Pharr International Bridge

INDUSTRIAL WAREHOUSE SUMMIT

Thursday, April 20, 2023

WELCOME

Pharr
International Bridge

Pharr International Bridge Industrial Warehouse Summit: Supply Chain Disruptions and Nearshoring

interlink
TRADE SERVICES

Presented by:
Jorge A. Torres

President/U.S. Licensed Customs Broker
Interlink Trade Services

April 20th, 2023

interlink
TRADE SERVICES

Agenda

- Supply Chain Disruptions
- Nearshoring
- Supplier Base Development
- Summary and Conclusions

interlink
TRADE SERVICES

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

interlink
TRADE SERVICES

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

interlink
TRADE SERVICES

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

interlink
TRADE SERVICES

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

interlink
TRADE SERVICES

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 but this will take time
* Mexico will be key for nearshoring and the regionalization of the supplier base

interlink
TRADE SERVICES

Supplier Base Development

* **Supply chain disruptions are proving we need more resilient supply chains:**
  * Monitor suppliers 24/7
  * Source from two suppliers (75%-25%) rather than one
  * Map suppliers' manufacturing, warehouse, and distribution sites to ensure they are not all in the same region
  * Identify the Tier 2 suppliers that Tier 1 suppliers use for critical parts or materials
  * Work with sole-source suppliers to develop alternate source
  * Identify and monitor sub-tier suppliers
    * Source: Resilinc via Harvard Business Review (Federal Reserve Bank of Dallas Presentation)

interlink
TRADE SERVICES

Supplier Base Development

- **The Pan-American Manufacturing Ecosystem:**
  - Strengthen trading partnerships with countries in North America, Central America and South America
    - Low cost suppliers ecosystem here rather than Asia
  - Build a reliable, cost-effective land-based transportation network
  - Resulting in:
    - Jobs
    - Promoting political stability in poor countries in the Americas
    - Slow migration to the United States
      - Source: The Case for a Pan-American Manufacturing Ecosystem by Bindiya Vakil, Tom Linton, and Dale Rogers, June 14, 2021, Harvard Business Review

interlink
TRADE SERVICES

Summary and Conclusions

interlink
TRADE SERVICES

Muchas Gracias

interlink
TRADE SERVICES

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

interlink
TRADE SERVICES

Jorge A. Torres

jorge@interlinktrade.com

Office: 956-843-9004

interlink
TRADE SERVICES

Pharr International Bridge

INDUSTRY OVERVIEW

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

Pharr International Bridge

INDUSTRY SECTORS

index
Reynosa

Valor es index 2023

index
Reynosa

ACERCA DE NOSOTROS

Misión

Crear un ambiente de la industria maquiladora apto para el desarrollo de la ciudad, y el crecimiento del país. Incluyente y creador de nuevas oportunidades..

Objetivos:

Promover:

- El interés general de las maquiladoras y manufactureras.
- Relaciones de trabajo positivas con la ciudad, estado y autoridades federales.
- La comunicación y cooperación dentro de la comunidad local.
- El Cumplimiento de las regulaciones locales.

Proteger:

- La cooperación armonía y amistad entre los miembros.
- El medio ambiente

index
Reynosa

21
ASOCIACIONES
INDEX

Nuevo León	Tijuana
San Luis Potosí	Mexicali
Querétaro	Nogales
Reynosa	Sonora
Guanajuato	Agua Prieta
Occidente	Sur de Sonora
Metropolitana	Chihuahua
Yucatán	Cd. Juárez
Campeche	Ciudad Acuña
Matamoros	Piedras Negras
	Nuevo Laredo

Ética | Respeto | Trabajo en Equipo | Compromiso | Integridad | Liderazgo | Sentido de Pertenencia
Responsabilidad | Calidad | Excelencia | Servicio | Tradición

¿Qué beneficios están incluidos en mi membresía?

INDEX REYNOSA 2023

BENEFICIOS MEMBRESÍA

Reuniones de **Gerentes de Planta**

"Nos enfocamos en temas estratégicos de impacto para la Industria"

index
Reynosa

BENEFICIOS MEMBRESÍA INDEX REYNOSA

Reuniones Mensuales
De Comités

Comercio Exterior y sus Subcomités de:

- Logística
- Aduana Estados Unidos y México
- Secretaría de Economía
- SAT, SCT, SEMARNAT, SEDENA
- Cumplimiento aduanero
- Certificaciones OEA y CTPAT

Finanzas y sus subcomités de:

- INFONAVIT
- Fiscal
- Financiero/Estadístico
- Síndico

Recursos Humanos y sus subcomités de:

- Capacitación
- Estadística
- Migración
- Reclutamiento
- Laboral
- Responsabilidad Social
- IMSS

Medio Ambiente, Salud y Seguridad y sus subcomités de:

- Seguridad
- Medio Ambiente
- Salud

Desarrollo de Proveedores

- Análisis de cadenas de Suministro.
- Logística en el entorno global.
- Impulso a proveeduría regional.

Tecnologías de la Información

- Actualización en temas legales de impacto a la operación de la empresa.
- Mejores prácticas en el área de IT.
- Temas de interés tecnológico y de seguridad de la información.

BENEFICIOS MEMBRESÍA

Index Reynosa
Servicios

PREVALIDACIÓN

Pago electrónico de pedimentos:
Prevalidación
Archivos SAAIM3

Entrega de reportes de operaciones
Gafetes de acceso a la aduana
Soporte Técnico

sistemas@indexreynosa.org.mx

CAPACITACIÓN

Organización y desarrollo de talleres, conferencias y entrenamientos que permitan el desarrollo profesional y humano.

capacitacion@indexreynosa.org.mx

SERVICIOS

Index Reynosa podrá asesorarte en la gestión de trámites y escritos a nivel central con un gran número de dependencias: SAT, COFEPRIS, SEDENA, SE, etc.

Elimina el tiempo de espera, nosotros le damos seguimiento por ti.

servicios@indexreynosa.org.mx

Plataforma de Cumplimiento y Vinculación de Proveedores.

Te presentamos la Herramienta tecnológica que te permitirá administrar y monitorear el cumplimiento de tus proveedores.

Beneficios Empresa Maquiladora:

- Cuida tu Cumplimiento fiscal y Certificaciones.
- Administra y valida las opiniones de cumplimiento de tus proveedores.
- Monitorea automáticamente los listados 69 y 69B.
- Revisa tus proveedores históricos.
- Accesa al padrón de proveedores de la Industria.

Beneficios Proveedor:

- Crea un perfil para promocionarte.
- Forma parte del Padrón de proveedores de la Industria Maquiladora.
- Fortalece la relación con tus clientes.
- Monitorea tu cumplimiento fiscal.
- Disminuye la carga administrativa.
- Genera un certificado de proveedor Cumplido.
- Blinda tu empresa de posibles vulnerabilidades.

index
Reynosa

Servicio | Trabajo en Equipo

Index Reynosa – Instituciones

Convenios con Instituciones de Educación

Realizamos convenios con instituciones de educación **desde nivel básico hasta postgrado** con becas de entre el 10% **y el 100%** para ofrecer grandes beneficios al sector manufacturero y sus familias.

index Reynosa

Trabajo en Equipo | Servicio | Pertenencia

index Reynosa

Convenios

Exclusivo Membresía

BLEA

Beca 100% Inscripción

33% Mensualidad

Beca de Excelencia del 70%

Beca Humanidad

Lic. José Oziel Villarreal Gómez
Control Escolar
prepaelea@hotmail.com
(899) 9220610

Universidad Tamaulipeca

Nuevo Ingreso
Nivel Superior y Medio Superior

Beca del 25%
Trabajador y familiares directos

Descuento en inscripción

Beca de Excelencia
Cuotas Especiales para Maestría

Lic. Yajaira Teniente
Coordinadora de Posgrado y Vinculación Empresarial
yajaira.teniente@universidadtamaulipeca.edu.mx
(899)9222203 Ext. 155

The Oxfordian School

Beca 25%
Colegiatura mensual

Lic. Edgar Cortez Fernández
Coordinador de Admisiones
admisiones@oxfordreynosa.edu.mx
(899) 2930040

Tecmilenio

Trabajador
Inicia en 30% hasta 40%
Maestría y Profesional Ejecutivo

Hijos de Trabajadores
30% Preparatoria
30% Profesional Semestral

Lic. Lidia Adriana García López
Coordinadora de Vinculación
adriana_garlo@tecmilenio.mx
8117782076

uane

Trabajador y Familiar directo
30% Bachillerato, Ingenieria, Licenciatura

25% Doctorado Modalidad en Línea
20% Descuento Comercial

Lic. Rubí Urreta
Coordinador de AdmisionesConsultor
Conexión y Experiencia Educativa
rurreta@uane.edu.mx
(899) 9219965

UMAN

Trabajador y Familiar directo
30% Colegiatura Mensual
Nivel medio superior / preparatoria
40% Colegiatura Mensual
Licenciatura en Diseño Integral
Arquitectura
Ingenierias Participantes
Beca de Excelencia

Ing. Jeyser Zenil Román
Secretario de Extensión Universitaria
egresados@uman.edu.mx
(899) 9222002

Colegio Mexicano

Beca 15%
Pre Maternal a Secundaria

25 %
Mensualidades Preparatoria

20% Inscripción
Nuevo Ingreso
Todos los niveles

Lic. Josué Cauhtemoc Carvajal Perfecto
Coordinador de Mercadotecnia
josue.carvajal@colmexi.edu.mx
(899) 9203030 ext. 304

Instituto Internacional de Estudios Superiores IIES

Trabajador y Familiar directo
Nuevo Ingreso
Bachillerato y Licenciatura 25%
Maestría 25%

Certificación de Supervisor y Líderes
Educación Continua
Empezando en 10% hasta 25%

Lic. Juan Daniel López Vázquez
Director de Admisiones
daniel.lopez@iies.edu.mx
(899)2614400

Integrity School

35 %
Inscripción
Nuevo Ingreso
Todos los niveles

15%
Colegiatura mensual
Modalidad bilingüe y bicultural

Adriana Pérez Leal
Coordinación de Marketing
adriana.leal@integrity.edu.mx
(899) 4705409

Instituto Colón Salesianas Reynosa, Tamps.

Beca del 25%

Aplica Preescolar, Primaria, Secundaria y Bachillerato

Armando García
Coordinador de Procesos
armando.garcia@institutocolon.com
(899) 4558060

CR

Beca del 25%
Aplica Preescolar, Primaria, Secundaria y Bachillerato

50%
Inscripción

Ovidio Garza de la Garza
Coordinador de Vinculación y admisiones
informes.colegioreynosa@gmail.com
(899) 245335

South Texas College

Tarifas a partir de 10 dlls por hora de entrenamiento.

Tamaño minimo de grupo: 11 participantes

Luisa Fernanda Rodríguez
Global Market Development Manager
Lrodri85@southtexascollege.edu
(956) 8722029

Iniciativa Económica para el Comercio Esencial

Vacunación Transfronteriza

Responsabilidad Social

Impulsamos un mejor esquema de salud para nuestros trabajadores y sus familias, creando mejores oportunidades de vida.

index
Reynosa

Trabajo en Equipo | Responsabilidad

Fundación Index Reynosa

Torneo de Golf

Cada año Fundación Index Reynosa realiza un **torneo de caridad** donde asisten gerentes de planta y ejecutivos de las diferentes empresas en el cual conviven con fundaciones, casas hogares e instituciones de caridad de Reynosa y el Valle de Texas.

Servicio | Ética

golf@indexreynosa.org.mx
www.indexreynosa.org.mx

Expo Proveedores
Index Reynosa

Nuestro evento ha logrado convertirse en la sala de exposición de **proveedores de servicios y productos** más importante en la región y ha sido una importante plataforma de impulso para el desarrollo y la economía de nuestra Ciudad.

EXPO PROVEEDORES 2022
INDUSTRIA MAQUILADORA
INDEX REYNOSA

index Reynosa

indexreynosa@indexreynosa.org.mx
www.indexreynosa.org.mx

Servicio | Tradición | Pertenencia

Foro Index Reynosa

Evento anual.

Conferencias en temas de relevancia para nuestra Industria Maquiladora Y que se ha convertido en el evento más importante en la región.

Así como de la participación de proveedores de servicios.

FORO
index Reynosa
2022

indexreynosa@indexreynosa.org.mx
www.indexreynosa.org.mx

index
Reynosa

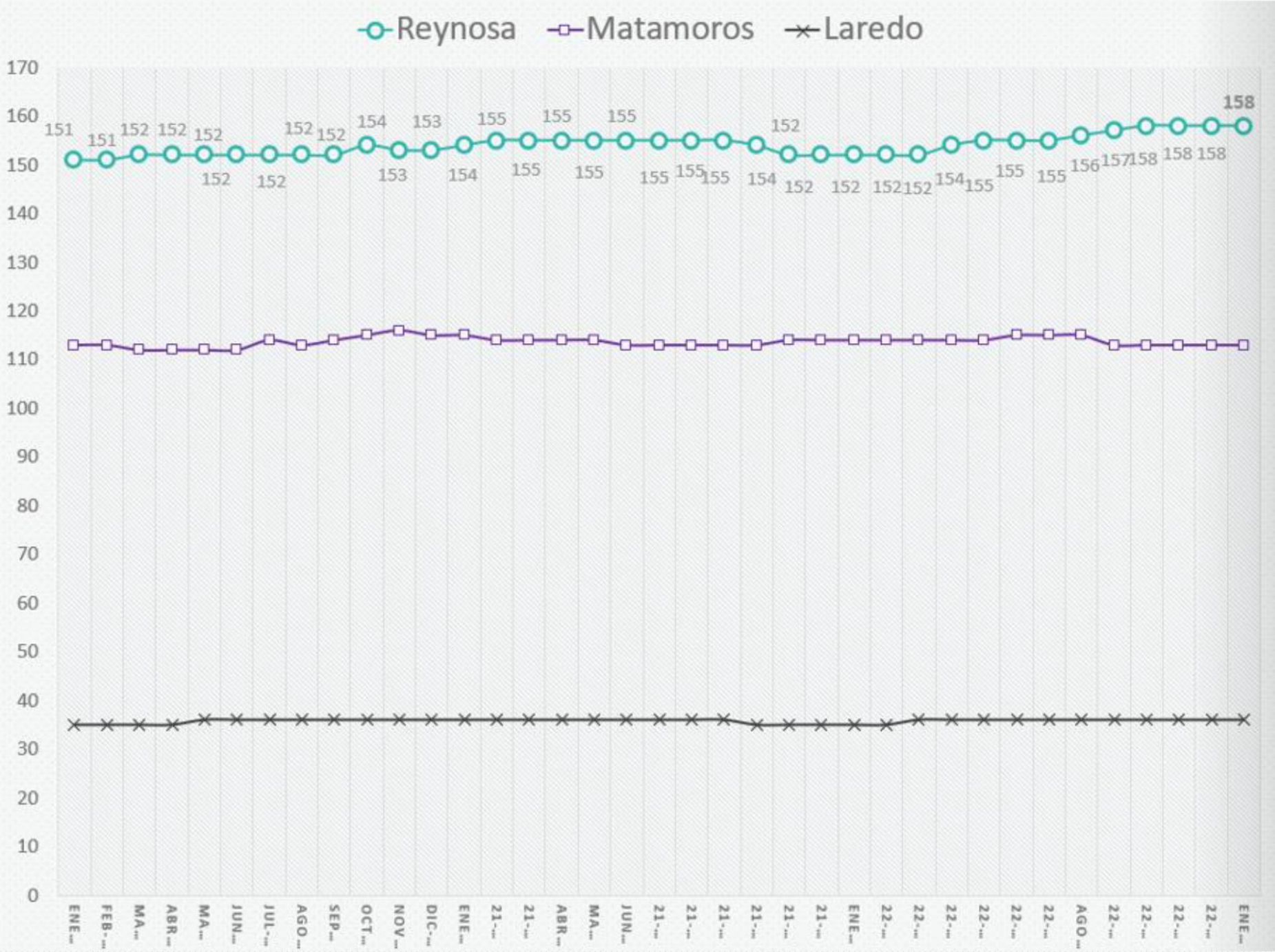
Servicio | Tradición | Pertenencia

Index Reynosa - INEGI

Estadísticas

Empresas

2020 a Enero 2023



Fuente INEGI, Enero 2023

index Reynosa

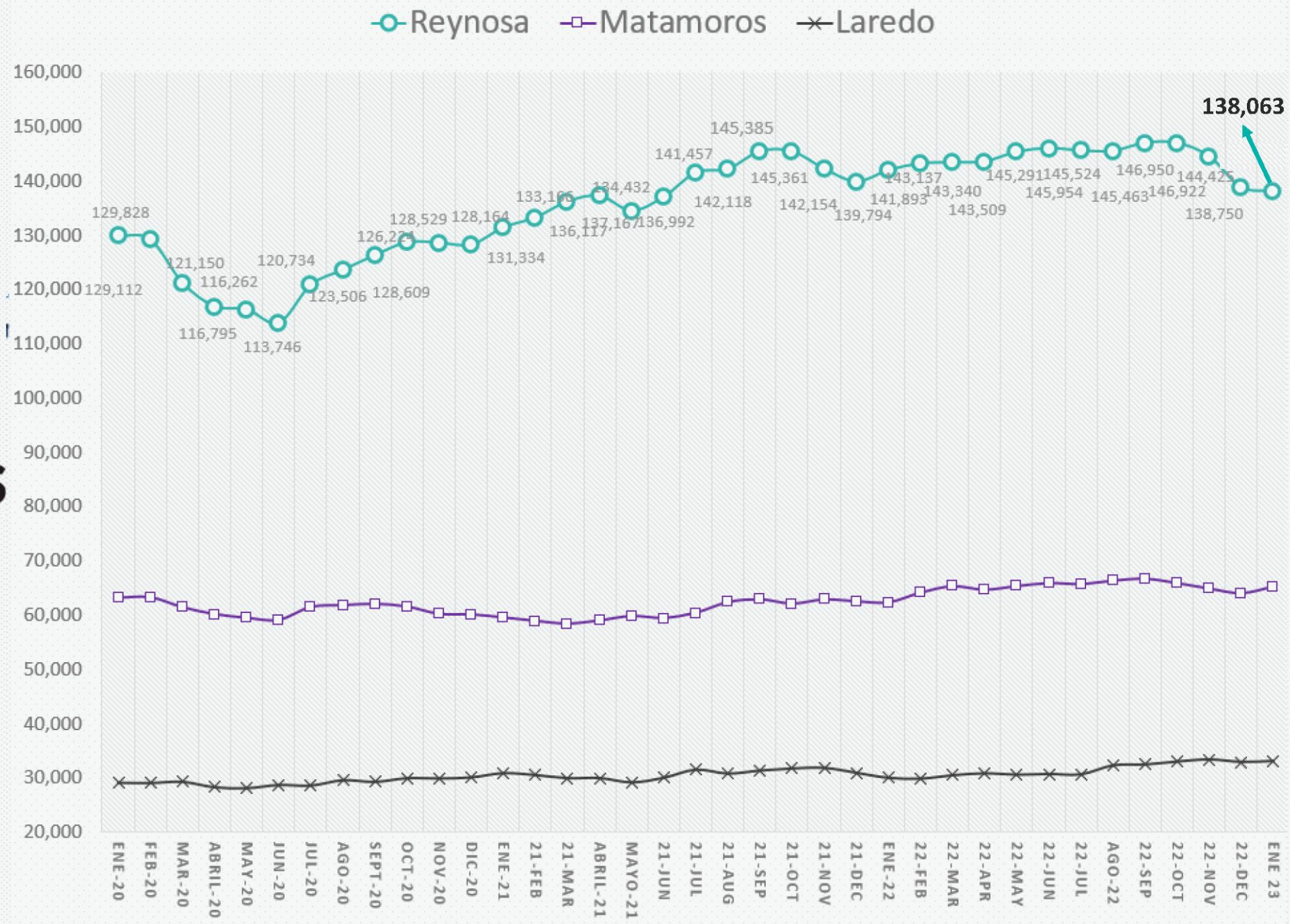
INEGI

Index Reynosa - INEGI

Estadísticas

Empleos

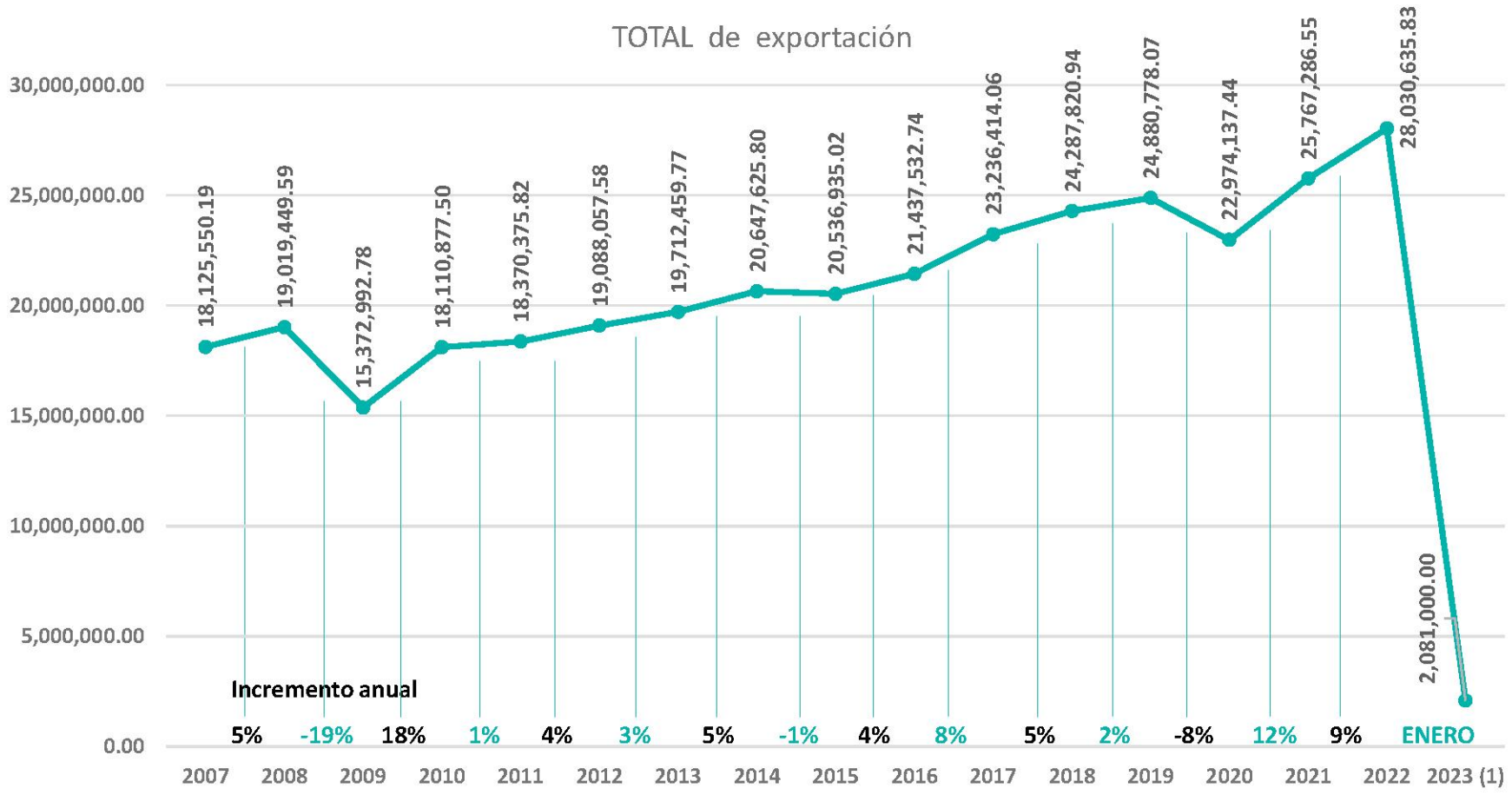
2020 a Enero 2023



Fuente INEGI, Enero 2023

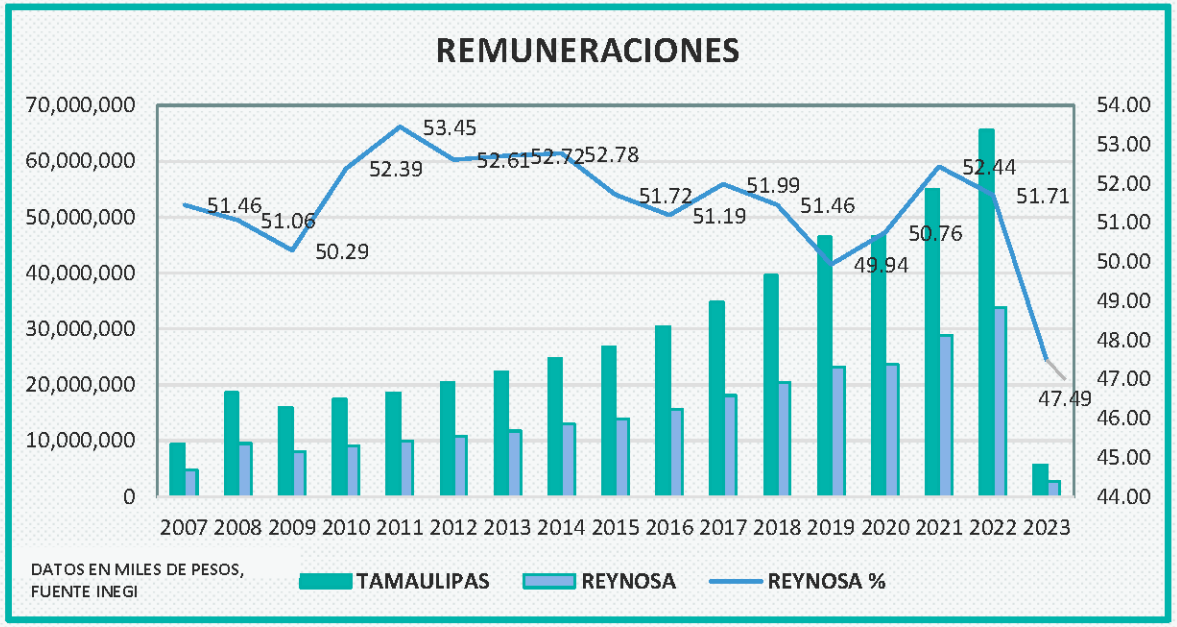
Index Reynosa - INEGI

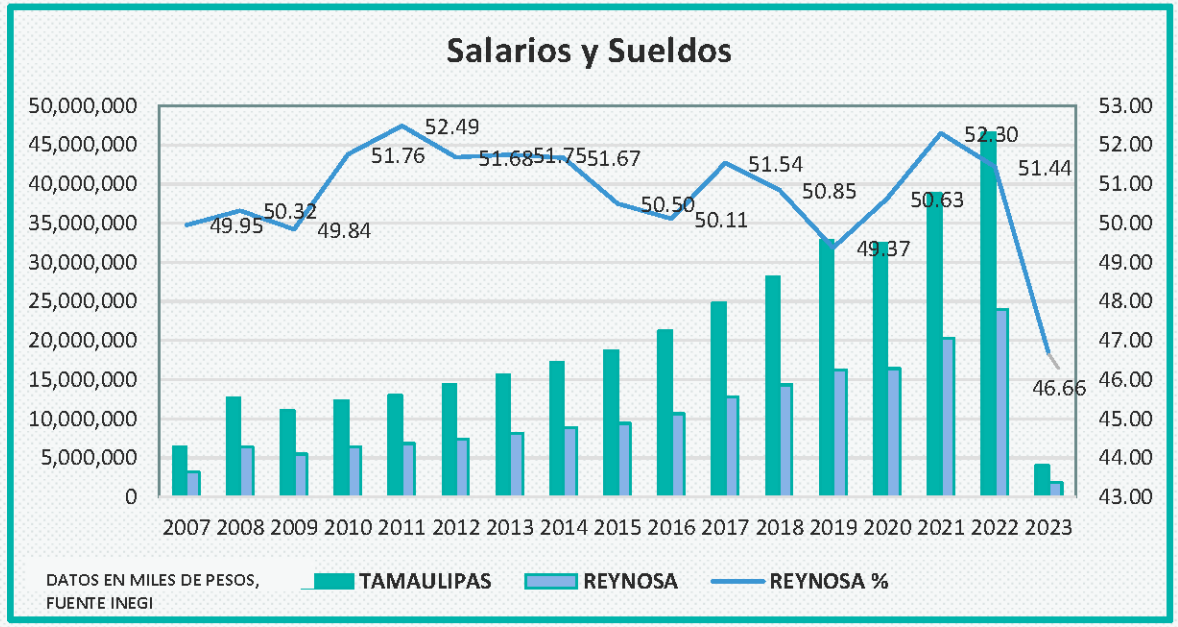
Total de Exportación por aduana Reynosa
2007 a Enero 2023/ miles de millones de dólares



Remuneraciones,
Sueldos y Salarios (2007 –Enero 2023)

index Reynosa

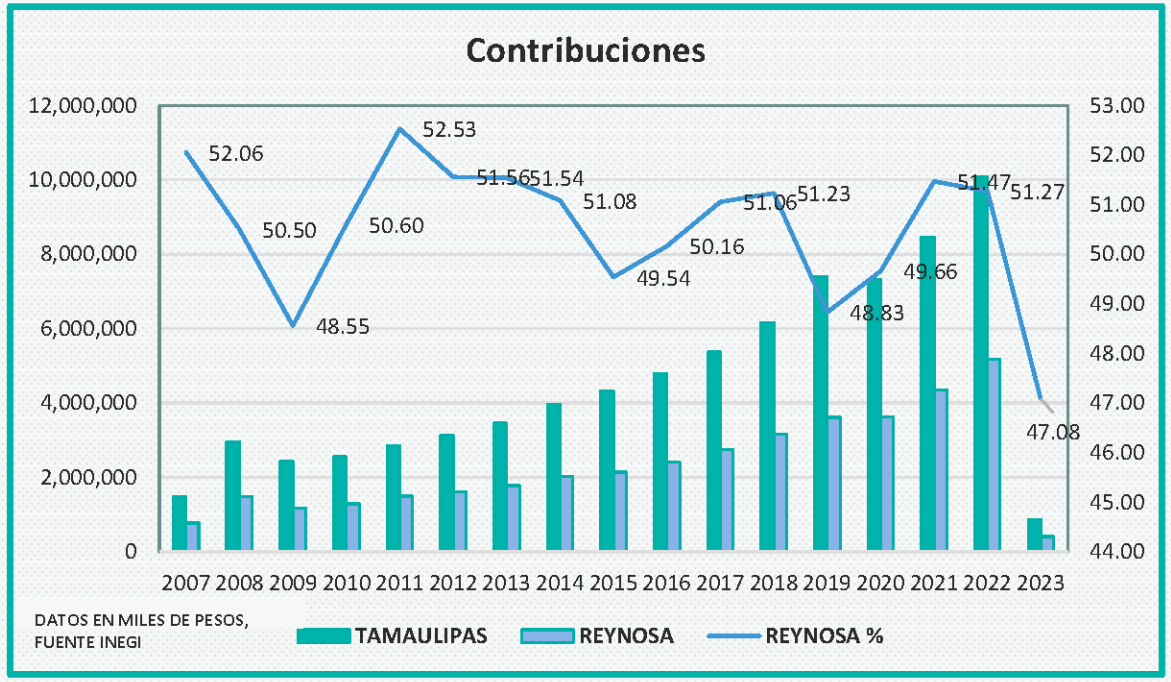


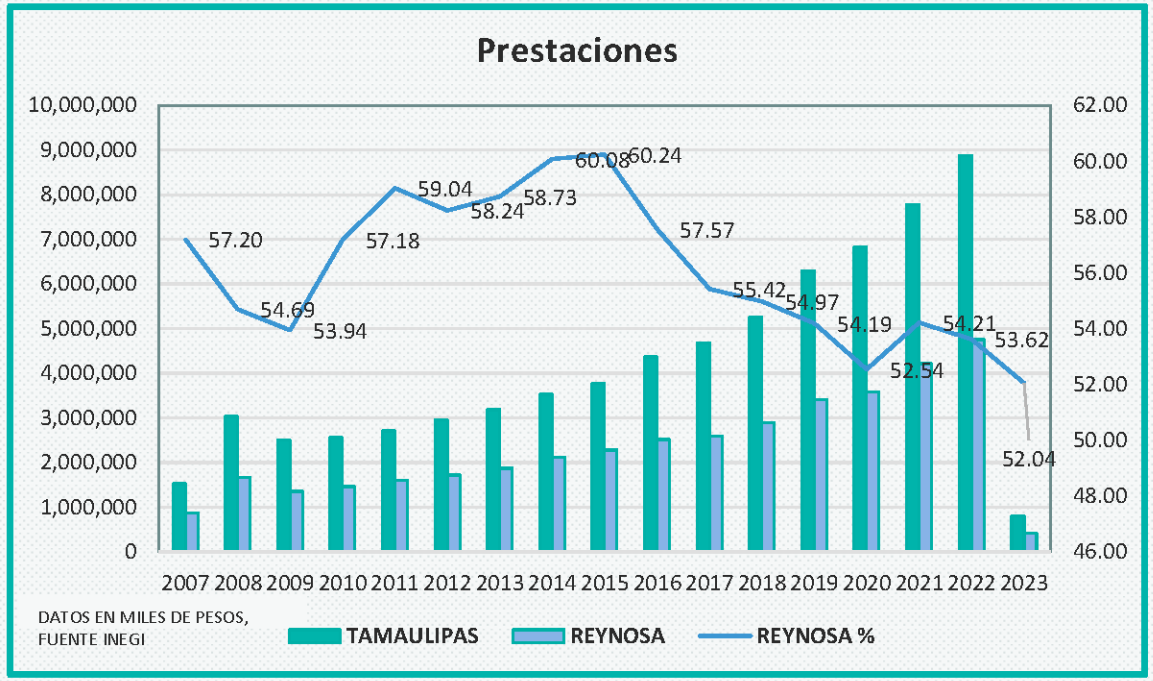


DATOS EN MILES DE PESOS, FUENTE INEGI

Contribuciones y **Prestaciones** (2007 – Enero 2023)

index Reynosa





DATOS EN MILES DE PESOS, FUENTE INEGI

¿Qué servicios me puede brindar el Consejo **Nacional,** como parte de mi membresía Index Reynosa?

INDEX REYNOSA 2023

Consejo Nacional de la Industria Maquiladora y Manufacturera de Exportación

index

BENEFICIOS DE LA **MEMBRESÍA INDEX NACIONAL**

El Consejo Nacional index, representa con profesionalismo ante el Gobierno Federal y Organismos empresariales los intereses de la industria Maquiladora y Manufacturera de Exportación.

Cuenta con una red de comités integrada por 15 Comités Nacionales y 5 Grupos de Trabajo que en conjunto engloban los principales intereses de la industria de exportación.

Cuenta con autorización emitida por el SAT para la prevalidación de pedimentos con un servicio diferenciado, atención personalizada y especializada con precios competitivos.

Es el único organismo que cuenta con autorización por el SAT para emitir el dictamen de cumplimiento SECIIT y con el expertis para la evaluación al cumplimiento del esquema.

index Reynosa

Trabajo en Equipo | Compromiso | Integridad

INDEX TE REPRESENTA

El Consejo Nacional index está integrado por 19 Asociaciones locales, brindando representatividad de manera eficaz a nivel regional y nacional y permite ser muy precisos al hacer solicitudes para mitigar problemáticas de carácter nacional.

Cuenta con asiento en mesas de relevancia nacional e internacional como son: CEO Dialogue, el Comité Asesor de América del Norte del CCE, la Comisión Nacional de Salarios Mínimos, la Comisión Nacional para la Participación de los Trabajadores en las Utilidades de las Empresas (PTU), Cuarto de Junto y acreditación en CCE y Concamín.

En este año se establecieron mesas de trabajo con el SAT para la atención de temas como Carta Porte, Certificación IVA e IEPS, Combate a la ilegalidad y Precios de Transferencia y Devoluciones de IVA.

En Estados Unidos, se brinda representación a través de la oficina index USA, con presencia permanente en Washington, generando cabildeo de temas de interés de la membresía ante el Congreso estadounidense, organismos empresariales y actores relevantes.

index, somos tu mejor elección

Estos son algunos de **los beneficios que brinda el Consejo Nacional Index,** siempre en todos ellos representando con eficacia y profesionalismo a la industria manufacturera de exportación.

ALGUNOS DE LOS BENEFICIOS

Apoyo en la operación diaria con la finalidad de evitar paros de líneas de producción de las plantas y afectaciones a los procesos productivos, con una gama de servicios en materias como: comercio exterior, logística, capital humano, laboral, entre otros.

- Acceso sin costos a las transmisiones virtuales de Reunión Nacional de socios index, un espacio en el cual se comparten las acciones que impulsa continuamente el Consejo Nacional, sus Comités y Grupos de Trabajo.
- Acceso sin costo a transmisiones de webinars nacionales, con los contenidos más recientes para cumplir con obligaciones, recomendaciones, mejores prácticas y conocer beneficios como empresa IMMEX.
- Recepción de alertas de cumplimiento y reportes de contingencia en materia de comercio exterior, aduanas, logística, fiscal, laboral, entre otras.
- Recepción de comunicados informativos acerca de los principales temas coyunturales y de impacto en el sector.
- Se ofrecen servicios de asesoría, acompañamiento y gestoría a costos preferenciales exclusivos para socios index en Certificación IVA e IEPS, OEA y algunos otros ante SEMARNAT, COFEPRIS, SENER, CRE, CNSNS.

index
Reynosa

Trabajo en Equipo | Compromiso | Integridad

Otros servicios con **costo preferencial** para nuestra membresía.

INDEX REYNOSA 2023

Index Reynosa

Servicios Empresariales

Operador Económico Autorizado

Paquete de asesoría integral en certificación OEA: Te llevamos de la mano de la A a la Z para obtener tu certificación OEA, en las siguientes modalidades:
Empresas IMMEX (Importador y Exportador) , Agentes Aduanales y Transportistas:

PAQUETE BÁSICO	PAQUETE PLUS	PAQUETE ESTÁNDAR

Carga de solicitud OEA ante VUCEM: Te ayudamos a cargar la solicitud del registro de Certificación OEA por VUCEM

Monitoreo index OEA: Realizamos un monitoreo constante del cumplimiento de tus estándares de seguridad, así como del cumplimiento de tus obligaciones OEA

Visita de diagnóstico index OEA: Visitamos tu empresa y te entregamos un reporte del nivel de cumplimiento de los estándares mínimos de seguridad, acordes al Programa OEA.

Certificación IVA/IEPS

Paquete de asesoría integral en certificación IVA e IEPS, te acompañamos y asesoramos para la presentación de tu inscripción, en IVA-IEPS, para A, AA y AAA.

Seguimiento en certificación IVA e IEPS: Te orientamos para cumplir de manera permanente tus obligaciones derivadas de esta certificación (no incluye Anexo 31).

Análisis para la renovación IVA e IEPS: Te guiamos para realizar las actualizaciones necesarias para la presentación de tu aviso automático de renovación.

Análisis para la solicitud de importación de fracciones sensibles en IVA e IEPS: Te asesoramos para el cabal cumplimiento de los requisitos específicos para la importación de fracciones sensibles bajo el amparo de tu certificación.

OEA - IVA/IEPS

Soporte en línea para la carga de avisos en VUCEM. **Te acompañamos durante la carga de los avisos de obligaciones permanentes de IVA-IEPS.**

Análisis index de requisitos generales del Esquema Integral de Certificación- Generamos un reporte para indicarte el nivel de cumplimiento de tu empresa sobre los requisitos generales para certificarte.
Asesoría para la solventación de requerimientos
Presentación de documentos en oficialía de partes a nivel central

Cursos y capacitaciones en el Esquema Integral de Certificación: Ofrecemos asesoría a las distintas áreas de la empresa para obtener y mantener la certificación, así como detectar errores frecuentes.
Visita de acompañamiento en auditoria de AGACE: Te acompañamos **durante la visita** de verificación por parte de la autoridad.

Compromiso | Integridad | Liderazgo | Sentido de Pertenencia
Responsabilidad | Calidad | Excelencia | Servicio | Tradición

Index Reynosa

Servicios Empresariales: Gestoría

Compromiso | Integridad | Liderazgo | Sentido de Pertenencia
Responsabilidad | Calidad | Excelencia | Servicio | Tradición

SAT

- Adhesión de transportistas en empresas certificadas
- Aviso de destrucción de mercancías
- Aviso de submaquila
- Avisos de modificación al despacho de mercancías
- Avisos de modificación en matriz de seguridad
- Cálculo relacionado con el despacho de mercancías
- Consulta de clasificación arancelaria
- Escrito Save Harbour
- Padrón sectorial de exportadores
- Solicitud de copias certificadas de pedimentos
- Solicitud de matriz de seguridad.
- Otros

COFEPRIS

- Aviso de funcionamiento
- Aviso de importación de químicos esenciales
- Consulta de responsable sanitario
- Consultas generales
- Permiso sanitario de importación
- Presentación de reporte
- Avisos de apertura y sus modificaciones
- Solicitud de visita de verificación.
- Otros

SEMARNAT

- Permisos de importación de sustancias tóxicas
- Solicitud de certificados fitosanitarios de productos maderables
- Certificado de buenas prácticas de fabricación
- Otros

EMBAJADAS

- Trámites de visa (excepto con EU)
- Otros

SEDENA,SECON y Diversos

SEDENA

- Aviso de importación de químicos esenciales
- Reporte mensual

SECON

- Solicitud de asignación de cupo de Exportación

COMISIÓN NACIONAL DE SEGURIDAD NUCLEAR Y SALVAGUARDA

- Permiso de importación

DIVERSOS

- Legalización y certificación de documentos

Compromiso | Integridad | Liderazgo | Sentido de Pertenencia
Responsabilidad | Calidad | Excelencia | Servicio | Tradición

Index Reynosa

Servicios Empresariales: Prevalidación

ELEMENTOS DIFERENCIADORES

- Sistema de alertas
- Información del registro 001 (SOIA)
- Representatividad frente a autoridades
- Módulo de estadísticas (SOIS): No es necesario que esperes tu datastage, conoce a través de nuestro sistema los detalles de las estadísticas del despacho de tu empresa (# de rojos, tiempo de despacho, comportamiento de la patente, # de pedimentos rectificados, incidencias, entre otros)

SOPORTE TÉCNICO

- Respaldo de profesionales en la materia altamente capacitados y actualizados.
- **Disponibilidad inmediata** para responder problemas en la prevalidación y validación
- Comunicación permanente con autoridades para **seguimiento y resolución** de casos específicos.

CERTEZA JURÍDICA

- Contamos con un sistema robusto y actualizado con la normatividad emitida por la autoridad, la cual complementamos con consultas de la información de tarifa en línea (DIA)
- Contamos con un Sistema de Gestión de Seguridad de la Información, cumpliendo con los nuevos requisitos del SAT.
- Estamos en proceso de certificarnos en ISO27001 , también para proteger tu información.

TECNOLOGÍA

- Nuestro prevalidador está hospedado en la **nube, con proveedores certificados**, por lo que tus operaciones son seguras.
- En caso de que nuestro servidor principal tenga alguna falla, contamos con un esquema de contingencia que nos permite seguir operando.

To Watch Video, click here: https://www.youtube.com/[watch]?v=doS7zp6lEqQ&t=51s

INDUSTRIAL WAREHOUSE SUMMIT

Pharr International Bridge

APRIL 20, 2023

Who is STMA?

- RGV Regional Manufacturers Association
- Formed 1992: Promote & Support Industry
- Non-Profit Industry Trade Association
- Membership: 158 Companies
  - 100+ Mfg. company members
  - 7-RGV Universities & Community Colleges
  - All 8 larger Economic Development Corps.
  - 43 Assorted Industrial Suppliers & Service Providers

Member Services:

- Wage & Benefit Survey
- Labor Market Info
- Industry News
- Lobby for pro-business laws & regulations
- Develop/Support education programs for manufacturing
- Industry promotion

SOUTH TEXAS MANUFACTURERS ASSOCIATION

Manufacturing Industry Growth

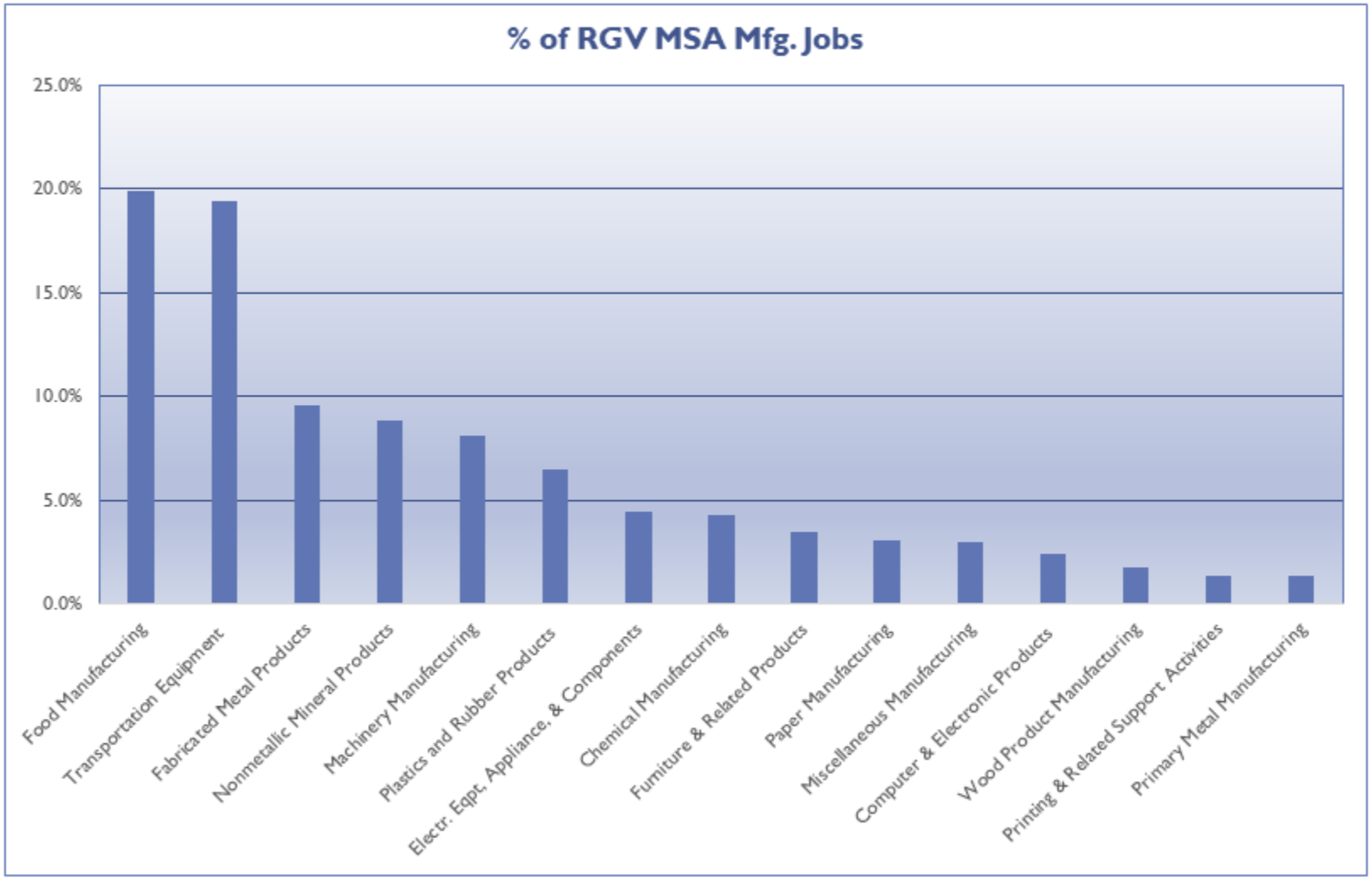
Description	USA	TEXAS	RGV
2018 (Annual):	12,688,000	882,400	12,500
February 2023:	12,900,000	945,300	14,500
Change #:	212,000	62,900	2,000
Change %:	1.7%	7.1%	16.0%
Annual Mfg. Job Growth:	0.3%	1.4%	3.2%

Source: TWC/DOL- CES (Current Employment Statistics)

***USA & Texas seeing billions of $$ in commitments for semiconductor fab plants, and electric vehicle/battery mfg. projects now, due to CHIPS Act & IRA legislation incentives. "Reshoring" trends providing some opportunities in USA/RGV as well, but Mexico will see biggest benefit.*

SOUTH TEXAS MANUFACTURERS ASSOCIATION

RGV Mfg. Employment by Sector



SOUTH TEXAS MANUFACTURERS ASSOCIATION

Hidalgo County Mfg. Sites

INTERNATIONAL PAPER
StanleyBlack&Decker
ZEBRA
TI Fluid Systems
PCA
RegalRexnord
Creating a Better Tomorrow
identipak
NIBCO
Galvotec
AEF
METAL PROCESSING MPi INTERNATIONAL
Fox Packaging
ECO PLASTIC MOLDING
innovative rapid manufacturing
Royal Technologies
CAP
Composite Access Products
UNIVERSAL
Metal Products
GRFT
CLECO PLATING
INCORPORATED
SYNERGY
EMU
PLASTICS TEXAS
bel
POWER | PROTECT | CONNECT
TS Tech
TS TECH Co.,Ltd.
Palmer Steel Supplies Inc.
IOC
Company L.L.C.
McAllen Metal Stamping
VALLEY
die castings, inc.
ECO PLASTIC MOLDING
innovative rapid manufacturing
CAPA
CONCRETE ▲ ASPHALT ▲ PIPE ▲ AGGREGATES
EINSA
POLYURETHANE ELASTOMERS SA DE CV
Industrial Coils, L.L.C.
Custom Coil Winding and Insert Injection Molding
WMG
Technologies
SOUTH TEXAS MANUFACTURERS ASSOCIATION

Hidalgo County Mfg. Sites

Amaida Machine Shop

PTS US

WMG Technologies

NU-CO Tool

Alpha XL Mold

INDEX FRESH

WIN NUTS

Rio Valley Canning Co.

GR Fresh

Azteca Milling L.P.

Wonderful citrus

Citrofrut

Exquisita

RGP

South Texas Manufacturers Association

Cameron County Mfg. Sites

Keppel Corporation

SPACEX

Shallow Sport

SA Recycling

NOVOLEX

emr METAL RECYCLING REIMAGINED

Creative Liquid Coatings, Inc

NATIONAL ELECTRIC COIL

SAINT-GOBAIN

tella too &mfg

ATD ATLANTIC TOOL & DIE

JAMESTOWN PLASTICS FORMING FOR THE FUTURE

ITD Precision Metal stampings for the 21st century

MUELLER

FISHER DYNAMICS

AGE INDUSTRIES LTD

CPI

SIGOSA

SOUTH TEXAS MANUFACTURERS ASSOCIATION

Mfg. HQ, DC's & Warehouses

BETTCHER MANUFACTURING L.L.C.

EMERSON

LG Life's Good

dlhBOWLES

Intercast SEACAST A SeaCast Company

MERCORP-INC. smart reconditioning

ALPS ALPINE Perfecting the Art of Electronics

WELLS VEHICLE ELECTRONICS

BSN medical

DENSO TEN GLOBAL

ALPS LOGISTICS CO., LTD.

BISSELL

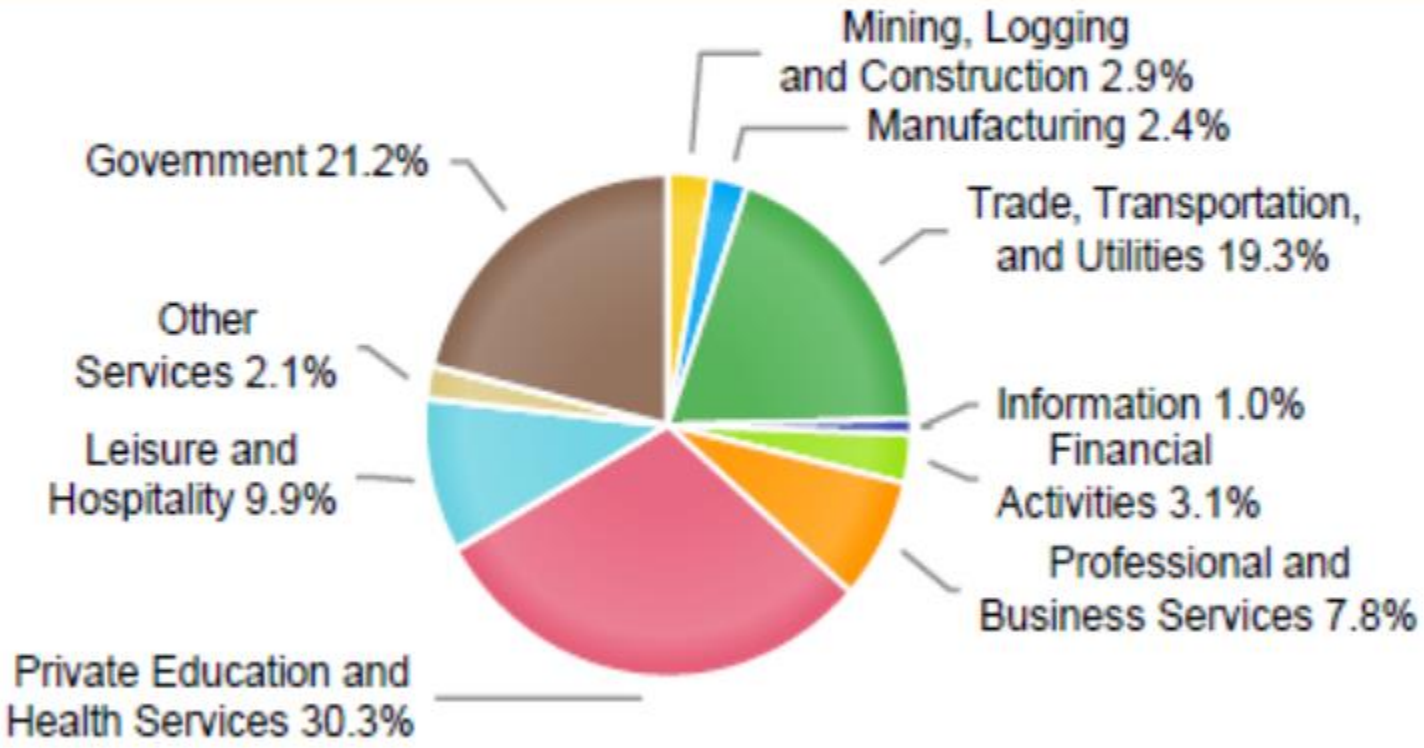
TI Fluid Systems

AM-MEX AM-MEX PRODUCTS, INC.

SOUTH TEXAS MANUFACTURERS ASSOCIATION

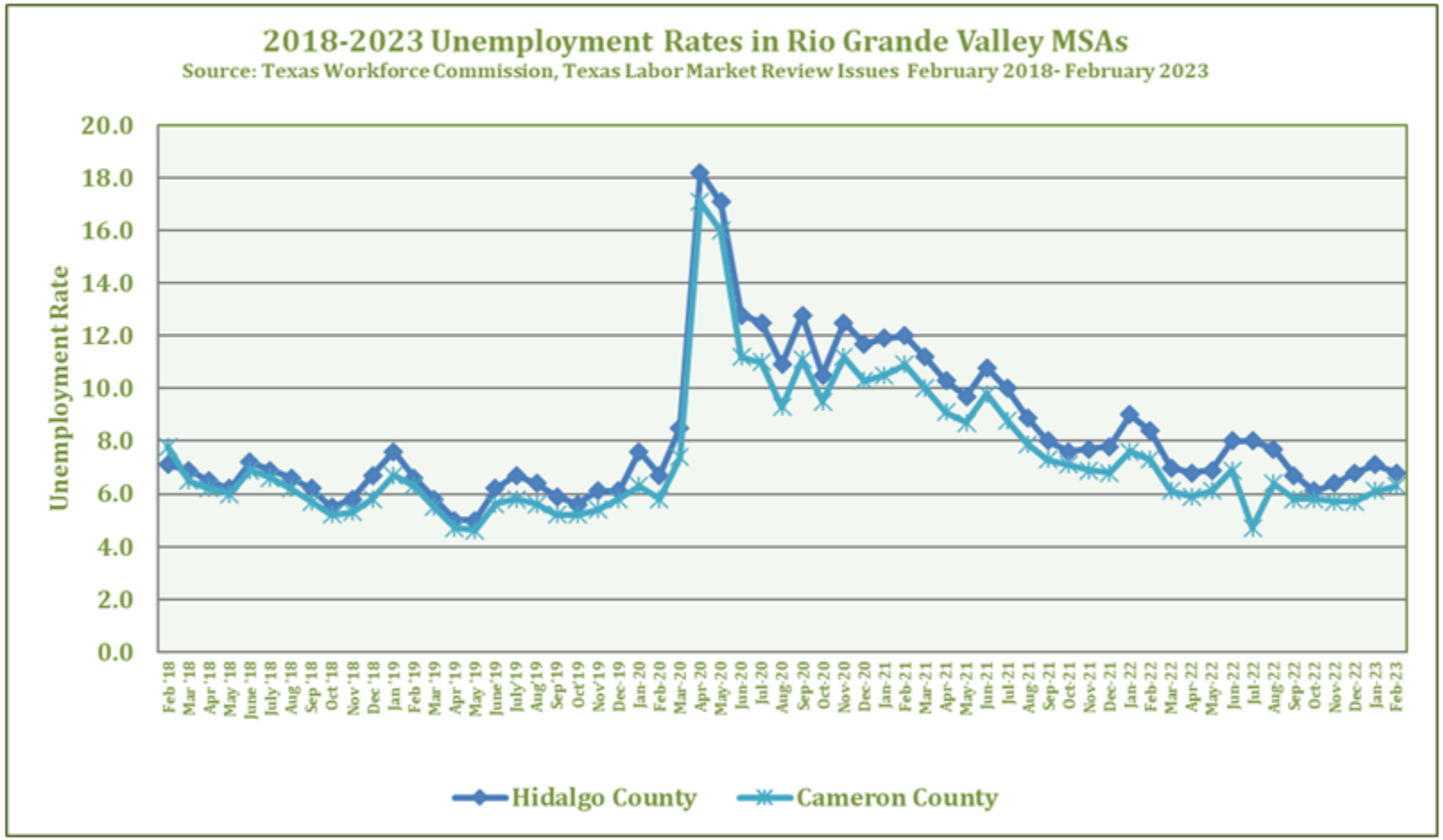
Hidalgo County Economy

Employment by Industry (February 2023)



SOUTH TEXAS MANUFACTURERS ASSOCIATION

Unemployment Rate Trends



SOUTH TEXAS MANUFACTURERS ASSOCIATION

Labor Force Demographics

- Hidalgo County population growth twice national average (2%/yr. vs. 1%/yr. in USA)
- Young, fast-growing bilingual workforce- (Median age: 30 vs 35 for Tx)
- Rapidly rising educational attainment rates
  - 69% have HS Diploma or Higher- rising dramatically
  - 20% have Bachelor degree or higher

SOUTH TEXAS MANUFACTURERS ASSOCIATION

Labor Cost

- Labor Rates increasing in USA due to tight labor market.
- Low unemployment = people have choices on where to work
- Must know prevailing labor rates if starting a new business here
- Most new hires will come from other companies (offering low entry-level rates is poor strategy)
- PEDC can give you wage & benefit info
- Ave. pay in San Antonio: 20% higher than RGV, Houston: 40% higher for mfg. production jobs

SOUTH TEXAS MANUFACTURERS ASSOCIATION

Employment Law in USA

- USA has fairly strict employment & labor laws
- TX Workforce Commission has free handbook on employment law for you
- OSHA enforces health & safety regulations for all private businesses, will focus on inspecting Produce & Warehousing sector now
- Dep't. of Labor Wage & Hour Division enforces minimum wage, overtime, pay issues, is increasing inspections for misuse of "1099/Independent Contractor" employees along the border
- Texas Workforce Commission oversees businesses in TX
- Employees have right to join unions, but very few in RGV. Treat employees fairly & with respect, little need to worry!

SOUTH TEXAS MANUFACTURERS ASSOCIATION

STMA 2022 Wage & Benefit Survey Wage Data

Warehousing & Material Handling Positions

Survey Job Title	# Matches	# Incumbents	Ave. Hire Rate	Ave. Lowest Paid	Ave. Highest Paid	Average Pay	Median of Ave. Pay
Materials Handler	11	396	$10.03	$10.38	$12.09	**$10.91**	$10.83
Materials Handler/Forklift Operator	33	308	$11.96	$12.38	$14.68	**$13.24**	$12.50
Shipping/Receiving Clerk	27	86	$12.81	$13.77	$14.92	**$14.15**	$13.60
Warehouse Team Lead	20	60	$15.79	$17.37	$19.48	**$18.17**	$17.10

Industrial Maintenance & Quality Assurance

Survey Job Title	# Matches	# Incumbents	Ave. Hire Rate	Ave. Lowest Paid	Ave. Highest Paid	Average Pay	Median of Ave. Pay
Quality Control Inspector	21	154	$12.85	$14.20	$16.06	**$15.04**	$13.50
Quality Control Tech	17	52	$15.90	$17.95	$19.44	**$18.30**	$17.43
General Maintenance Worker	10	64	$12.72	$13.60	$15.16	**$14.04**	$14.42
Maintenance Mechanic	24	99	$17.33	$18.96	$23.05	**$20.92**	$19.87

PEDC has this info for new companies coming here

SOUTH TEXAS MANUFACTURERS ASSOCIATION

Production Related Positions

Survey Job Title	# Matches	# Incumbents	Ave. Hire Rate	Ave. Lowest Paid	Ave. Highest Paid	Average Pay	Median of Ave. Pay
Assembler	12	728	$10.06	$10.55	$12.74	**$11.48**	$11.32
Packer/General Labor	19	489	$10.27	$10.47	$12.58	**$11.32**	$11.20
Machinist I/Production/CNC	8	114	$12.85	$13.37	$15.59	**$14.36**	$13.44
Machinist II /CNC/Set-up	5	53	$14.04	$14.29	$19.97	**$17.28**	$15.90
Tool & Die Maker	14	65	$17.84	$21.74	$25.89	**$23.24**	$22.29
Production Machine Operator I	21	626	$11.74	$12.20	$16.18	**$13.85**	$12.99
Production Machine Operator II	11	170	$13.48	$14.52	$17.35	**$15.46**	$16.00
Production Machine Operator III	8	110	$14.84	$15.81	$19.56	**$17.53**	$18.83
Welder	5	20	$15.13	$18.81	$21.42	**$20.19**	$19.00
Plastic Process Tech	3	9	$22.19			**$27.69**	$27.46
Mold Setter	5	42	$14.78	$15.24	$16.71	**$15.61**	$15.61
Painter	3	14	$11.64			**$13.53**	$13.20
Production Team Lead	19	87	$13.59	$15.27	$17.55	**$16.21**	$14.70

SOUTH TEXAS MANUFACTURERS ASSOCIATION

THANK YOU

South Texas Manufacturers Association

Mike Willis
Executive Director
Director@STMA-TX.org

SOUTH TEXAS MANUFACTURERS ASSOCIATION

MID VALLEY
CUSTOMS BROKERS
ASSOCIATION

ESTABLISHED 2016

Mission Statement

Our mission is to provide support for the import and export community in the Mid-Valley Area. We assist our members and businesses in the community by effectively communicating with our local, state and federal governmental agencies to address and resolve issues affecting the mechanics and policies of international trade at the ports of Pharr/Hidalgo/McAllen, Progresso, Rio Grande City and Roma.

MID VALLEY
CUSTOMS BROKERS
ASSOCIATION

Warehouse Demand is Up

- LAREDO SECTOR LARGEST IMPORT SECTOR IN THE U.S.
- WAREHOUSE DEMAND INCREASING ACROSS ALL INDUSTRIES.
- DEPT OF LABOR AUDITS.
- DIFFERENT NEEDS (BONDED/COLD/LOGISTICS)
- BONDED WAREHOUSE/FTZ 19 CFR 19.3 WRITTEN LIST OF NAMES
- IMPORT NUMBERS INCREASING YEAR OVER YEAR

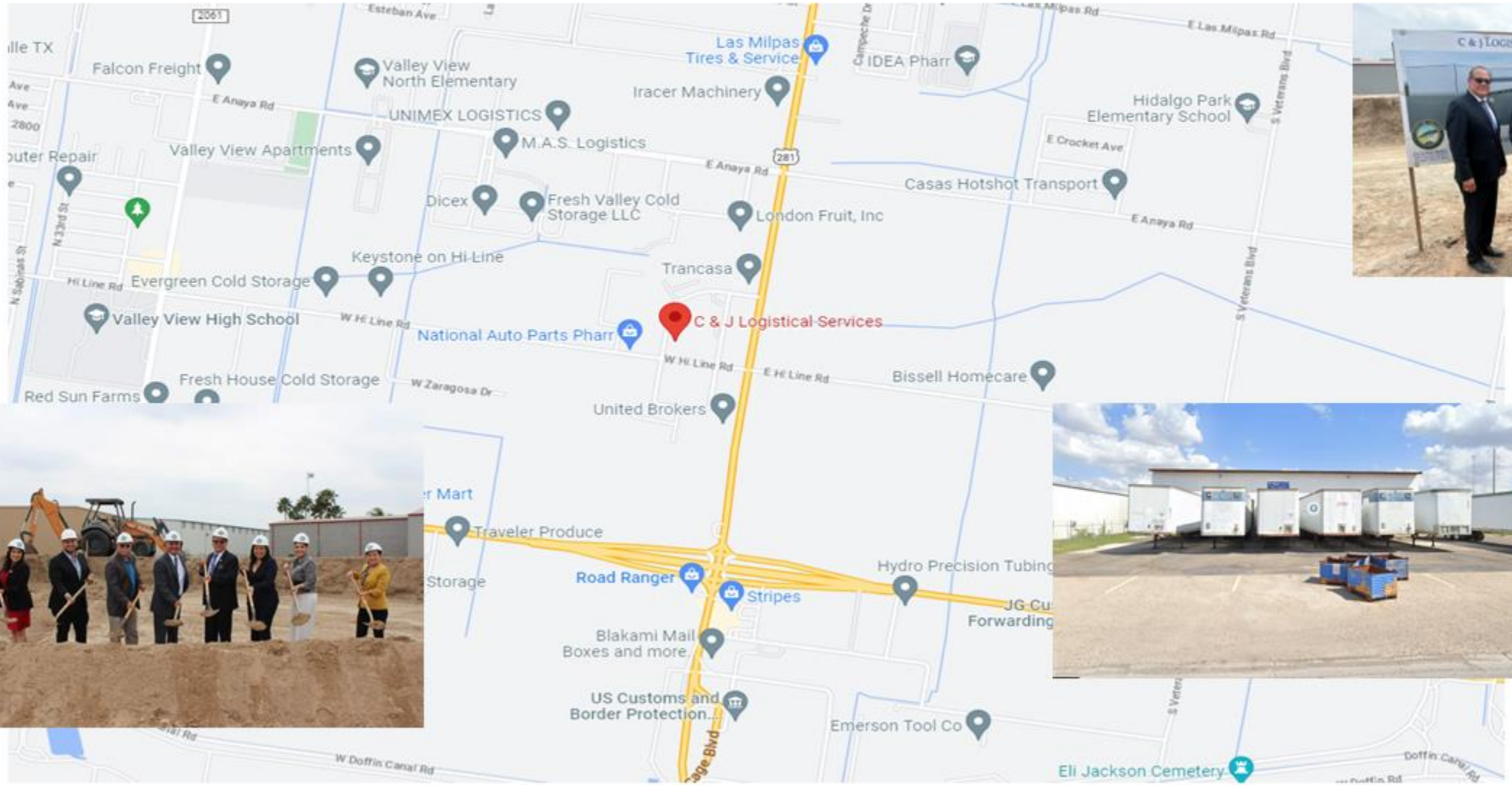
Current Members

- ACE Customs Broker, Inc.
- Aquiles, Inc.
- Bustamante Brokers
- C & J Logistical Services, Inc.
- Daniel B Hastings, Inc.
- Davidson Law Group, P.A.
- DSV
- Gamboa International
- Godinez International LLC
- Global Alliance Solutions LLC
- Elite LCB
- Expeditors
- F.G. Brokers
- Intera Trade & Customs Services
- Interlink Trade Services
- International Conveyance TX, LLC
- Joe Arevalo & Associates, Ltd
- Loera Customs Brokerage, Inc
- Maria Sotelo, CHB
- Mendiola Customs Brokerage
- Parker & Company
- Pharr International Bridge
- Phillip Garcia U.S Customs Broker
- R.L. Jones Customs Brokers of Texas
- Roser & Cowen Logistical Services, Inc.
- Roser Customs Services, Inc.
- Santos International
- Strauns Customhouse Brokers, LLC
- Suarez Brokerage
- Texas International Produce Assoc
- United Brokers, LLC

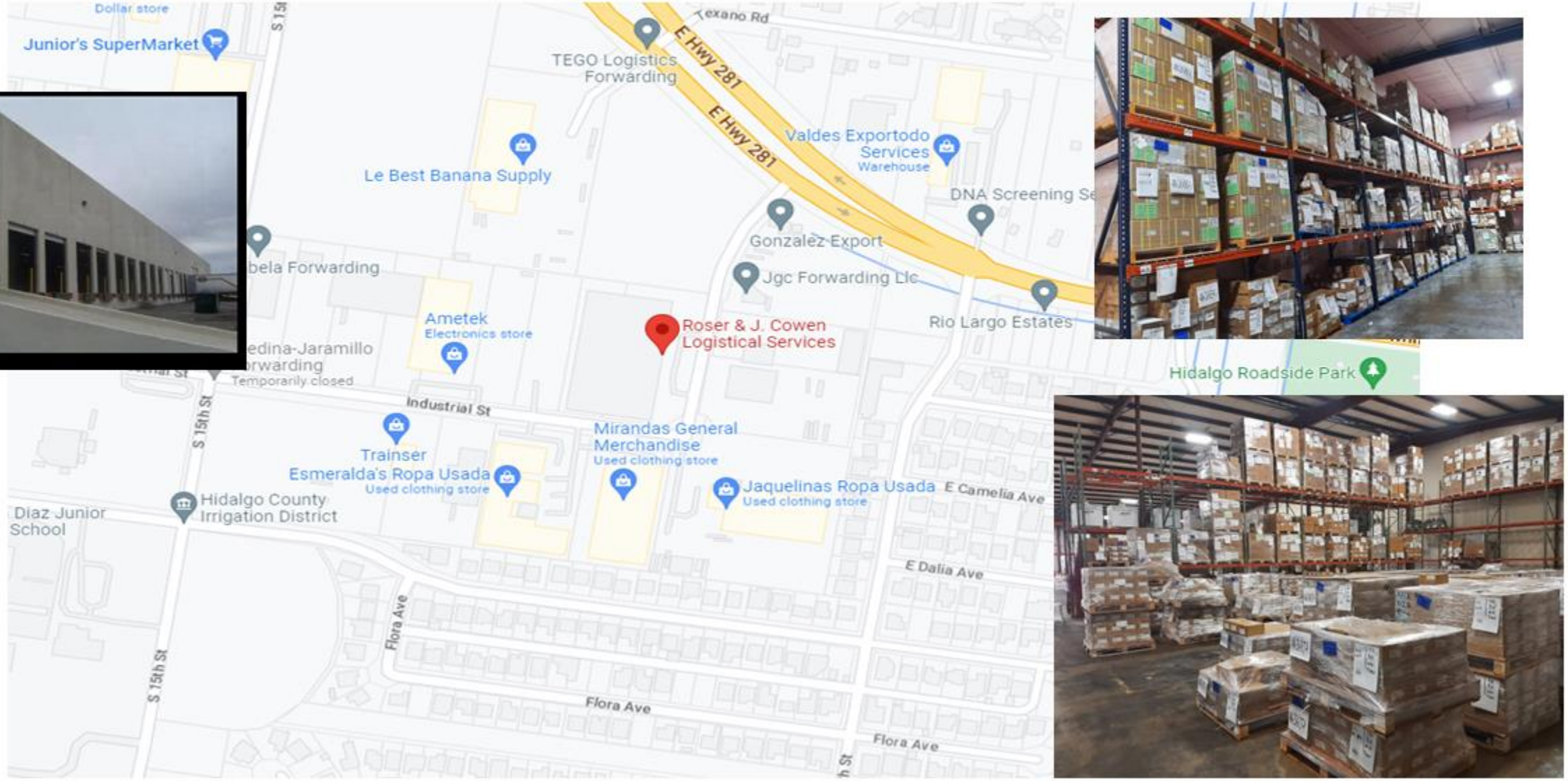
MEMBER LOCATIONS

MID VALLEY
CUSTOMS BROKERS
ASSOCIATION

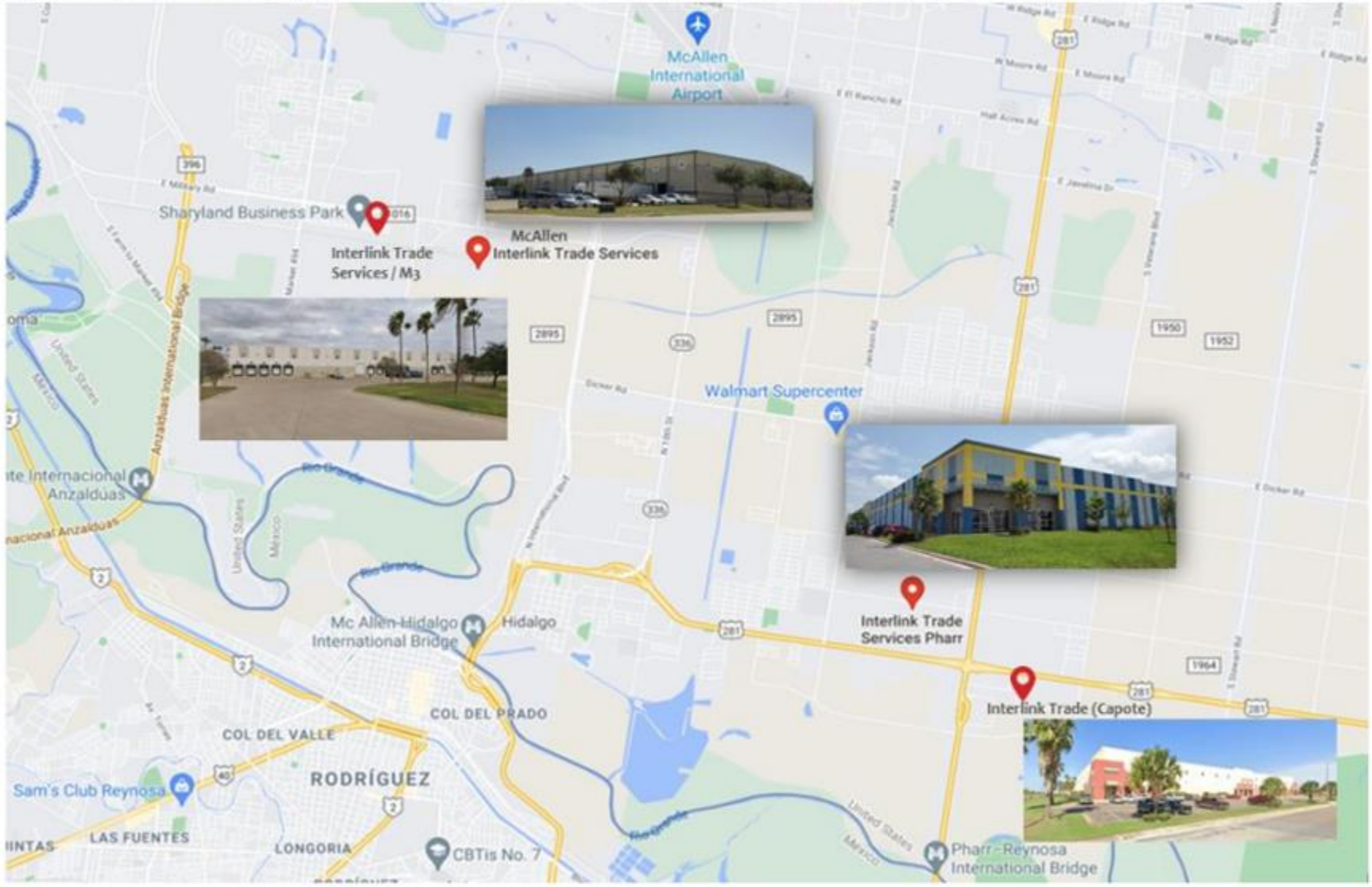
CJ LOGISTICS – NEW FACILITY GROUNDBREAK



ROSER & J.COWEN LOGISTICAL SERVICES LTD.



INTERLINK TRADE SERVICES LOCATIONS



SOUTHERN BORDER CONFERENCE
SEPTEMBER 2023
SOUTH PADRE ISLAND

Fresh Produce Industry

Dante Galeazzi

President/CEO, TIPA

What is TIPA

Mission

TIPA educates, advocates, promotes and represents the more than $12 billion of fresh fruits and vegetables that are either grown in Texas or consider Texas their first point of arrival for domestic distribution.

- Founded in 1942
- Represent all fresh fruit & vegetable (FFV) items
- Represent entire FFV supply chain
- More than 360 member companies
- Present at Local, State, Federal & Int'l levels

Imports Growth

- 2007
  - TX crossed 101,000 truckloads of FFV from MX
  - AZ crossed 112,355 truckloads of FFV from MX
- 2011
  - TX crossed 148,331 truckloads
  - AZ crossed 118,389 truckloads
- 2012 = Durango-Mazatlan Bridge is completed
  - Reduces OTR travel from Western MX to TX by 12-18hrs
- Regular Growth of TX
  - 15yr, 2007 to 2022: MX = 129.4%, TX = 226.4%
  - 5yr, 2017 to 2022: MX = 24.9%, TX = 39.5%

Current Snapshot

- +200 different FFV commodities from MX
- Pharr International Bridge (POE) crossed 197,187 TLs
  - Most FFV truckloads of any US bridge
- FFV from MX = $18 billion
  - $11 billion crossing in TX
- 2022, TX crossed 55% of all MX-grown FFV entering US
- 2022, US Economic Impact of MX FFV = $40.7 billion/yr
  - 2022, TX Econ Impact of MX FFV = $25.4 billion
    - 169,000 TX jobs supporting produce
  - 2030, US impact = $53.4 & TX impact = $34.1 billion
    - 2030 = 204,519 TX jobs supporting produce

Local Industry

- Texas grows +60 items
- Local (RGV) Season = October thru May
  - TX grows FFV year-round
  - Additional of CEA (greenhouse) making TX more critical
- Largest Crops
  - Grapefruit, Watermelons, Onions & Cabbage
- Importance to Region
  - Combination of Local + Imported
  - Very valuable to national buyers; needs domestic + international to fill store shelves
  - Makes Texas an important loading point year-round

Allied Industry

- aka Supporting, Parallel, Adjacent Industries
- Logistics
  - US Customs Brokers
  - Trucking companies
  - Distribution specialists
  - Warehousing, mostly refrigerated
- Services
  - Food Safety
  - Accounting
  - IT & Support Systems
- Materials
  - Packaging, boxes/bags/cartons/RPCs
  - Pallets
  - Strap & Wrap

Questions?

Dante L Galeazzi
President & CEO, TIPA
956-581-8632
DANTE.GALEAZZI@TEXIPA.ORG

Pharr International Bridge

LAND / DEVELOPMENT

Hidalgo County

Industrial Analysis

2023 CBRE, Inc. All Rights Reserved

CBRE

Rent growth continues as demand outpaces supply and absorption remains steady

▼ 1.3%	▲ 322,066	▼ 350,000	▲ $6.09
Vacancy Rate	SF Net Absorption	SF Construction	NNN / Lease Rate

Note: Arrows indicate change from previous quarter.

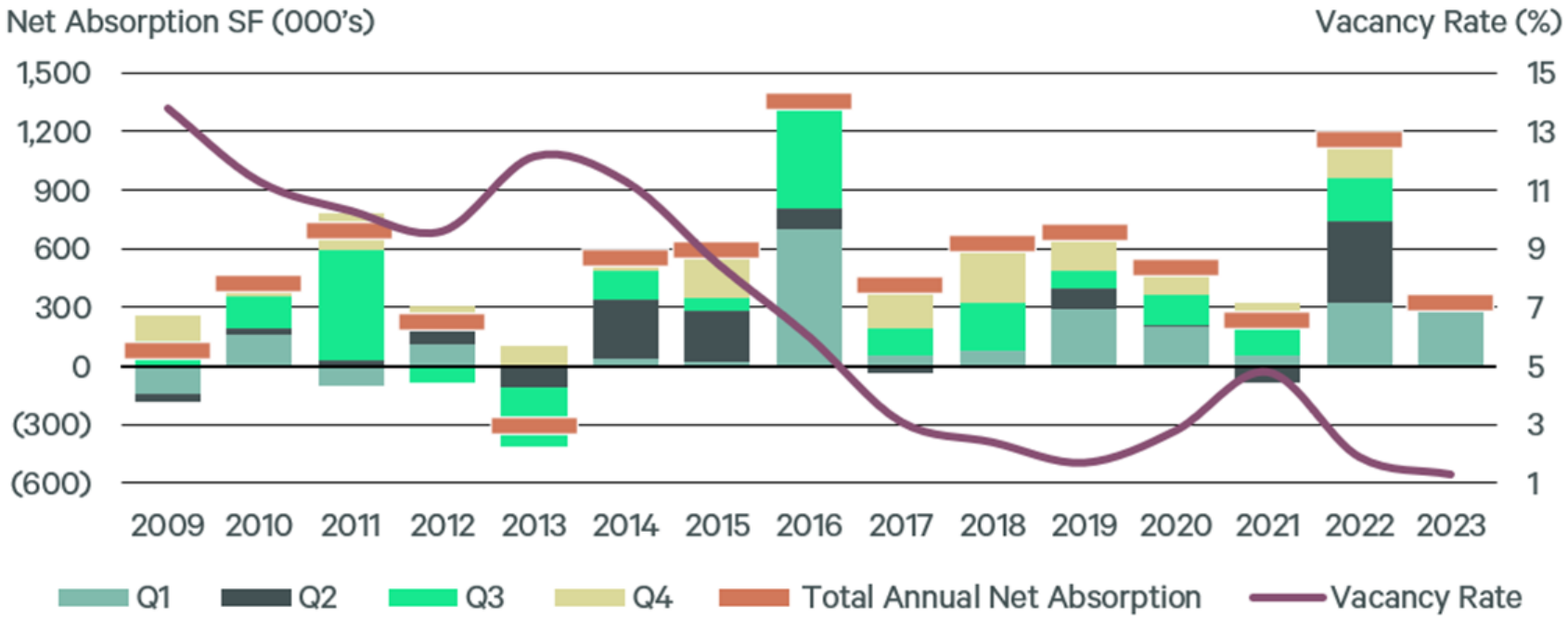
MARKET OVERVIEW

- Q1 2023 closed with 322,066 sq. ft. of net absorption.
- The market registered fifteen new leases, two renewals, and a user sale for a total of 735,000 sq. ft. of activity.
- The market-wide average asking rate marked a new record high of $6.09 per sq. ft. The Class B asking rent, which was at a record high in Q4 2022, saw a quarter-over-quarter increase of $0.61 per sq. ft.
- Demand for industrial space in the market remained elevated at 2.6 million sq. ft. and stood 1.1 million sq. ft. above the 34-quarter trailing average.

Confidential & Proprietary | © 2023 CBRE, Inc.

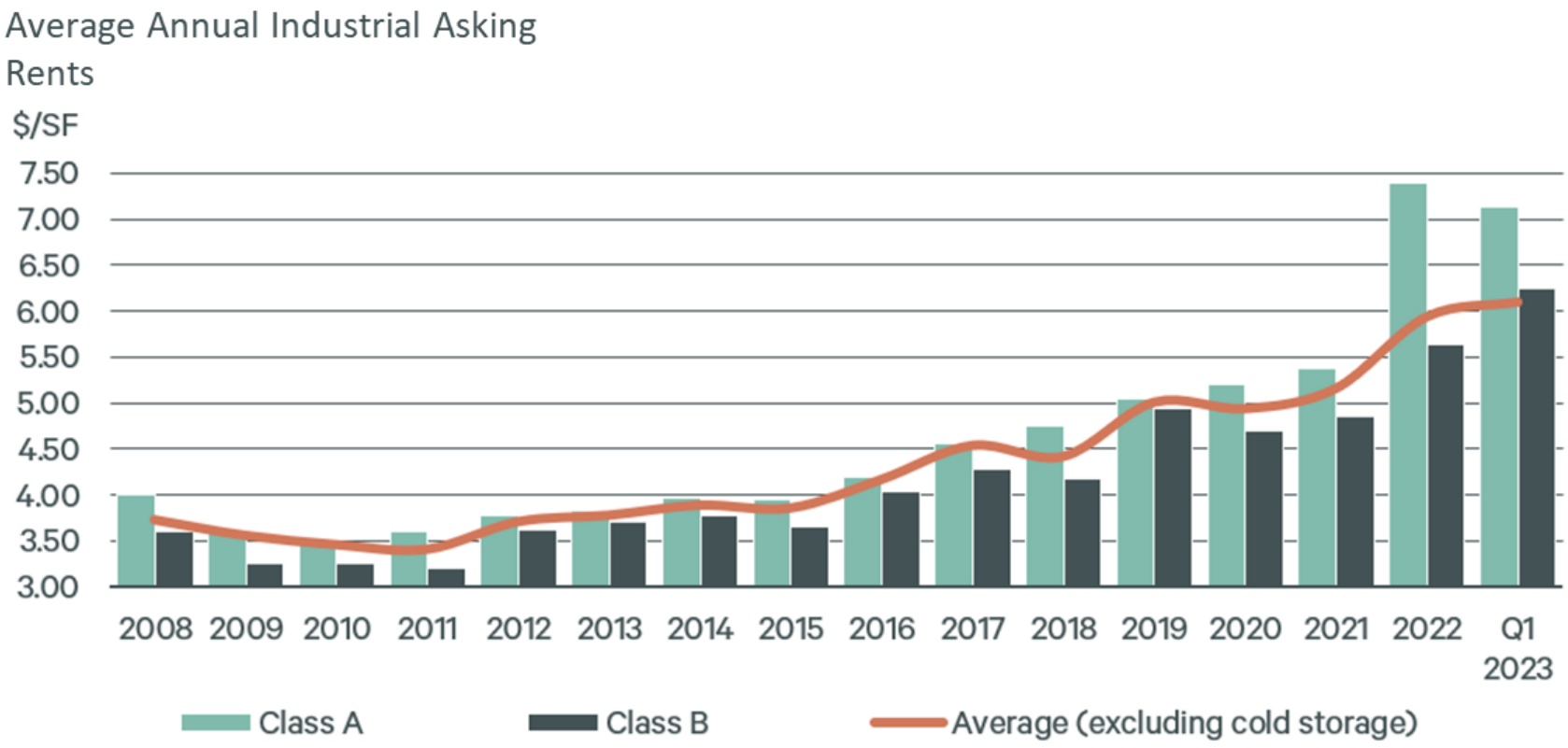
Net absorption & vacancy

Quarterly Net Absorption and Vacancy Rate



Source: CBRE Research, Q1 2023.

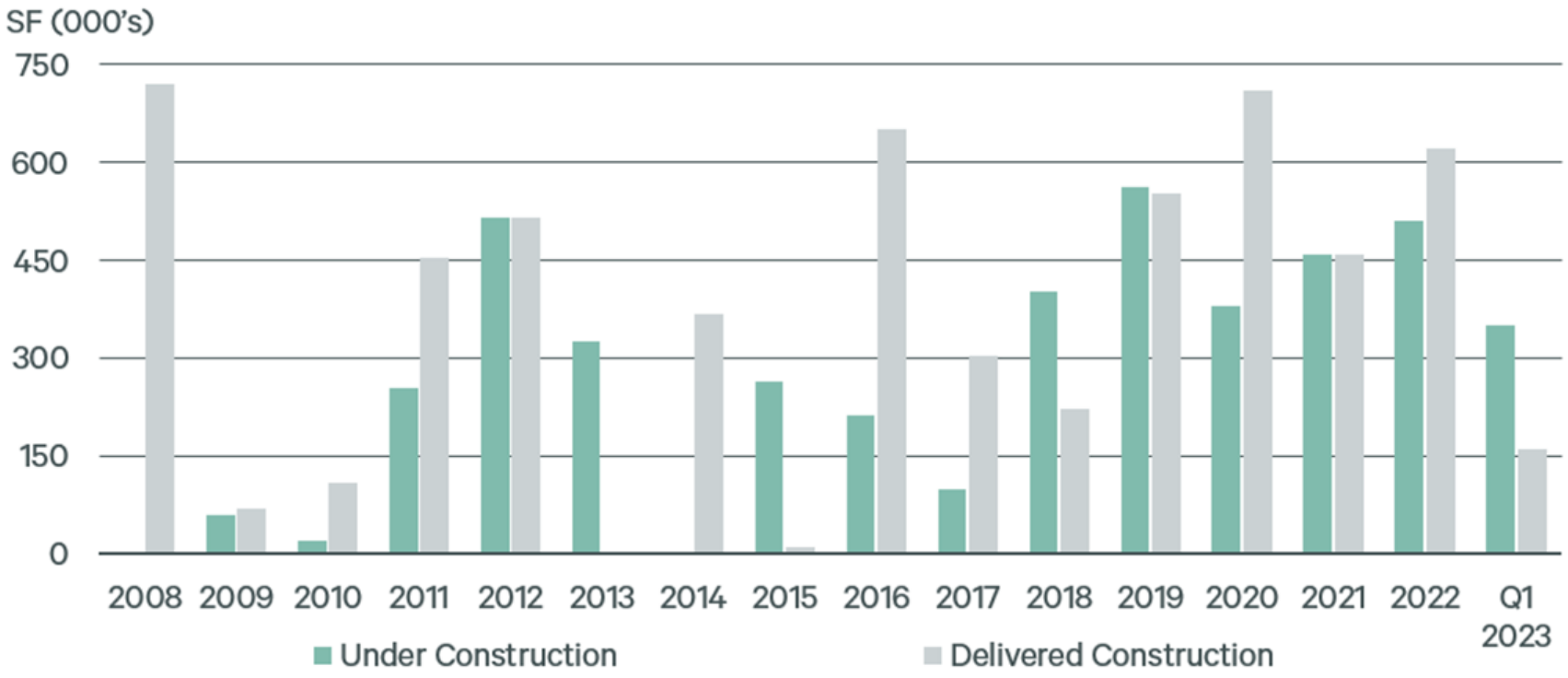
Warehouse and distribution asking rents



Source: CBRE Research, Q1 2023.

Industrial space under construction and delivered

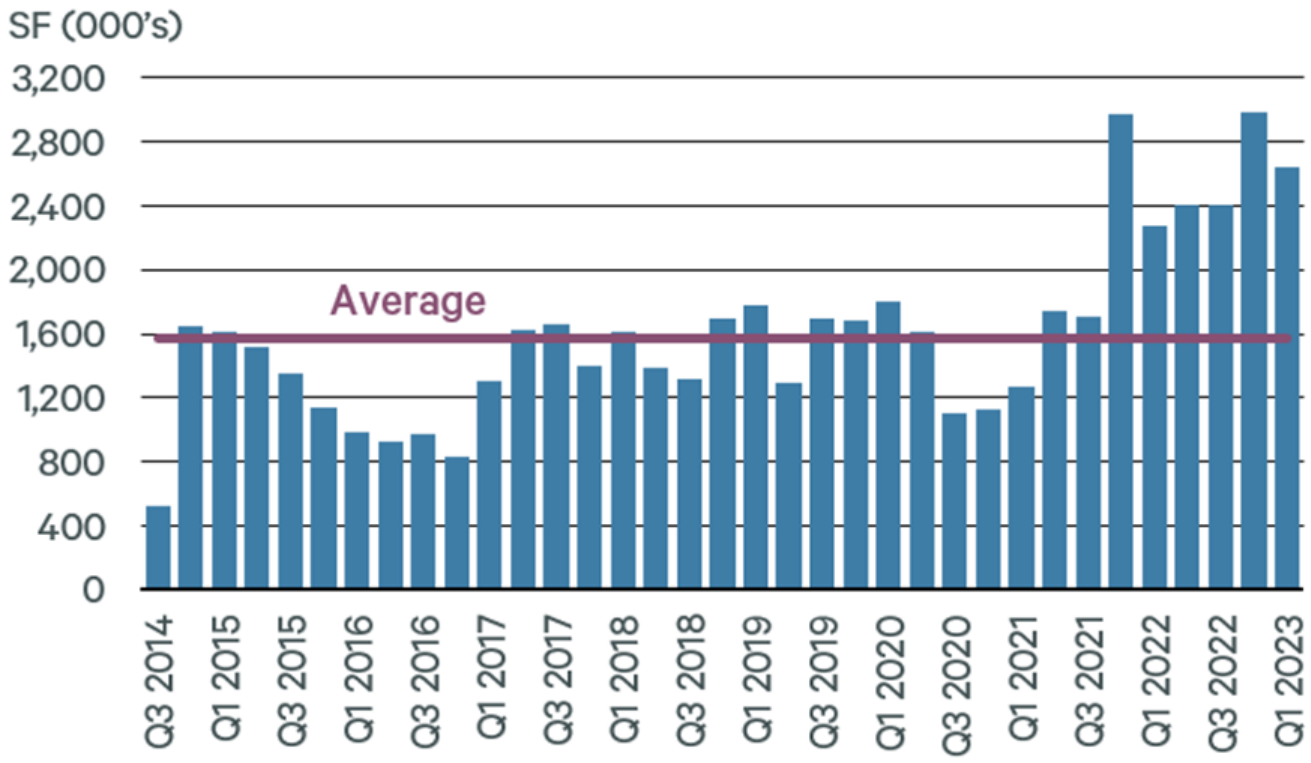
Under Construction and Delivered Industrial Space



Source: CBRE Research, Q1 2023.

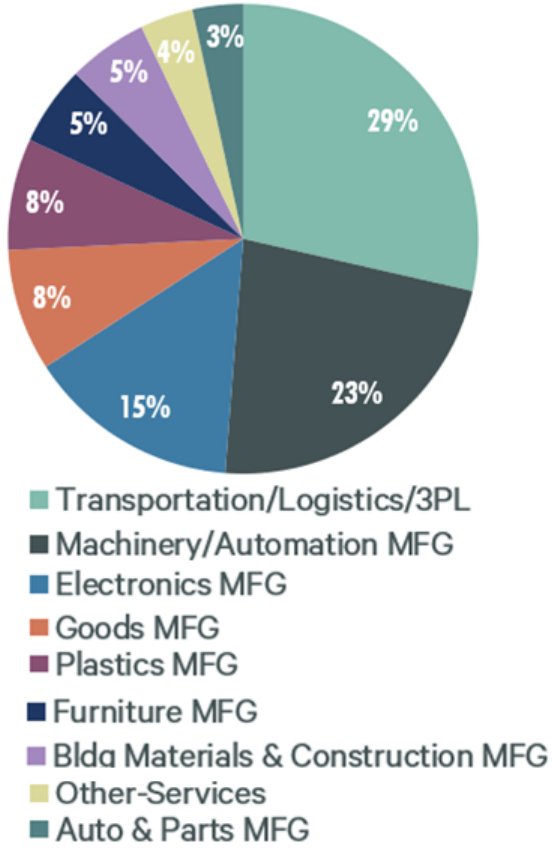
Demand for industrial space

Active Users in the Market



Detailed Stats

# of Users:	31
Max Size:	1,822,000 SF
Min. Size:	12,000 SF
Average Size:	168,516 SF



Confidential & Proprietary | © 2023 CBRE, Inc.

Transaction Trends

Landlord's Market

What can be expected in today's market?

- Higher base rates
- Minimal to no Tenant Improvement allowance
- Existing inventory typically built out
- Rent abatement less common

Confidential & Proprietary | © 2023 CBRE, Inc.

For more information regarding this presentation please contact:

Carlos Telles
Vice President - Industrial & Logistics
carlos.telles@cbre.com

Elisabeth Downs
Senior Field Research Analyst
elisabeth.downs@cbre.com

Information contained herein, including projections, has been obtained from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to confirm independently its accuracy and completeness. This information is presented exclusively for use by CBRE clients and professionals and all rights to the material are reserved and cannot be reproduced without prior written permission of CBRE.

MAJESTIC INTERNATIONAL TRADE PORT

FOR LEASE

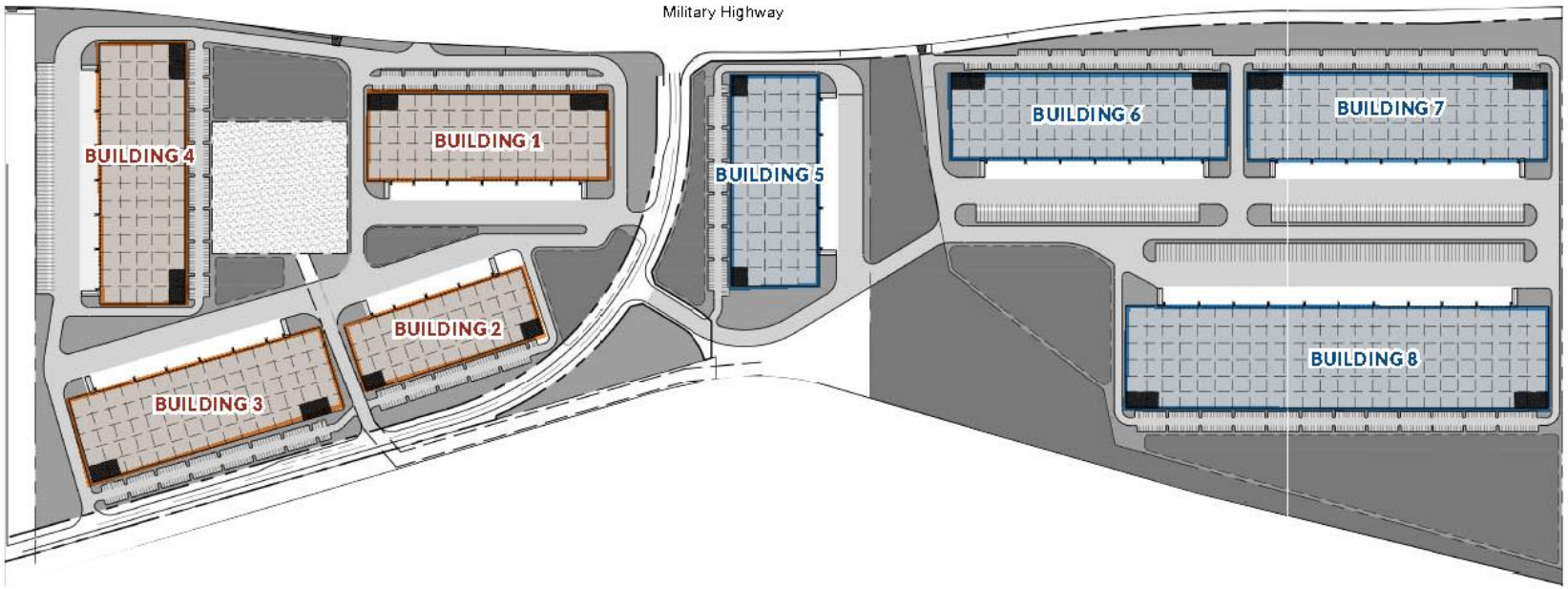
Intersection of Military Highway & San Juan Road
Pharr, Texas 78589

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

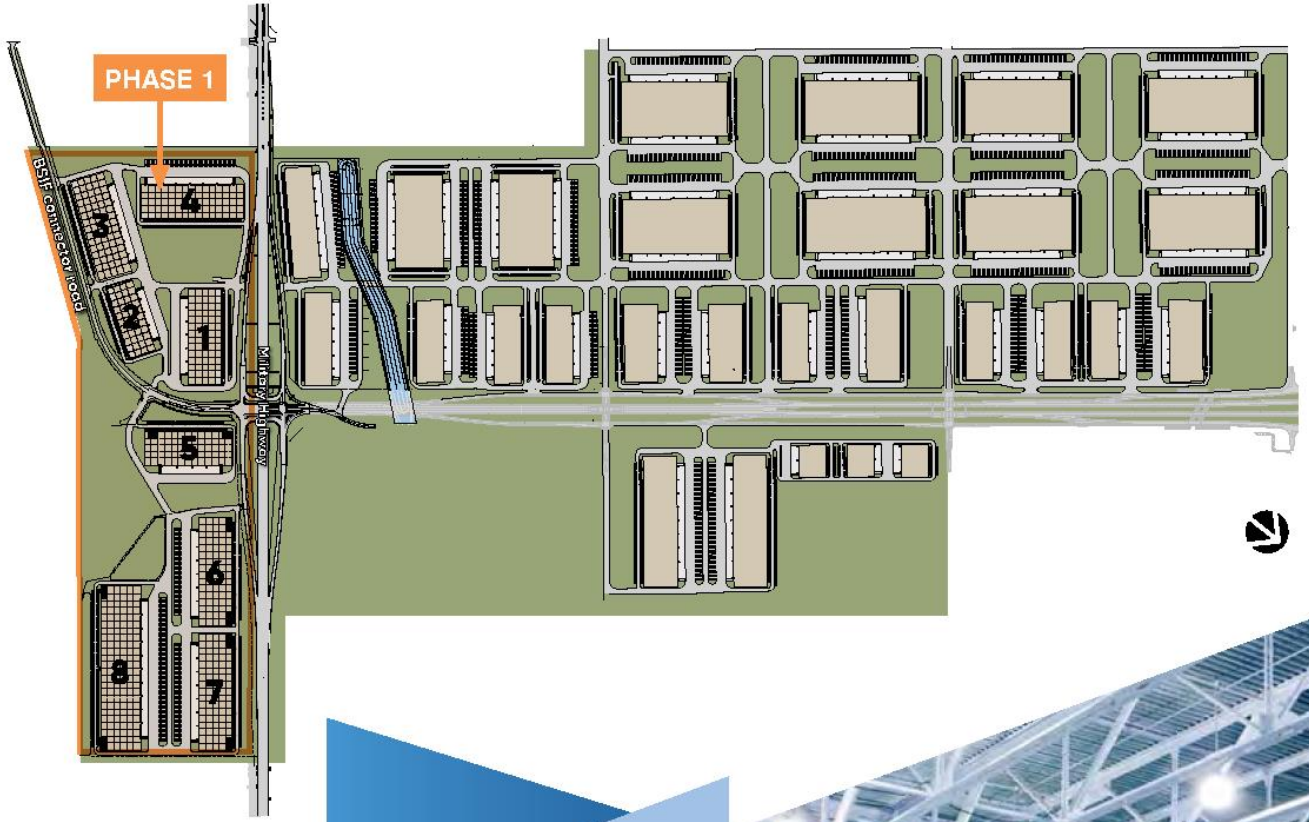
Majestic International Trade Port is a master-planned industrial park sitting at the focal point of international trade in Pharr, Texas. Situated at the intersection of Military Highway and San Juan Road, Phase 1 of Majestic International Trade Port will have frontage access to the future State Highway 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

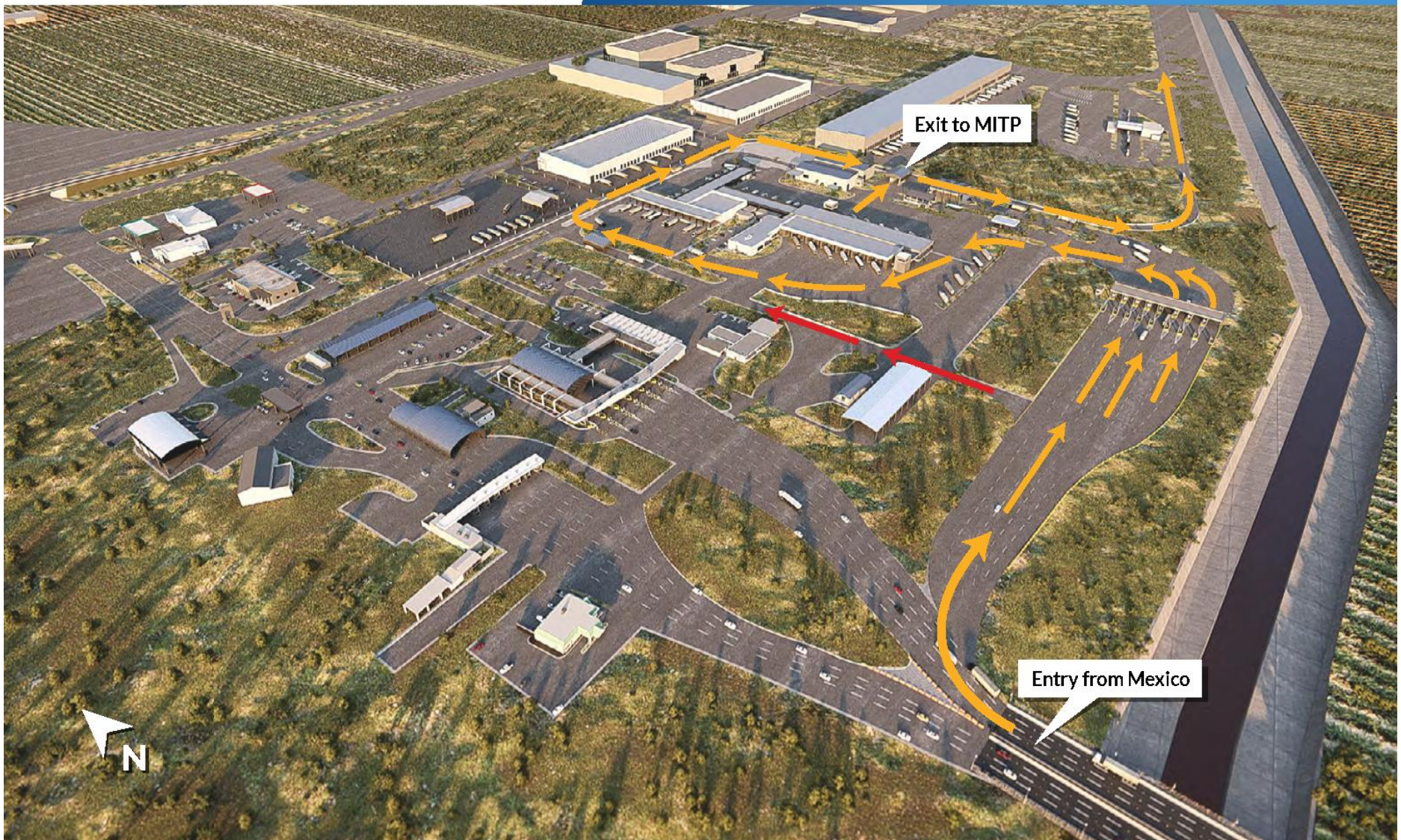
DEVELOPED BY MAJESTIC REALTY CO.

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

CARLOS TELLES
First Vice President
+ 1 956 618 3201
carlos.telles@cbre.com

SCAN ME

CBRE

© 2023 CBRE, Inc. All rights reserved. This information has been obtained from sources believed reliable, but has not been verified for accuracy or completeness. You should conduct a careful, independent investigation of the property and verify all information. Any reliance on this information is solely at your own risk. CBRE and the CBRE logo are service marks of CBRE, Inc. All other marks displayed on this document are the property of their respective owners. Photos herein are the property of their respective owners. Use of these images without the express written consent of the owner is prohibited.

DEKAL INDUSTRIAL PARK

DEKAL INDUSTRIAL PARK

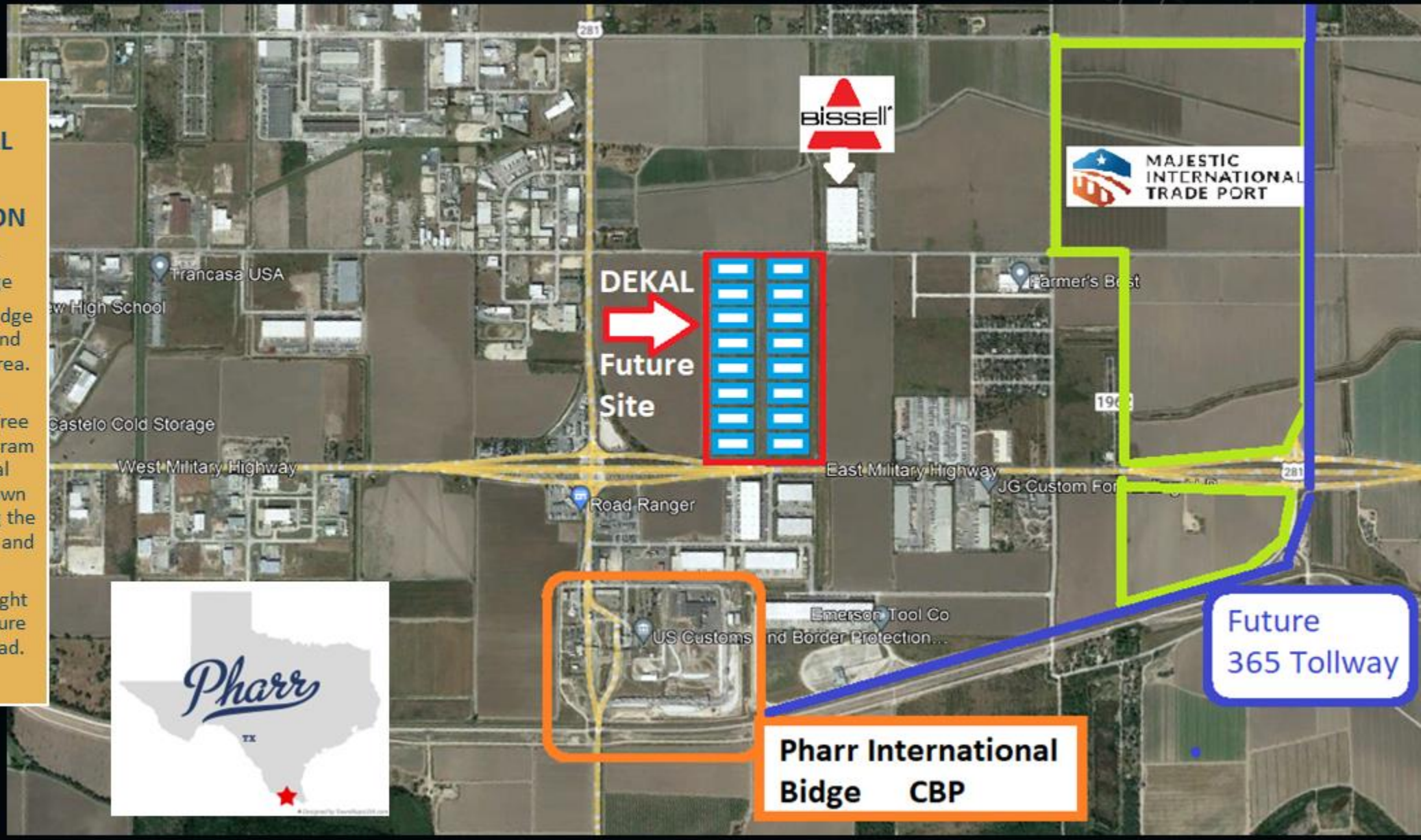
STRATEGIC LOCATION

» 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.



DEKAL INDUSTRIAL PARK - DEVELOPMENT

-Water, Sewer, Fire Hydrants, Drainage

98%

-Street

48%

Estimated Completion Date
5/15/2023

DEKAL INDUSTRIAL PARK: 4 Industrial lots with over 17 acres each

BUILD TO SUIT = LEASE ONLY WAREHOUSES

- MINIMUM 5 YEAR LEASE CONTRACT

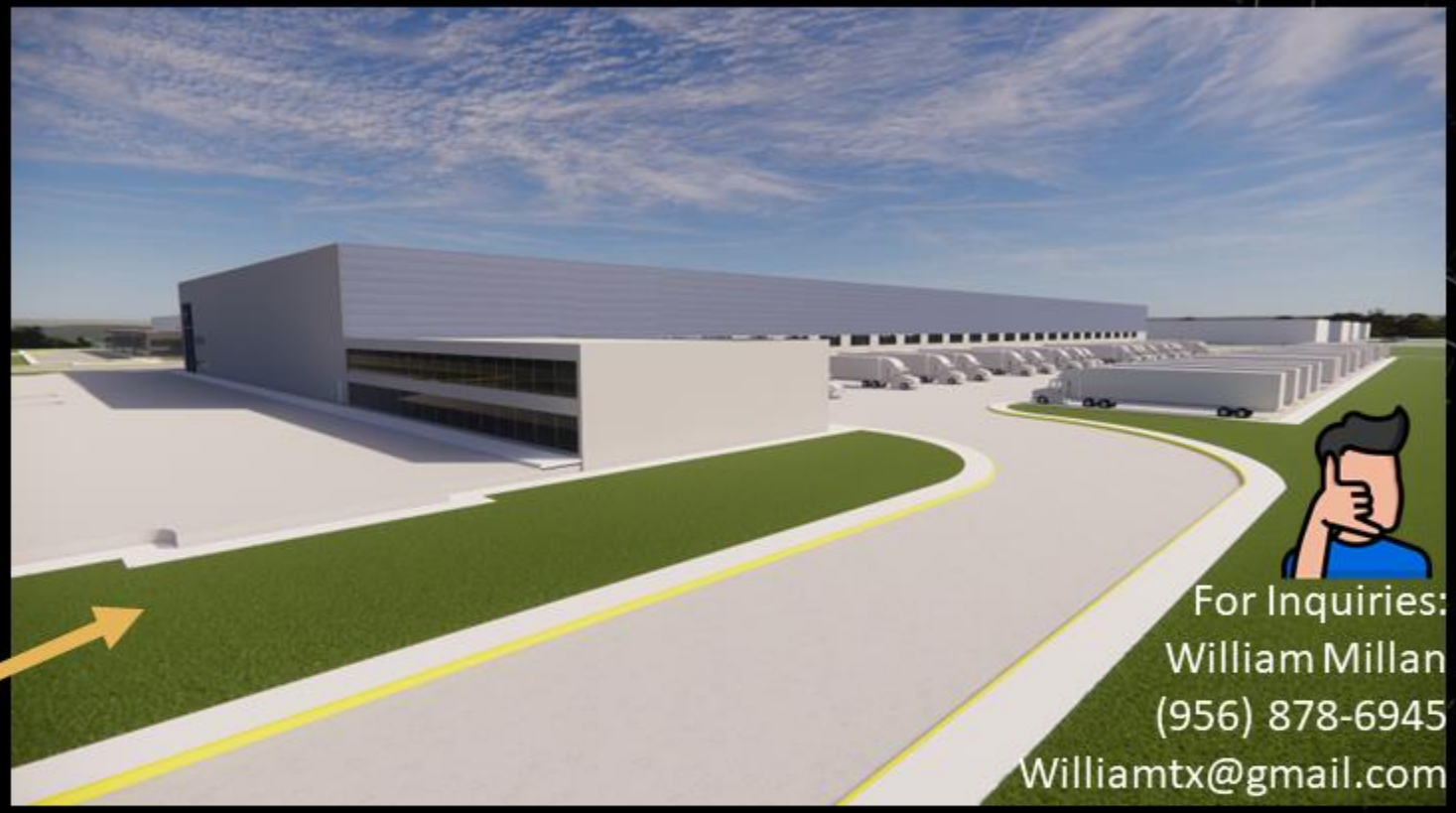
OPTIONAL
- REFRIGERATED
- DRY

- MINIMUM 20,000 SQFT ON A MULTITENANT BUILDING

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

DEKAL INDUSTRIAL PARK: 4 Industrial lots with over 17 acres each

BUILD TO SUIT = LEASE ONLY WAREHOUSES



- **Future Tenant requested 200,000 sqft**
- Building Request: Class A, Concrete Tilt up, **expandable to 300,000 sqft**
- **34" Minimum clear height**
- **STATUS: Architectural & Engineering <u>Plans in Process</u>**
- **Estimated Date of Completion: <u>March 2024</u>**

CAPOTE

INTERNATIONAL BUSINESS PARK

OCOTILLO

CAPITAL PARTNERS

Park Features

CAPOTE
INTERNATIONAL BUSINESS PARK

- 300 acre master-planned commercial / industrial development
- Immediately adjacent to 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

Building Features

CAPOTE
INTERNATIONAL BUSINESS PARK

- Concrete tilt-wall construction and truck court paving
- 36 ft clear height
- ESFR fire protection system
- Dock levelers included
- High dock door ratio (1 door per 3,200 SF)
- Ample trailer/truck staging (1.2+ spaces per dock door)
- Considerable car parking (~1 space per 1,000 SF)
- Strong curb appeal

Representative Buildings

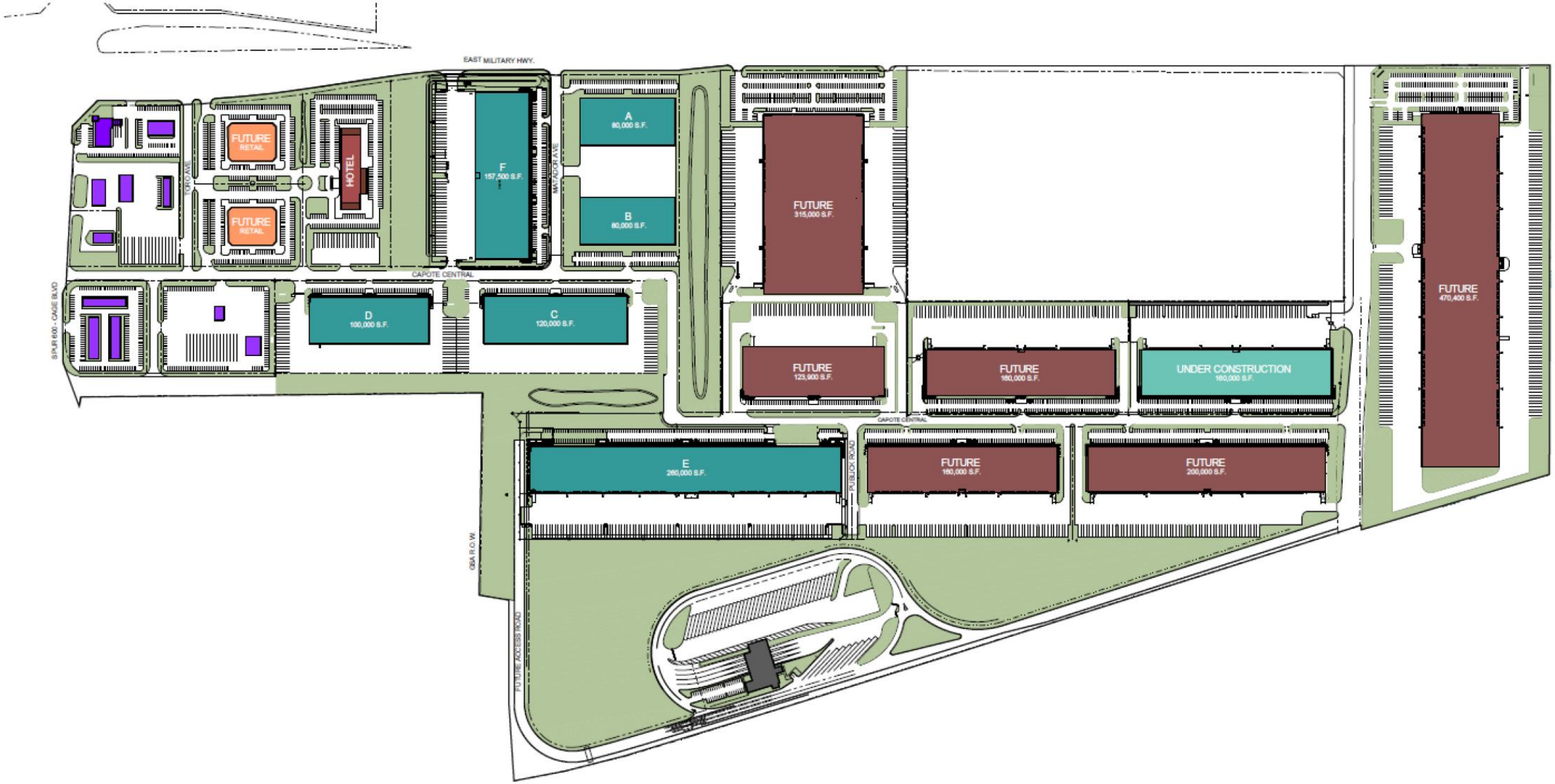
CAPOTE
INTERNATIONAL BUSINESS PARK

Building F

Building G - 2023 Delivery

Park Master Plan

CAPOTE
INTERNATIONAL BUSINESS PARK



Contact

Nick Dyer

nick@ocotillocap.com

512.573.4749

To Watch Video, Click Here: https://youtu.be/[WXB0iGQmwTo]

Pharr International Bridge

FINANCING, ACCOUNTING & LEGAL

Texas National Bank

WE ARE....Friendly!

FDIC Member.

CITY OF PHARR

EST. 1909

PRIDE • PROGRESS • COMMUNITY • LEARNING

INDUSTRIAL WAREHOUSE SUMMIT

2023

www.texasnational.com

To Watch Video, Click here: https://www.dropbox.com/[s][8m6ys4wqeoe97j8][TNB%201%20Min%20Commercial.mp4]?dl=0

Texas National Bank – Who are we?

1. Texas National Bank has been in business since 1920.
2. Over $700M in total assets with a legal lending limit able to meet your financial needs.
3. Strong presence represented by nine branches in the Rio Grande Valley located Mission, Edinburg, McAllen, San Juan, Weslaco, Mercedes, Elsa and Brownsville.
4. Minority Depository Institution and Community Development Financial Institution.
5. Full- service community bank specializing in Depository, Lending, Mortgage, and International Business Products including Foreign Exchange Services and Letters of Credit.

Texas National Bank
WE ARE... Friendly!

Lending Programs

1. Texas National Bank Owner Occupied Program

   a. Projects include loans for the land purchase and construction of a climate controlled or dry warehouse.
   b. Projects include loans for the purchase of a climate controlled or dry warehouse building.
   c. Minimum capital contribution of 15% - 25%. (Land or Cash)
   d. Rates are based on competitive index markets and pricing.
   e. Fixed rates for 5, 7 and 10 years.
   f. Amortization for 20 and 25 years depending on collateral age.
   g. Equipment loans for racks and forklifts are available

Texas National Bank
WE ARE... Friendly!

Lending Programs

2. Industrial Land Development Loans:
   a. Projects include loans to develop land for commercial industrial parks.
   b. Loans are based on a LTC and LTV calculation ranging from 75%-80%.

3. Construction or Purchase of Income Producing Warehouses:
   a. Projects include loans to construct income producing warehouses.
   b. Loans are based on a LTC and LTV calculation ranging from 75%-80%.
   c. Letter of Intent are executed with pending client lease assignments.

4. TNB is partners with SBA, USDA, TIPA and CPACE Organizations:
   a. Projects include loans for construction and purchase that demonstrate environmentally friendly considerations and food supply chain improvements.
   b. Reduced capital contributions are available.
   c. Reduced fixed rate loans and longer average amortizations.
   d. Qualification process requires additional documentation.

Texas National Bank
WE ARE... Friendly!

How to Get Started

1. Present a project including the following items:

   a. US Tax Returns for the borrower and guarantors. (2-3 Years)
   b. US Financial Statements for the borrower and guarantors.
   c. Construction and development project plans and total project costs.
   d. Purchase money contract.
   e. Name and references for the builder.
   g. An independent inspector will be required.
   d. An appraisal, survey and environmental assessment will be completed.
   e. Contact Texas National Bank at 956-217-7170 or visit www.texasnational.com

Texas National Bank
WE ARE... Friendly!

To Watch Video, Click Here: https://vimeo.com/[765919478][3f4c8e88be]

Accounting Presentation

eproduce dash-app online

intuit quickbooks ONLINE

Herman Trevino
Cost Accountant & Software Developer

- **Contact Local Business Professionals**
  - **Local Officials** – Business networking, incentive programs, property availability,
  - **CPA** - Setup proper legal corporate structure, minimize taxes
  - **Marketing Firm** – Corporate Identities (Logo), Branding, Strategic Advertising
  - **Bank –** Financing, LOC, International Transactions
  - **Attorney** – Contracts to business and personal protection
  - **Insurance Agent** - Carry the proper insurance policies for both business, employees and personal protection
  - **Cost Accountant** – Setup accounting system and controls

- **Importance of Setting Up Accounting Systems and Controls**
  - Always know your financial position and profitability
    - Financial Statements
      - Balance Sheet, P&L Statement, A/R Aging, A/P Aging, Inventory Valuation Report, Debt Schedules, Fixed Assets Detail
  - Available Cloud-Based Software
    - Quickbooks Online
    - Cloud ERPs/CRMs
    - Integration Apps

To Watch Video, Click Here: **CCN - PHARR 2.mp4**

STATE OF TRADE ECONOMY

Pharr International Bridge

To Watch Video, Click Here: https://youtu.be/fwHRx76Rwno

To Watch Video, Click Here: https://youtu.be/UKKJramBRcQ

To Watch Video, Click Here: https://youtu.be/BRArlsml7kE