



WTNMCBA Board of Director Meeting

01/12/2022

Agenda



Previous Meeting Information (2021) – 15 minutes

- Meeting Minutes – Secretary
- Financial Report – Treasurer
- Open Items – President

Committees – 30 minutes

- Cargo Committee
- Education Committee
- Website
- Area 8
- Public Image
- Membership

New Business – 15 minutes



Board of Directors



Title	Name	E-mail	Cell#	Term	
President	David Reyes-Arteaga	david.reyes-arteaga@kuehne-nagel.com	(915)892-0927	2022-2023	
Vice-President	Armando Mendez	armando.mendez@omnitradeservices.com	(915)328-0288	2020-2022	
Treasurer	Joshua Avalos	Josh.Avalos@chrobinson.com	(956)282-1629	2022-2023	
Secretary	Ana Lilia Campos	analiliacampos@odysseylogistics.com	915-491-1485	2020-2022	
Director	Angelica Quintanilla	angelica.quintanilla@fedex.com	(915)258-4262	2021-2024	Area 8
Director	Teresa Delossantos	tdelossantos@emerson.com	(915)227-4557	2021-2022	
Director	Jose Arciniega	Jose.Arciniega@us.yazaki.com	(915)490-7238	2021-2022	
Director	Gilberto Arias	garias999@gmail.com	(915)726-2358	2022-2023	
Director	Natalie Calzadilla	nmcalzadilla@nchbrokers.com	(915)229-0417	2022-2023	

01

Meeting Minutes





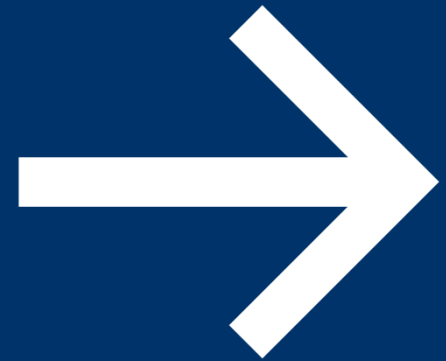
Meeting Minutes – Secretary Report

- Bod of Directors meeting November
 - Treasurer report presented. Joshua Avalos to run in case treasurer spot was open
 - Meeting from October 2021 accepted
 - General membership did not happen at Chop House
 - 2021 President contact with UTEP to see if a representative was available to receive checks
 - Website committee
 - Armando provided website updates
 - Education Committee – HAZMAT training already up
 - 15 participants per class
 - Cargo Committee
 - Non essential travel impact on traffic
 - Opening of a new facility in Santa Teresa (TPI) to provide additional access
 - I-110 should not meant to improve traffic at BOTA but release traffic overall
- December
 - Gilberto Arias and Natalie Calzadilla nominated and elected to BOD 2022
 - Reminder of San Diego labor issue
 - Ruling of Felhaber presented to general membership – most agreed that not related to customs and that ruling was . Request for ruling should have been presented to the membership prior to fact
- Agreed to process: Armando, Angie and Gilberto
- Approved 01/12/22 12:29 PM

02



Financial Report



Financial Report – Treasurer



P&L 2021

West Texas New Mexico Customs Brokers Association
Profit and Loss
January - December 2021

	TOTAL
Income	
Services	17,700.00
Uncategorized Income	500.00
Total Income	\$18,200.00
GROSS PROFIT	\$18,200.00
Expenses	
Contractors	195.00
Dues & subscriptions	287.82
Legal & Professional Services	195.00
Meals & Entertainment	2,805.35
Office Supplies & Software	86.59
Other Business Expenses	995.33
Reimbursable Expenses	44.02
Total Expenses	\$4,609.11
NET OPERATING INCOME	\$13,590.89
Other Expenses	
Other Miscellaneous Expense	1,575.05
Total Other Expenses	\$1,575.05
NET OTHER INCOME	\$ -1,575.05
NET INCOME	\$12,015.84

Checking Account

Date	Check Number	Description	Deposits/ Credits	Withdrawals/ Debits	Ending daily balance
12/15	3257	Deposited OR Cashed Check		332.33	39,407.14
12/31		Mobile Deposit : Ref Number :111310224254	50.00		
12/31		Mobile Deposit : Ref Number :811310222577	100.00		
12/31		Mobile Deposit : Ref Number :311310225463	100.00		
12/31	3258	Check		1,980.04	37,677.10
Ending balance on 12/31					37,677.10
Totals			\$250.00	\$2,312.37	

Savings Account

Interest summary

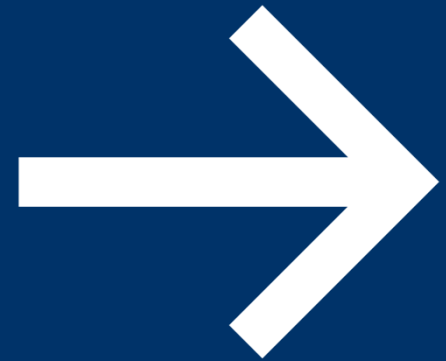
Interest paid this statement	\$0.43
Average collected balance	\$49,925.17
Annual percentage yield earned	0.01%
Interest earned this statement period	\$0.43
Interest paid this year	\$5.00

- Invoices to be sent directly from email instead of quick books directly
- Declaration of Taxes – check with former president to review 2020 declaration
- Need to make changes to debit card issued
 - Make changes to access to the account
 - Agreed to process: Ana Lilia, David, Jose
 - Approved 01/12/2022 12:38 PM

03



Open Items





Open Items – President

- Scholarship – Recommendation is to give back to the community (related to our field)
 - EPCC and UTEP and amount – 10,000 scholarship fund approved (September General Membership 12 votes for and 2 votes against)
 - 60% UTEP and 40% EPCC
 - Amounts may vary
 - Contact for UTEP and EPCC contacts to grant scholarship

- Agreed to process: Josh, Armando, Gilberto
- Approved 01/12/2022 12:43 PM

04

Committees



Cargo Committee

2021 Champions: Angelica Quintanilla and David Reyes Arteaga

2022 Champions: Natalie Calzadilla, Gilberto Arias, and Angelica Quintanilla

Next General Membership meetings committee to request GM for additional participants

- Bringing up issues to the BOD

Target: Reinstate meeting with CBP and BOD meeting (monthly basis) 3 ports



Education

2021 Champions: Teresa de los Santos, Veronica and Ana Lilia Campos

2022 Champions: Ana Lilia Campos and Teresa de Los Santos

Target:

Pursue ACE training with Lilia Galvan

Breakfast with Customs

Provide Market Updates and share with GM

Guest Speaker Seminars – Lenny Feldman
- Adriana Braumiller



Website



2021 Champions: Armando Mendez

2022 Champions: Armando Mendez

Configuring web site to domain and email

- 1) Purchase own WTNMCBA domain – reduction of mark up
- 2) Purchase email - reduction of mark up

List of contacts sent to developer

Web site should be ready Week 3 2022

Minor adjustments can be made

Current developer to be informed of last email

CSMS messages pushed directly to the warehouse

Login to be generated to General Membership to include meeting minutes, calendars, etc.
Admin access required

Upload Christmas party pictures

Area 8

2021 Champions: Angelica Quintanilla

2022 Champions: Angelica Quintanilla

Travelling up to Phoenix on 01/20-01/23 for first meeting of the year

Re-nominate Area 8 (Southern Border Region) Jose Martinez (1)

Angelica is in BOD committee for additional National new board



Public Image



2021 Champions: David Reyes Arteaga, Ana Lilia Campos

2022 Champions: David Reyes Arteaga, Ana Lilia Campos and Jose Arciniega

Linked in Profile –motion to accept additional contact (exclusion recruiters)

101 connections

143 post views

Target: 500 connections 1000 post views

Facebook

72 likes

74 followers

Target: 200 likes 200 post views

Membership

2021 Champions Jose Arciniega and Josh Avalos

2022 Champions: Jose Arciniega, Josh Avalos and David Reyes

Collection of membership fees

2021 invoices to be included with the 2022 invoices

Invoices address could be incorrect directly from quick books

New freight forwarders can be affiliated members – BOD October 2021

Target: add 3 members of 1/2 half 2022

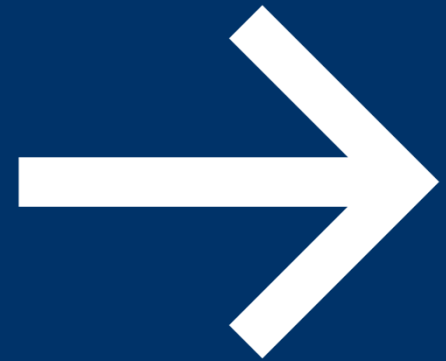
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05



New Business



New Business



- Guest Speakers to be reviewed
 - General Membership meeting – check Ysleta Independent School District. Options:
 - YISD
 - EPCC
 - Airport (La Placita)
- Corralito meeting on January 2022
- Agreed to process: Ana Lilia, David
 - Approved 01/12/2022 1:23 PM