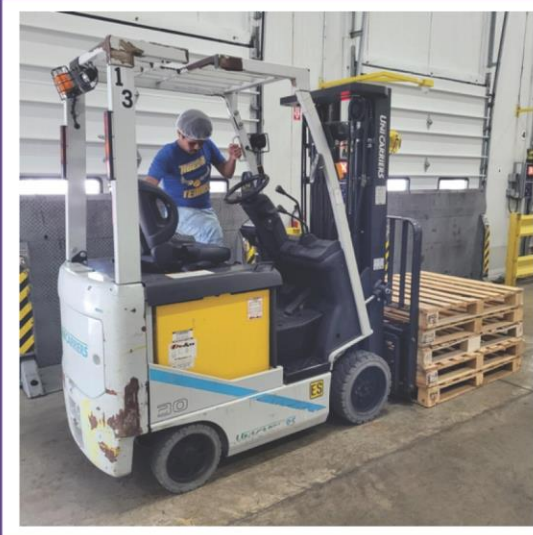


@PHARRREDC

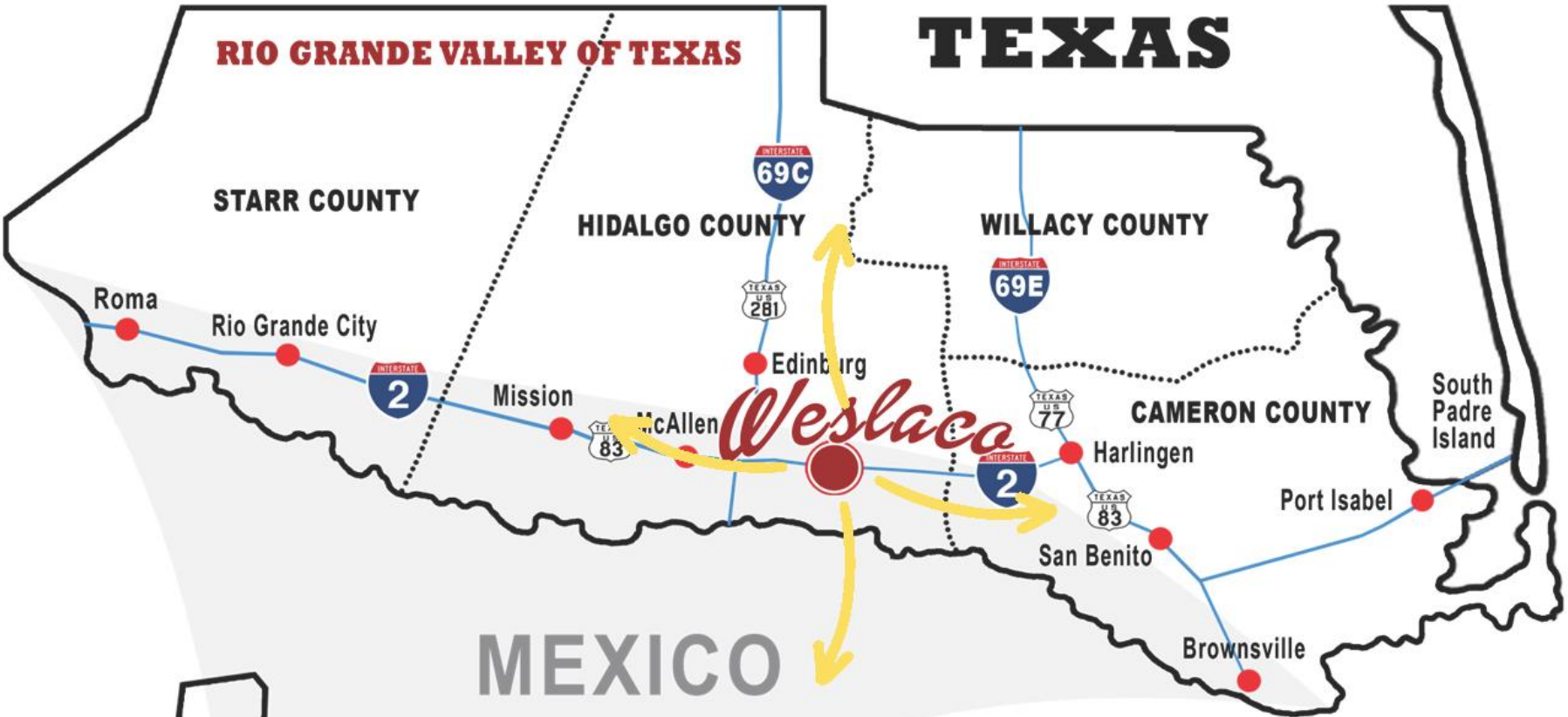


LOCATION. ECONOMY. OPPORTUNITY. BUSINESS FRIENDLY. THINK PHARR.

Weslaco



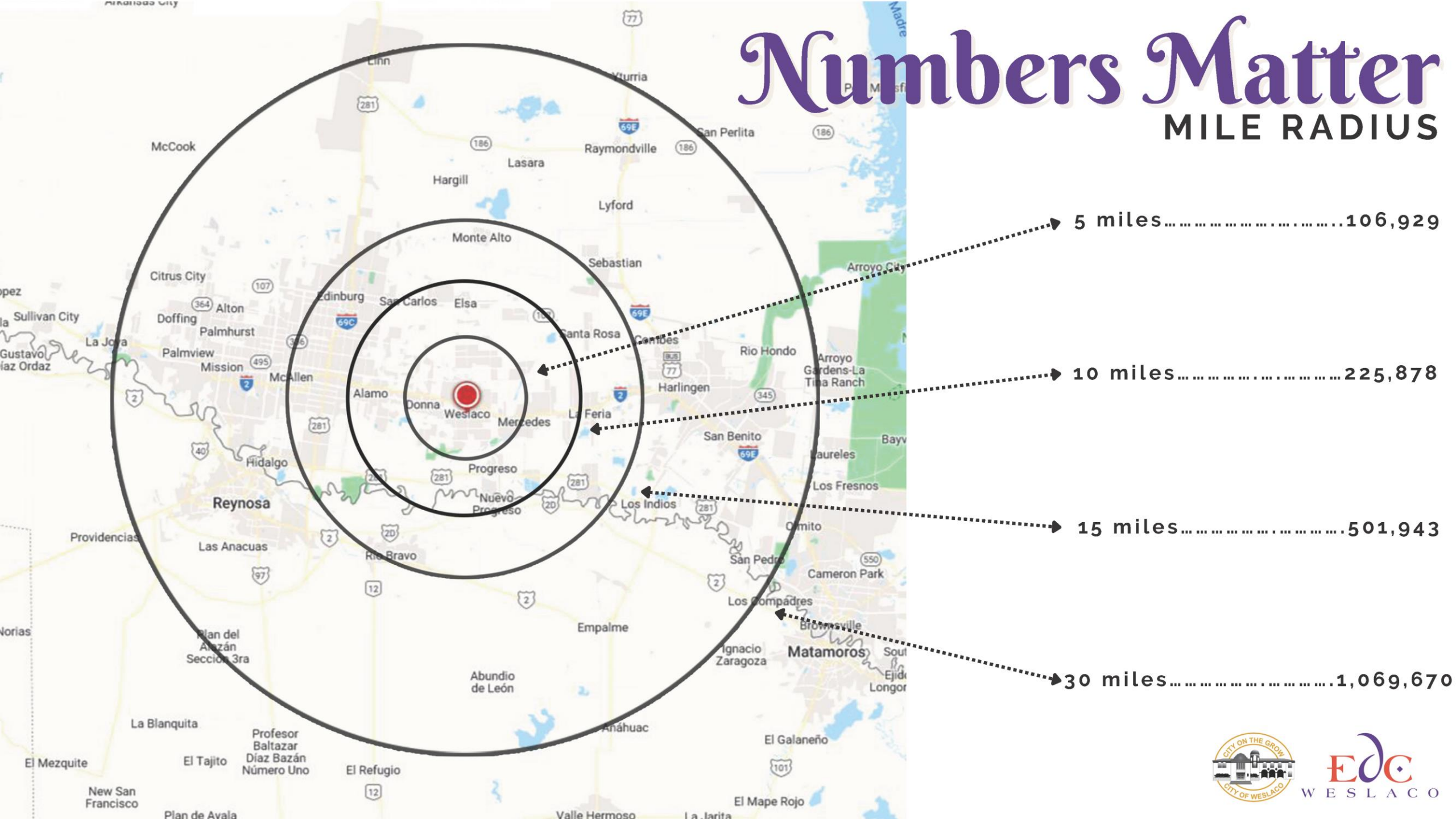
Location Matters



Expanding Your International Presence

Numbers Matter

MILE RADIUS



Numbers Matter

POPULATION

City of Weslaco	41,166
Hidalgo County	886,166
Rio Grande Valley	1,694,073
Northern Mexico	2,700,000

LABOR FORCE

City of Weslaco	17,680
Hidalgo County	378,675

LOGISTICS

Progreso Int'l Bridge	8 miles
Donna-Rio Bravo Int'l Bridge	10 miles
Pharr-Reynosa Int'l Bridge	20 miles
McAllen Miller Int'l Airport	25 miles
Valley Int'l Airport	25 miles
Port of Brownsville	50 miles

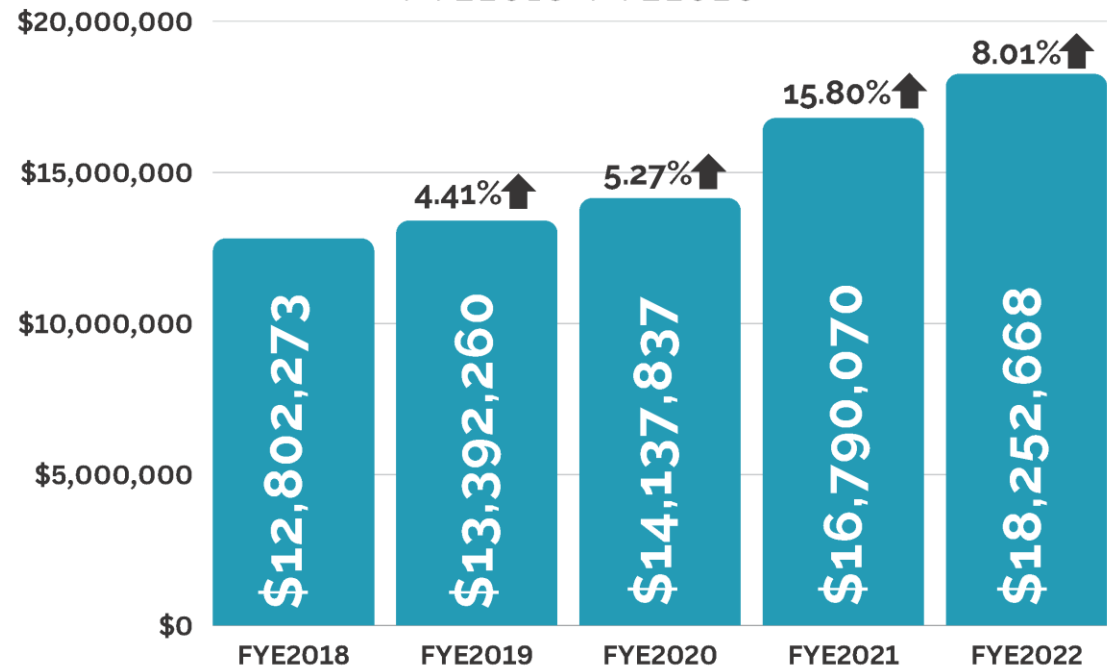
\$1,033,898,669

Total Retail Trade and Food & Drink*

*Retail Study Analysis, data from 2017, provided by Texas Regional Bank

CITY SALES TAX COLLECTION

FYE2018-FYE2020



2% sales tax received by the City of Weslaco, out of 8.25% State Tax Rate
Source: Texas Comptroller's Office

Community Matters



Educational Entities = 9

- Independent School Districts = 1
- School campuses = 22
- Charter Schools = 2
- Private Schools = 3
- Colleges / Universities = 3
- Adult Vocational Schools = 2

Healthcare Facilities = 3

- Full-Service Hospital = 227 beds
- Micro Hospital = 14 beds
- Full-Service ER = 6 beds



Quality of Life

- Parks & Trails = 175 acres
- City Parks = 5
- Free Family Events
- Golf Course
- Birding Center

A man and a woman in business attire are sitting at a wooden conference table. The man, on the left, is smiling broadly and giving the woman a high-five. The woman, on the right, is also smiling and looking towards the man. On the table in front of them are several papers, a laptop, a glass of water, and a patterned mug. In the background, there is a brick wall, a window with blinds, and a whiteboard with various charts and documents pinned to it. The overall atmosphere is positive and collaborative.

Business Recruitment

Community Matters



CENTRALIZED *location*

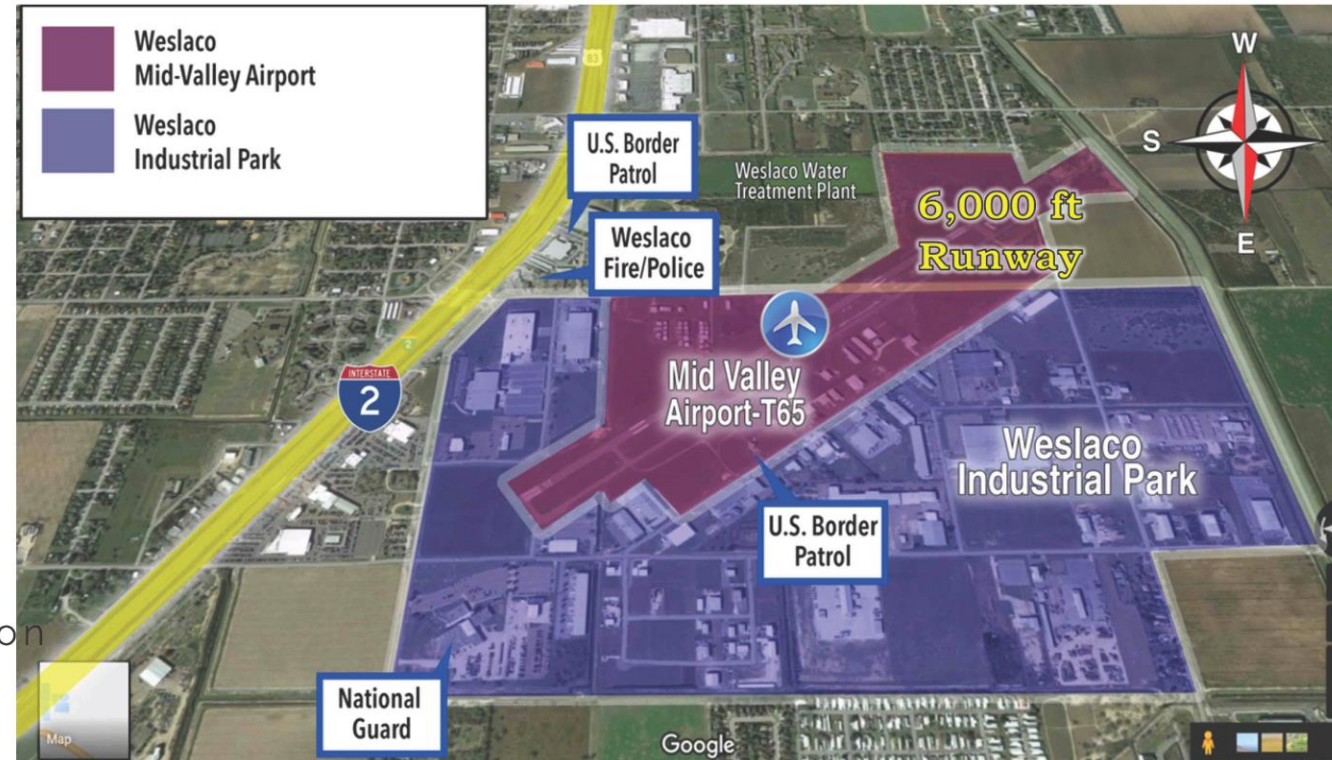


Headquarters

Army National Guard
Glazer's Beer & Beverage
HEB Distribution Center
Texas Department of Public Safety
U.S. Customs & Border Patrol
IDEA Public Schools Administration
Johnson Controls
KRGV TV - ABC Affiliate
Rio Grande Valley Partnership
Lower Rio Grande Valley Development Council

Corporate Airport

- **450+ Acres of Land**
- Elevation: 69.9 ft. / 21 m (estimated)
- **6,000 x 80 Foot Lighted Runway**
- GPA/VOR-DME Instrument Approaches
- AWOS - Automatic Weather Reporting
- Pilot Briefing Weather (WSI)
- **24 Hour Self Serve Air AvFuel Fuel Station**
- Customer and Pilot Lounge
- **On-Site Inspections**-Customs & Border Protection
- Day Recreation Available for Pilots
(Golf, Tennis, Health Clubs)



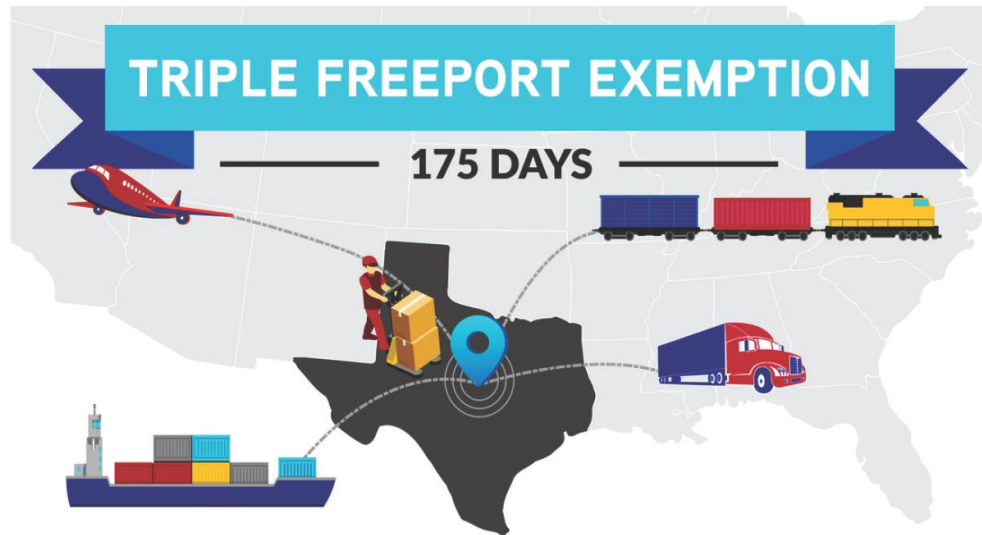
**\$5.7 Million Grant
Awarded**

EXPANSION
coming soon

Designations & EXEMPTIONS

Freeport and Goods in Transit

Weslaco Independent School District Board of Trustees approved the Freeport Goods in Transit Exemption during a regularly scheduled meeting, January 18, 2022



City, County, and State

Foreign Trade Zone





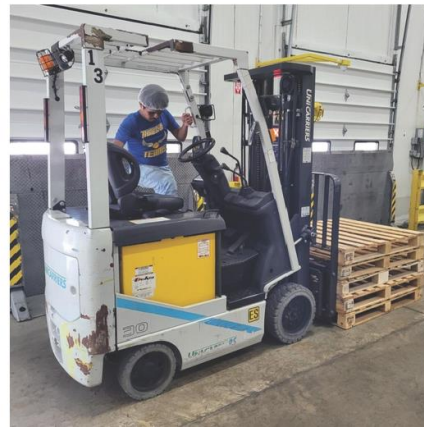
Job Training / Courses

JOB TRAINING

- Partner with South Texas College
- Grant Incentive of \$75,000 per year
- Industrial, Retail, and Commercial Sectors
- Open to Weslaco employees ONLY
- Over 500 training courses
 - Quick Books
 - Excel
 - Safety Certifications
 - Forklift
 - Plus Many More
- Held Face-to-Face or Online

BUSINESS COURSES

- No COST
- Open to Business Owners / Weslaco Residents
- Courses Include:
 - Social Media Workshop
 - How to Start a Business
 - Real Estate Attorney
 - CPA
 - Banker
 - City Planning Department





Incentives

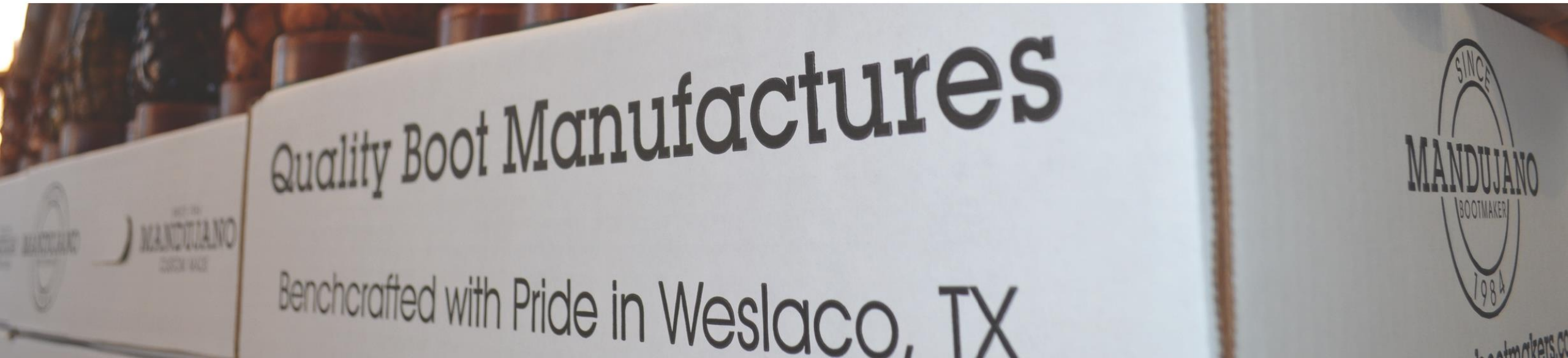
MONETARY

- Business Incentives
- % of Capital Investment
- % of FF&E
- Building Improvements
- Job Creation Incentives
- Grants (Façade)
- Skills Development / Job Training

NON - MONETARY

- Walking Downtown
- Mediator between Business and City Departments
- Permitting Process
- Engineering
- Strong City Relationship
- Business Contacts / Networking
- Skills Development / Job Training

A portion of the city sales taxes are set aside to fund recruitment and expansion efforts.



A row of white hard hats is mounted on wooden stakes, each tied with a purple ribbon. The stakes are planted in a line across a sandy construction site. In the background, there are yellow construction vehicles, a blue utility vehicle, and industrial buildings under a clear sky. The text "Economic Growth" is overlaid in a large, purple, serif font with a white outline.

Economic Growth



RESIDENTIAL



COMMERCIAL



INDUSTRIAL

"560 Acres of Development in the past year"

- Mayor Suarez, State of the City 2023

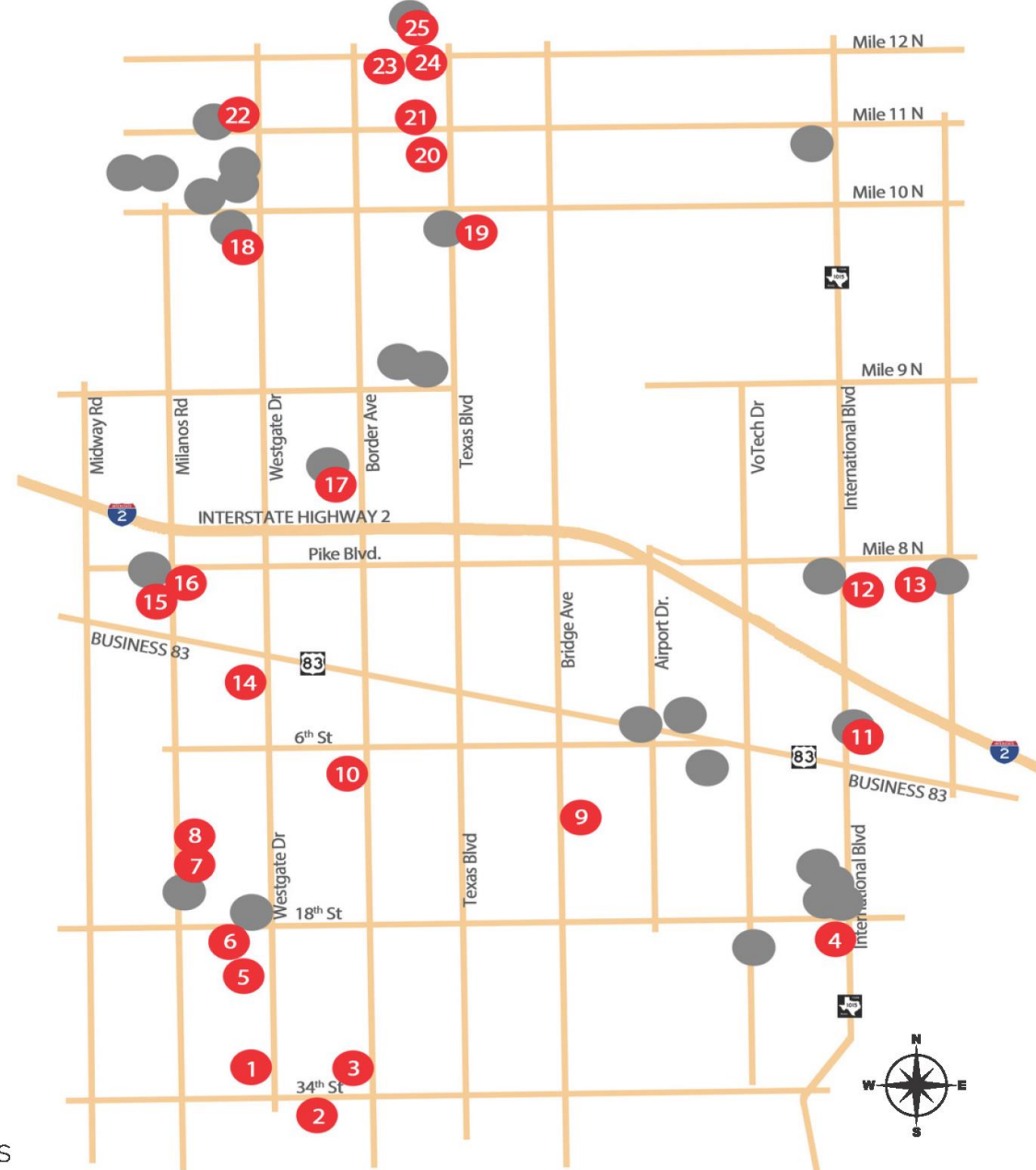
Residential

HOUSING DEVELOPMENTS

	FY2021-2022	FY2020-2021
Acres	458.94	598.75
Lots	1,172	1,542
Single Family	785	1,038
Apartments	1,906	964

49%

Increase in Families per Square Foot*
 *an average of 4 per family, per 1/2 acre lot



Commercial

DEVELOPMENTS

Commercial Permits Issued by City of Weslaco	
FY2021-2022	126
FY2020-2021	113

AVAILABLE BUILDINGS

311,509^{SF}
READY FOR LEASE

AVAILABLE LAND

6,524,243^{SF}
149.78^{ACRES}



Industrial Park

MID VALLEY INDUSTRIAL PARK

- **Manufacturing**

- Clever Foods & Supplements (food)
- La Abuela Mexican Foods (food)
- Tatemada Salsa (food)
- Texas Wood Supply

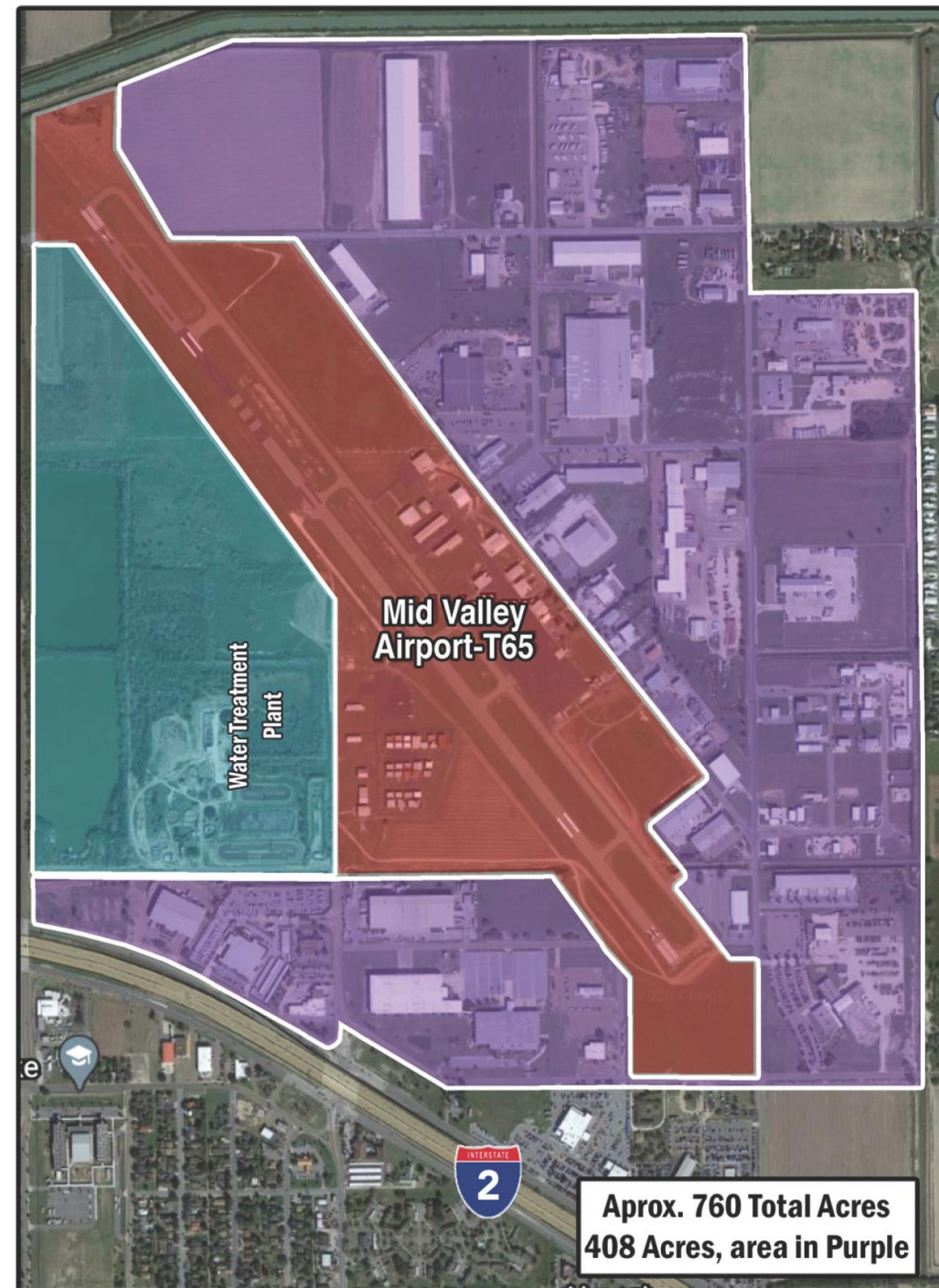
- **Distribution**

- Southeastern Freight Lines
- Bimbo
- CiLogistics
- Johnson Controls

- **Cold Storage**

- Robinson Fresh
- ColiMex
- A&W Produce

85+
COMPANIES



Aprox. 760 Total Acres
408 Acres, area in Purple

Industrial

MID VALLEY INTERNATIONAL INDUSTRIAL PARK #2

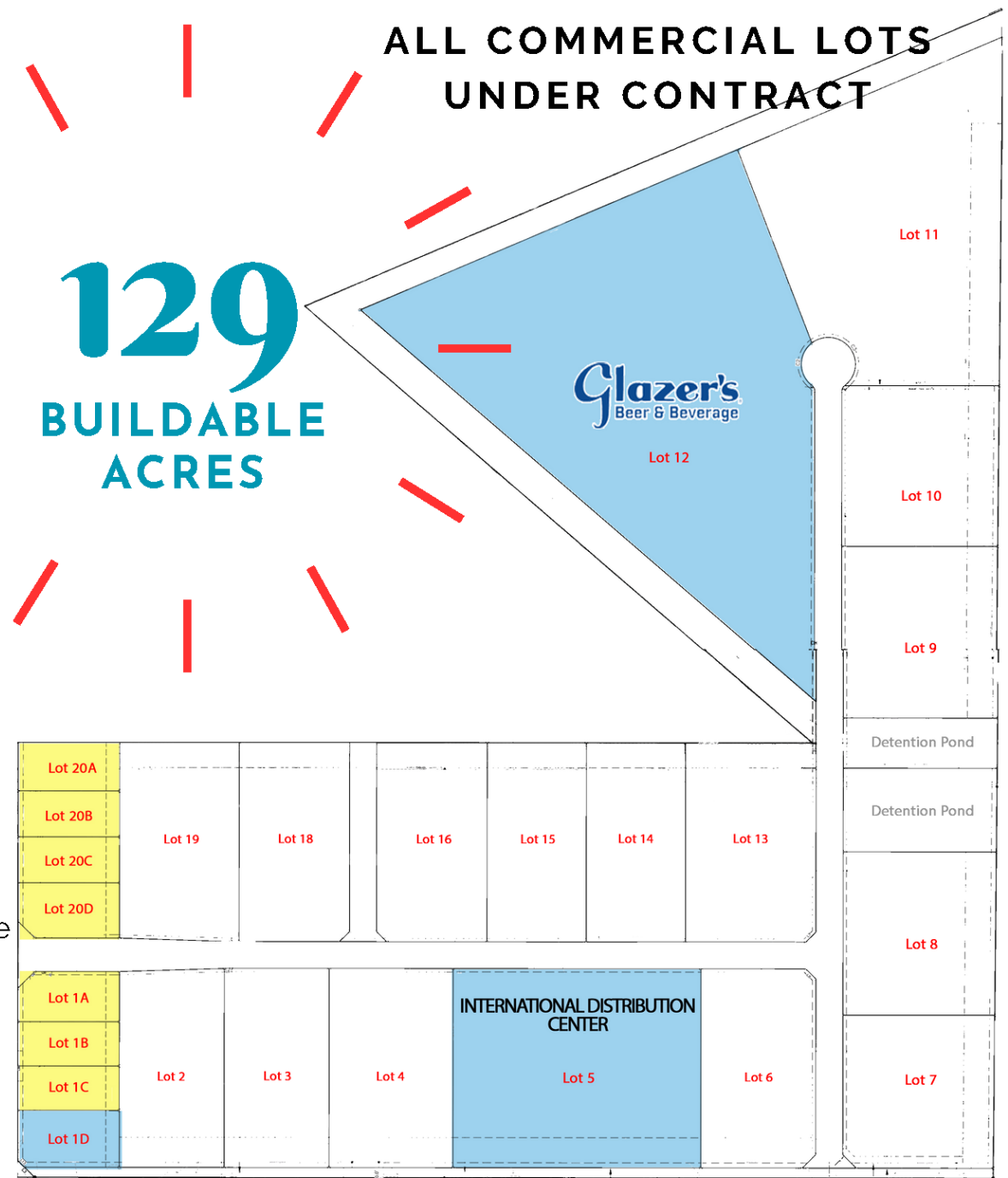
Property Highlights

- On-Site Detention
- Concrete Roads
- Oversized water & Sewer, Underground Powergrid
- 2 Miles North of Interstate 2 / HWY 83
- FM 1015 State Maintained Highway
- FM 1015 Overweight Corridor
- Connectivity to N. MX Economic Corridor
- 1 Mile to General Aviation Airport
- Restrict Subdivision (Property's Owners Association)
- Law Enforcement Presence
 - DPS, National Guard, Border Patrol, Weslaco PD/Fire

REALTORS
welcomed

ALL COMMERCIAL LOTS
UNDER CONTRACT

129
BUILDABLE
ACRES





Building for Sale

715 W PIKE BLVD, WESLACO, TX 78596

105,500 SF / 9.98 Acres

Property Highlights

- Fully Sprinklered
- Updated with LED lighting throughout 3-Phase Power
- Gas heat in 64,000 SF section
- Loading Front & Back
- 2 Fully Fenced Loading yards
- Approximately 2,400 SF Offices + Mezzanine Conference +2 Warehouse Manager Offices at 2 loading locations
- Separate Warehouse
- Restrooms plus Break Room
- Survey & Post Diagram Available
- Adjacent 5 acres included

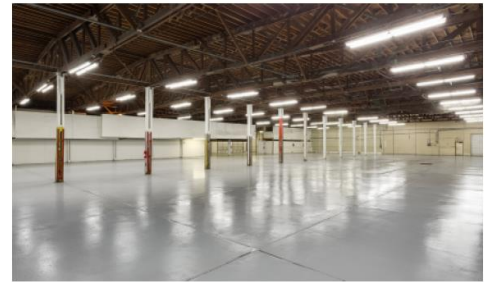
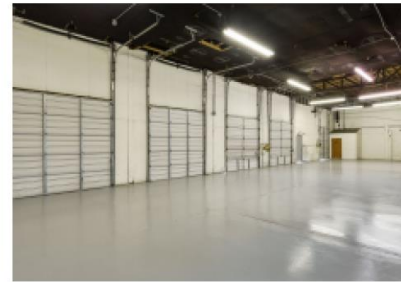


Building for Sale

320 S. UTAH AVE, WESLACO, TX 78596
69,800 SF / 6.5 Acres

Property Highlights

- Fully Sprinklered
- 3-Phase Power
- Covered Loading Dock Accommodating 8+ Trailers
- Seal Coated Floors for easy dust-mopping
- Multiple Concrete Ramps for ground-level loading
- Multiple Concrete Ramps for ground-level loading
- Options, at additional cost:
 - Approximately 2,500 SF Offices 1 Acre Fenced and Gated area for Secure Storage





On the Horizon

Commercial Developments

- Demolition of Palm Aire, (8.5 acres)
- Shops at North Bridge, (10 acres)
- Palm Plaza Redevelopment (15.5 acres)
- South Point II (12 acres)

New Industrialized companies to Weslaco

- Glazer's Beer & Beverage, \$20 M investment & 200 jobs
- International Distribution Company, 100 jobs
- Manufacturing company, \$3M investment (Magnesium boards)
- 4 Airport Hangars at the Mid Valley Airport
- \$5.7 Million New Hanger Construction

Announcements

- Texas Roadhouse
- Freddy's
- James Avery
- Paris Bakery
- Juice Us
- Benjamin Moore Paints
- Cita's Boutique
- Allure Nails & Spa
- Stefano's Brooklyn Pizza
- Several LOI's submitted





April Castaneda
Director of Business Development



Maria Cisneros
Recruitment Manager



Steven M. Valdez
Executive Director



Jorge Lozano
Accountant



Michelle Garcia
Digital Communications Manager

956.969.0838
weslacoedc@gmail.com



Pharr
International Bridge

COMMERCIAL REAL ESTATE UPDATE & OPPORTUNITIES



First half of 2023 closes with positive absorption, low vacancy, and record high asking rents

▲ 1.5%
Vacancy Rate

▼ 95,361
SF Net Absorption

▲ 415,000
SF Construction

▲ \$6.14
NNN / Lease Rate

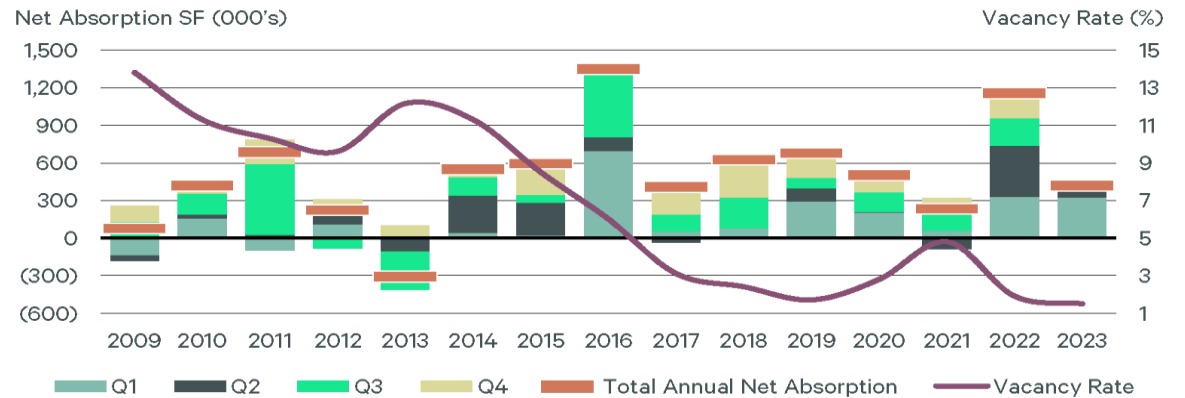
Note: Arrows indicate change from previous quarter.

MARKET OVERVIEW

- Q2 2023 closed with 95,361 sq. ft. of net absorption.
- The market registered five new leases and a renewal for a total of 315,000 sq. ft. of activity.
- The market-wide average asking rate marked a new record high of \$6.14 per sq. ft. The Class A asking rent had a quarter-over-quarter increase of \$0.22 per sq. ft.
- Demand for industrial space in the market remained elevated at 2.6 million sq. ft. and stood 1.0 million sq. ft. above the 35-quarter trailing average.

The McAllen Industrial Market posted positive absorption for Q2 2023 through the delivery of a completed speculative development and a handful of new leases. The vacancy rate remained near the historical low as the average asking rent for warehouse and distribution space once again marked a new record high. Demand for industrial space continued to outpace supply with existing available space, particularly Class A space, quickly drying up and the market seeing only a few new speculative construction projects.

FIGURE 1: Net Absorption and Vacancy



Source: CBRE Research, Q2 2023.

Absorption and Activity

The McAllen Industrial Market closed Q2 2023 with net absorption of 95,361 sq. ft. and mid-year absorption of 417,163 sq. ft. The market registered five new leases and a renewal for a total of 315,000 sq. ft. of activity and 276,000 sq. ft. of gross absorption. New leases ranged in size from 10,00 sq. ft. to 110,000 sq. ft. and had an average size of 52,000 sq. ft. Two leases and a renewal, 157,000 sq. ft. of activity, occurred in the Pharr submarket. The Mission submarket saw most of the remaining activity, two new leases totaling 146,000 sq. ft. Just over 60% of the quarter's activity was through Class B product and the rest was through Class A product.

Vacancy

The market-wide vacancy rate saw a slight uptick of 20 basis points (bps) quarter-over-quarter following the delivery of a partially vacant speculative project and a Class B vacancy of about 77,000 sq. ft. Year-over-year, the vacancy rate is down by 100 bps. At 1.5%, the vacancy rate was just 20 bps above the historic record low rate of 1.3% recorded in the previous quarter and Q3 2019. Excluding cold storage space, roughly 160,000 sq. ft. of Class A space spread through a handful of buildings, was available for lease at the end of the quarter.

Warehouse / Distribution Asking Rents

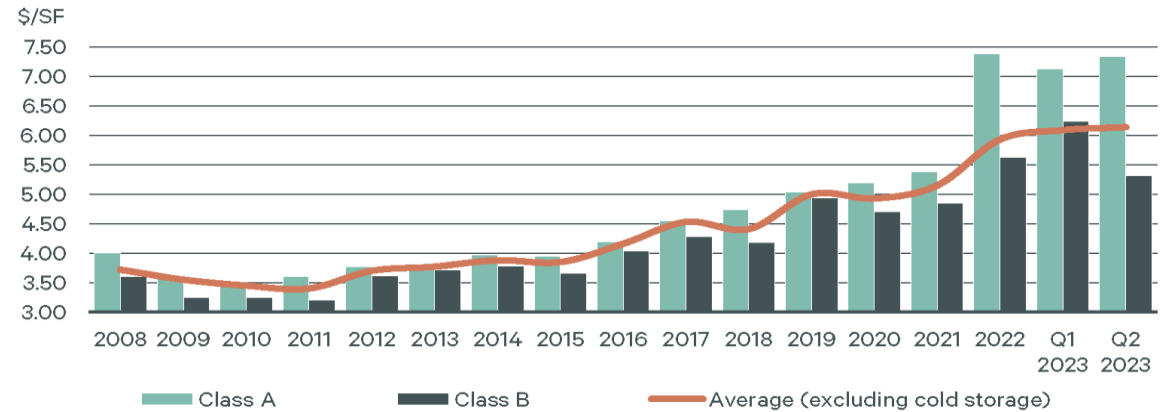
The warehouse / distribution market-wide average asking rent increased by \$0.005 per sq. ft. quarter-over-quarter and by \$0.57 per sq. ft. year-over-year, marking a new record high of \$6.14. Class A asking rents had a quarter-over-quarter increase of \$0.22 per sq. ft. and a year-over-year increase of \$0.17 per sq. ft. Class B asking rents declined compared to Q1 2023 after a higher priced Class B space was leased up during the quarter.

FIGURE 2: McAllen Industrial Market Statistics

Submarket	Vacancy (%)	Availability (%)	Asking Rent (NNN\$/SF/YR)			Construction (SF)		Net Absorption (SF)	
			Whs. & Dist.	Cold Storage	Industrial Avg.	Active	Delivered	Q2 2023	YTD 2023
McAllen	1.3	2.0	5.62	18.21	6.92	20,000	-	(99,339)	36,941
Pharr	1.3	1.5	8.32	N/A	8.32	42,000	160,000	110,000	235,522
Edinburg	1.8	1.8	N/A	N/A	7.80	-	-	-	-
Hidalgo	-	3.0	6.60	N/A	6.60	-	-	-	30,000
Mission	-	-	N/A	N/A	N/A	100,000	-	84,700	84,700
Off Park	4.2	5.8	5.65	N/A	5.65	253,000	-	-	30,000
McAllen Total	1.5	2.2	6.14	18.21	6.89	415,000	160,000	95,361	417,163
Class A	1.4	1.6	7.35	18.21	8.85	415,000	160,000	88,000	402,302
Class B	1.4	2.6	5.31	N/A	5.84	-	-	7,361	14,861

Source: CBRE Research, Q2 2023.

FIGURE 3: Asking Rates, NNN Avg. Annual



Source: CBRE Research, Q2 2023.

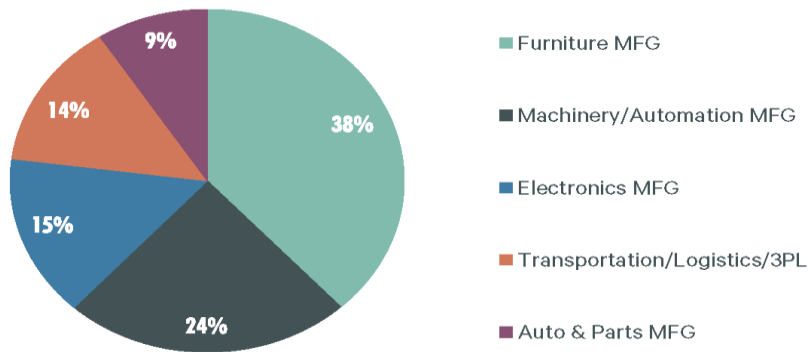
Construction

Q2 2023 closed with six projects, two speculative projects and four build-to-suit projects totaling 515,400 sq. ft., still under construction. The largest development underway, a 253,000 sq. ft. build-to-suit, is located in the Weslaco Industrial Area. Two build-to-suit projects and a speculative project totaling 172,400 sq. ft., are in the Pharr submarket. A partially pre-leased speculative development of 160,000 sq. ft. was delivered during the quarter.

Demand Remains Strong

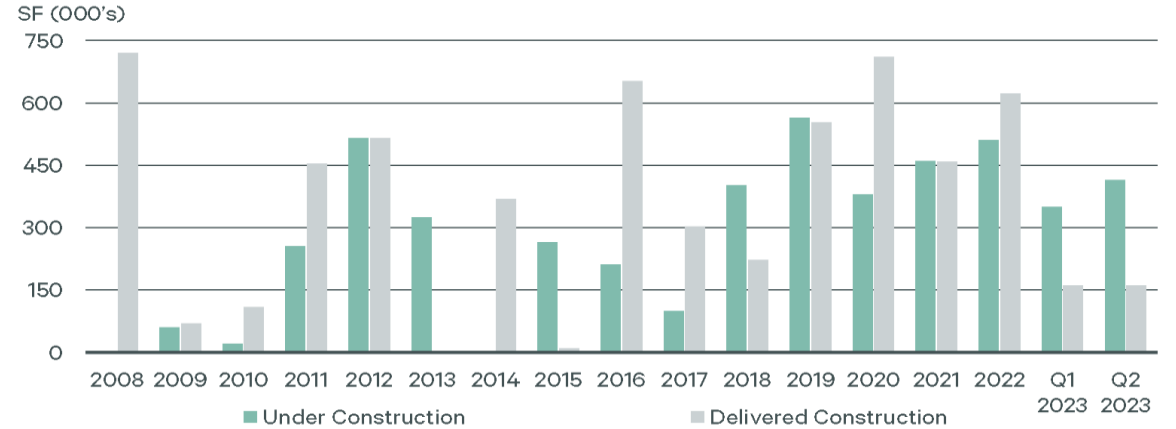
CBRE tracks user demand for space in the McAllen Industrial Market. Demand remained level quarter-over-quarter but saw a year-over-year increase of 220,000 sq. ft. and stood 1.0 million sq. ft. above the 35-quarter trailing average. Q2 2023 closed with users seeking 2.6 million sq. ft. of space. This is 2.2 million sq. ft. more than the total vacant space in the market and 2.0 million sq. ft. more than the total available space. The furniture manufacturing industry accounted for the largest share of demand for space while the transportation/logistics/3PL industry had the most users.

FIGURE 4: Q2 2023 Active Users in the Market by Industry



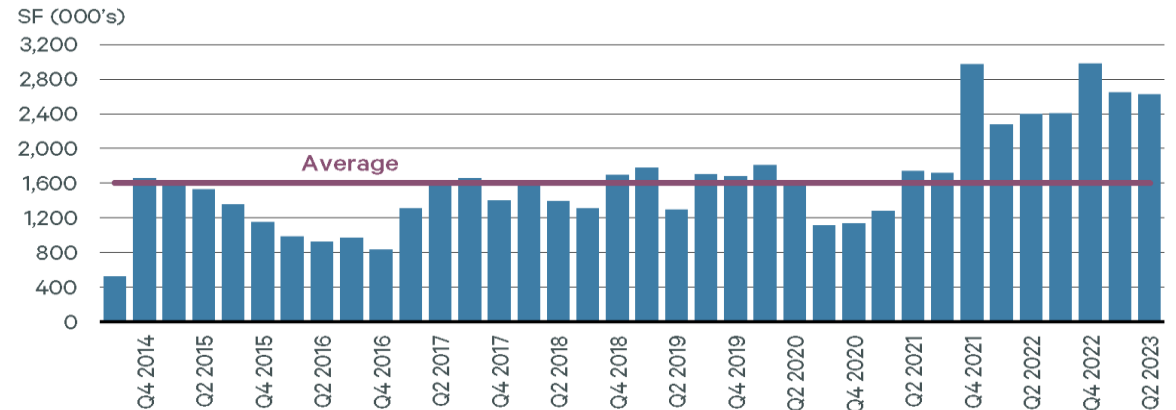
Source: CBRE Research, Q2 2023.

FIGURE 5: Construction



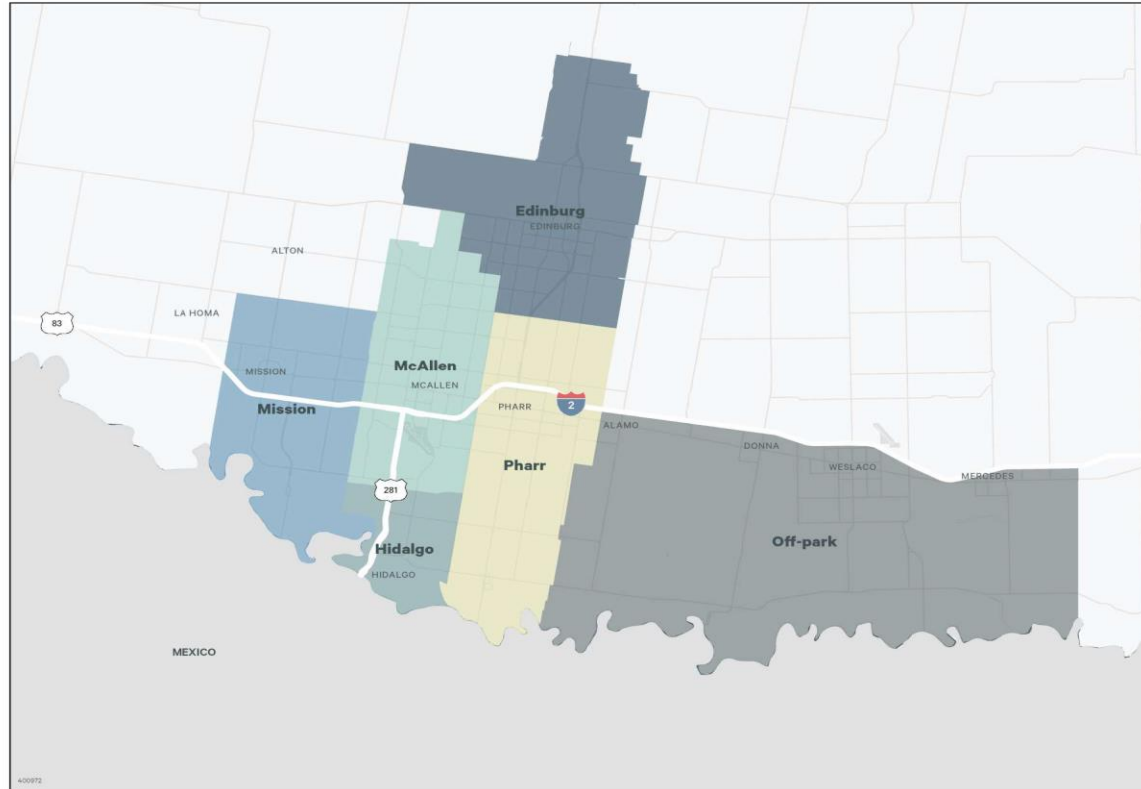
Source: CBRE Research, Q2 2023.

FIGURE 6: Active Users in the Market



Source: CBRE Research, Q2 2023.

Market Area Overview



Definitions

Available Sq. Ft.: Space in a building, ready for occupancy within six months; can be occupied or vacant. Availability Rate: Total Available Sq. Ft. divided by the total building Area. Average Asking Lease Rate: A calculated average weighted by their corresponding available square footage. Building Area: The total floor area sq. ft. of the building, typically taken at the “drip line” of the building. Net Absorption: The change in Occupied Sq. Ft. from one period to the next. Triple Net Lease Rate: Rent excludes the “net” costs (real property taxes, building insurance, and major maintenance) typically included in a Gross Lease Rate. Occupied Sq. Ft.: Building Area not considered vacant. Vacancy Rate: Total Vacant Sq. Ft. divided by the total Building Area. Vacant Sq. Ft.: Space that can be occupied immediately.

Survey Criteria

Includes all industrial buildings 30,000 sq. ft. and greater in size in greater metropolitan area of McAllen, TX. Buildings which have begun construction as evidenced by site excavation or foundation work.

Contacts

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E. Michelle Miller

Research Director – South Region
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**MAJESTIC
INTERNATIONAL
TRADE PORT**

FOR LEASE

Intersection of Military Highway & San Juan Road
Pharr, Texas 78589



www.cbre.us/majestictradeport



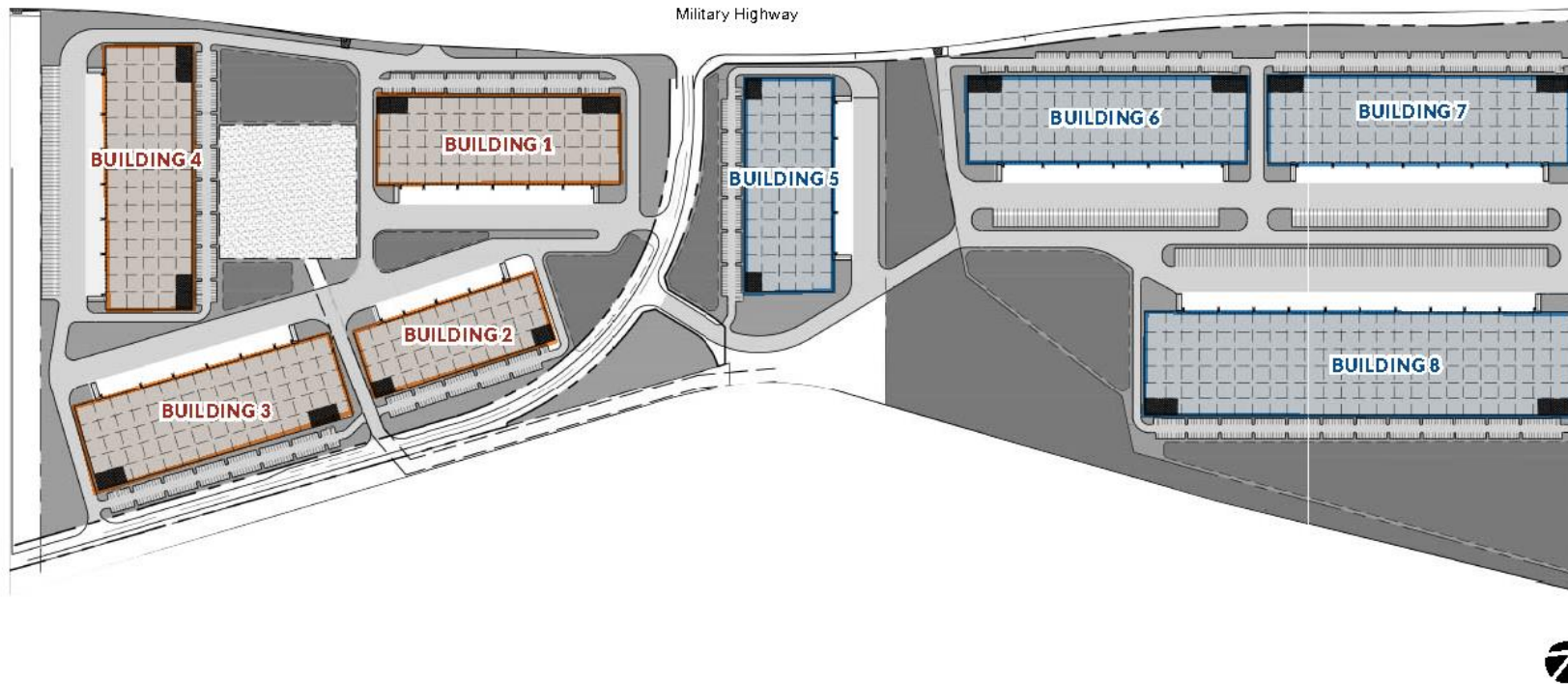
**MAJESTIC
REALTY CO.**

CBRE



AVAILABLE

Phase 1 Coming Soon



DEVELOPMENT HIGHLIGHTS



Construction:
Concrete tilt



Clear Height:
32' (minimum)



Fire Protection:
ESFR



Truck courts:
minimum 135'



Trailer Staging:
varies



Skylights
throughout

STRATEGIC LOCATION

- » Adjacent to the Pharr International Trade Bridge
 - + The only international bridge with north and south bound commercial traffic in the area.
 - + The only commercial international bridge with Free and Secure Trade lane program in the region; commercial clearance program for known low-risk shipments entering the United States from Canada and Mexico.
- » Frontage on only truck exit road from Border Safety Inspection Facility (BSIF) into the U.S.; safety and weight compliance inspection facility of commercial vehicles prior to their entering the highway system in the United States.
- » Direct access to Overweight Corridor, as well as the future State Highway 365 Toll Road.



DEVELOPMENT OVERVIEW

Majestic International Trade Port is a master-planned industrial park sitting at the focal point of international trade in Pharr, Texas. Situated at the intersection of Military Highway and San Juan Road, Phase 1 of Majestic International Trade Port will have frontage access to the future State Highway 365 Toll Road and sit along the future truck route from the Border Safety Inspection Facility at the Pharr International Trade Bridge; the only international bridge with north and southbound commercial traffic in the area. Majestic International Trade Port will accommodate industrial distribution and manufacturing class A facilities of 100,000 square feet up to in excess of one million square feet. Less than five miles south, Majestic International Trade Port will have direct access to Reynosa, Tamaulipas, Mexico, home to over four hundred manufacturing operations occupying over thirty million square feet of industrial real estate. Northbound, this development will feed into Highway 281/Cage Boulevard, transitioning into Interstate 69, one of the most efficient distribution corridors in the U.S.

ABOUT MAJESTIC REALTY CO.

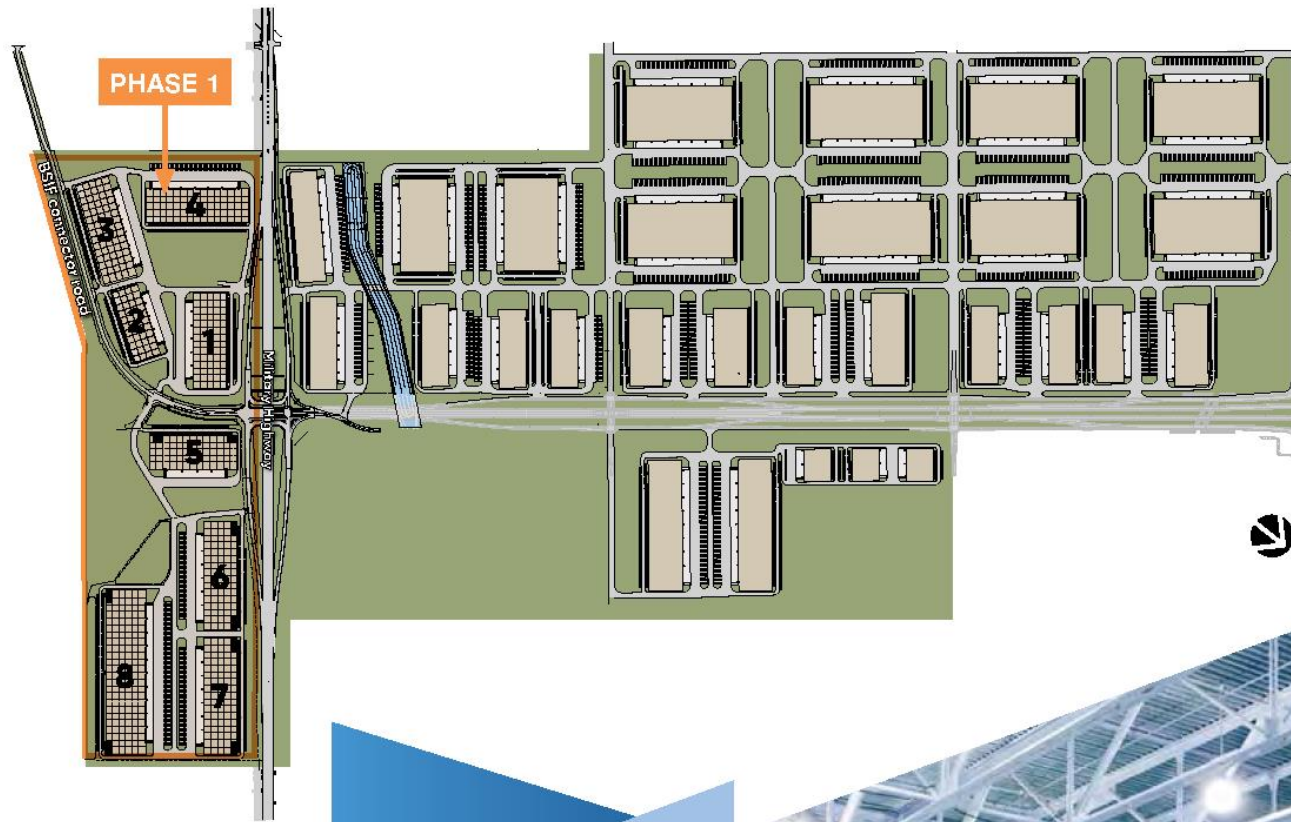
- » The largest, privately-held developer and owner of master-planned industrial parks in the United States
 - » Portfolio exceeds 87 million square feet of industrial, office and retail space, as well as sports, entertainment and hospitality projects
 - » Majestic is a vertically integrated, long term owner of all assets within its portfolio
 - » Majestic Realty Co. was founded in 1948 by Edward P. Roski, Sr.



**MAJESTIC
INTERNATIONAL
TRADE PORT**



**MAJESTIC
REALTY CO.**



- » 600 Acre Master-Planned Industrial Park
- » Immediate Access to Future Toll 365
- » Centrally Located to Laredo, Austin, San Antonio and Houston
- » Potential buildout of 7 million square feet





MAJESTIC INTERNATIONAL TRADE PORT

DEVELOPED BY MAJESTIC REALTY CO.

PHASE 1

NORTH FACING VIEW





MAJESTIC INTERNATIONAL TRADE PORT

DEVELOPED BY MAJESTIC REALTY CO.

PHASE 1

SOUTH FACING VIEW

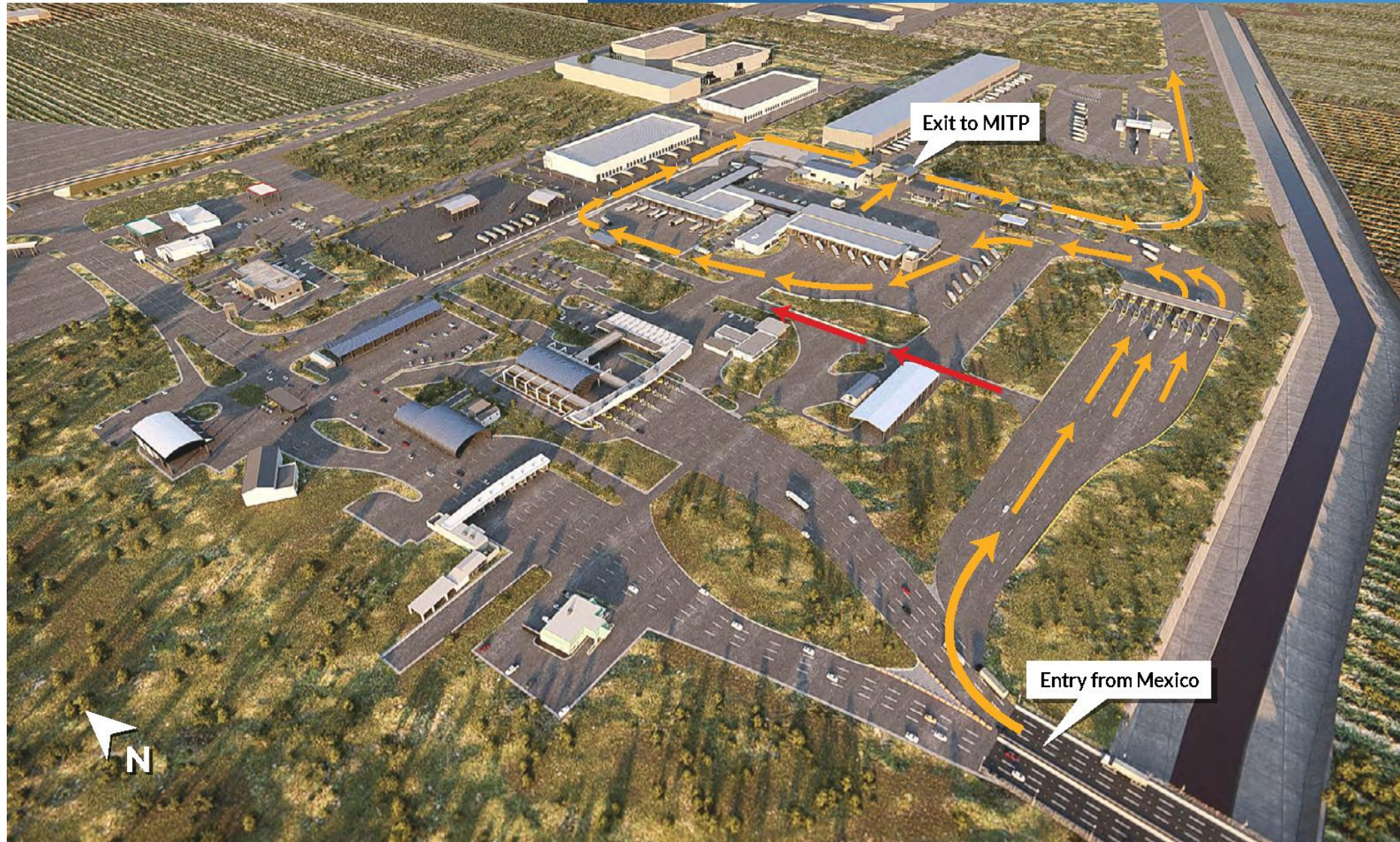




MAJESTIC INTERNATIONAL TRADE PORT

DEVELOPED BY MAJESTIC REALTY CO.

PHARR INTERNATIONAL BRIDGE PORT OF ENTRY - DETAIL MAP





MAJESTIC INTERNATIONAL TRADE PORT

DEVELOPED BY MAJESTIC REALTY CO.

VICINITY MAP

DRIVE TIMES

City	Miles	Drive Time
San Antonio	236	3 hrs, 32 mins
Austin	309	4 hrs, 36 mins
Houston	314	5 hrs, 17 mins
Dallas/Ft. Worth	503	7 hrs, 27 mins
Laredo	164	2 hrs, 43 mins
El Paso	788	11 hrs, 16 mins





**MAJESTIC
INTERNATIONAL
TRADE PORT**

**FOR ADDITIONAL INFORMATION,
PLEASE CONTACT**

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Vice President

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carlos.telles@cbre.com



SCAN ME

CBRE

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Pharr
International Bridge

FIBER OPTIC INTERNET



**Pharr Ahead
of the Rest!**

INDUSTRIAL WAREHOUSE SUMMIT

TeamPharr.Net Enterprise Update

Presented By:

Jose J. Peña, CGCIO - Innovation & Technology Director

Strategic Plans & Goals

- ▶ Establish partnerships with school districts, universities, and colleges within Pharr.
- ▶ Discuss and explore broadband service expansion opportunities with neighboring cities.
- ▶ Train and develop a skilled and resilient workforce.
- ▶ Support collaborative efforts with local school districts, universities, and the TWC to promote career development.
- ▶ Hold community training and outreach sessions for TeamPharr.Net and Cyber security.
- ▶ Plan and implement Smart City projects.



Grants & CRA Programs



Launching the Texas Border Small Business Broadband Fund

In partnership with Internet Service Providers:
TeamPharr.Net, VTX1 Companies, BTX Fiber, and SmartCom

Reg. Workforce Development

What will TechXperts Learn?

Curriculum includes but is not limited to:

- Tier 1 tech support IT skills
- Customer Service skills
- Personal Branding
- Digital Citizenship
- Cyber Security
- Digital Inclusion 101
- Job Shadowing
- Paid experiential learning internships and apprenticeships



LevelUp RGV a digital workforce development program



VTX1 Companies



Contact Now



210-444-1710 ext 1726



michelle.vega@idra.org



idra.org

Press & Publications

- ▶ [FBA Fiber Forward Magazine: Pharr, TX, A Bad Water Bill to City Fiber](#)
- ▶ [Government Technology: South Texas City Investing in Fiber Optics to Connect All](#)
- ▶ [Community Networks: Pharr, Texas Leads Regional Effort to Build Municipal Fiber Network](#)
- ▶ [Broadband Communities Magazine: Pharr, Texas, Takes DIY Approach to Build Gigabit Fiber](#)
- ▶ Video:
 - ▶ [City of Pharr Digital Divide](#)
 - ▶ [Graybar Production - Series 1 of 3](#) & [Graybar Production - Series 2 of 3](#)
 - ▶ [FBA Recap and testimonials](#)
- ▶ Presentations
 - ▶ Texas Assoc. of Gov. IT Managers 2022 & 2023: TeamPharr.Net
 - ▶ Fiber Broadband Association - Fiber Connect 2022 & 2023
 - ▶ TATO A 2022 & Calix ConneXions 2022



Awards



SMART CITIES
CONNECT
SPRING CONFERENCE & EXPO



TeamPharr.NET:
Fast, Affordable, FTTP Internet Services
City of Pharr, TX



- ▶ TEDC 2022: Pharr E.D.C. earns Community Economic Development Award
- ▶ Quality Texas Foundation 2022: Governor's Texas Award for Performance Excellence
- ▶ May 3rd, Broadband Communities - Cornerstone Award
- ▶ May 15th, Smart Cities Connect - Smart 50 Awards
- ▶ August 23rd, Fiber Broadband Association - Certified All Fiber Provider





PROJECT HIGHLIGHTS

- 2.1 million feet (398 miles) of fiber optic cable
- 24,000 residential and business accounts
- 1 GB (1000 Mbps) internet speed

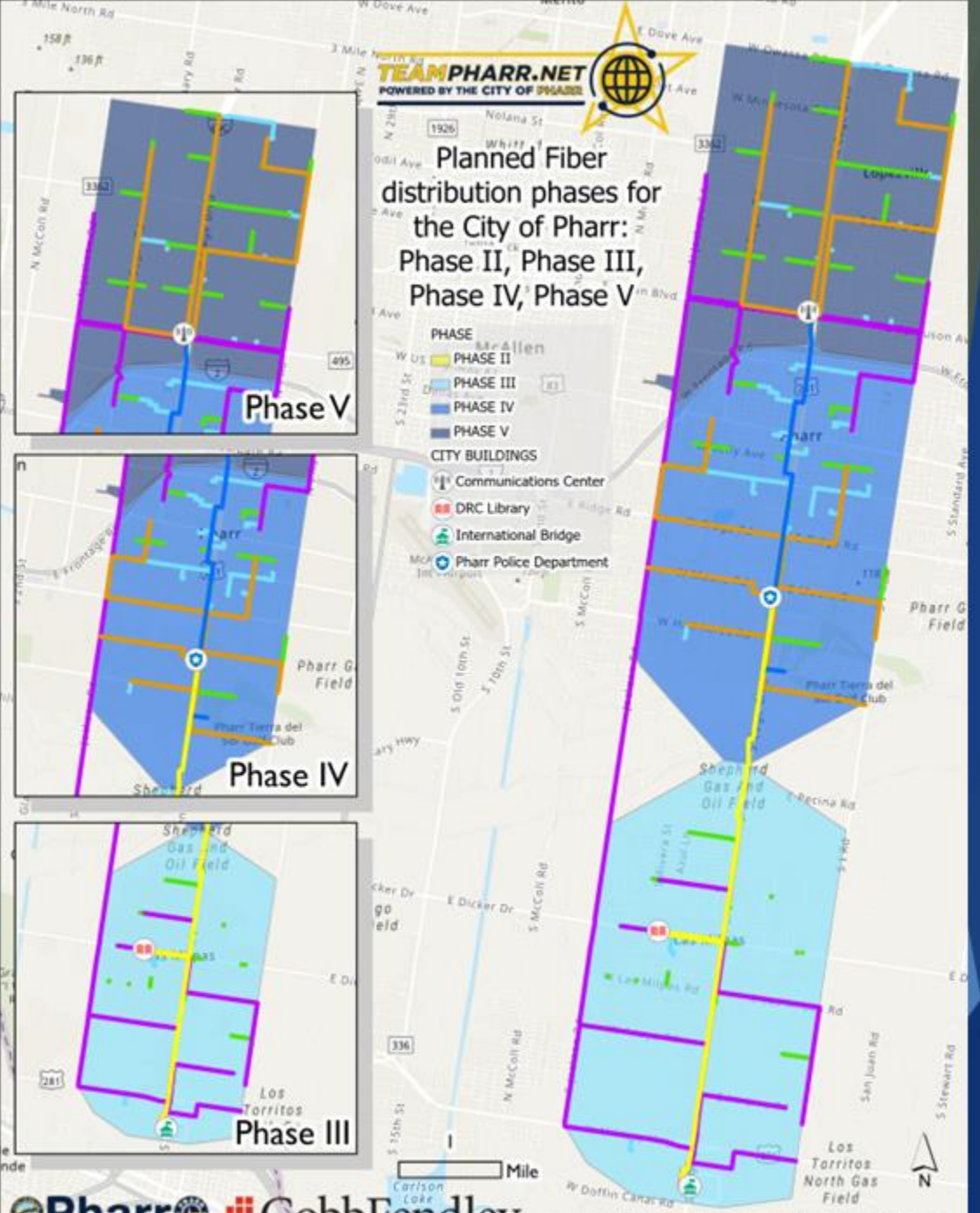
Fast Facts about 1 GB Fiber

- 1 song (4 minutes, 4 megabyte) = almost instant
- Web video (5 minutes, 30 megabyte) = almost instant
- 9-hour audiobook (110 megabyte) = 1 second
- 45-minute HDTV show (600 megabyte) = 5 seconds
- 2-hour HD movie (4.5 gigabyte) = 38 seconds
- Archiving 10 gigabyte of various files = 1 minute 25 seconds

TIMELINE

	Estimated Start	Estimated Completion
Phase I: Preliminary Network Study	APRIL '21	MAY '21
Phase II: Core Build	AUG '21	JAN '22
Phase III: South Build	DEC '21	MAR '23
Phase IV: Mid Build	MAY '22	MAY '23
Phase V: North Build	NOV '22	JUL '23

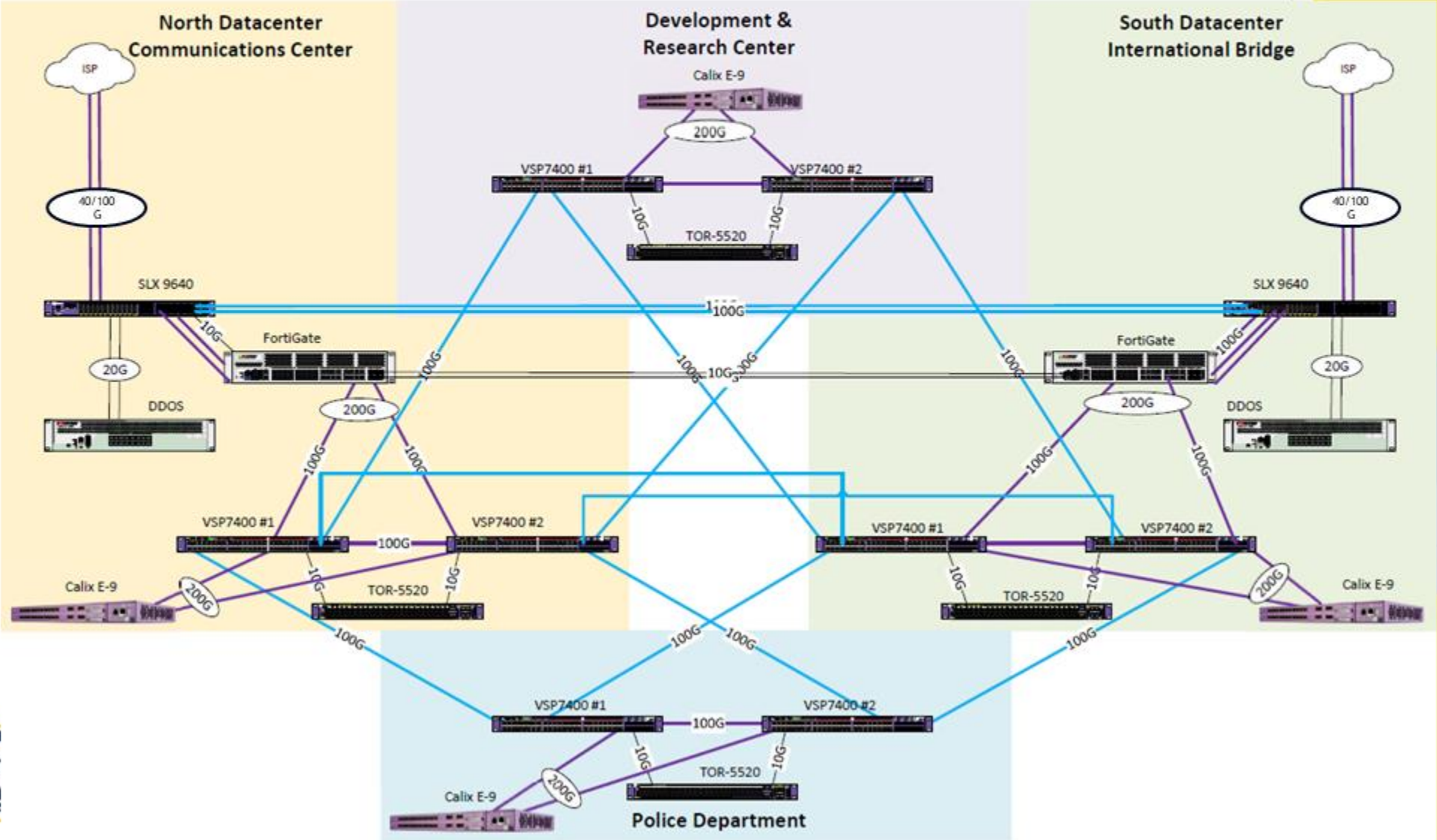
- CITY BUILDINGS**
- Communications Center
 - DRC Library
 - International Bridge
 - Pharr Police Department
- PHASE**
- PHASE II
 - PHASE III
 - PHASE IV
 - PHASE V



Technology Partners



Network Design



Service Offerings

Residential

- ▶ \$25 - 500 Mbps
- ▶ \$50 - 1 GB
- ▶ \$80 - 2 GB

Commercial Small Business

- ▶ \$70 - 300 Mbps
- ▶ \$100 - 500 Mbps
- ▶ \$150 - 1 GB
- ▶ \$200 - 2 GB

Commercial Enterprise

- ▶ \$500 - 300 Mbps
- ▶ \$1,000 - 500 Mbps
- ▶ \$1,500 - 1 GB
- ▶ \$2,000 - 2 GB
- ▶ \$3,000 - 5 GB
- ▶ \$4,000 - 10 GB

* All plans are symmetrical speeds



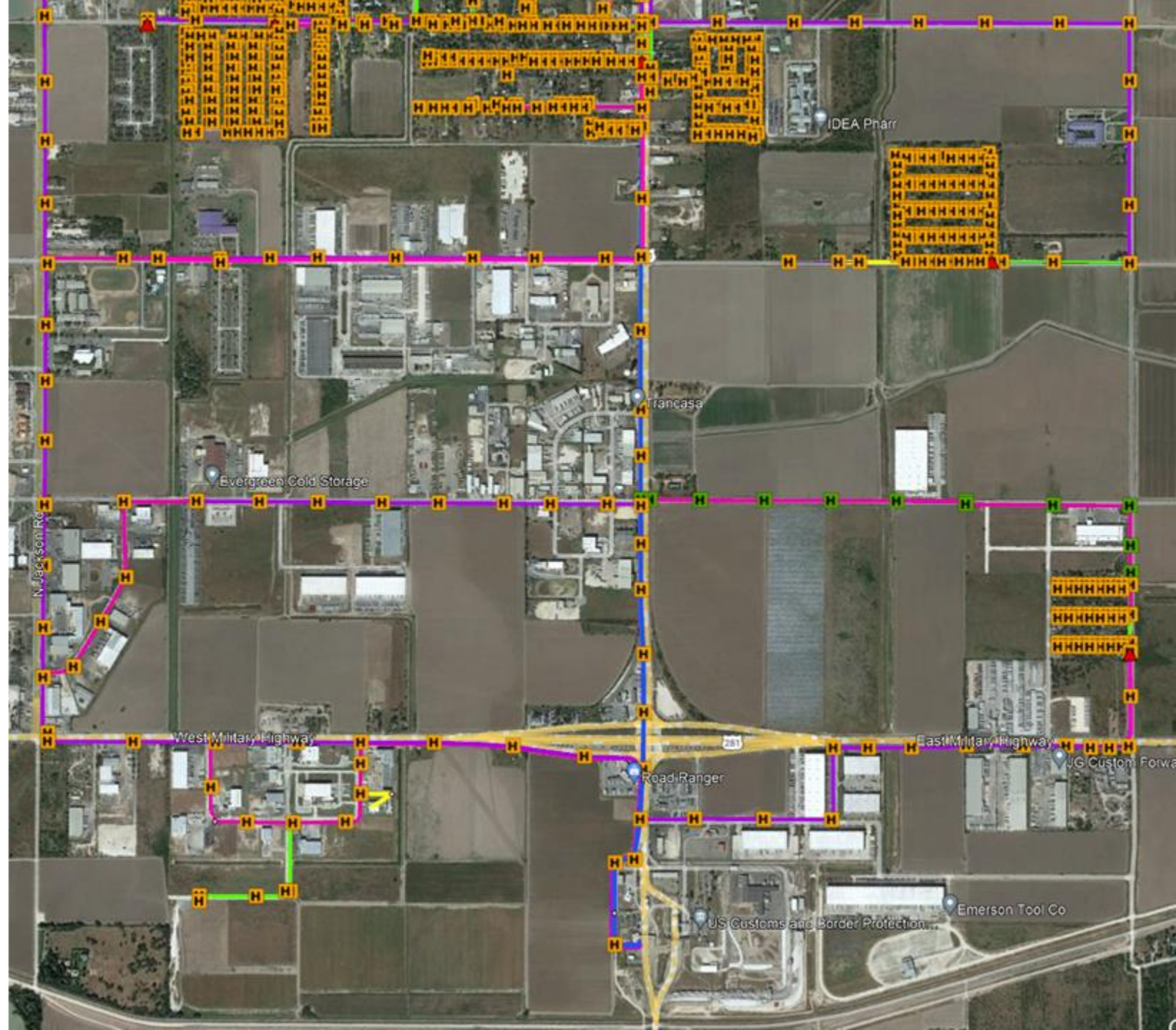
Industrial Fiber Map

Las Milpas Rd

Anaya Rd

Hi Line Rd

Military Hwy



Questions & Thank You





Pharr
International Bridge

PORT OF BROWNSVILLE



PORT OF
BROWNSVILLE
the port that works

Industrial & Business Park

Industrial Warehouse Summit
Pharr TX

8/21/2023

Port of Brownsville



40,000 ACRES.

Largest land-owning public port authority in the U.S.



Only deepwater seaport on the U.S. and Mexico Border.



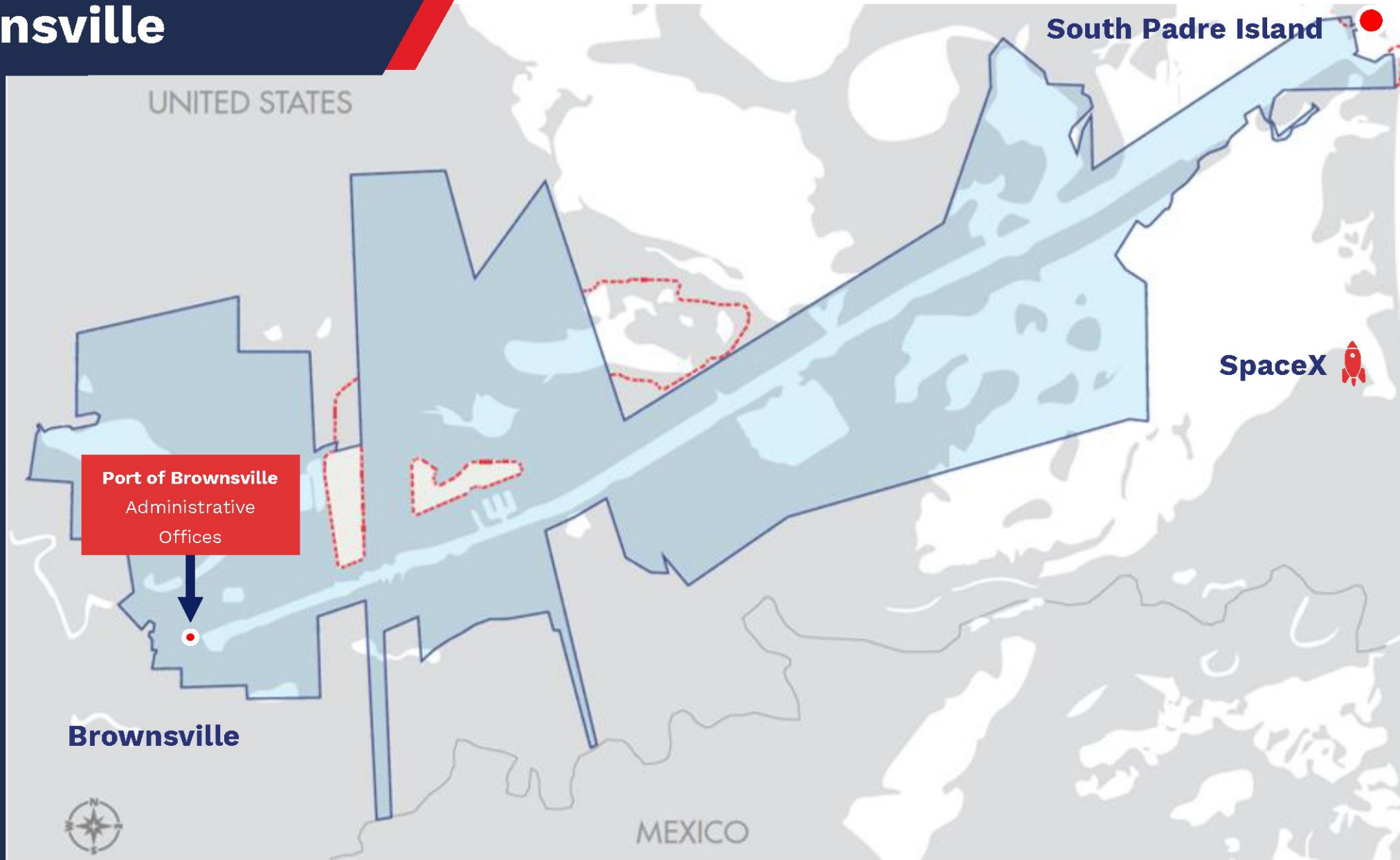
Large and growing petroleum, project and breakbulk cargo.



9,000+ local employees.



Homeport of SpaceX



Port of Brownsville

Regional Connectivity

INTERSTATES & HIGHWAYS

- I-69E & I-69C
- I-2
- SH 550 (I-169)
- MEX: 2, 101 & 53

INTERNATIONAL CROSSING

- VETERANS BRIDGE
- LOS INDIOS BRIDGE
- PHARR BRIDGE
- WEST RAIL BRIDGE



GLOBAL CONNECTIVITY



Port of Brownsville

Building a Competitive Binational Region

WHY?

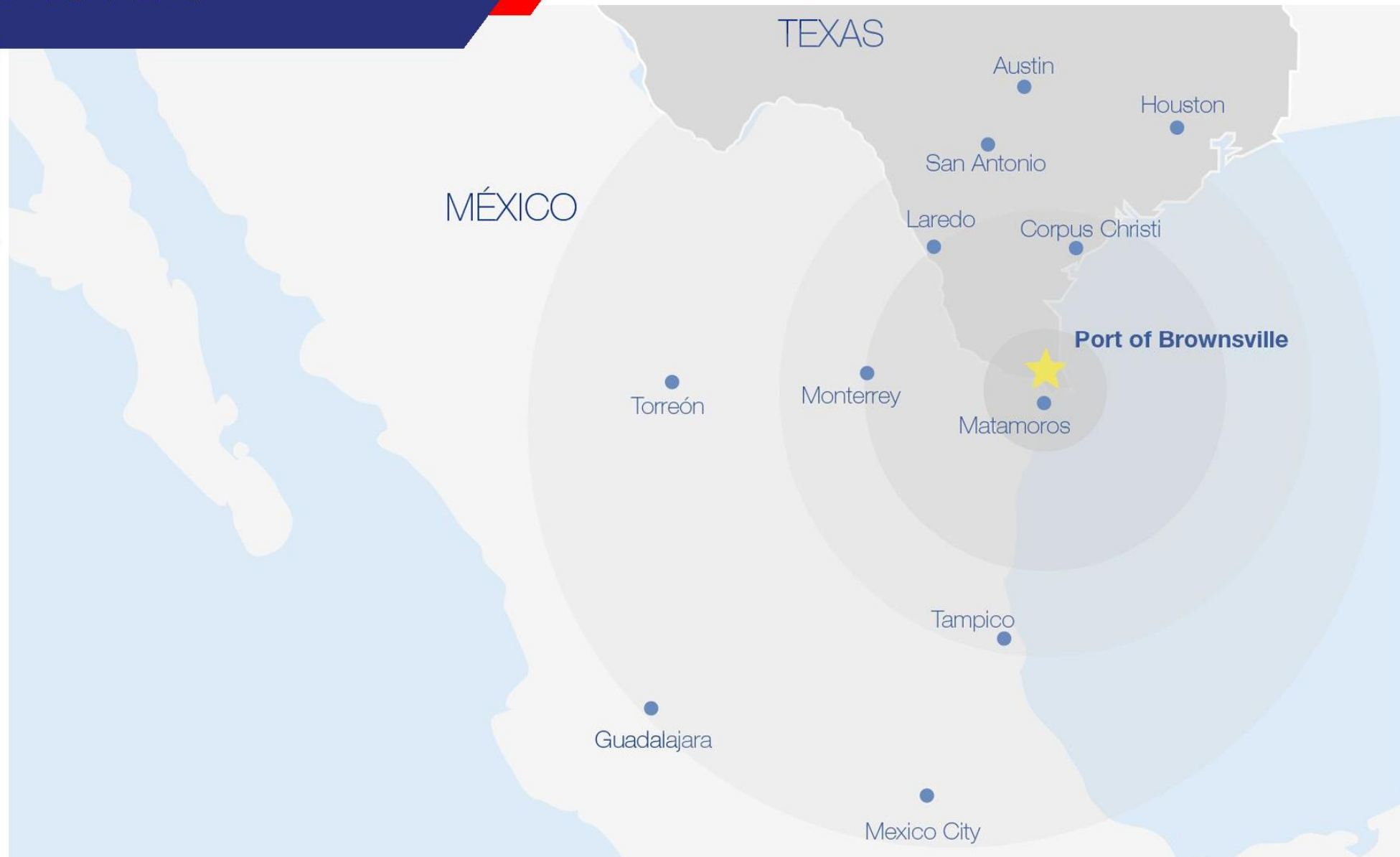
- NEARSHORING
- RESHORING
- INDUSTRIAL EXPANSION
- LOGISTICS SERVICES

HOW?

- INFRASTRUCTURE
- CONNECTIVITY
- VALUE ADDED
- SERVICES

WHAT?

- MULTIMODAL TRANSPORTATION
- WORLDWIDE CONNECTIVITY
- STEEL & ENERGY LOGISTICS HUB
- **INDUSTRIAL PARK**



Port of Brownsville

Development Opportunities

Site Alternatives

Phase I
118 Acres
South of R.L. Ostos Rd.

Phase II
44 Acres
FM 802 – Landfill

Phase III
9 Acres
West of SH 550 Gate



Port of Brownsville

Area Development

Phase I:

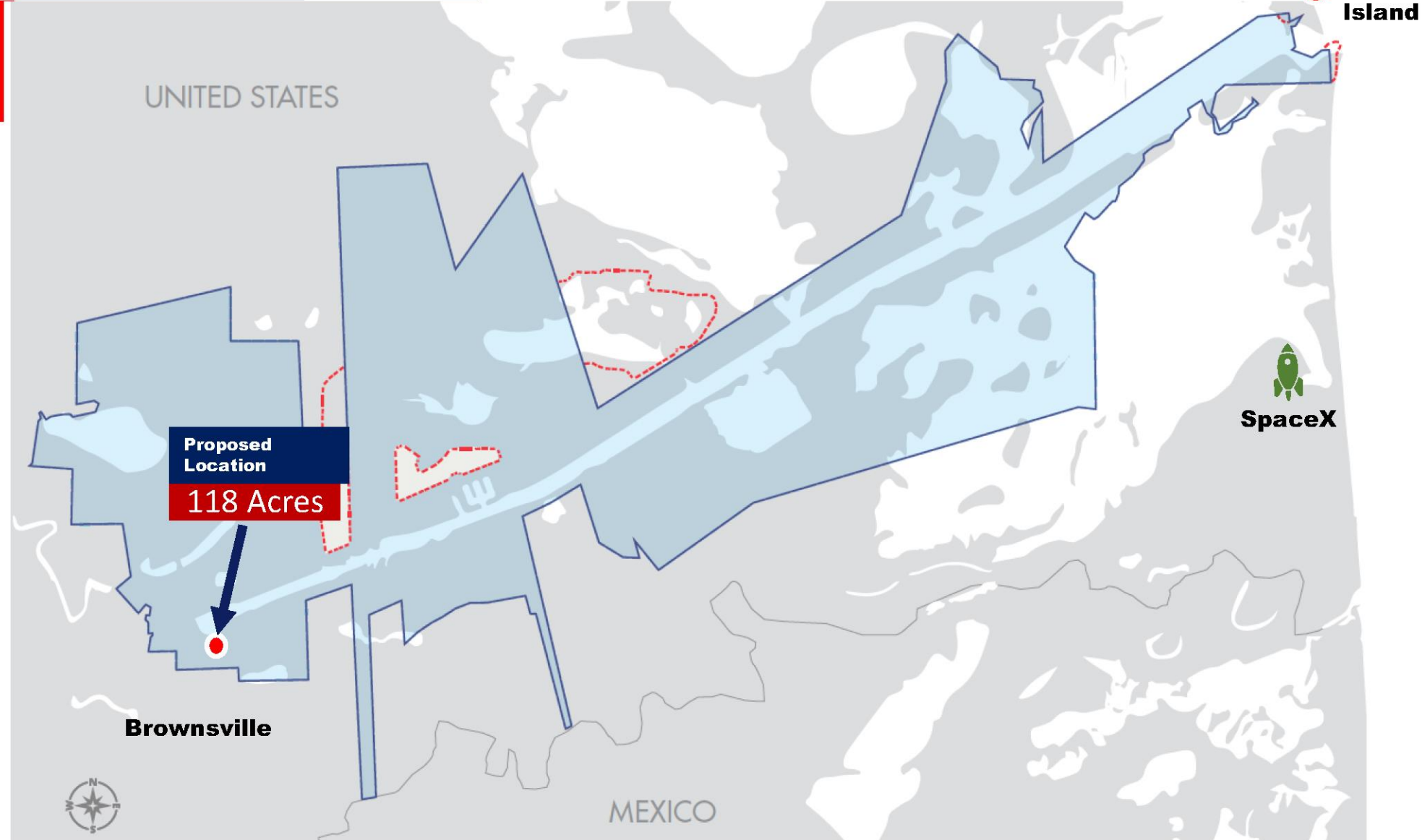
Proposed Area:

A 118 acres property, divided into 18 lots of different sizes; It is inside the Port, near the Channel and with access to all services.

It is under construction; it is estimated to be ready by June 2024.

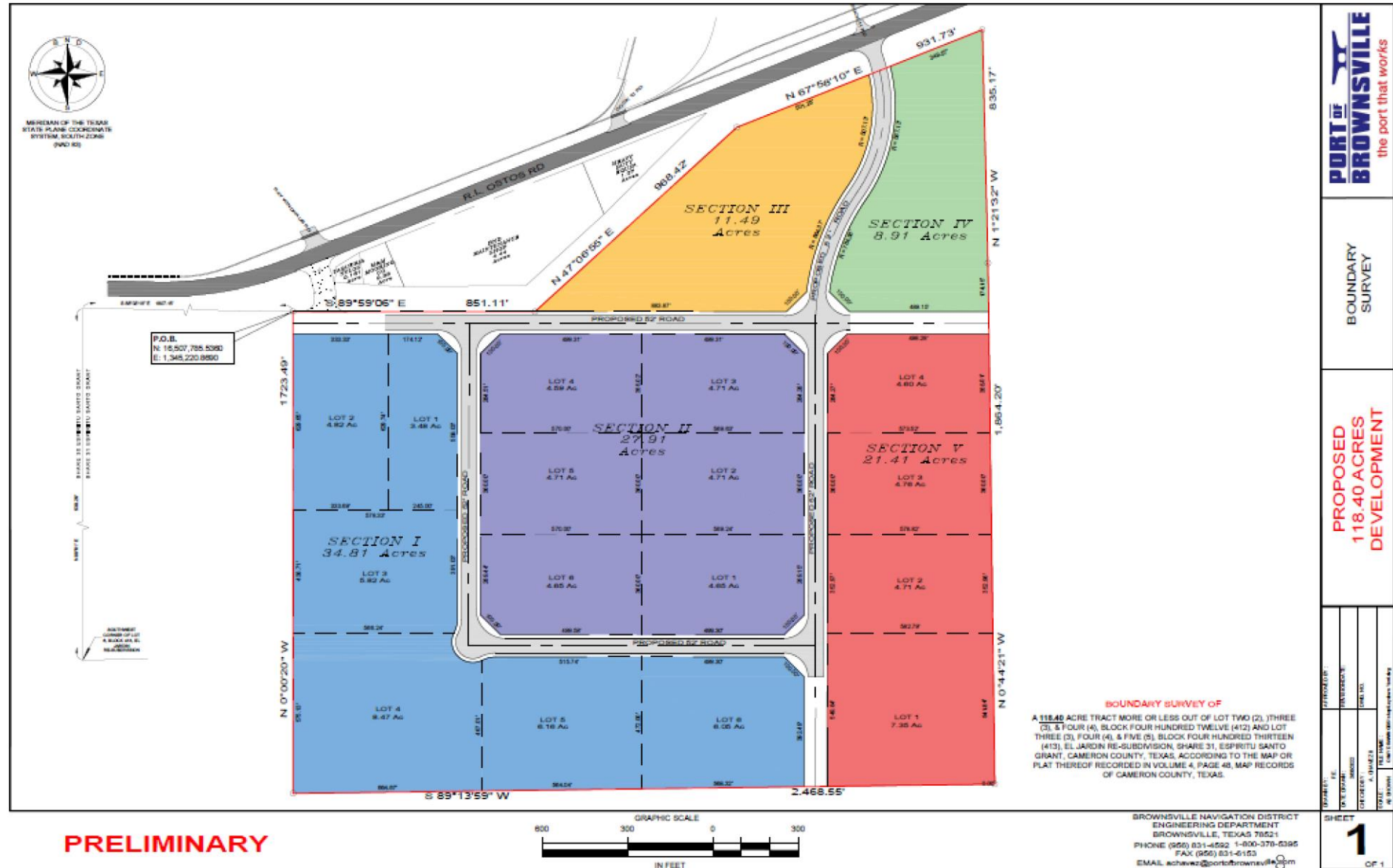
The objective is to develop Industrial Buildings for:

1. Manufacturing
2. Assembly
3. Distribution Centers



Port of Brownsville

118-Acres Layout



Port of Brownsville

118-Acres
Site



Business Park Characteristics

Infrastructure:

- 18 Lots Available with Elevations of 16-26 Ft.
- Concrete and Wide Streets, for Heavy Load
- Storm Drainage and Channel System
- Fire Supression System with Hydrants in Each Lot
- Multimodal Transportation (Maritime, Rail and Trucks)
- Perimeter fence
- LED street lighting
- Underground Electrical Circuits

Services:

- Water and Drainage (PoB)
- Electricity (Brownsville Public Utility Board)
- Natural Gas (Texas Gas Service)
- Fiber Optics (AT&T)
- 24/7 Controlled Access (PoB)
- 24/7 Police Surveillance and CCTV (PoB)
- Truck Parking (PoB)
- Fiscal Enclosure-FTZ #62 (PoB)
- Overweight Corridor (PoB)

Port of Brownsville

**118-Acres site
Development
August 2023**



8/21/2023

THANK YOU

Arturo Gomez
Port Deputy Director of Operations
agomez@portofbrownsville.com





Pharr
International Bridge

TRADE NUMBERS IN TODAY'S BORDER ECONOMY



Near-Shoring:

Where Mexico is gaining, where it's not

Presented by WorldCity President Ken Roberts
Pharr International Bridge Industrial Warehouse Summit
Pharr, Texas / August 22, 2023

Overview

1. For the first time in 14 years, China is no longer the top U.S. source of imports. Mexico is.
2. Mexico has gained some market share in a couple of key U.S. imports traditionally dominated by China.
3. Pharr and other Texas border crossings will have to work closely with Mexican counterparts to benefit.

After 14 Years On Top, China Now Ranks Third For U.S. Imports

Ken Roberts Contributor 

Two decades analyzing U.S. trade data by port, country, export, import

Follow

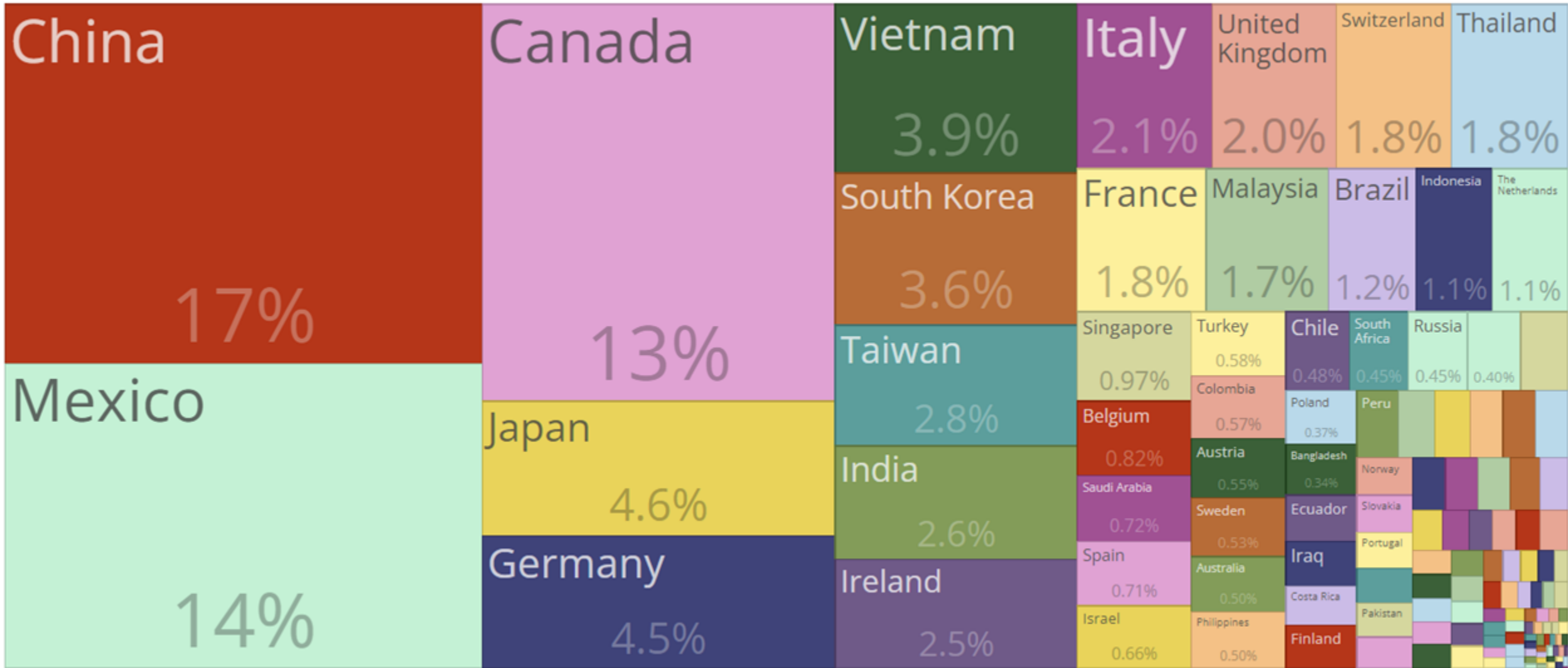
Jul 11, 2023, 05:45am EDT



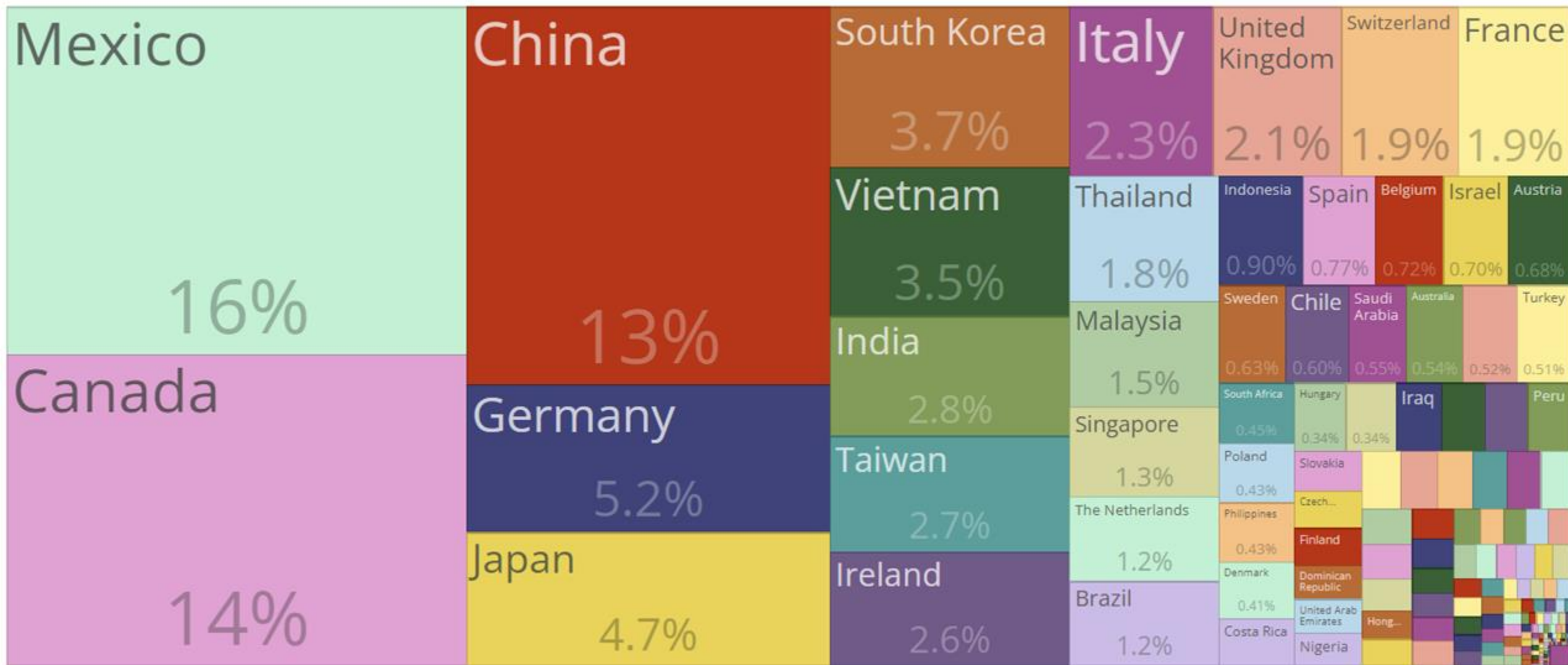
Listen to article 4 minutes



ALL BY COUNTRY
TOTAL: 3.25T



ALL BY COUNTRY
TOTAL: 1.52T



Port Selection

All Ports

Airports

Seaports

Date Range

Month

Ytd

2022

Value or Tonnage

Value

Tonnage

2015: China's top 10 U.S. imports



Cell phones



Computers



Toys



Monitors, TVs



Computer parts



Furniture



Vehicle parts



Seats



Printers



Handbags

2015: No. 1 source for 9-10



Cell phones



Computers



Toys



Monitors, TVs



Computer parts



Furniture



Seats



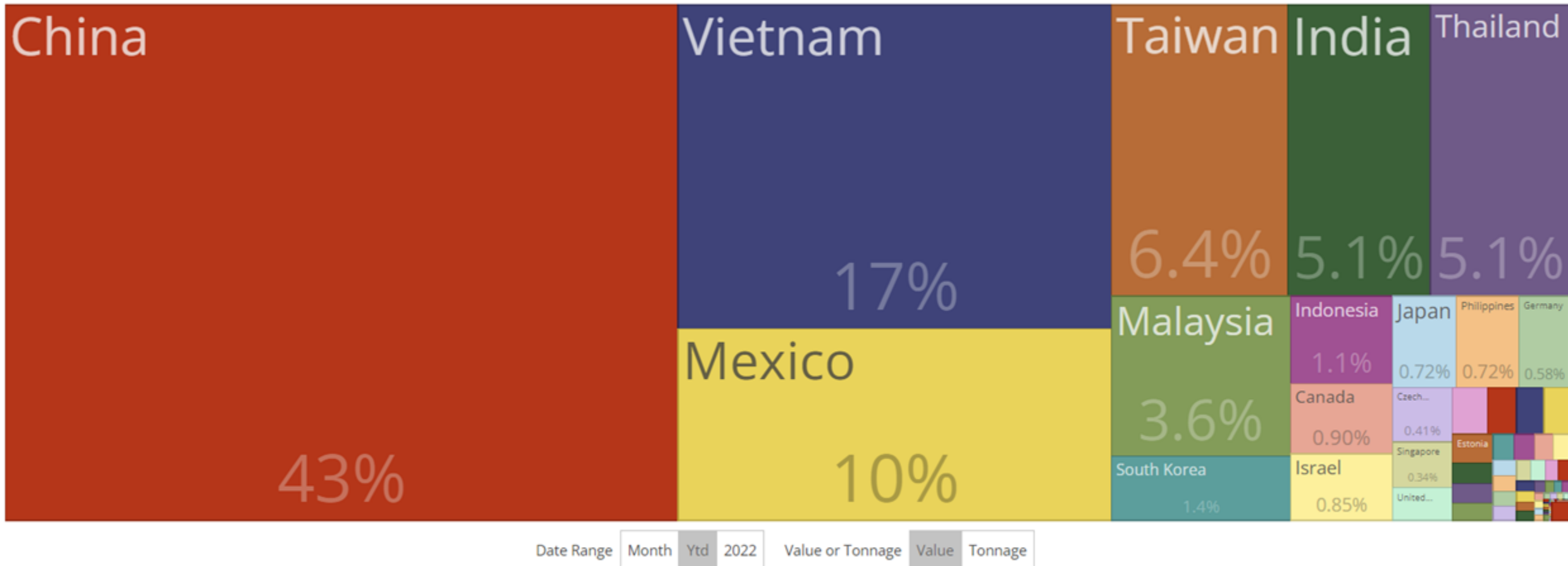
Printers



Handbags

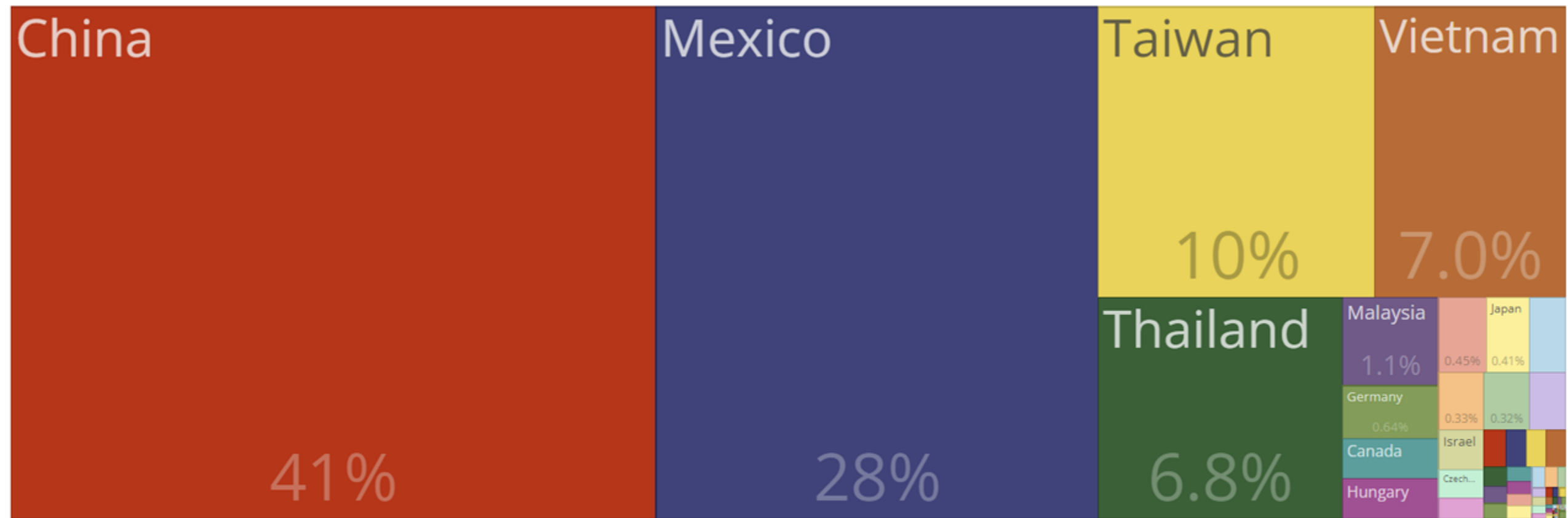
Market share change: A closer look

CELL PHONES, RELATED EQUIPMENT
TOTAL: 53.6B



China: From 60% in 2015 to 43% today.
Mexico: From 11% to 10%. Vietnam from 4% to 17%

COMPUTERS
TOTAL: 48.7B



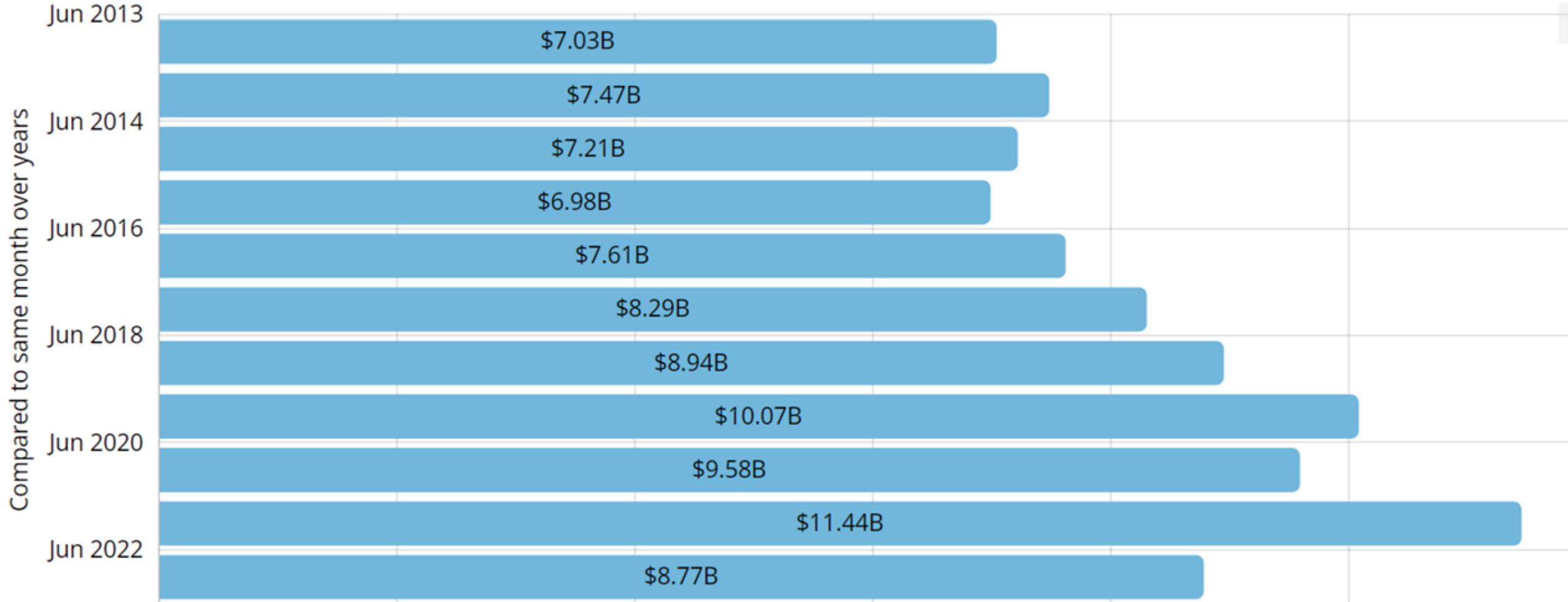
Date Range Value or Tonnage

China: From 62% in 2015 to 41% today.
Mexico: From 21% to 28%. Vietnam from 2% to 7%.

That's not as good as it sounds...

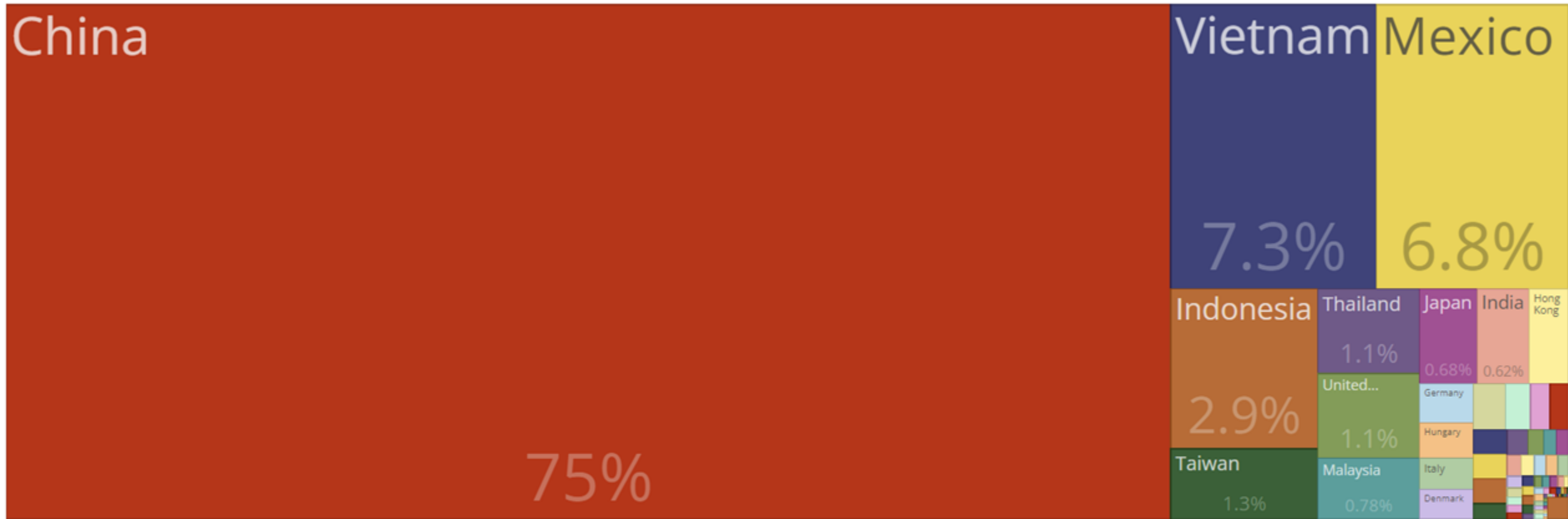
Imports: Computers

Edit



Imports from China are off 23%, Mexico about 14%.

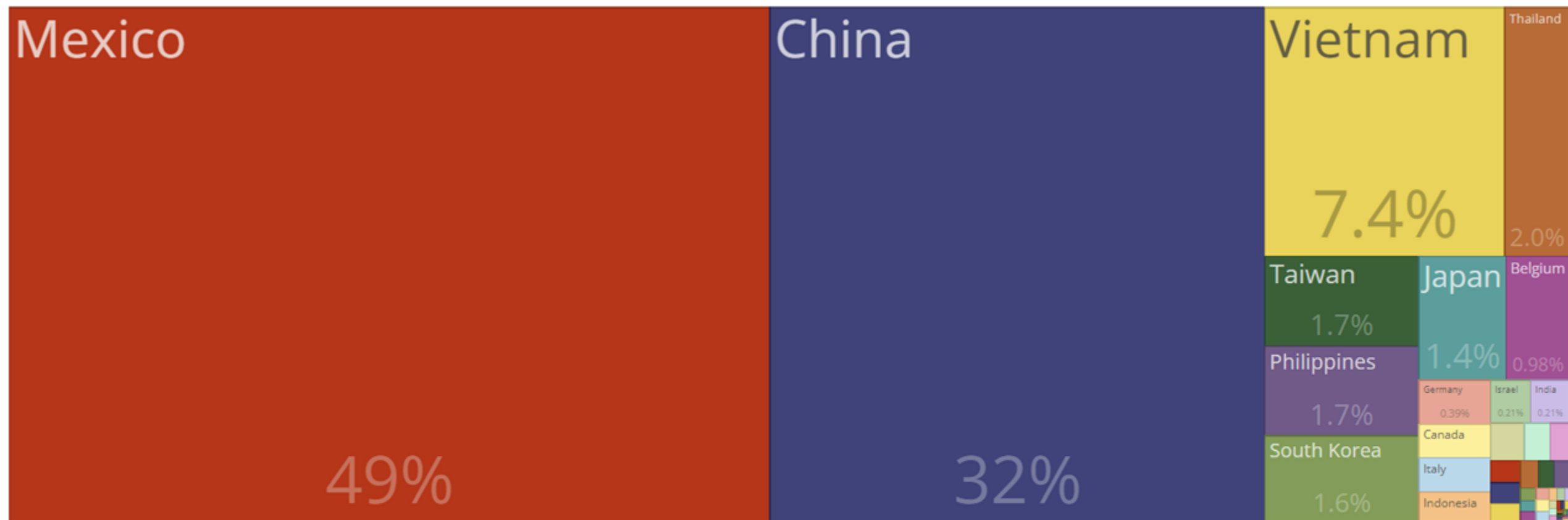
TOYS, CHILDREN'S BICYCLES, GAMES
TOTAL: 6.06B



Date Range Value or Tonnage

China: From 83% in 2015 to 75% today.
Mexico: From 6% to 6.8%. Vietnam from 2% to 7.3%.

TVS, COMPUTER MONITORS
TOTAL: 9.32B

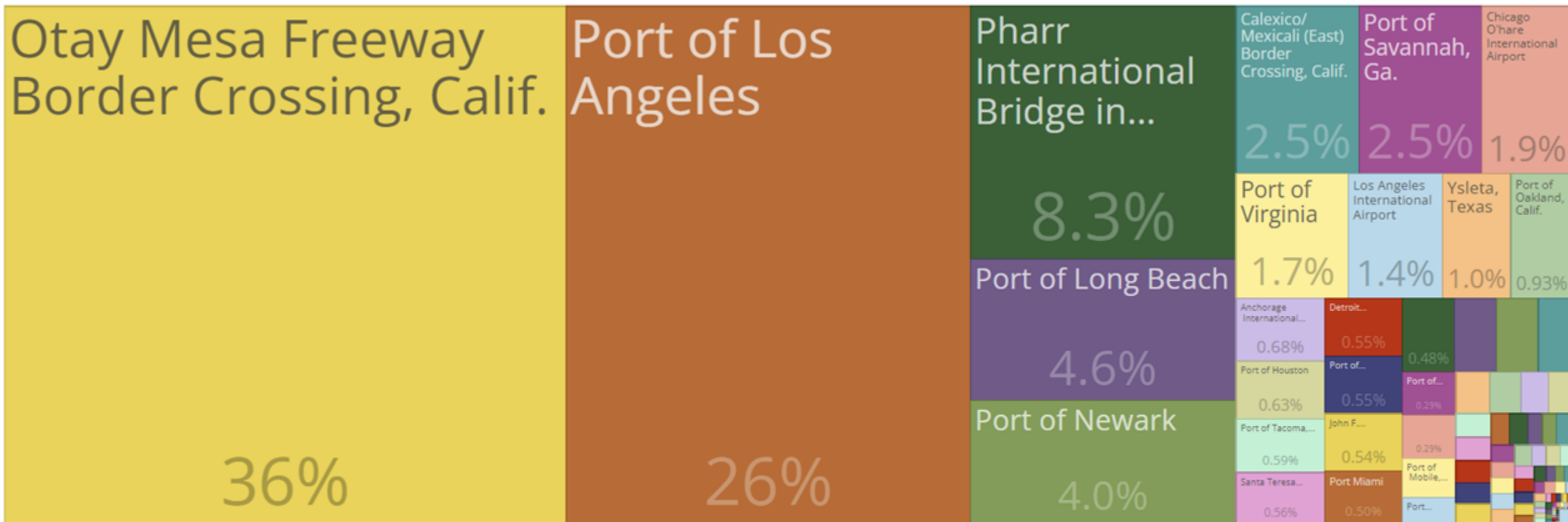


Date Range 2022 Value or Tonnage

China: From 46% in 2015 to 32% today.
Mexico: From 40% to 49%. Mexico overtakes China.

Pharr plays a role but ...

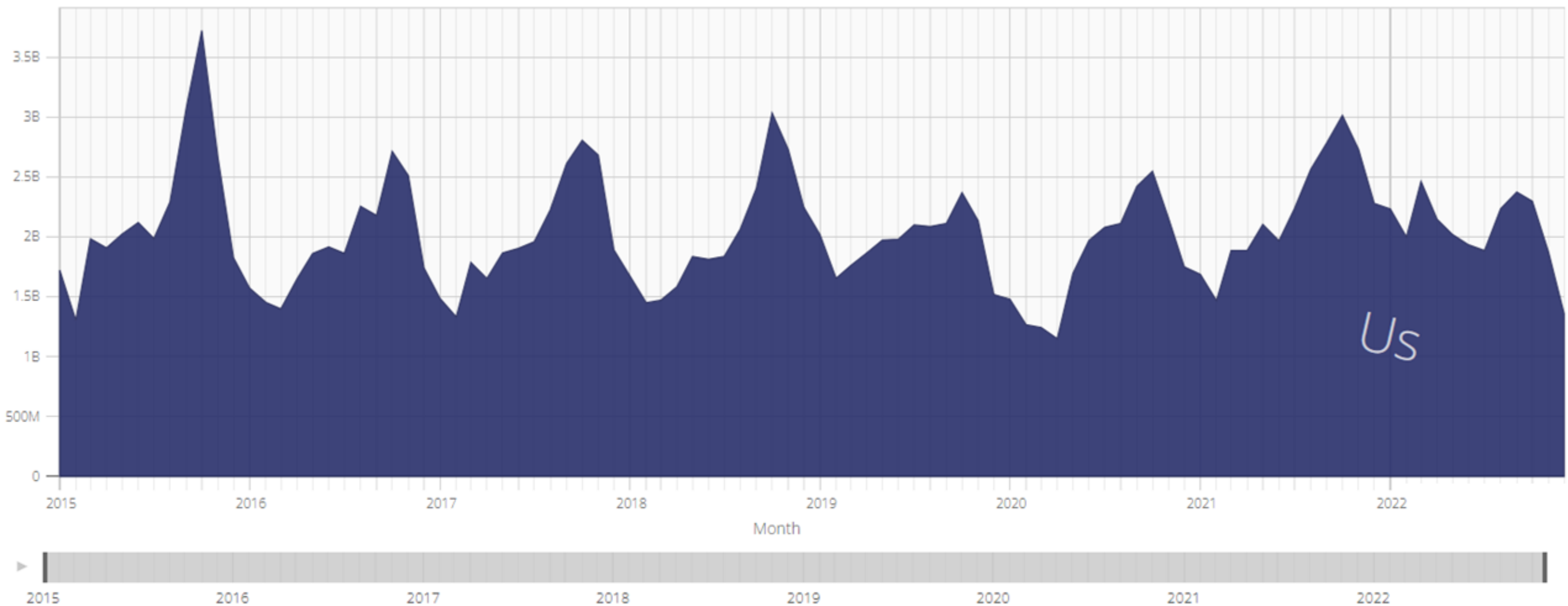
TVS, COMPUTER MONITORS IMPORTS BY PORT
TOTAL: 9.32B



Port Selection Date Range Value or Tonnage

Otag Mesa, Port of Los Angeles market share little changed. Pharr ranks third, down from 9% to 8.3%.

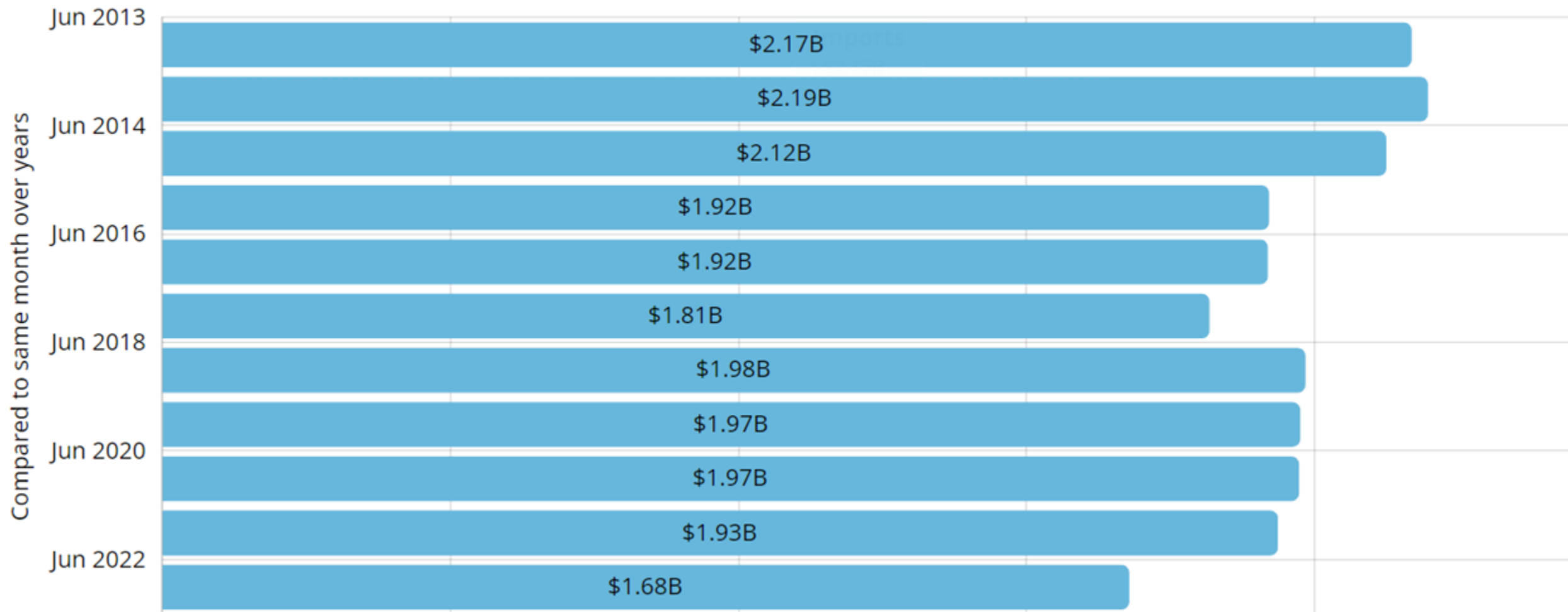
TVS, COMPUTER MONITORS IMPORTS OVER TIME:



U.S. TV, monitor and parts imports tend to peak around October most years. Notice the drop at the end of 2023.

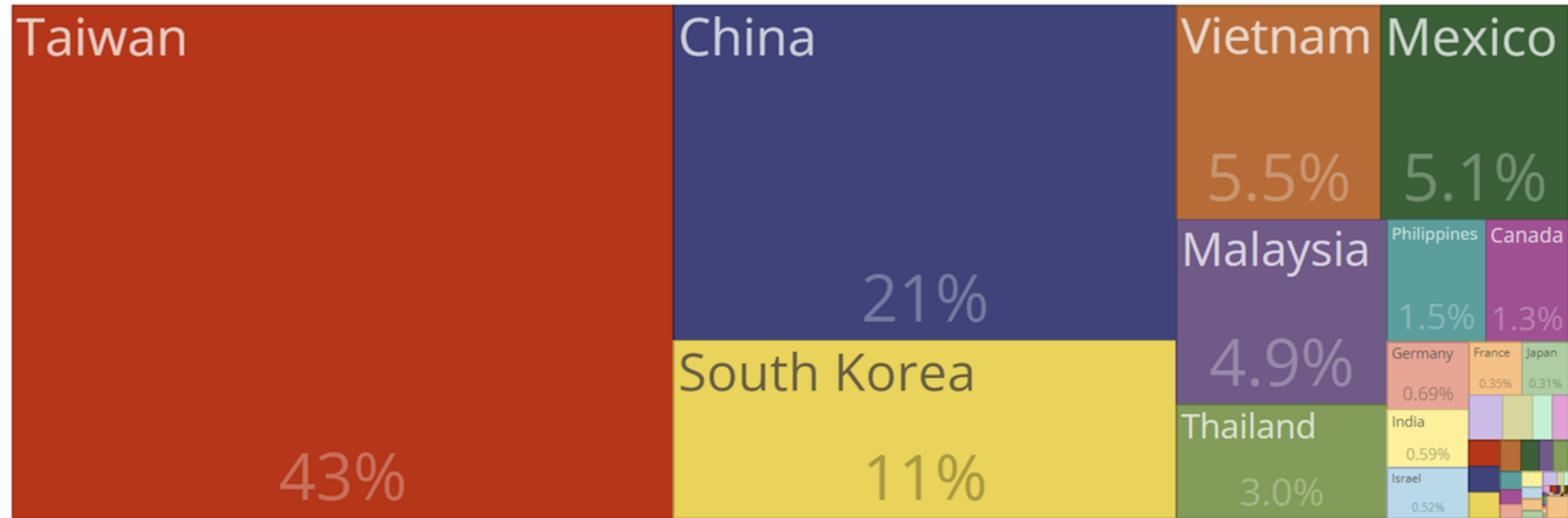
Imports: TVs, computer monitors

Edit



The worst June in at least a decade for TVs, monitors.

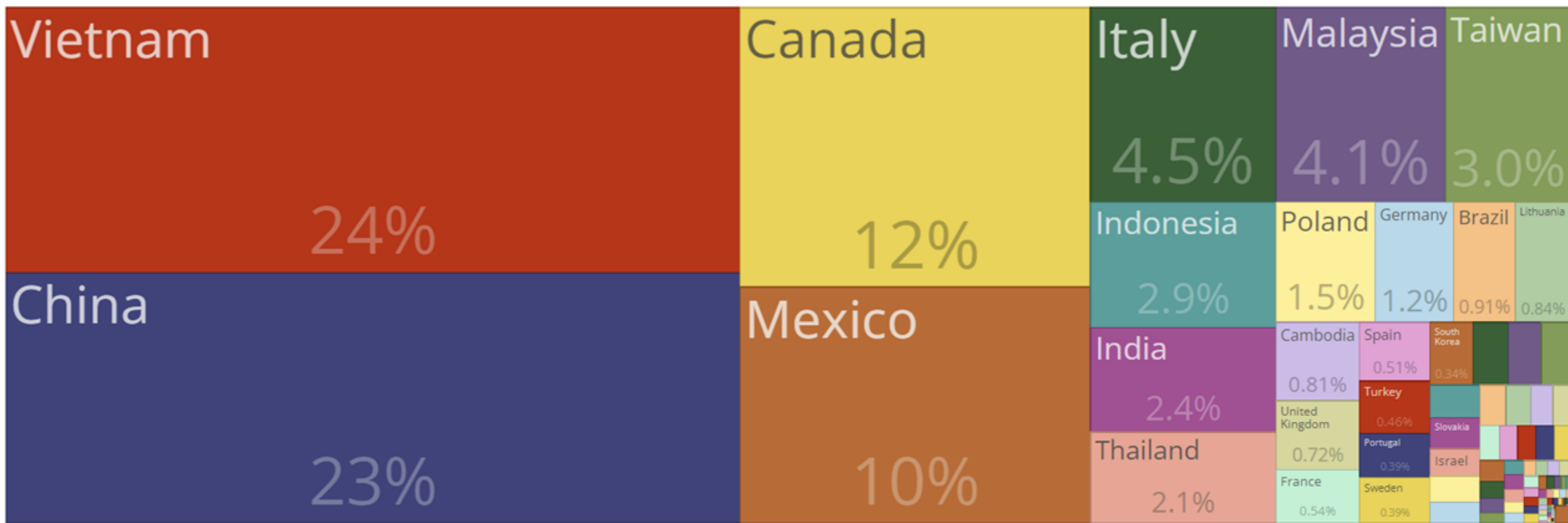
COMPUTER PARTS
TOTAL: 13.8B



Date Range 2022 Value or Tonnage

China: From 62% in 2015 to 21% today.
Mexico: From 2.35% to 5.1%. Taiwan from 7% to 43%.

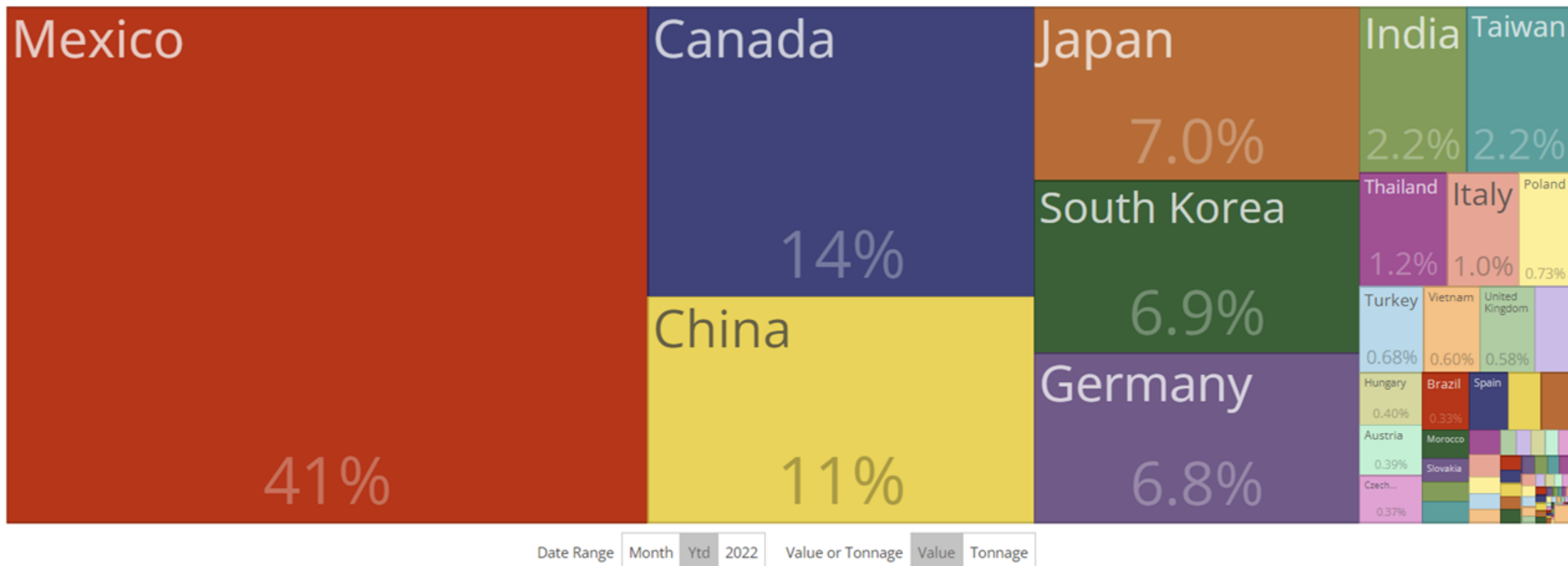
FURNITURE, PARTS
TOTAL: 12.3B



Date Range 2022 Value or Tonnage

China: From 48% in 2015 to 23% today.
Mexico: From 5% to 10%. Vietnam from 14% to 24%.

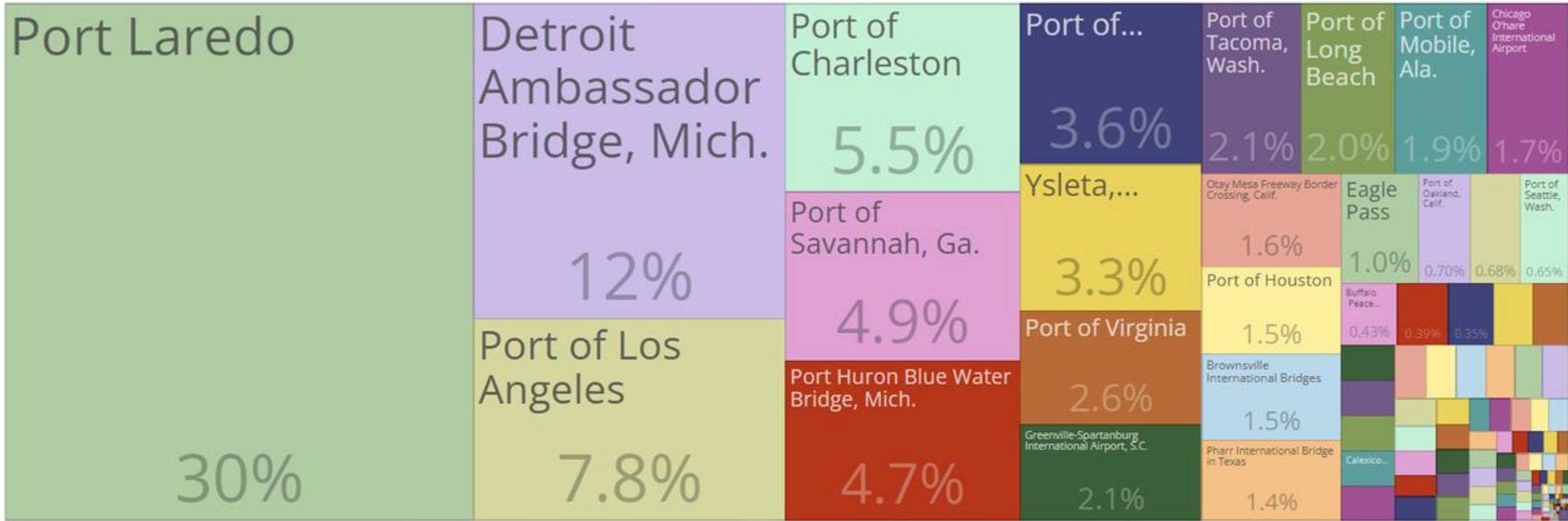
MOTOR VEHICLE PARTS
TOTAL: 42.3B



China: From 15% in 2015 to 11% today.
Mexico: From 32% to 41%. Highest percentage ever.

And the winner is ...

MOTOR VEHICLE PARTS IMPORTS BY PORT
TOTAL: 42.3B

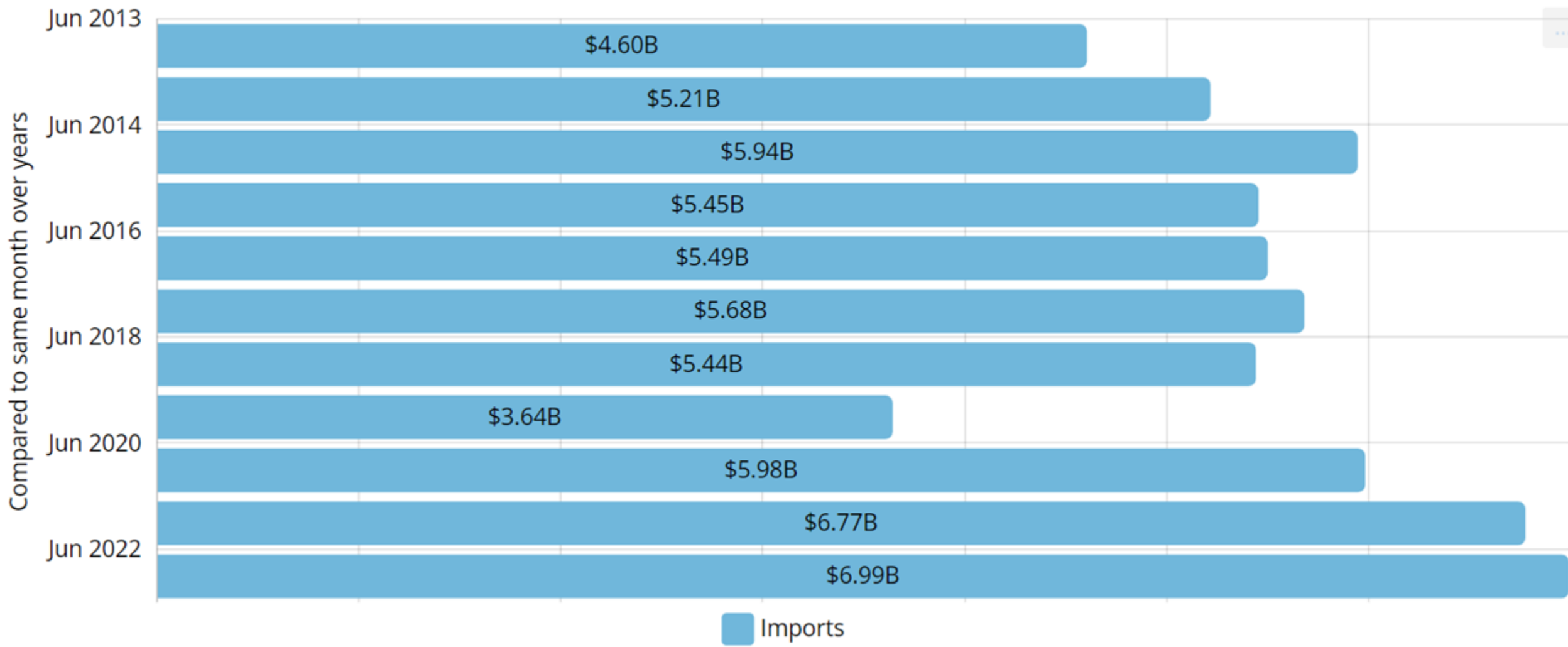


Port Selection All Ports Airports Seaports Border Crossing Date Range Month Ytd 2022 Value or Tonnage Value Tonnage

Laredo gained market share, from 27% to 30%, largely from the ports of Los Angeles, Savannah and Newark.

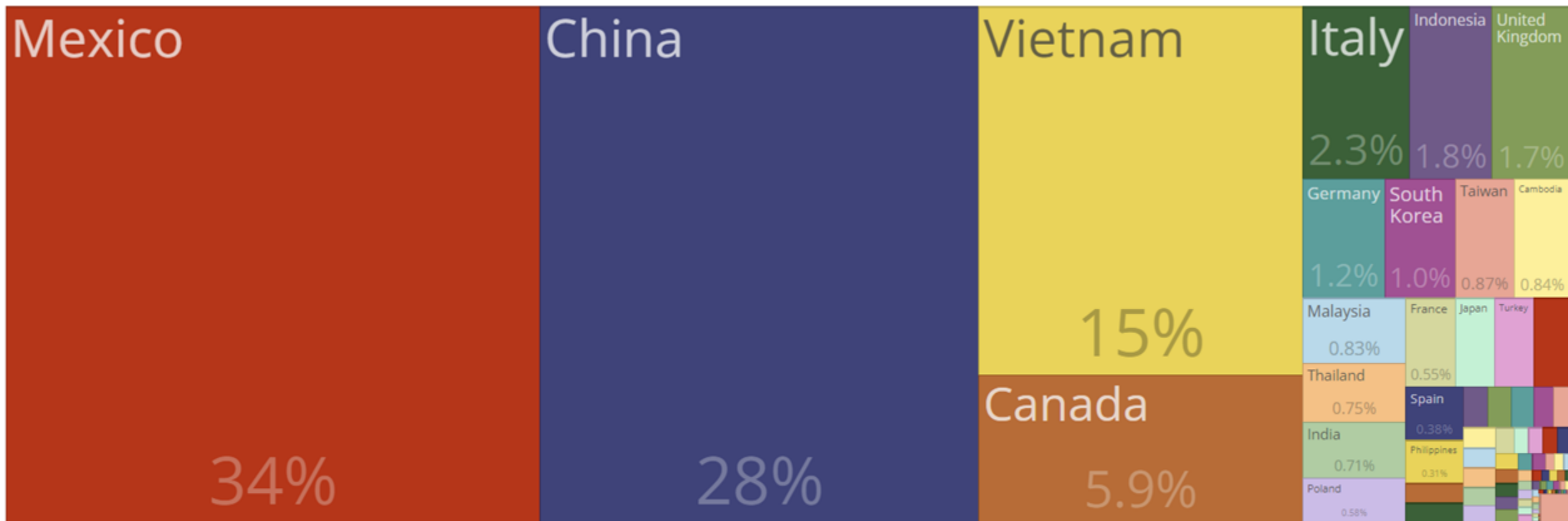
Imports: Motor vehicle parts

Edit



... And the increase is in a strong year.

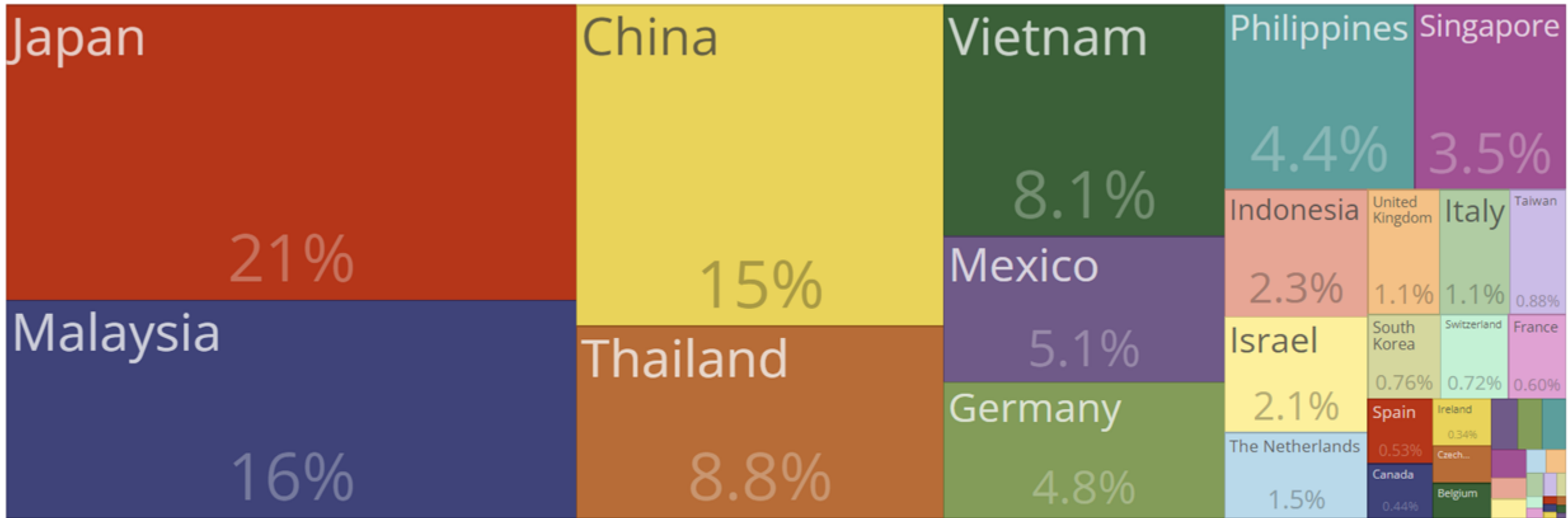
SEATS, EXCLUDING BARBER, DENTAL
TOTAL: 12.2B



Date Range 2022 Value or Tonnage

China: From 44% in 2015 to 28% today.
Mexico: From 31% to 34%. Vietnam from 4% to 15%.

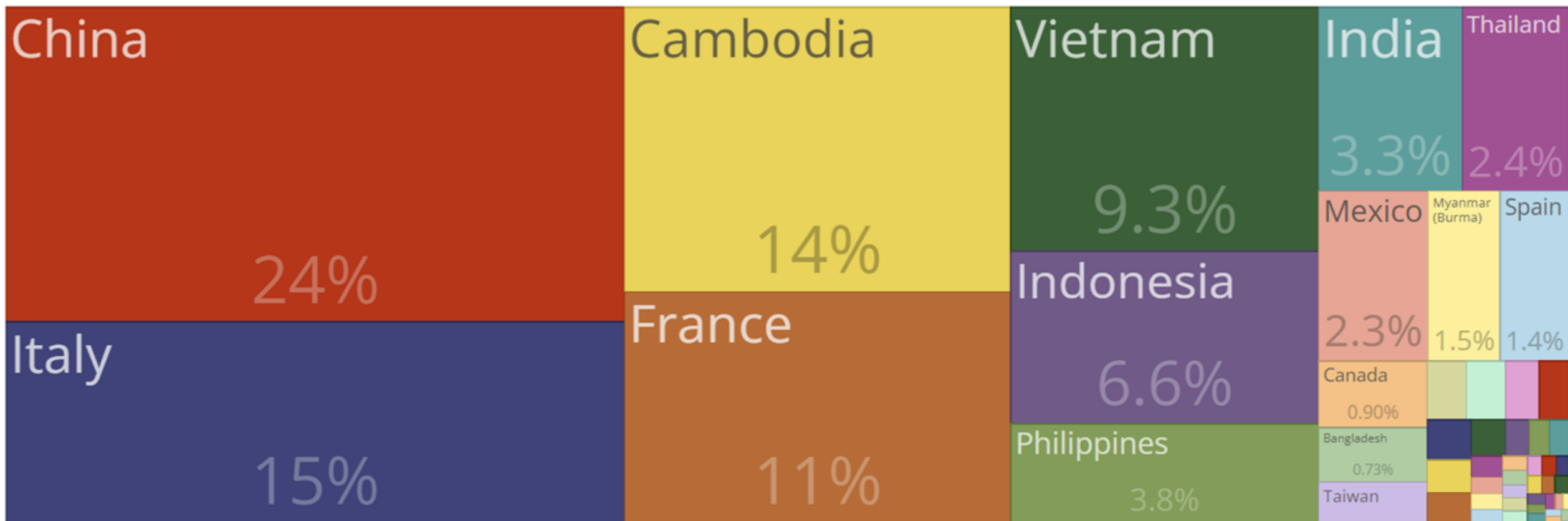
PRINTERS, ALL TYPES, PARTS
TOTAL: 6.59B



Date Range 2022 Value or Tonnage

China: From 44% in 2015 to 15% today.
Mexico: From 3.1% to 5.1%. Japan, Malaysia top China.

HANDBAGS, WALLETS
TOTAL: 5.67B



Date Range Value or Tonnage

China: From 65% in 2015 to 24% today.
Mexico: From 1.1% to 2.3%. Cambodia: 0.5% to 14%.

2015: No. 1 source for 9-10



Cell phones



Computers



Toys



Monitors, TVs



Computer parts



Furniture



Seats



Printers



Handbags

YTD 2023: No. 1 source for 4-10



Cell phones



Computers



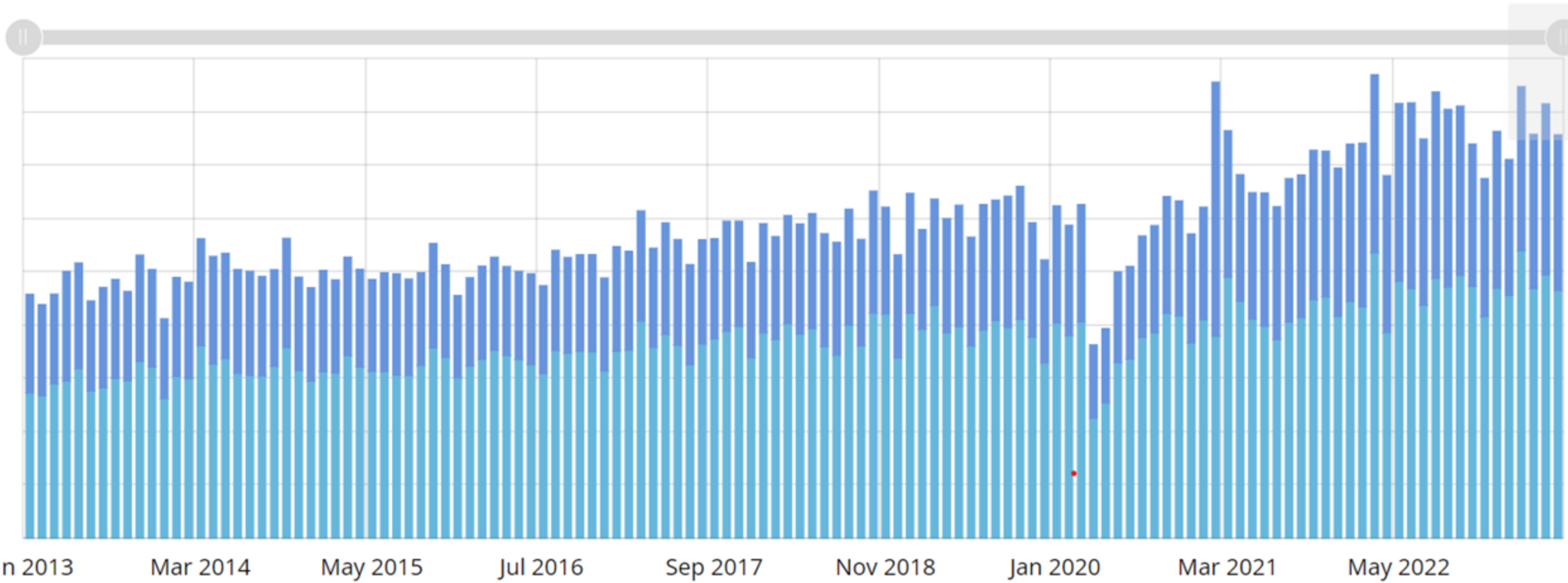
Toys



Handbags

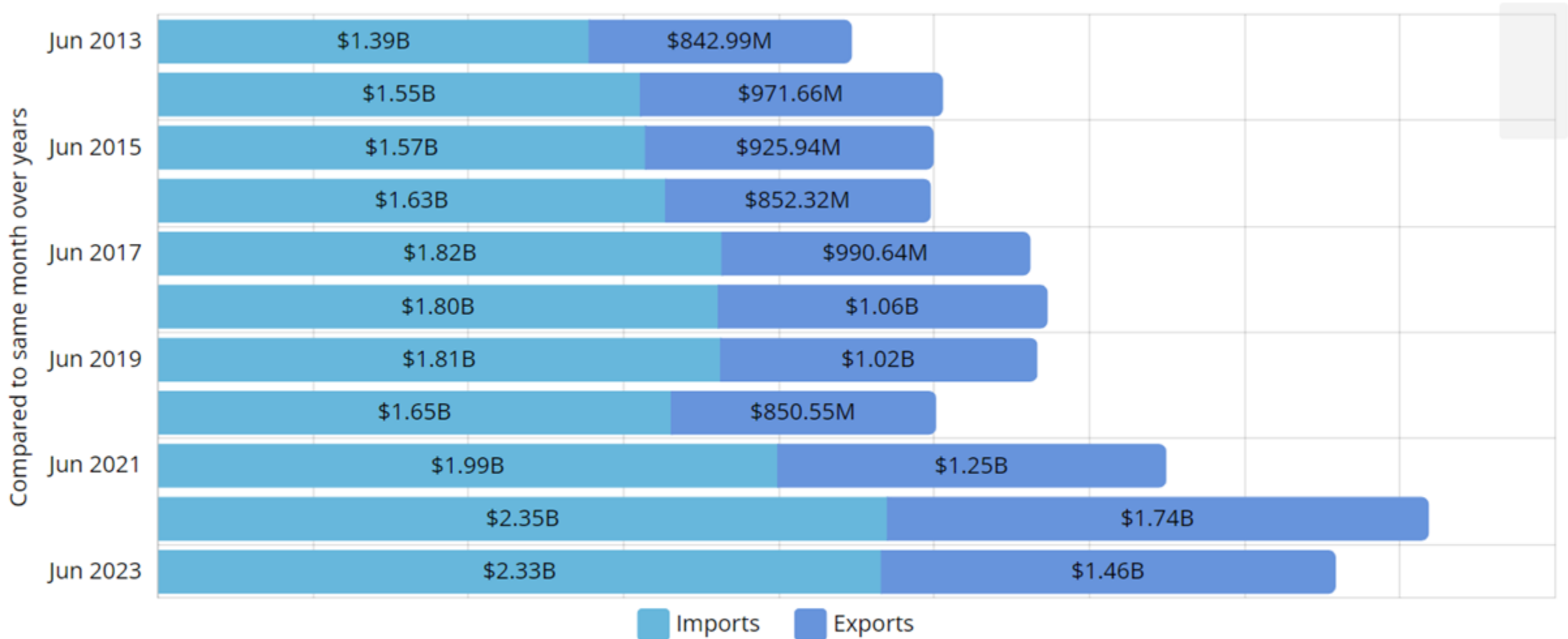
Pharr International Bridge: YTD Trade

PHARR INTERNATIONAL BRIDGE IN TEXAS MONTH-BY-MONTH VIEW



Year-to-date, Pharr is having its second-best year on record, trailing only 2022. Total trade at \$23.28 billion.

PHARR INTERNATIONAL BRIDGE IN TEXAS TRADE SAME MONTH, YEAR OVER YEAR



For the month of June, it is also the second-best year ever, trailing only the total for the same period of 2022.

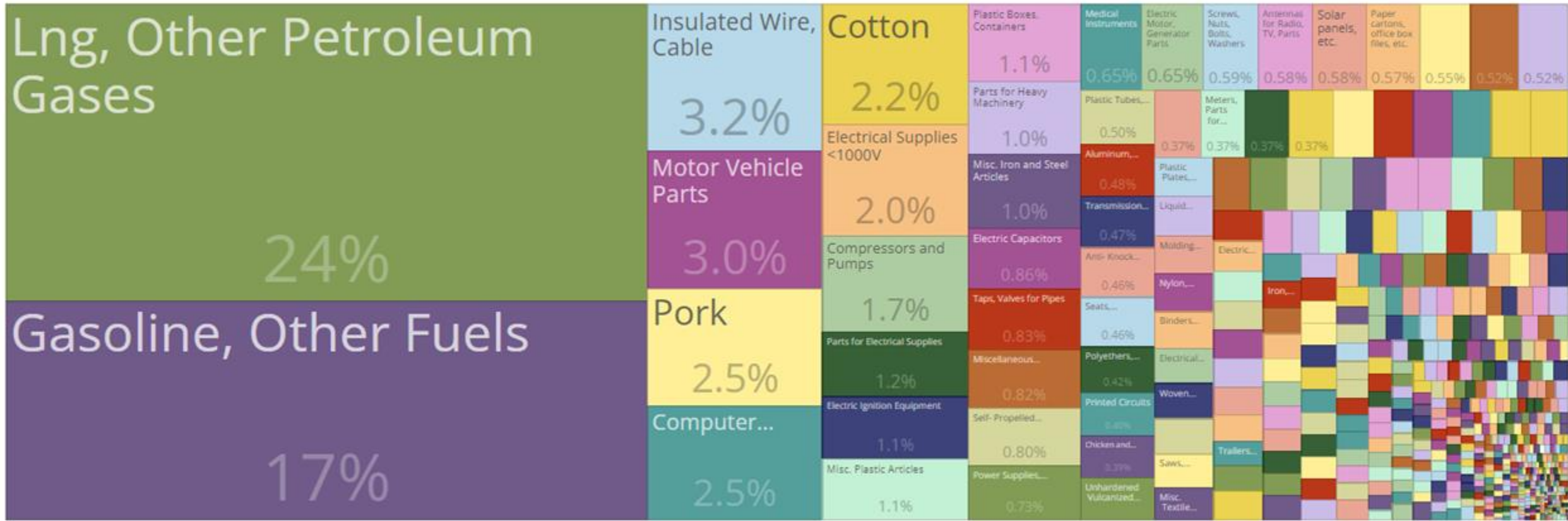
#28

Highest ranking in 8 years: Among more than 450 U.S. airports, seaports and border crossings, it ranks No. 28.

Exports

EXPORTS MARKET SHARE

PHARR INTERNATIONAL BRIDGE IN TEXAS: EXPORTS
TOTAL: \$18.7B

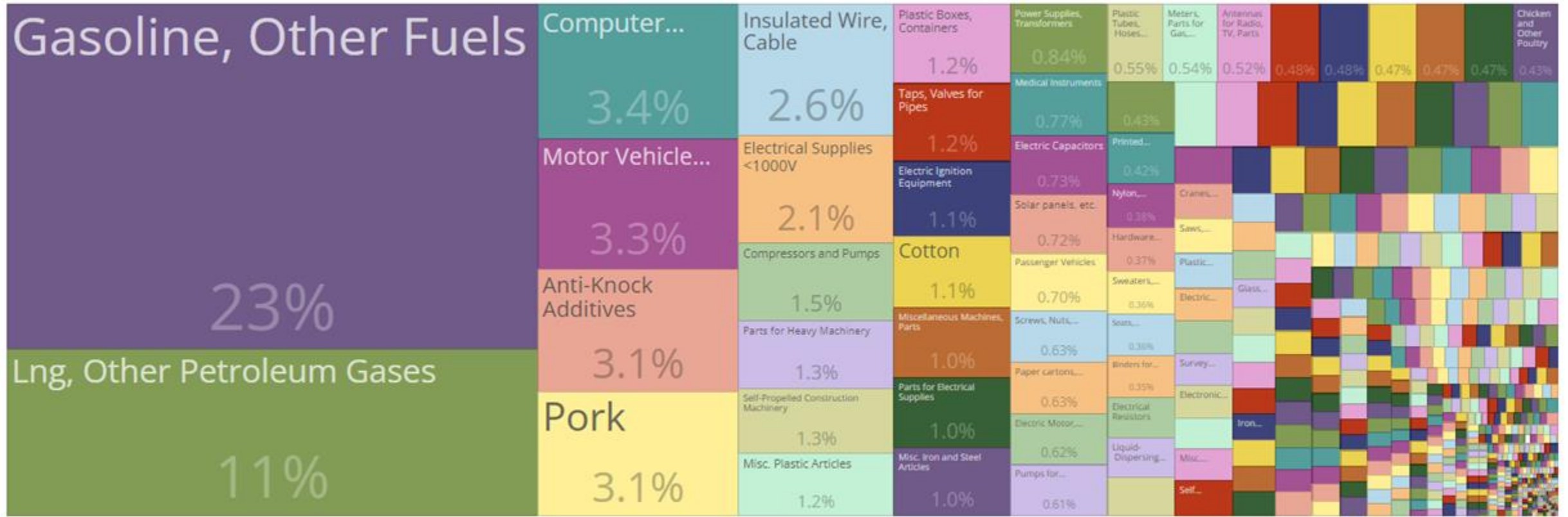


Date Range Value or Tonnage

Refined petroleum and natural gas accounted for 41% of all exports in 2022. That has fallen to 34% this year.

EXPORTS MARKET SHARE

PHARR INTERNATIONAL BRIDGE IN TEXAS: EXPORTS
TOTAL: \$8.79B



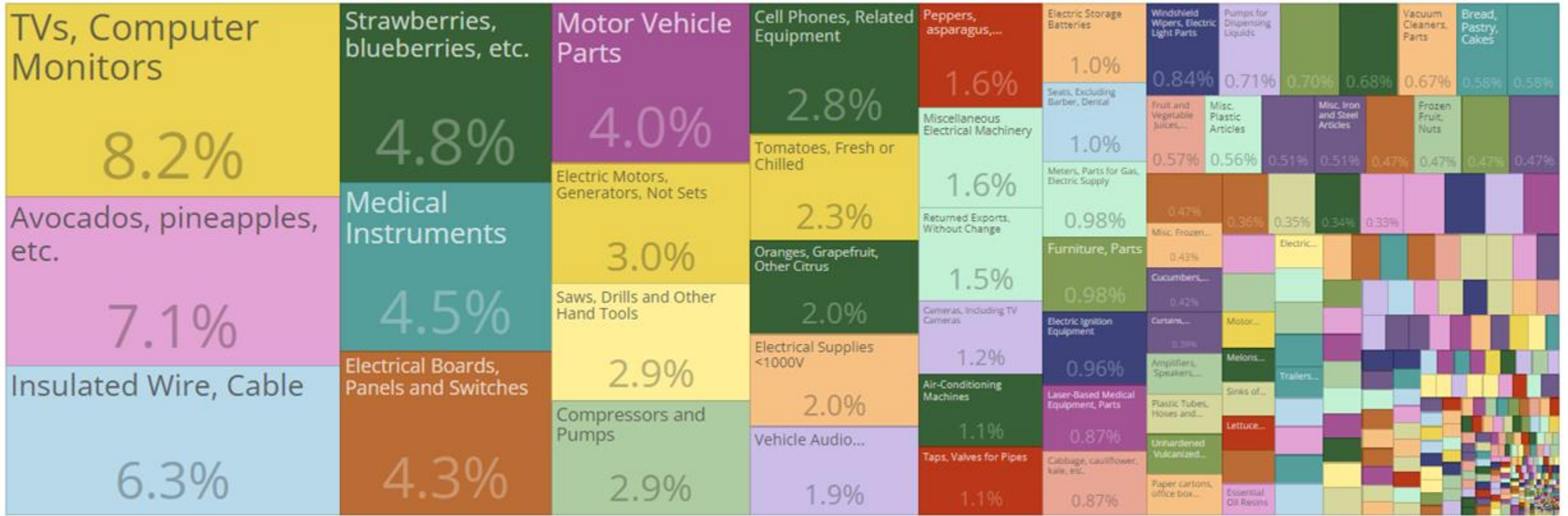
Date Range 2022 Value or Tonnage

Natural gas exports are down \$1.29 billion. Overall exports off 7.97%. Excluding natural gas, exports are up.

Imports

IMPORTS MARKET SHARE

PHARR INTERNATIONAL BRIDGE IN TEXAS: IMPORTS
TOTAL: \$27.7B

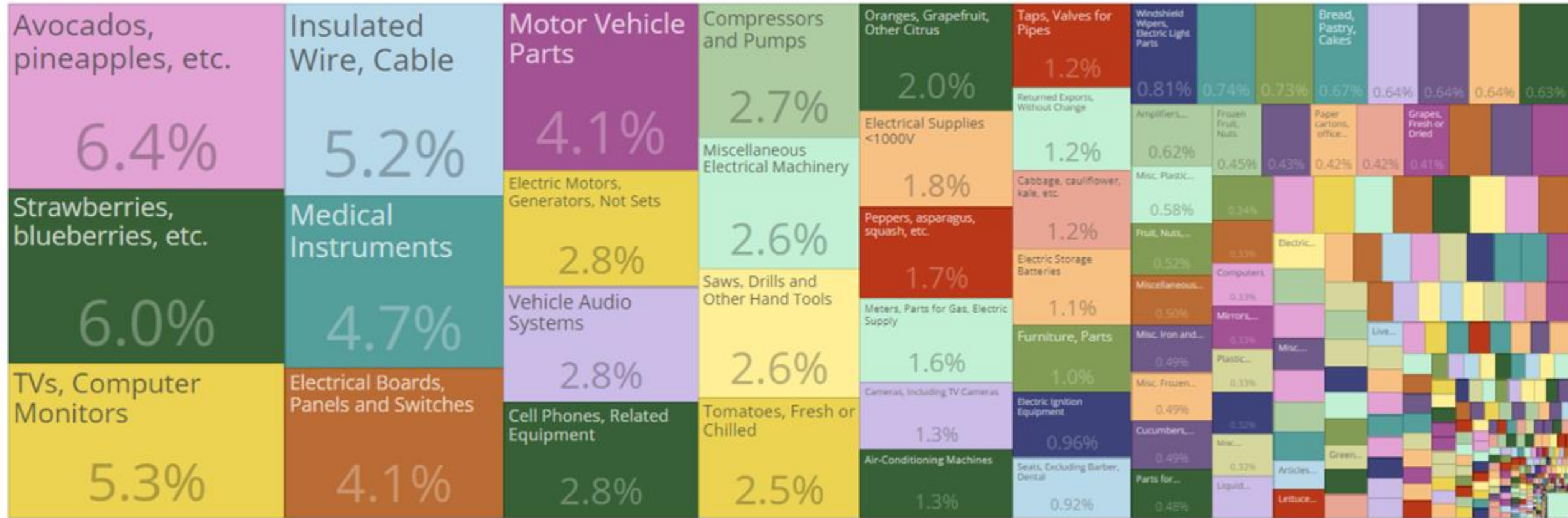


Date Range Value or Tonnage

In 2022, the category that included color TVs and related apparatus was most valuable import.

IMPORTS MARKET SHARE

PHARR INTERNATIONAL BRIDGE IN TEXAS: IMPORTS
TOTAL: \$14.5B



Date Range 2022 Value or Tonnage

Through June, after the Mexican harvest, the two most valuable imports were avocados and berries.

In Conclusion

1. In 2015, China was the top U.S. source for nine of its top 10 imports. Today, that number is four.
2. Mexico is the top source of three of those while Vietnam, Japan and Thailand are first in three others. Vietnam gained a great deal of market share across the board.
3. Pharr, which is having its second-best run this year, has its best opportunity with imports of color TVs and parts.

Stay in touch / Get in touch



@Tradenumbers



TradeNumbers



WorldCity



TradeNumbers

Email: kroberts@worldcityweb.com



Pharr
International Bridge

STATUS UPDATE ON KEY BRIDGE PROJECTS



Pharr-Reynosa International Bridge Status Update on Key Bridge Projects

Industrial Warehouse Summit 2
Pharr, August 24, 2023



PROPOSED
BRIDGE

EXISTING
BRIDGE

Presented By:



Pharr
International Bridge

In Association with
Consultant Team

King Advising LLC

B BROWNSTONE
CONSULTANTS

SEA STRUCTURAL
ENGINEERING
ASSOCIATES

RABA
KISTNER
PAPE-DAWSON
ENGINEERS

DAP FY 15 PROJECT SCOPE



Northbound Lanes Expansion

**2nd BSIF Exit
Canopy**

**Primary
Inspection
Canopy
Extension**

Northbound Lane Expansion - Two additional commercial northbound lanes, one super wide load lane, respective inspection booths and canopies, and the renovation of the existing secondary inspection building.

2nd BSIF Exit – Second exit for the border safety inspection facility, respective inspection booths and canopies. New stormwater structures and improvements to the existing City of Pharr drainage canal.

DAP FY 15

PROJECT CONSTRUCTION STATUS

- PROJECT CONSTRUCTION IS 99% COMPLETE
- CONTRACTOR CURRENTLY WORKING ON CORRECTION OF PUNCHLIST ITEMS
- PENDING INSTALLATION OF GENERATOR AND ATS.
ESTIMATED TIME OF DELIVERY IS MID SEPTEMBER 2023
- PROJECT COMPLETION IS SCHEDULED FOR AUGUST 2023

PROJECT PHOTOGRAPHS



DAP FY 16 PROJECT DESCRIPTION

- The City of Pharr, in conjunction with the Texas Department of Transportation (TxDOT) will construct a capital improvement project (DAP FY 16) inside the Pharr Federal Port of Entry.
- The project consists of the following:
 - Dock Expansion Phase I (Dry) Commercial Secondary
 - Dock Expansion Phase II Cold Storage
 - Agricultural Lab (Includes Site Improvements)

EXISTING PORT OF ENTRY



Location of DAP FY 16
Future Improvements

COMPLETED DAP FY 16 PROJECT



Pharr
International Bridge



PROJECT MILESTONES

- APPROVED SIGNED AND SEALED PS&E – OCTOBER 2022
- TIP REVISIONS COMPLETED FOR THE THREE PHASES
- AGRICULTURAL LAB AFA AMENDMENT COMPLETED
- DOCK EXPANSION PH II AFA AMENDMENT COMPLETED
- DOCK EXPANSION PHI AFA AMENDMENT IN PROGRESS
- DAA AMENDMENT FOR THE THREE PHASES IN PROGRESS
- PROJECT LETTING: FALL 2023
- START CONSTRUCTION: Q1 2024
- COMPLETE CONSTRUCTION: Q4 2025

EXISTING BRIDGE



FOUR TRAVEL LANES
U.S. SIDE = 1 SB & 3 NB / MEX. SIDE = 3 SB & 1 NB

OVERALL BRIDGE = 15,770.00 LF
US PORTION = 7,108.30 LF
INTERNATIONAL SPAN = 110.00 LF
MEXICAN PORTION = 8,551.70 LF

COMPLETED EXPANSION PROJECT



**TWIN BRIDGES WITH
EIGHT TRAVEL LANES
U.S. SIDE = 2 SB AND 6 NB
MEX. SIDE = 6 SB AND 2 NB
UTILIZING NEW CROSSOVERS**

PROPOSED BRIDGE - WEST SIDE OF ROW

EXISTING BRIDGE - EAST SIDE OF ROW

BINATIONAL GROUNDBREAKING CEREMONY – MARCH 7, 2023



Pharr
International Bridge



**STRUCTURAL
ENGINEERING
ASSOCIATES**

COMPLETED PROJECT MILESTONES

- PRESIDENTIAL PERMIT GRANTED - DECEMBER 31, 2020
- PUBLIC MEETING - APRIL 3, 2022
- US FLOOD STUDY APPROVED BY IBWC - MARCH 31, 2022
- US VALUE ENGINEERING STUDY COMPLETED - JULY 2022
- US CONCEPTUAL PLANS SIGNED BY IBWC/CILA - FEBRUARY 13, 2023
- SIGNED & SEALED PS&E TO TxDOT - MAY 16, 2023
- SITE VISIT TO MEXICO PRECAST YARD - JUNE 22, 2023
- DRAFT EA DOCUMENT APPROVED AS “SATISFACTORY FOR FURTHER PROCESSING” - JULY 7, 2023
- RET WALL EXTENSION PLANS APPROVED BY IBWC – AUGUST 1, 2023

SIGNED & SEALED PLANS – MAY 2023



Sidney A. Melke
05-12-2023



Mark ...
05-12-2023

FINAL PS&E SUBMITTAL



LOCATION MAP



TDLR INSPECTION
NOT REQUIRED



Pharr International Bridge

PLANS OF PROPOSED IMPROVEMENTS
FEDERAL-AID PROJECT
PROJECT NO: N/A
HIGHWAY: N/A
HIDALGO COUNTY
CSJ: 0921-02-479

NET LENGTH OF ROADWAY = 707.63 LF = 0.134 MI
NET LENGTH OF BRIDGE = 7,108.31 LF = 1.346 MI
NET LENGTH OF PROJECT (INCLUDES ROADWAY) = 7,108.31 LF = 1.346 MI

FROM: PHARR INTERNATIONAL BRIDGE
TO: CITY OF PHARR TOLL FACILITY

PHARR - REYNOSA INTERNATIONAL BRIDGE EXPANSION PROJECT (CONSTRUCT TWIN SPAN)



PROJECT SITE
MAY 2023

MAYOR
DR. AMBROSIO "AMOS" HERNANDEZ

COMMISSIONER
PLACE #1
ELEAZAR GUAJARDO
COMMISSIONER
PLACE #2
ROBERTO "BOBBY" CARRILLO
COMMISSIONER
PLACE #3
RAMIRO CABALLERO

COMMISSIONER
PLACE #4
DANIEL CHAVEZ
COMMISSIONER
PLACE #5
RICARDO MEDINA
COMMISSIONER
PLACE #6
ITZA FLORES

FED. RD. DIST. NO.	STATE DIST. NO.	FEDERAL AID PROJECT NO.		
N/A	PHARR			
COUNTY	CONTROL	SECTION	JOB	HIGHWAY NO.
HIDALGO	0921	02	479	N/A

PLANS PREPARED BY:



SAN ANTONIO | AUSTIN | HOUSTON | FORT WORTH | DALLAS
3000 NW LOOP #10 | SAN ANTONIO, TX 78213 | 210.375.6000
TYP. PER REGISTRATION #470 | TYP. PER REGISTRATION #1088888

END PROJECT
BEG. CSJ: 0921-02-479
STATION: 1+78+00.00

LOCAL ENTITY
CONCURRENCE
CITY OF PHARR DATE: _____
CITY MANAGER: _____

FINAL PLANS
LETTING DATE: _____
DATE CONTRACTOR
BEGAN WORK: _____
DATE WORK WAS
ACCEPTED: _____
CONTRACTOR: _____
TOTAL
CONSTRUCTION COST: _____

LOCAL ENTITY
CONCURRENCE
CITY OF PHARR DATE: _____
CITY ENGINEER: _____

ENGINEER OF RECORD
SUBMITTED FOR LETTING DATE: _____
SIDNEY A. MELKE, P.E., SENIOR PROJECT MANAGER

FINAL AS BUILTS
THE CONSTRUCTION WAS PERFORMED UNDER MY
SUPERVISION IN ACCORDANCE WITH THE PLANS AND
CONTRACT.
CITY ENGINEER
DATE

BEG. PROJECT (USA PORTION)
BEG. CSJ: 0921-02-479
STATION: 100+51.69

PROJECT DATA
NEW NBI NO. = 21-109-0-R005-65-002
FUNCTIONAL CLASS OF ROADWAY =
PRINCIPAL ARTERIAL
EXISTING ADT = 8,750 (2025)
PROJECTED ADT 20 = 11,500 (2045)
PROJECTED ADT 30 = 13,450 (2055)
DESIGN SPEED = 40 MPH



Pharr
International Bridge



FINAL & RET WALL EXT PLANS - JUN 2023



PHARR-REYNOSA INTERNATIONAL BRIDGE EXPANSION PROJECT LEVEE ROAD RECONSTRUCTION & RETAINING WALL EXTENSION



Sidney A. Mielke
06-19-2023



PHARR-REYNOSA INTERNATIONAL BRIDGE EXPANSION PROJECT FINAL BRIDGE PLANS



STRUCTURAL ENGINEERING
ASSOCIATES, INC.
CORNER TWO ENGINEERS
TYPE F PLAN NO. 20-1-100

(214) 730-8822 SAN ANTONIO, TX 78248 FAX (214) 730-2074 E-MAIL: seainc@seainc.com



Sidney A. Mielke
06/19/2023



FUTURE PROJECT MILESTONES

- FONSI GRANTED/PUBLISHED - END JANUARY 2024
- FINAL PERMITS GRANTED - US COAST GUARD, US ARMY CORPS OF ENGINEERS, IBWC LICENSE AGREEMENT – JANUARY - MARCH 2024
- APPROVAL TO GO TO BID FROM TxDOT - MARCH 2024
- BIDDING & CONTRACTOR SELECTION - APRIL 2024 TO JUNE 2024
- CONSTRUCTION - JULY 2024 TO OCTOBER 2025
- GRAND OPENING CEREMONY - NOVEMBER 2025

MEXICO'S SIDE UNDER CONSTRUCTION



Pharr
International Bridge

ACCESS CORRIDOR UNDER CONSTRUCTION



Pharr
International Bridge

ACCESS CORRIDOR UNDER CONSTRUCTION



Pharr
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SECOND SPAN UNDER CONSTRUCTION



Pharr
International Bridge

SECOND SPAN UNDER CONSTRUCTION



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STATS & FACTS 2022-2023

\$47

**BILLION
IN GLOBAL TRADE
IN 2022**

GROWING AT A RATE OF 3%
MONTH TO MONTH IN 2023

IMPORTS
TOTALED **\$27.7B** **↑ 9.62%**

EXPORTS
TOTALED **\$18.74B** **↑ 13.51%**

TOP 5 EXPORTS

1 
LNG
\$ 4.44B

2 
GASOLINE
\$ 3.25B

3 
**INSULATED WIRE AND
CABLE**
\$ 597M

4 
**MOTOR VEHICLE
PARTS**
\$ 562M

5 
PORK
\$ 472M

TOP 5 IMPORTS

1 
**TVs,
COMPUTER MONITORS**
\$ 2.26B

2 
AVOCADOS
\$ 1.97B

3 
**INSULATED WIRE AND
CABLE**
\$ 1.74B

4 
BERRIES
\$ 1.15B

5 
**MEDICAL
INSTRUMENTS**
\$ 1.24B



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International Bridge

STATS & FACTS 2022-2023

TRADE BY VALUE OF PRODUCT

62%

OF ALL PRODUCTS ARE
MANUFACTURING

17%

OF ALL PRODUCTS
ARE ENERGY

15%

OF ALL PRODUCTS ARE
PRODUCE / PERISHABLES

CROSSING OVER 60% OF TEXAS PRODUCE AND OVER 30%
OF THE NATION'S PRODUCE

DAILY COMMERCIAL TRAFFIC:

3,200 NORTHBOUND
TRUCKS DURING
PEAK MONTHS

2,700 NORTHBOUND
TRUCKS DURING
SLOW MONTHS

3,000 SOUTHBOUND
TRUCKS DURING
PEAK MONTHS

2,500 SOUTHBOUND
TRUCKS DURING
SLOW MONTHS

5%

AVERAGE YEARLY
GROWTH IN IMPORTS
& EXPORTS

DID YOU KNOW WE ARE?

#1

BORDER CROSSING
IN THE U.S. FOR
PRODUCE

3rd

LARGEST TRADE
HUB ON THE TEXAS-
MEXICO BORDER

7th

FOR TOTAL TRADE
AMONGST OTHER BORDER
CROSSINGS BY VALUE

29th

FOR TOTAL TRADE
AMONGST THE NATION'S
450 PLUS PORTS BY VALUE

INVESTING OVER \$100 MILLION IN NEW INFRASTRUCTURE

Your Connection.
Your Business.
Your Bridge.

PROJECTS UNDER CONSTRUCTION AND PLANNING

COMPETITIVE ADVANTAGE:

DAP 15 PROJECT

- 2 Additional Primary Lanes & 2 Exit Lanes
- Gate-to-Gate Service for Maximum Efficiency
- Reduced Truck Wait Times

DAP 16 PROJECT

- Cold Chain Streamlined Ag-Produce Inspections
- Dry Goods Process Improvements
- Increased Commercial Truck Throughput

BRIDGE EXPANSION (2ND SPAN) PROJECT

- 4 Additional Lanes-F.A.S.T. Lanes
- Intelligent Traffic System
- Increased Capacity & Efficiency



Pharr
International Bridge



QUESTIONS?



Pharr
International Bridge