

Border Infrastructure and Economic Development Opportunities in the Surrounding Region

**Wednesday, November 28, 2012
Calexico City Hall, Council Chambers
608 Heber Avenue Calexico, California 92231
1:00 p.m. to 4:00 p.m.**

Witness Biographies

Jon Ballard Senior Asset Manager General Services Administration

Mr. Ballard joined GSA as an asset manager in 2002 and was part of the team that in 2003 launched a study of the feasibility of the Calexico Port- of- Entry expansion. He has been promoting expansion for nearly ten years and was instrumental in securing from Congress the \$24 million with which GSA has designed the project and is acquiring needed land.

Mr. Ballard was First Lieutenant with the U.S. Army Air Defense Artillery in Korea. He also earned his Bachelor's Degree from Stanford University and his MBA from Harvard Business School.

Mark Baza Executive Director Imperial County Transportation Commission

Since June 2010 Mr. Baza has served as the Executive Director of the Imperial County Transportation Commission (ICTC). ICTC is responsible for managing the following programs for the Imperial Valley region:

- Regional Transportation Planning
- Programming and administration of state and federal transportation funds
- Administration of Imperial County's Measure D, half-cent sales tax program; and,
- Administration and oversight of the region's transit operations, known as Imperial Valley Transit or IVT. The IVT system includes fixed-route and Para transit services throughout the county.

Prior to his appointment as Executive Director for ICTC, Mark had worked for the California Department of Transportation (Caltrans) District 11 for 21 years. At Caltrans, Mark had served as Project Manager for a portfolio of planning and capital projects to improve goods movement in Southern California and, ground access to all of California's land ports of entry with Mexico and the Port of San Diego's seaport terminals. At Caltrans, Mark had worked in the Divisions of Planning, Program/Project Management, and last position as Project Manager for the State Route 11 and East Otay Mesa Port of Entry project, a new state highway, CHP truck inspection facility and federal land port of entry.

Jeffery Kinsell
CEO
Kinsell, Newcomb & De Dios, Inc.

Mr. Kinsell has been involved in California infrastructure finance for approximately 35 years, primarily as the owner of a FINRA broker/dealer, specializing in municipal bonds with a focus on development activities. During the course of his career, he has participated in the issuance of more than \$10 billion in debt securities. During the last five years, some of the focus has changed to developing infrastructure assets which are much needed but beyond the ability of local governments to attain through taxes and conventional borrowing. Many of these situations create opportunities with income producing assets or enterprise activities. The opportunities are generally long term in nature, 30 to 50 years, but include basic needed societal services. Mr. Kinsell is currently working on five major infrastructure projects in California totaling over \$3 billion in the water, electricity and transportation disciplines.

Alex Hinojosa
Deputy Managing Director
North American Development Bank

With more than 30 years of senior management experience, Alex Hinojosa has extensive professional expertise in investment banking, the utility industry and municipal project financing.

Mr. Hinojosa was appointed as Deputy Managing Director for the North American Development Bank on January 1, 2011. He oversees all bank operations as it serves the bi-national border region through its lending and grant programs.

From 2004-2010 he led investment banking efforts at Cabrera Capital Markets and Frost Bank, directing and managing debt issuance transactions for state agencies, municipalities, utilities and school districts in the southwestern states of the US.

In 2010, he established the Austin office of J. Stowe & Co., a consulting firm that helps municipal and investor-owned utilities with financial planning, institutional strengthening actions, and project management services

Mr. Hinojosa is also one of the founding faculty members of the Utility Management Institute of the North American Development Bank, instructing and facilitating in seminars on current management topics for cities and utilities in all 10 Border States of Mexico and the United States since 1999.

From 1984 to 2003, Mr. Hinojosa directed the finances for the San Antonio Water System, in San Antonio, Texas, where his responsibilities included directing and overseeing the utility's finances including long-range financial planning, accounting, project finance, budgeting, and debt management, among other functions. His work in developing innovative financing instruments and rate structures received industry-wide recognition.

Mr. Hinojosa holds a bachelor's degree in Business Administration from St. Mary's University in San Antonio and a Masters in Business Administration from the University of Texas at San Antonio. He has been a Certified Public Accountant (CPA) since 1983, and also has held securities licenses. He is also a member of the American Institute of Certified Public Accountants, and the American Water Works Association.

Jose Eugenio Lagarde Amaya
President
Industrial Development Commission of Mexicali

During the last 15 years, Eugenio Lagarde has held different positions related to economic development of the region and the attraction of foreign investment. During his time as an economic developer, he has participated in the establishment of many foreign and domestic companies that see in Baja California a place of opportunities.

Eugenio started his professional career as an Executive Promoter at the Industrial Development Commission of Mexicali, a non-profit organization which main function is to promote and retain national and foreign investment. In 2010, Eugenio was selected President of the Industrial Development Commission of Mexicali, an honorary position due to his knowledge and experience in economic development.

From 1999 to 2008, Eugenio held the position of Sales Director in one of the largest and most prestigious industrial developing firms in the region: Industrias Asociadas Maquiladoras, S.A. de C.V. (IAMSA Group).

The group has industrial developments in Mexicali, Tijuana and Tecate in Baja California; Gomez Palacio, Durango; Calexico, CA, USA; and Nicaragua.

In 2008, Eugenio was invited to participate with the current State Government, where he took the position of Undersecretary of Economic Development from 2008 to 2010. During his time at the Office of Economic Development, Eugenio supported the strategy of promoting foreign investment in the State and also created a strategy called "Baja Care", which seeks to retain and support the growth and expansion of businesses already established in the state.

As of 2010 to date, Eugenio participates as an active advisor for the he US Custom House Broker firm "Britton & Co", the shelter service provider "CO-Production" and recently the industrial real estate firm "Grumesa".

Eugenio has a bachelor degree in business administration (management) from CETYS Universidad and is currently studying an MBA with a specialization in Senior Management at the same institution. He concluded the Economic Development Institute Program from CETYS Universidad in conjunction with the University of Oklahoma.

During his professional career, Eugenio has participated in several international forums and business trips to China, Japan, Korea, London, Paris, Italy, Spain, United States, Canada, Nicaragua, Brazil, among other places providing conferences and presentations about the economic opportunities in Baja California and Mexico.

Laurie Weir
Senior Portfolio Manager
CalPERS Investment Office

Laurie Weir leads the Targeted Investment Programs for CalPERS Investment Office. Targeted Investment Programs was created to oversee key initiatives that cross all asset classes. Key initiatives include California investment strategies, emerging manager investment programs and diversity initiatives, labor relations, and environmental sustainability. Ms. Weir also manages a \$2 billion NAV real estate portfolio focused on urban investment strategies. Ms. Weir currently co-chairs the United Nations Environmental Program Finance Initiative's Property Working Group; and represents CalPERS on the Board of the Urban Land Institute's Greenprint Foundation. Ms. Weir originally joined CalPERS as a Portfolio Manager in May 2007 with the Global Real Estate Investment Office.

Previously Ms. Weir served as Deputy Treasurer in the California State Treasurer's Office. She was responsible for the oversight of finance authorities that allocate public funds, issue bonds, and provide advisory services to California's business, development, and finance communities. Ms. Weir also served on the Board of Directors of the California Housing Consortium. Also at the Treasurer's Office, Ms. Weir served as Executive Director of the California Debt Limit Allocation Committee overseeing the allocation of State's \$3 billion annual tax-exempt bond allocation.

Prior to the State Treasurer's Office, Ms. Weir was the Finance Manager for the City of Los Angeles Housing Department. Laurie also headed the Bond Finance and Architectural Units for the Housing Department. Laurie was appointed to the City of Los Angeles Planning Commission and received awards from the City of Los Angeles Mayor's Office and the California State Legislature.