

What in the World is going on?

NOGALES IN A CHANGING WORLD

A Strategic Vision For the Decade Ahead

November 11, 2003



What in the World is going on...When we take responsibility for an action Item?

You will need to define the action item in exact terms.

Recommendation:

You will need to develop a “business plan” within 30 days that tells all three partners:

- What you intend to do
- Your timeline for doing it
- Your anticipated outcomes

When we take responsibility for an action item? (continued)

The business plan will be due January 1, 2004.

You will provide quarterly reports to your organization and to the other partner organizations. Quarterly reports will be due March 31, June 30, September 30, and December 31. The fourth quarterly report will be the final report.

What in the World is going on...in the World of Transportation

Action Items

1. Create a Rail Service Task Force that will track changes in policy by Union Pacific and that can carry community concerns to Union Pacific. Possible agenda items include:

Adding cargo and passenger capacity

Development of industrial park in partnership with Union Pacific.

Better scheduling of trains that pass through Nogales

Relocation of cargo traffic to a route outside of the urbanized area

The World of Transportation (continued)

2. Create a Port-of-Entry Strategic Intelligence Task Force that will track development in the Cyber port; Port of Guymas; the Yuma – San Luis; Puerto Nuevo; and other Nogales competitors and partners.
3. Create a Tourism Task Force that will track threats to Trans-border tourist flows and that will think strategically about potentials and emerging opportunities.

What in the World is going on...in the World of Programs, Facilities, and Designations

Action Items

1. Create a Technical Workshop Task Force that will sponsor or facilitate an annual program of quarterly (?) workshops to explore critical themes such as:

This Strategic Vision Workshop

Customer Service Workshops

SBA Programs and Workshops

A(3)Doc Programs and Resources

Changes in Customs, FDA and other Agency Regulations

How to write a Business Plan

The World of Programs, Facilities, and Designations (continued)

2. New Cluster Task Force to consider the feasibility of establishing a plastics cluster.
3. Foreign Trade Zone Task Force to further develop and market the Nogales Foreign Trade Zone.

What in the World is going on...in the World of Procurement

Action Items

1. Form a Procurement Task Force to support the Maquiladora and Fresh Produce clusters by identifying procurement needs and to develop strategies to meet these needs with local suppliers.
2. Form a Nogales Bi-national Port Authority to efficiently control and manage inter-national automotive and commercial truck, rail, and air traffic.

What in the World is going on...in the World of Procurement (continued)

3. Develop a technical library that will be available to new business start-ups and established firms too. Resources held in the library might include:

Data on import and export rules, regulations, resources and facilities;

Data on workforce availability by skill, occupation, and linguistic capability;

Information on business plans and a host of other considerations for new business start-ups;

Government documents from Customs, FDA, and other agencies and organizations appropriate for Nogales area firms.

What in the World is going on...in the World of Financing

Action Items

1. Establish a clearinghouse on financing opportunities in the Nogales/Santa Cruz County region. This clearinghouse would be a key element in the community technical library (discussed elsewhere).
2. Create a 2-4 page synopsis on financing for start up businesses that shows critical steps and key resources (people and firms and agencies).

What in the World is going on...in the World of Financing (continued)

3. Develop a class for periodic offering that deals with micro-business and small business start-ups.
4. Investigate the potential for using S.C.O.R.E as a resource for existing and potential businesses.