



# **WTNMCBA General Membership Meeting**

## **07/20/2022**

07/20/2022 5:45 PM

# Agenda



## Previous Meeting Information (June 2022) – 15 minutes

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

## Committees – 30 minutes

- Cargo Committee
- Education Committee
  - Guest Speakers - UTEP
- Website
- Area 8
- Public Image
- Membership

## New Business – 15 minutes

Start 5:45 PM



# Board of Directors



	Title	Name	E-mail	Cell#	Term	February	March	April (Q)	May	June	July
	President	David Reyes-Arteaga	<a href="mailto:david.reyes-arteaga@kuehne-nagel.com">david.reyes-arteaga@kuehne-nagel.com</a>	(915)892-0927	2022-2023	YES	YES	YES	YES		YES
	Vice-President	Armando Mendez	<a href="mailto:armando.mendez@omnitradeservices.com">armando.mendez@omnitradeservices.com</a>	(915)328-0288	2020-2022	YES	NO	YES (Z)	YES (Z)		YES
	Treasurer	Joshua Avalos	<a href="mailto:Josh.Avalos@chrobinson.com">Josh.Avalos@chrobinson.com</a>	(956)282-1629	2022-2023	YES	NO	YES (Z)	NO		YES
	Secretary	Ana Lilia Campos	<a href="mailto:analiliacampos@odysseylogistics.com">analiliacampos@odysseylogistics.com</a>	915-491-1485	2020-2022	YES	NO	YES (Z)	YES		YES
Area 8	Director	Angelica Quintanilla	<a href="mailto:angelica.quintanilla@fedex.com">angelica.quintanilla@fedex.com</a>	(915)258-4262	2021-2024	YES	NO	YES (Z)	YES (Z)		YES
	Director	Margarita Lopez	<a href="mailto:m.lopez@babinc.com">m.lopez@babinc.com</a>	(915)727-0575	2021-2022			YES (Z)	YES (Z)		YES
	Director	Jose Arciniega	<a href="mailto:Jose.Arciniega@us.yazaki.com">Jose.Arciniega@us.yazaki.com</a>	(915)490-7238	2021-2022	YES	YES (Z)	YES	YES (Z)		NO
	Director	Gilberto Arias	<a href="mailto:garias999@gmail.com">garias999@gmail.com</a>	(915)726-2358	2022-2023	YES	YES	NO	NO		YES
	Director	Natalie Calzadilla	<a href="mailto:nmcalzadilla@nchbrokers.com">nmcalzadilla@nchbrokers.com</a>	(915)229-0417	2022-2023	YES	YES	YES	YES		YES
Vacant	Director	Teresa Delossantos	<a href="mailto:tdelossantos@emerson.com">tdelossantos@emerson.com</a>	(915)227-4557	2021-2022	YES (12:30)	YES				

BOD seat has become available – Secretary (Ana Lilia Campos)  
 Notification presented during BOD meeting on 07/13/2022  
 Receiving suggestions and nominations for Secretary or promotion  
 of Director to Secretary



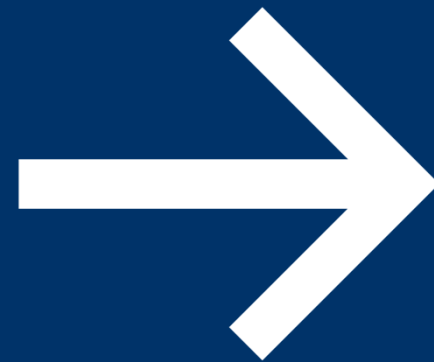
## Attendees –June - 14 Members June (quorum) July 10 Members (no quorum)

Representatives	Members	VOTED
Joyce Wineman	UPS	YES
Esteban Valdez	Daniel B Hasting	YES
David Reyes Arteaga	Kuehne + Nagel	YES
Margarita Lopez (Z)	RL Jones	YES
Gilberto Arias (Z)	Arias Logistics	YES
Joshua Avalos (Z)	CH Robinson	Pending
Humberto Caballero	XP Logistics	YES
Sergio Gutierrez	Pro Customs Brokers	YES
Jose Arciniega (Z)	Yazaki	YES
Armando Mendez	Omni	YES
Emily Martinez	Pedraza	YES
Roberto Rodriguez	DSV	YES
Natalie Calzadilla	NCH	YES
David Panko	City of El Paso	YES

Representatives	Members
Joyce Wineman Concepcion Hammond	UPS
Juan Carlos Villalba	Electrolux
David Reyes Arteaga	Kuehne + Nagel
Margarita Lopez (Z)	RL Jones
Gilberto Arias (Z)	Arias Logistics
Joshua Avalos	CH Robinson
Humberto Caballero	XP Logistics
Ernesto Rodriguez (Z)	DHL Express
Natalie Calzadilla	NCH
Adolfo Saldivar Miguel de la Torre	RM Customs Brokers

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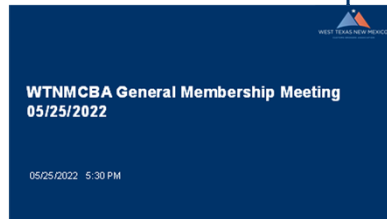
**Meeting Minutes**



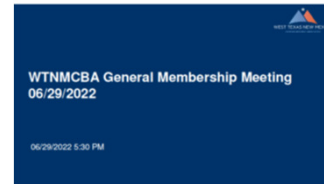
# Meeting Minutes – Secretary Report

- Presentation sent to membership and BOD past presentations

May



June



- President responsibility – Invitation new members
- Meeting has been set up with ADP Ramos (First week of August) to review the following:
  - Forklifts exports instruction
  - Formal Instruction for Overtime request at Ysleta
  - Official document as proof of exports
- Laredo/Brownsville dispute – Angelica to send agreement and back up
- Banner for job fair. Moving trade across borders
  - Humberto Caballero and Monica Thornton (to be involved in the development of the banner)
- DPS inspection possibility once again – information received from CBP that only in interior checkpoints. No POE affected
- Trade and Industry Summit 265 people attending. Thank you Araceli for the planning
  - May 4<sup>th</sup> 2023 next year.
- Open affiliate members to carriers and importers without LCB – 13 out of 14 (missing CH Robison) . YES
- Modify rates to include PayPal YES
  - BOD decision:
    - General Fee \$425.00 (Paypal)
    - Discounted Zelle/ Check / ACH General Fee \$400 (Check and ACH)

GM meeting adjourned at: 6:27 PM 07/13/2022 Natalie /Armando/ Roberto

Review of meeting minutes approved: 05:49 PM

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**Financial Report**



# Financial Report – Treasurer



## Checking Account

### Statement period activity summary

Beginning balance on 6/1	\$45,419.52
Deposits/Credits	1,600.00
Withdrawals/Debits	- 399.87
<b>Ending balance on 6/30</b>	<b>\$46,619.65</b>

### Summary

	USD
Statement beginning balance	45,419.52
Checks and payments cleared (1)	-399.87
Deposits and other credits cleared (4)	1,600.00
Statement ending balance	46,619.65
Uncleared transactions as of 06/30/2022	-105.00
Register balance as of 06/30/2022	46,514.65

## Savings Account

### Statement period activity summary

Beginning balance on 6/1	\$49,927.66
Deposits/Credits	0.41
Withdrawals/Debits	- 0.00
<b>Ending balance on 6/30</b>	<b>\$49,928.07</b>



- 105 check not cashed
- Upcoming 7K expense – UTEP fund
- Aging Report
- Recap on PayPal account
- Declaration of Taxes - 08/01/2022
- Financial report move to approval
  - 6:03 PM



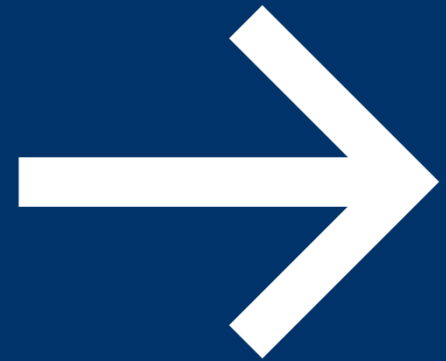
Microsoft Edge  
PDF Document

Account	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	July
Checking	37677.10	37,741.27	36,390.56	36042.31	44,723.12	46,914.52	46,619.65
Savings	49925.17	49,926.02	49,926.40	49,926.83	49,927.24	49,927.66	49,928.07

03



**Open Items**

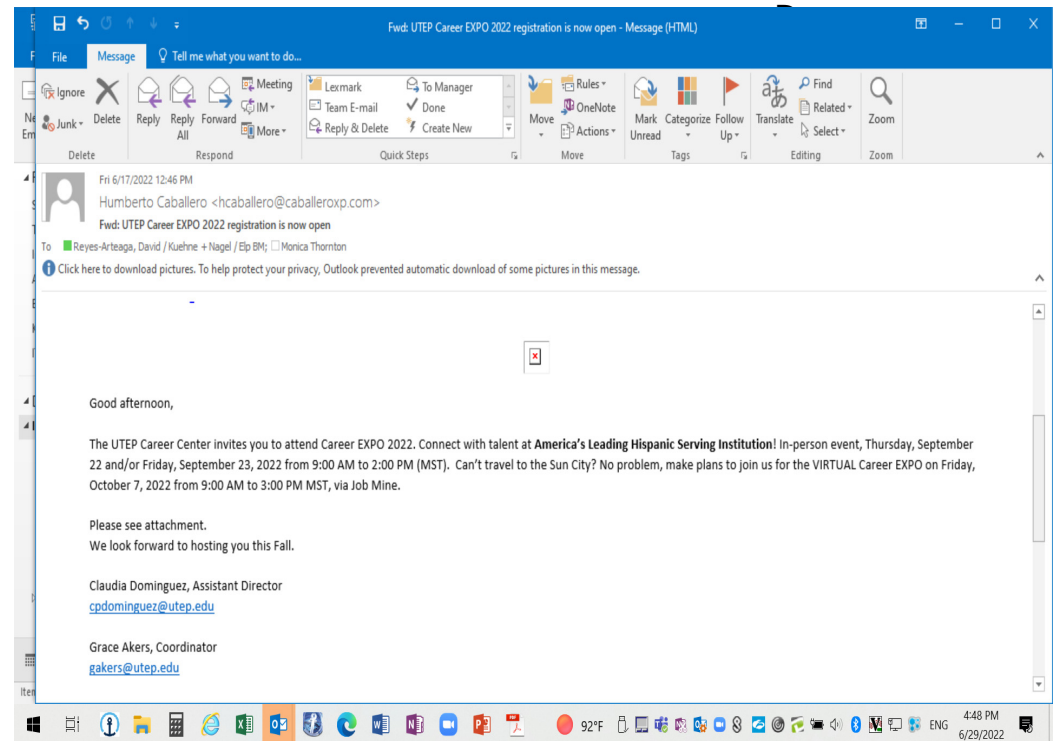


# Open Items – President

- Scholarship – Eckberg, Natalie F received signed proposal and UTEP has accepted the proposal
- They have confirmed assistance to our general membership (2 attendees)
- GUEST Speakers from UTEP Introduction
  - 25% UTEP students are below poverty line
  - >50% first to go to school
  - >50% are food insecure
  - 20% experience daily food insecurity
  - 35% are homeless
- Internship program with Sandra Najera
  - Meeting with Sandra on 07/14/2022
  - October event with UTEP students
  - October 13 at 3 PM
    - Present association
    - Present Customs Brokerage businesses
- UTEP career expo changed to a dedicated session
  - Job fair 09/22 - 09/23/2022
- New fund raising strategies (limited to 2 per year)



Adobe Acrobat



# UTEP Scholarship Fund – Thank you to all our membership!



# 04

## Committees



# Cargo Committee

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

No cargo committee activity. El Paso or Ysleta

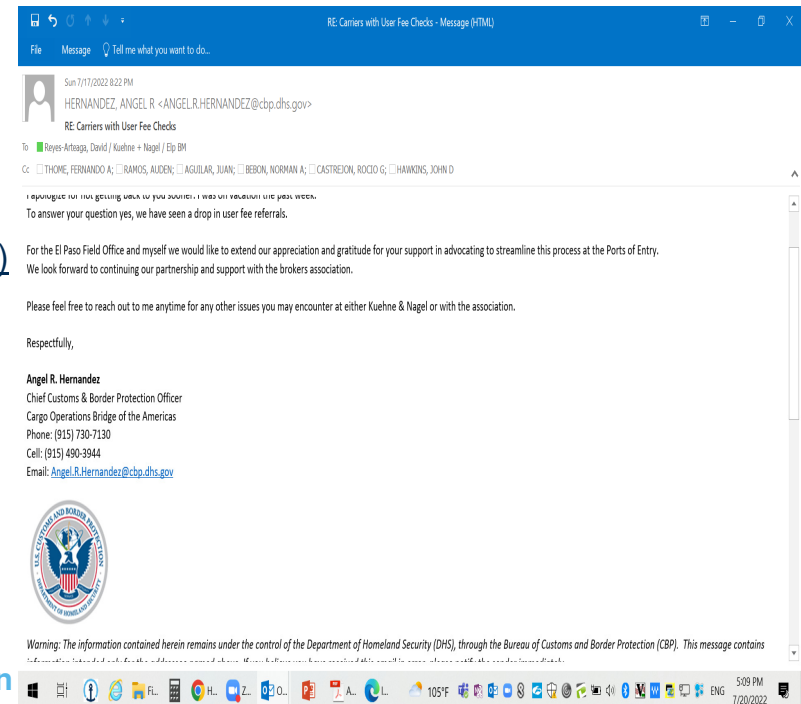
Santa Teresa meeting 07/20/2022 at 10 AM

Requested in person trade meetings (extend request to El Paso and Ysleta)

Ysleta open items to be reviewed with ADP Ramos First week of August  
Formal Instruction for Overtime request at Ysleta  
Review delays reported on the morning – by a member  
Official document as proof of exports

In trade checks – Contacted our members and we are making a difference  
First carrier has already purchase DTOP

**“For the El Paso Field Office and myself we would like to extend our appreciation and gratitude for your support in advocating to streamline this process at the Ports of Entry. We look forward to continuing our partnership and support with the brokers association.”**



Microsoft Edge  
PDF Document

# Education



2022 Champions: Ana Lilia Campos and Margarita Lopez

Open items:

HAZMAT training - Request date and venue (September Training)  
Savanna Youse (Nova Education)

Venue Chamizal / Region 19

Requested Carlos R. Rodriguez ACE training - David Reyes Arteaga

Sylvia Gaytan retiring soon (September) – need to schedule training

- Review suggestions from Sylvia
- UNK

# Website – Live Now!

2022 Champions: Armando Mendez

Website Live 01/25/2022

Modifications for payment message

- General Fee \$425.00 (Paypal)
- Discounted Zelle/ Check / ACH General Fee \$400 (Check and ACH)



# Area 8 and Nationals

2022 Champions: Angelica Quintanilla

Update from Angelica Quintanilla



# Public Image



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

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

105 connections 1/22/2022 127 connections 2/1/2022 132 connections 03/16/22 137 connection 04/20 157  
connections 05/20 165 connections 06/29 165 connections 07/13  
143 post views 01/12/22 246 1/20/2022 3639 03/16/2022 4173 04/20/2022 8038 05/20/2022  
06/29/2022 8228 07/20/2022

Target: 500 connections 1000 post views

# Membership



2022 Champions: Jose Arciniega, Josh Avalos and David Reyes (Affiliated members approved BOD October 2021)

Target: 3 members in first half 2022. 2 members on 06/29/2022. Missed target

8 Leads for new membership sent

4 brokers

4 importers and carriers

Aging report to be sent out to members

26 members overdue

New member prospect.

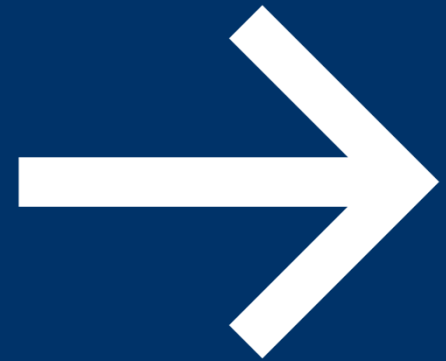
Laredo association 192 members – including carriers

52 members – 142 to go

05



**New Business**





# New Business

- President responsibility – Invitation new members
- Meeting has been set up with ADP Ramos (First week of August) to review the following:
  - Forklifts exports instruction
  - Formal Instruction for Overtime request at Ysleta
  - Official document as proof of exports
- Laredo/Brownsville dispute – Angelica to send agreement and back up
- Banner for job fair. Moving trade across borders. Ana Lilia to have contact. Involve 2 members
- Fund raising activity chairs: Gilberto and Natalie – Raffle (max 2 per year per IRS)
- Ana Lilia Campos – resign as secretary of the WTNMCBA BOD
- New position to be open in general membership. BOD to elect new member as per bylaws
- Candidates are: Humberto Caballero (as director, if a director is promoted to secretary) and Joyce Wineman (as secretary)
  - BOD to vote on new BOD member
- Adjourned at: 6:39 PM Humberto and Natalie