



WTNMCBA BOD Meeting

09/14/2022

09/14/2022 12:30 PM

Agenda



Previous Meeting Information (August 2022) – 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

Start 12:30 PM

Open Forum and questions– 10 minutes



Board of Directors



	Title	Name	E-mail	Cell#	Term	February	March	April (Q)	May	June	July	Aug	Sep
	President	David Reyes-Arteaga	david.reyes-arteaga@kuehne-nagel.com	(915)892-0927	2022-2023	YES	YES	YES	YES		YES	YES	YES
	Vice-President	Armando Mendez	armando.mendez@omnitradeservices.com	(915)328-0288	2020-2022	YES	NO	YES (Z)	YES (Z)		YES	NO	NO
	Treasurer	Joshua Avalos	Josh.Avalos@chrobinson.com	(956)282-1629	2022-2023	YES	NO	YES (Z)	NO		YES	YES(Z)	YES (Z)
	Secretary	Joyce Wineman	jwineman@ups.com	915-449-4803	2020-2022								YES
Area 8	Director	Angelica Quintanilla	angelica.quintanilla@fedex.com	(915)258-4262	2021-2024	YES	NO	YES (Z)	YES (Z)		YES	YES	NO
	Director	Margarita Lopez	m.lopez@babinc.com	(915)727-0575	2021-2022			YES (Z)	YES (Z)		YES	NO	YES(Z)
	Director	Jose Arciniega	Jose.Arciniega@us.yazaki.com	(915)490-7238	2021-2022	YES	YES (Z)	YES	YES (Z)		NO	YES (Z)	NO
	Director	Gilberto Arias	garias999@gmail.com	(915)726-2358	2022-2023	YES	YES	NO	NO		YES	YES	YES
	Director	Natalie Calzadilla	nmcalzadilla@nchbrokers.com	(915)229-0417	2022-2023	YES	YES	YES	YES		YES	YES	YES
Vacant	Director	Teresa Delossantos	tdelossantos@emerson.com	(915)227-4557	2021-2022	YES (12:30)	YES						
	Secretary	Ana Lilia Campos	analiliacampos@odysseylogistics.com	915-491-1485	2020-2022	YES	NO	YES (Z)	YES		YES	YES	

Attendees –August 9 members Quorum remains at 33%

Representatives	Members
Susan Wilson Gabriela Garcia	RM
Juan Carlos Villalba	Electrolux
David Reyes Arteaga Hector Martinez Eric Cardenas	Kuehne + Nagel
Emily Martinez	Pedraza
Jose Arciniega	Yazaki
Raul Nevarez	DSV
David Panko	City of El Paso
Ernesto Rodriguez (Z)	DHL Express
Natalie Calzadilla	NCH

Fri 8/26/2022 10:29 AM
 Susan Wilson <swilson@rudolphmiles.com>
 RE: WTNMCBA General Membership Meeting - August

To Reyes-Arteaga, David / Kuehne + Nagel / Eip BM
 Cc compliance@rudolphmiles.com

Some of the content in this message couldn't be downloaded because you're working offline or aren't connected to a network.

Good morning David,

Hope you are doing well. Thank you for the minutes. As I was reading this, there were some items that were not updated in the minutes that were discussed.

- 1) Overtime request at CBP port of Ysleta – if we go through the process to request overtime-this will not make difference as the City of El Paso and the Mexican government will not approve the OT at the present time. I understood that you were going to speak with David Coronado and the Mexican side on this and provide an update on how this will work or sync.
- 2) Santa Teresa – Haz-mat shipments – we are seeing an increase in Haz-mat imports (this past month there were 15) and exports (there were 2). However, the Mexican side does not approve the import/export of Haz-Mat. What happens if Mexican Aduanas return the shipments? What is US Customs going to allow us to do if Mexican customs reject the import/export? I understood there were going to be questions asked to both U.S. Customs and Mexican Aduanas to verify this.
- 3) Manipulation waiver – the discussion was made to meet with CBP to discuss waiver of manipulation as currently done in Laredo. You mentioned this would be reviewed and voted next meeting.

Lastly, I would like to provide my 2 cents of advice on the membership goal. I think it is great that we are wanting to increase our membership and also be a part (or help) our community. My concern is that the attendance rate is so low. The board of directors doesn't show up to the monthly meetings. As a member, this is discouraging. I understand that things happen and there are times that people cannot make the meetings for reasons or things out of control, but for the last two years that I have attended these meetings, the attendance is low and the participation of the directors is left to one (or a couple of people). I and RM have always been strong supporters but wanted to bring this to light, I don't have a solution but have been thinking of a way to bring the morale and attendance up.

Best Regards,
 Susan Wilson
 Compliance Manager

01

Meeting Minutes





Meeting Minutes – Secretary Report

- Presentation sent to membership and BOD past presentations
 - August 2022



Adobe Acrobat
Document

- 1 letter to be send to Stagecoach as new member. 4 possible new members filling application
 - Laredo/Brownsville dispute – Angelica to send agreement and back up still pending
 - Banner for job fair. Moving trade across borders to be ready for October event
 - Fund raising activity chairs: Gilberto and Natalie – Raffle (max 2 per year per IRS)
 - Proposal target amount \$10,000 Expense \$3,000 Net \$7,000 (3 prices) target \$20 per ticket 500 ticket 10 per members
 - To be delivered sold or paid for

 - Ana Lilia Campos – resign as secretary of the WTNMCBA BOD
 - New BOD member as secretary Joyce Wineman

 - David Panko to send letter from Border Alliance
- Infrastructure bill on Zaragoza – review expending
- El Paso city and ANAM process for overtime.
- Adjourned at: 6:33 PM Approved Natalie and Gilberto 12:50 PM 09/14

02

Financial Report





Financial Report – Treasurer

Checking Account

Statement period activity summary	
Beginning balance on 8/1	\$39,327.07
Deposits/Credits	0.00
Withdrawals/Debits	- 417.09
Ending balance on 8/31	\$38,909.98

Savings Account

Statement period activity summary	
Beginning balance on 8/1	\$49,928.50
Deposits/Credits	0.42
Withdrawals/Debits	- 0.00
Ending balance on 8/31	\$49,928.92

- Aging Report 15,480 - invoices sent
- 2710.50 Dollars from Paypal to be allocated
- Request current member for updated form and licenses
- Declaration of Taxes - filed 09/15 09/16
- Financial report move to approval
 - 1:02 David and Gilberto Approved

Statement beginning balance	39,327.07
Checks and payments cleared (2)	-417.09
Deposits and other credits cleared (0)	0.00
Statement ending balance	38,909.98

Register balance as of 08/31/2022	38,909.98
Cleared transactions after 08/31/2022	0.00
Uncleared transactions after 08/31/2022	450.00
Register balance as of 09/14/2022	39,359.98

Acc ount	Janu ary 2022	Febr uary 2022	Marc h 2022	April 2022	May 2022	June 2022	July	Aug ust	Sept emb er
Chec king	3767 7.10	37,7 41.2 7	36,3 90.5 6	3604 2.31	44,7 23.1 2	46,9 14.5 2	46,6 19.6 5	39,3 27.0 7	3935 9.98
Savi ngs	4992 5.17	49,9 26.0 2	49,9 26.4 0	49,9 26.8 3	49,9 27.2 4	49,9 27.6 6	49,9 28.0 7	49,9 28.5 0	49,9 28.9 2

03



CUSTOMS BROKERS ASSOCIATION

Open Items



Open Items – President



- UTEP career dedicated session scheduled
 - October 13 - 3 PM to 4 PM
 - 11 passes to our members – UTEP to change flyer
- Fund raising activity chairs: Gilberto and Natalie – Raffle (max 2 per year per IRS)
- Proposal target amount \$10,000 Expense \$3,000 Net \$7,000 (3 prices) target \$20 per ticket 500 ticket 10 per members
- Immediate recruiting of members
 - 3M Funds received
 - Stagecoach Funds received
 - Dante Perez LCB
 - Best Express
 - Border Trade Funds received
- Schedule extension BOTA to 6 PM
 - Information and feedback request sent to the association
 - Received some feedback from importers not membership
- Bi national collaboration with CAAAREM
Meeting with MX brokers and ANAM to review further collaboration



wtnmcba-banner-ver-2.jpg



04

Committees



Cargo Committee



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

El Paso PoE Meeting Minute 9/14/22 meeting

Santa Terasa PoE Meeting Minute 9/22/2022 will be the meeting

Ysleta PoE Meeting Minute

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

Approached by KF Logistics on requesting Manipulation waiver for inbonds if only checking

- Review if we should proceed

DSV tour been coordinated with CBP – request sent

Education

2022 Champions: Ana Lilia Campos and Margarita Lopez -

Open items:

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

Venue Chamizal / Region 19 / Housing Authority / UTEP none responded
Look at Other Options

Requested Carlos R. Rodriguez ACE training - David Reyes Arteaga
- January or February

- Anyone attended GTEC, GAC?

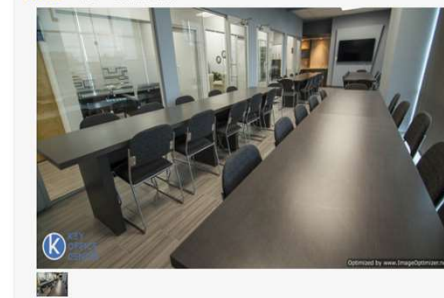


Large Conference Room - Davinci Meeting & Workspaces

10420 Montwood Drive, El Paso, Texas 79935

Tweet Like 0 Share

PHOTOS MAP STREET VIEW



DESCRIPTION

Professional conference room available for hourly and day rental, Monday thru Friday (inquire about evening or weekend rental). Professional staff onsite for greeting customers. Basic wifi and room amenities included. Offsite catering allowed.

Rental Agreement

GENERAL DETAILS

SUPPORTED ROOM CONFIGURATIONS

Request for Information

HOURLY	DAILY	CAPACITY
\$80	\$560	50

LEGEND OF SERVICE

WiFi

CANCELLATION POLICY

100% back 7 days out

September 2022						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

To check availability or schedule a site visit, please complete the inquiry form.

Inquire Form



Staybridge Meeting Room - Staybridge Suites

6696 Gateway Blvd East, El Paso, Texas 79915

Tweet Like 0 Share

PHOTOS MAP STREET VIEW



DESCRIPTION

Trust Staybridge Suites to make your next meeting or group event special. Our 920 sq. ft meeting space is equipped with all the necessary equipment you need to make your meeting successful. The room has built in LCD screens, as well as in room refrigerator. We can provide food and beverage in house, contact us for more information.

Request for Information

HOURLY	DAILY	CAPACITY
\$50	\$400	50

AMENITIES (flat rate)

Coffee Service \$15

Soda \$1

LEGEND OF SERVICE

WiFi, NPS, Recycling, Accessibility

CANCELLATION POLICY

100% back 3 days out

September 2022						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

To check availability or schedule a site visit, please complete the inquiry form.

Inquire Form

Website – Live Now!

2022 Champions: Armando Mendez

Website Live 01/25/2022

Modifications for payment message – Pending since a new member has paid

- 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



Fri 9/2/2022 3:40 PM

Robert Morris Jr <rmorris@dhastings.com>

Southern Border Conference

To ■ Reyes-Arteaga, David / Kuehne + Nagel / Elp BM

EXTERNAL EMAIL

David,
Good afternoon.
Just wanted to reach out to you to let you know that we've finally set the date and are moving forward with the Southern Border Conference. We've set the date for January 17 to January 20, 2023.

We're calling it GAME OF TRADE after the Game of Thrones Theme.

We're preparing a SAVE The Date flyer to send out and need a copy of the logo for the El Paso Association. Can you send me your file for it?

I lost your card and don't have your phone numbers. But if you'll provide your cell number, I'll add you in.

I look forward to working with you and your group on this. Based on our conversation at the national conference this year, I'm sure we can come to terms on the distribution amounts from the last conference in El Paso and how to best resolve the balance.



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 07/13 183 connections 08/24 183 connections 09/14/22

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 9,667 08/24/2022 9667 09/14/22

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.

- Immediate recruiting of members
 - 3M Funds received
 - Stagecoach Funds received
 - Dante Perez LCB Regal Rexnord
 - Best Express
 - Border Trade Funds received
 - Unitrade has paid, but not retified

Aging report to be sent out to members
26 members overdue

Laredo association 192 members – including carriers
52 members – 140 to go

05



CUSTOMS BROKERS ASSOCIATION

New Business





New Business

- 4 new members to be ratified
- Request for updated application and license

- Laredo/Brownsville dispute – Angelica to send agreement and back up still pending
- President for Laredo requested a meeting to discuss
Possible 2K outlay

- Banner for job fair. Moving trade across borders to be ready for October event – 125 purchase approved

- September 28 have the price package
- Format for outlays to be documented

- Infrastructure bill on Zaragoza – review expense with Congresswoman Escobar

- El Paso city and ANAM process for overtime.

- Adjourned at: 1:31: PM Gilberto, Joyce Approved