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1944

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FreshProduce®
ASSOCIATION OF THE AMERICAS

Annual Report

2015-2016

WELCOME...



Dear Members of the FPAA,

It's time to get moving. Moving your produce trucks, that is!

In the past year, and in the coming years, we are putting great emphasis on improving critical roadway linkages.

In Nogales, Ariz., that means working to achieve a sophisticated flyover connection between the Mariposa Port of Entry and Interstate 19. This will help usher loaded trucks to warehouses in Nogales, Rio Rico and beyond. The Arizona Department of Transportation estimates that the full buildout of the project will improve driving times to the Port of Entry to the highway by up to 10 minutes going Northbound toward the warehouse district and by three minutes going southbound toward the Port of Entry.

This 13 minutes in savings per truckload, when compounded across the up to 1,250 produce trucks crossing daily, results in system-wide efficiencies of up to 270 hours per day. This means the ability for FPAA Members to reduce costs by crossing more

trucks, faster.

This efficiency does not come without a cost. The full buildout may cost up to \$140 million, but we are working with the State and Federal Government to identify grants and funding streams to help accomplish this vision, which is integral to the future Interstate 11, which in linking with Mexico Highway 15 would create a West Coast mega-highway all the way from Mexico City to Calgary, with Nogales as a key crossing point and logistics hub.

Along with this, the FPAA is working with state and local partners to address other bottlenecks leading to industrial zones, such as the Ruby Road exit. Mexican produce has a bright future at the Southwest Border, and the FPAA staff, working under direction of the Board of Directors, is doing all we can to help make that future even brighter. So, let's get moving.

Sincerely,

LANCE JUNGMEYER
PRESIDENT



Fellow FPAA Members,

Every year our vibrant industry experiences trials, tribulations and victories both big and small. This past year has been no different. The mission of the FPAA is to provide industry expertise and informed advocacy to foster the success of member companies. We at the FPAA have spent countless hours working on behalf of our members and the industry we love to provide an unsurpassed value for each of our member companies.

Just over a year ago, we were confronted by media telling a one-sided story about our industry, painting it in an unfavorable light. While we could have run from this, become defensive and created controversy, we instead went to work to tell the true story of Social Responsibility in Mexican agriculture.

A long and rich history of improving worker conditions has been built over the years in Mexico and has become part of the fabric of doing business in Mexico. While we have been so busy doing the right thing, we have forgotten to take time to tell the great stories of our Social Responsibility programs in Mexico.

There are tremendous programs among our many members that truly go above and beyond the call of duty to not only care for workers and their families but to truly make a difference in their lives.

We may be in the business of growing, shipping and distributing the best products Mexico has to offer, but we cannot forget that there is a story behind what we do every single day. That story is valuable for so many reasons. If we do not tell our own story, someone else will invariably tell it for us. As we continue to grow our individual businesses and continue to increase imports of Mexican fruits and vegetables, the opportunity to articulate our message and speak with a strong, confident voice is paramount to success.

Thank you all for your contributions to this vibrant industry and your participation in the FPAA. Without your input and participation, we would not be the great association we are today.

Sincerely,

MATT MANDEL
CHAIRMAN

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OUR BOARD OF DIRECTORS



● **BOBBY ASTENGO** - HEALTHY TRENDS PRODUCE LLC, MANAGING MEMBER

Mr. Astengo has worked for the produce industry for over 30+ years and is a part of the FPAA as a member of the current Board of Directors, and a member of PMA.



● **GONZALO AVILA, CHAIRMAN ELECT** - MALENA PRODUCE, INC., CEO

Mr. Avila has worked in the produce industry since 1999, his company since 1984, and his family since 1954. Mr. Avila is the FPAA s' Chairman Elect and also a part of the PMA, United Fresh (Grower shipper board since 2013), Pickle Packers Association, DRC, Blue Book, Red Book.



● **JAVIER JJ BADILLO** - DELTA FRESH SALES, GENERAL MANAGER

Mr. Badillo has 32 years in the produce industry, specializing in tomatoes. He has played a managing and/or ownership role in many different segments within the produce industry from a grower shipper, broker, destination service company, terminal market wholesaler as well as a transportation company. Mr. Badillo is a part of the FPAA Board of Directors, and is the Tomato Division Chairman.



● **ALEJANDRO CANELOS, PAST CHAIRMAN** - APACHE PRODUCE LLC., COO

FPAA's past chairman, Mr. Canelos is the CEO of Apache Produce as well as one of the founding partners of International Greenhouse Produce. Mr. Canelos has 21 years of experience and leadership in the produce industry.



● **JAIME CHAMBERLAIN**, - J-C DISTRIBUTING, INC., PRESIDENT

Mr. Chamberlain is also a sponsor member of the Greater Nogales Santa Cruz County Port Authority. He has 28 years of sales and management experience. In addition to his professional work, Mr. Chamberlain is Chairman Emeritus of the St. Andrews Children's Clinic, an active supporter, and former board member of the Santa Cruz County Boys and Girls Club, and current board member of the Arizona-Mexico Commission.



● **CHRIS CIRULI** - CIRULI BROTHERS, COO

He grew up alongside his brother and father in the fields and offices of Ciruli Brothers and Amex Distributing Company. He is a Board Member of the FPAA; he is part of the Texas Produce Association., PMA, United Fresh Fruit and Vegetable, Board Member & Treasurer of the National Mango Board, Board Member of the Boys and Girls Club of Santa Cruz Co, and part of First Things First.



● **RICARDO CRISANTES** - WHOLESUM FAMILY FARMS, INC., VICE PRESIDENT OF SALES & MARKETING

With 19 years in the produce industry, he has become a dedicated leader in organic, sustainable agriculture and making socially responsible growing a winning business model. Participating in organizations such as the FPAA, Sustainable Food Trade Association, PMA, United Fresh, and United Fresh Leadership Program are just a few ways he strives to grow responsible produce as an industry and a movement.



● **SABRINA HALLMAN** - SIERRA SEED COMPANY, CEO/ SIERRA SEED INTERNATIONAL, PRESIDENT & INVERNADEROS SIERRA, PARTNER

Sierra Seed Co. has been providing agricultural services to commercial growers in Mexico for 2 family generations. She joined the team in 2007. She remains active in the industry and the community serving on boards such as The Seed Trade Association of Arizona and The Santa Cruz Community Foundation. Ms. Hallman is also a member of Zonta International and Women Presidents Organization.



● **MATT MANDEL, CHAIRMAN** - SUNFED, VICE PRESIDENT OF SALES & MARKETING

Mr. Mandel has worked in the produce industry for 8 years. In addition to his role as FPAA Chairman, he is part of PMA, United Fresh, CPMA, Western Growers, and Southeast Produce Council.



● **JAMES MARTIN** - WILSON PRODUCE, LLC., DIRECTOR OF SUSTAINABILITY

Mr. Martin is part of the 4th generation of family farmers at Wilson Produce. He studied at universities in the US, Cuba, and Denmark, receiving BA degrees in Analytic Philosophy and Latin American Studies. He founded a University contingent of No More Deaths/No Más Muertes, a human rights organization with a civil initiative to end death and suffering of migrants in the US/Mexico border region. He served with the US Peace Corps in the Federated States of Micronesia before partnering with Solar Gain, a US solar company, and co-founded its Mexican subsidiary, SolGen International SA de CV. With a focus on social, environmental and economic aspects of the supply chain, he has helped lead Wilson Produce to be Arizona's Greenest Workplace in 2014 and Mexico's Best Renewable Energy Collaboration in 2015.



● **ERIC MEYER** - PRIME TIME INTERNATIONAL, SALES MANAGER

Mr. Meyer, serving his first term as an FPAA Board Member, is the Nogales Sales Manager for Prime Time International, a year-round grower-shipper of bell peppers based in Coachella, CA. A Nogales native and a 26 year veteran of the Nogales produce industry, Mr. Meyer received his degree in Economics from the University of Arizona in 1989.



● **BERT MONTEVERDE** - H.M. DISTRIBUTORS, INC., COO

Mr. Monteverde has worked in the produce industry since he graduated from the University of Arizona in 1993; he is currently a member of the Executive Committee of the FPAA. H. M. Distributors, Inc. is a member of United, Western Growers, and Blue Book. Mr. Monteverde was also selected as part of Class 9 of United Fresh Leadership Program in 2003.



● **JOSE LUIS OBREGON** - IPR FRESH, PRESIDENT

Mr. Obregon has worked in the produce industry for 19 years and is a part of the FPAA and PMA. Prior to joining IPR Fresh, Mr. Obregon was the Executive Director of the Hass Avocado Board for 6 years and Deputy Director of the FPAA for 2 years.



● **JOHN PANDOL** - PANDOL BROTHERS, DIRECTOR OF SPECIAL PROJECTS

Trade show junkie and serial store checker, John spends 120+ days on the road in Mexico, the US and other countries. Observing all points of the supply chain, John ties together crop production, sourcing and retail merchandising. An strong advocate of person to person public diplomacy, John volunteers to escort visitors into Mexico, including trade, press and governmental officials. John's commentaries appear often in the produce press, online forums and industry meetings. For kicks, John collects "food experiences."



● **WALTER RAM** - GIUMARRA COMPANIES, VICE PRESIDENT OF FOOD SAFETY

Mr. Ram has worked in the produce industry for 38 years and has been part of many other organizations such as: Center for Produce Safety at UC Davis Technical Committee, United Fresh Board of Directors, United Fresh Chairman Food Safety & Technology Council, PMA Science & Technology Committee Member, CPMA Food Safety Committee, Center for Produce Sustainability Advisory Board, Produce Safety Alliance (FDA), Harmonized GAP Standard Steering Committee, Harmonized GAP Standard Technical Working Group, National Mango Board Steering Committee, Greater Nogales and Santa Cruz County Port Authority Steering Committee, Strategic Partnership Program Agro terrorism, Washington Blueberry Commission Food Safety.

OUR BOARD OF DIRECTORS



● **GERARDO RITZ** - RITZ PRODUCE, GENERAL MANAGER

Mr. Ritz received an MBA from Technological Institute of Monterrey in Monterrey, Mexico. Has worked in the produce industry since 1996 and his company Ritz Produce Inc. was founded in 1983. His family has been growing produce in Mexico since the late 1920's. He has been a Board member for the FPAA for several terms and has been a member of Pickle Packers Association since the mid-90's. He's also a part of Blue Book and Red Book.



● **ROD SBRAGIA** - TRICAR SALES, INC, DIRECTOR, SALES AND MARKETING

Mr. Sbragia has worked in the produce industry for over 31 years; he is a part of the FPAA, PMA, and United. Mr. Sbragia serves as the chairman of the FPAA Convention Committee and is also part of the FPAA Education Committee.



● **HECTOR SUAREZ** - SUAREZ BROKERAGE CHB, PRESIDENT

Mr. Suarez has been in the produce business for 37 years and oversees one of the larger brokerage firms importing produce through the port of Nogales, AZ. He started out focused on the produce business as that was his father's field of expertise. Once Suarez Brokerage took foothold in Nogales he went to open a branch office at Tucson International Airport. He helped secure a cargo contract with Aeromexico Airlines and remained there for 12 years. He returned to Nogales in 1992, and along with his brothers helped Suarez Brokerage expand to cover the whole southwest border with seven branch offices, and a National Permit that allows Suarez Brokerage Co. to clear produce shipments anywhere in the United States. Mr. Suarez is currently the President of the Nogales US Custom Brokers Association, Board Member of the FPAA, member of the Nogales Chamber of Commerce & Asociacion de Maquiladoras De Sonora A.C.



● **MIGUEL "MIKEE" SUAREZ** - M.A.S. MELONS & GRAPES, SALES AND MARKETING

Born and raised in Nogales, Arizona, Mr. Suarez has been with MAS Melons and Grapes since 2012, where he works in sales and marketing. Miguel personally oversees the new and expanding cucumber and asparagus programs. At 24 years old, he was elected Board Member for the FPAA. Miguel is looking forward to using the knowledge and experience he will gain from his two year term to help improve the produce industry in Nogales, and the produce industry as a whole.



● **LEONARDO M. TARRIBA** - FARMER'S BEST INTERNATIONAL, GENERAL MANAGER

Mr. Tarriba has worked in the produce industry for 21 years and is a part of the FPAA, United, Western Growers, CAADES and the National Mango Board.



● **CHUCK THOMAS** - THOMAS PRODUCE, PRESIDENT

Mr. Thomas' grandfather started J R Thomas & Sons, in FL and NC in the 1930's. Business was carried on by his 5 sons. The Nogales office was opened in 1967. Mr. Thomas worked for Thomas Bros. every summer beginning in 1970, and full time starting in 1978 after graduating from VA Tech, working seasonally in MI, NC, FL, CA and AZ. He bought the company in 2000, renamed it Thomas Produce Sales, Inc., and moved the headquarters from Hendersonville, NC to Nogales.



● **SCOTT VANDERVOET** - VANDERVOET & ASSOCIATES, INC. TREASURER

Mr. Vandervoet has worked full time in the fresh produce industry for over 5 years. He was a member of Produce Business magazine's 40 under 40 in 2015. He has been a member of the FPAA Board of Directors since 2012, a member of the Executive Committee for slightly less time, and he was awarded Member of the Year in 2015. Scott volunteers with the local non-profit Friends of the Santa Cruz River, which is focused on ecological and community health along the mid Santa Cruz River valley.

STAFF PROFILES

“At FPAA office we are always searching for ways to serve our members with the highest level of professionalism, effectiveness and knowledge!”



LANCE JUNGMEYER

PRESIDENT

With 19 years in the industry, Jungmeyer has been active in government, industry and civic groups that include; Trade Facilitation committees at U.S. Chamber of Commerce, Greater Nogales and Santa Cruz County Port Authority, Government Relations Council, Food Safety & Technology and Supply Chain Logistics Councils of the United Fresh Produce Association, North American Produce Transportation Working Group, Produce Traceability Initiative Association Interest Group, North American Trade Task Force, a committee of the Canadian Produce Marketing Association and Southern Arizona Transportation Council.



PAULA BEEMER

COMMUNICATIONS COORDINATOR

Joining the FPAA in 2015, Beemer is a business owner and holds a bachelors degree in Business Administration and Economics from Austral University of Chile. She is a regular contributing writer and photo journalist for the local paper, the Tubac Villager. She is a graphic designer, social media manager and an award winning photographer. In addition she teaches Spanish.



GEORGINA FELIX

INTERNATIONAL AFFAIRS DIRECTOR

She represents the FPAA on the Mexican Customs and Mexican Military Outreach Meetings, the Technical Peer Group for Foreign Trade Facilitation, the Nogales Corridor Workgroup and facilitates the coordination of the Trucking Industry Workgroup, which includes Mexican growers' organizations, the Federal Motor Carrier Safety Administration, Arizona Department of Transportation, and trucking companies.



MARLENE LOPEZ

DIRECTOR OF MEMBERSHIP AFFAIRS AND EVENTS

With 18 Years in produce, she represents the FPAA on the Government Affairs Committee of the Nogales Chamber of Commerce. She is a member of the Board of Director for the Pimeria Alta Historical Museum and a volunteer for the “Let’s Talk Health Group” – Mariposa Clinic.



ALLISON MOORE

DIRECTOR OF LEGISLATIVE AND REGULATORY AFFAIRS

With 15 years in produce, she represents the FPAA on the Greater Nogales Santa Cruz County Port Authority and the Economic Development Foundation. She is also a board member with Nogales Community Development and volunteers with an animal assistance non-profit, Louie and Friends Foundation.



CONCHITA SINGH

ACCOUNTING & H.R. DIRECTOR

With 32 years in produce she volunteers accounting services for the Greater Nogales Santa Cruz County Port Authority and also oversees all their financial activities.



EMMIS YUBETA

MEMBERSHIP PROGRAMS COORDINATOR

With 10 years in produce. She represents the FPAA on the Nogales Chamber of Commerce. She is a member of the Local Advisory Committee for the Career and Technical Education at Rio Rico High School.

LEGAL & PROFESSIONAL



DANIEL J. COOGAN



ROBERT "KIP" C. MARTIN

COOGAN AND MARTIN P.C.

In 2001, Kip Martin and his law partner, Daniel J. Coogan, formed Coogan & Martin, P.C. Throughout its history, the firm has been closely connected with international agricultural trade and with the produce industry in Nogales, Arizona. Mr. Martin and Mr. Coogan are also two of a handful of lawyers in the United States with an intimate working knowledge of administrative regulations and procedures under the Perishable Agricultural Commodities Act of 1930 ("PACA").



ROBERT L. SHULER

SHULER LAW FIRM PLC

Robert L. Shuler has represented or been employed by members of the produce industry since 1975. (40 years).

Current clients include the Arizona Horse Council, Arizona Grain, Arizona Pork Council, Arizona Crop Protection Association, Biotechnology Industry Organization, CropLife America, Fresh Produce Association of the Americas, Hickman's Family Farms, Pinal Energy, Roosevelt Water Conservation District, Wellton Mohawk Irrigation and Drainage District, Western Growers Association and Western Plant Health Association.

Robert is also a member of the State Bars of Arizona and California and serves on the boards of the Arizona National Livestock Show and Project CENTRL.



JESSICA WASSERMAN

WASSERMAN AND ASSOCIATES

Jessica Wasserman is a government relations expert and attorney who manages Wasserman & Associates, a Washington DC-based consultancy founded in 2004 to advise business clients on all aspects of international trade matters. The firm assists clients to respond to regulatory, legal, policy and reputational issues in the global trade space. Whether monitoring to anticipate and prevent barriers to trade or responding to assist clients to change a regulation, be removed from DWPE, or place a key opinion piece, the goal is to effectively and efficiently add value for the client organization's bottom line. She is also an expert in navigating Washington in these key areas relying on longstanding relationships. Ms. Wasserman has held key positions in the Executive Branch at the Departments of Commerce, and the Department of Agriculture. She is a graduate of the University of Michigan Law School and has been working in trade in Washington DC for over 20 years.

MEMBER RECOGNITION

Our members get recognized among the industry and the community by their outstanding contributions!

THE FPAA PILLAR AWARD



2014 AWARD
EDDIE STOLLER, JR.,
RITCLO PRODUCE



2015 AWARD
CARLOS A. BENNEN
TA-DE DIST.

Every year during the Nogales Produce Convention's gala dinner FPAA grants this award to someone whose work and contributions have greatly shaped the industry. The association honors individuals who have met and exceeded the following criteria:

- Individual has been involved in importation and distribution of fresh produce from Mexico
- The individual exhibits a history of volunteering time and effort to the association and/or industry
- Consideration is given to members who have contributed innovations in the handling or marketing of fresh produce
- The individual has demonstrated integrity throughout his/her career

Others who have received the same recognition were:

George Gotsis, Omega Produce Co., Inc. & Roy Lundstrom, GAC Produce Co., Inc.- 2010

Al Harrison, Al Harrison Company & Walter Holm, Walter Holm & Company - 2011

Beto Maldonado, GAC Produce Company, Inc. & James K Wilson, James K Wilson Produce - 2012

Robert Hathaway, West Mexico Veg Dist. Assn.- 2013

FPAA MEMBER OF THE YEAR AWARD



SCOTT VANDERVOET

VANDERVOET AND ASSOCIATES, INC.

During the 2015 Annual Meeting, Lance Jungmeyer presented the "FPAA Member of the Year Award" to Scott Vandervoet of Vandervoet & Associates. The Member of the Year is someone who goes above and beyond in working for the betterment of the membership. The member is selected by the FPAA membership in a vote taken during the weeks before the Annual Meeting. Vandervoet accepted the award to resounding applause and appreciation from the members. In his remarks he said, "It is an honor to be recognized by the association. Our industry is in a constant state of evolution, and it is only through the hard work and active participation of our membership that we can remain vital, not only in the local sense, but also on a global stage."

THE HISPANIC BUSINESS MAN OF THE YEAR AWARD



JAIME CHAMBERLAIN

J.C. DISTRIBUTING

This award is given each year to the top Hispanic male of a business of any size located or headquartered in Southern Arizona. Chamberlain exemplifies the strength and importance of Hispanic entrepreneurship, organizational management and community leadership.

The ceremony was held Oct 17 at Casino del Sol and it was attended by FPAA staff, members and a total of 650 people.

UNITED FRESH PRODUCE INDUSTRY LEADERSHIP PROGRAM



JAMES MARTIN

WILSON PRODUCE

On June 16, 2015 United Fresh announced the 12 selected applicants that received the nomination to be part of their 21st leadership class. Among these 12 was FPAA member, James Martin. Martin became part of an educational program that centers on four core focus areas: leadership development, business relationships, government and public affairs, and media and public communications. Candidates submitted an application including two essays detailing their interest in the program and what they consider the most important challenges affecting the produce industry

Applications were reviewed by the Leadership Advisory Committee, which is comprised of United Fresh Board members and program alumni.

INDUSTRY PARTNERS

We are constantly seeking ways to strengthen our efforts by partnering with organizations with whom we share common interest and goals. Our mutual support and collaboration are important elements of our success. Some of these partners are:



MEMBER DISCOUNTS & BENEFITS

Being part of the FPAA gives you leverage and strength when voicing issues that affect the well-being of your business and your people. In addition FPAA has been able to negotiate other important services and discounts for members



BLUE PIX STUDIO
 Jorge Balderrama (520) 287-2356
 FPAA members enjoy a 15% discount on photography, from fresh produce and packing images to family portraits and passports.



ENTERPRISE AND NATIONAL CAR/TRUCK RENTAL
 Gary Bell (520)784-6612
 FPAA members receive great discounts from bobtail trucks to cars rental across the country, Members are automatically eligible to join National's Emerald Club which allows you to bypass the counter and get and to pay mid-size rental fees while selecting any car you'd like in the Emerald Aisle.



PORT DEVANNING SERVICES (PDS)
 PDS will provide FPAA Distributor members with a discount.

To apply this discount, mention to your Custom House Broker that you are an FPAA Distributor member and direct them to specify that PDS handle your devanning services.



WESTPRESS PRINTING
 Deana Lopez at:
 Deanna@westpress.com
 FPAA members receive a 10% discount off printing from West Press.



C.H. ROBINSON WORLDWIDE
 Bob Thompson
 480.483.4999
 FPAA members receive competitive rates.



ESPLENDOR RESORT AT RIO RICO
 (520) 281-1901
 FPAA member's special Rate \$75 plus tax.



FPAA Members receive:
 25% discount on the Nogales Convention fiesta and Gala events and \$50 discount on the Golf Tournament.
 Special rates on Spring Policy Summit and free or discounted participation in seminars and training courses.



OFFICE DEPOT
 Daniel.durda@officedepot.com or
 heather.moler@officedepot.com
 FPAA members receive from 5 – 15% off a variety of Office Depot products. Collectively, members saved over \$10,000 in the first year alone!



WGA INSURANCE
 Matt Bigham (602)757-7869
 As an allied partner and member of the FPAA, WGA works with individual companies to find a variety of policies and rates for FPAA members.



DOUBLE TREE SUITES
 FPAA Negotiates Special Rates for FPAA Members at the DoubleTree Suites by Hilton Tucson Airport. The hotel is located at 7051 S. Tucson Blvd. Tucson, AZ 85756. To make reservations call (520) 225-0800 and mention the Fresh Produce Association to get a 15% discount.



HOLIDAY INN AND CANDLEWOOD SUITES
 Holiday Inn (520) 281- 0123
 Candlewood Suites (520) 281-1111
 FPAA members receive great discounts at both convenient locations. Holiday Inn's rate is \$92 (a \$23 savings over regular rate) and includes a free breakfast. Candlewood Suites offers a rate of \$69 (a \$21 savings over regular rate).



TUBAC GOLF RESORT AND SPA
 Reservations:
 (520)398-2211
 (800)848-7893

FPAA member receive a \$139 corporate rate at the time of booking. This is a \$30/night discount! Note that this rate is for a standard room, is subject to availability and is not valid for leisure travel or group events.

GOVERNMENT AND INDUSTRY PARTNERSHIPS

LANCE JUNGMEYER

US-MEXICO PRODUCE FOOD SAFETY WORKING GROUP: This group includes industry organizations, representatives from the Food and Drug Administration and from the Mexican Department of Agriculture. **CBP ADVISORY COMMITTEE ON COMMERCIAL OPERATIONS (COAC):** The FPAA participates on the One U.S. Government at the Border Subcommittee and the FDA Working Group that works to align CBP and FDA operations.

GEORGINA FELIX

TRANSPORTATION INDUSTRY WORKING GROUP: includes representatives from ADOT, FMCSA, DPS, Mexican Transportation Ministry (SCT), the Maquila Association, CAADES, the Consejo Empresarial of Nogales, Sonora, and regional trucking industry representatives from the U.S. and Mexico. **FSMA RESPONSE GROUP:** Georgina coordinates between the FPAA, other industry associations in Mexico and the Mexican Department of Agriculture to review proposed rules under the Food Safety Modernization Act proposed by the U.S. Food and Drug Administration and to develop comments in response to the proposed rules.

MULTIPLE STAFF MEMBERS

ARIZONA MEXICO COMMISSION: The FPAA participates in the Transportation and Infrastructure Committee and the Agriculture Committee of the AMC. We attend bi-annual plenary meetings as well as events throughout the year, including jointly organized meetings for members of the Arizona Congressional Delegation staff and members of the Arizona Legislature. **FDA-INDUSTRY COORDINATION GROUP:** The FPAA has been selected to participate in a committee formed by FDA to assist the agency with information and feedback during food borne illness outbreak investigation. **CBP CITIZENS ACADEMY:** Several members of the FPAA staff have participated in Customs and Border Protection Citizens Academy that teaches the general public about their mission and efforts at ports of entry. **BORDER PATROL CITIZENS ACADEMY:** Several members of the FPAA staff have also participated in the Border Patrol Citizens Academy. **CITIZENS ADVISORY BOARD:** The FPAA participates in monthly community relations meetings with the Nogales Border Patrol sector.

COMMUNITY INVOLVEMENT AND



The FPAA staff participates in a variety of community organizations and initiatives both as FPAA representatives and for their own personal causes. The FPAA is making a difference in our local community to improve business opportunities and to strengthen social programs and initiatives. In addition to the groups and boards where staff participates, several staff members also volunteer their time to assist with the Annual Boys and Girls Club Carne Asada.

LANCE JUNGMEYER

Tucson Mayor Jonathan Rothschild's Transportation Coalition: A group that works to address infrastructure needs and economic growth in Arizona.

PAULA BEEMER

Tubac Center of the Arts, organization that serves as a venue for artistic expression, appreciation and learning for those who create and enjoy art in southern Arizona. Paula volunteers her time and abilities during the performance series in which she helps with the show set up and photographing the events. She also volunteers her time doing website updates for the Tubac Historical Society, photographing various activities at the Montessori de Santa Cruz School and at the Christian Youth Theater in Tucson where she helps in various activities required during the life of each show. In her positions as a freelance writer for the Tubac Villager, she has been involved with several organizations reporting and building awareness of community issues. Among these organizations are the Border Community Alliance (formerly part of the Santa Cruz Community Foundation), The Tubac Rotary Club, The Boys and Girls Club and many others.

D RELATIONSHIPS



GEORGINA FELIX

Corridor Working Group: A group that addresses needed up-grades to the corridor between U.S. and Mexican Customs in Nogales. **International Crisis Response Team:** The FPAA and other U.S. and Mexican industry groups and the Mexican government officials coordinate efforts and responses in the event of a crisis impacting fresh produce from Mexico. **Kino Border Initiative:** Georgina coordinates donations that help displaced people in Nogales, Sonora to have food, clothing, and a safe place to sleep until they can return to their own cities and towns. **Rio Rico Community Alliance:** Georgina is a board member at the Rio Rico Alliance, a non-profit community service organization aimed at strengthening the community of Rio Rico. **Rio Rico Rotary:** Georgina joins the Rio Rico Rotary every other month to help cook meals at the Crossroads Mission.

MARLENE LOPEZ

Nogales Chamber of Commerce Government Relations Committee: A committee that works to make Nogales a better place for business and tourism. **Border Gray Line Tours:** Marlene coordinates tours for individuals that want to learn more about the Nogales boarder region. Participants learn about the importance of our economic relationship with Mexico. Marlene coordinates local speakers to talk about the importance of trade and tourism for our state's economy. **Pimeria Alta Historical Society:** she is a board member of the Pimeria Alta Historical Society and coordinates the development of the FPAA's Historical Project. **Let's Talk Health Group – Mariposa Clinic:** a support group for female cancer survivors.

ALLISON MOORE

Economic Development Foundation: This non-profit manages the Foreign Trade Zone in Santa Cruz County and works to bring businesses and jobs to the area. **Nogales Community Development:** introduces diversity to downtown Nogales by providing project management for commercial revitalization, business support for entrepreneurs, asset development for individuals and affordable housing. **Greater Nogales Santa Cruz County Port Authority:** The FPAA is a founding member of the Port Authority, an organization that brings together the key stakeholders from the Ambos Nogales area to address issues that impact our ports of entry. **Louie and Friends Foundation:** Allison is a founding board member of LAFF, a non-profit that helps families afford emergency vet bills for their dogs and other companion animals.

CONCHITA SINGH

Casa Maria Catholic Worker Community: Conchita volunteers monthly with this relief organization making meals and distributing food to hundreds of families. **Christmas Donation Event:** she organizes an annual food and clothing drive to distribute to struggling families in Nogales, Sonora. She also organizes the distribution of donated items throughout the year when supplies are available. **Hilltop Art Gallery:** she is helping the organization develop and implement effective and efficient accounting practices.

EMMIS YUBETA

Member of the Local Advisory Committee for the Career and Technical Education program at Rio Rico High School.

“We make a living by what we get, but a life by what we give”

- Winston Churchill

47th PRODUCE CONVENTION

A Memorable Event At the Tubac Golf Resort and SPA

*On Nov. 5–7, 2015,
FPAA celebrated its
47th Nogales Produce Convention
that included:*

- Educational sessions*
 - Networking opportunities*
 - Golf*
 - Helicopter rides*
 - Gala Dinner*
 - Award ceremony*
 - Dancing*
- ...and an enormous quota of FUN!!*

SPONSORS

Nogales U.S. Customs Brokers Assn.
Port Devanning Services
AgPlus Network, LLC
Apache Produce Imports, LLC
Red Book Credit Services*
SunFed
Mexico Calidad Suprema
AndNowUKnow
Blue Book Services, Inc.
Produce Business
The Packer*
The Produce News

Blue Cross Blue Shield of Arizona
Calavo Growers, Inc.
International Paper
Ahern Seeds International, Inc.
Canada Wide Fruit Wholesalers, Inc
Ciruli Brothers, LLC
Eagle Eye Produce, Inc.
Farmer's Best International, LLC
Fresh Farms, LLC
Johnson Matthey
K & K International Logistics, LLC
Malena Produce, Inc.
Mayer Group US and Mexican CHB

Monsanto Vegetable Seeds
Naumann/Hobbs Material Handling
Prime Time International
Red Sun Farms
Wells Fargo Bank
Wholesum Family Farms
Wilson Produce, LLC
Agri-Packing Dist. Inc.
Associate Brokerage Co.
Bay Area Produce, Inc.
Bernardi & Associates, Inc.
CMMV, LLC
Del Campo Supreme



From the farm to the distribution warehouse, the Mexican produce industry gears up to improve social accountability, worker productivity and environmental stewardship. Three speakers highlighted new and emerging practices that positively impact the workplace, the land, and the bottom line.



From Left: Lili Lopez speaking about Social Accountability, Matias Mesta, Manager of Bioconsultaria Agricola Integral (BAI) speaking about Boosting Crop Production Using Non-chemical Treatments and Ron Carkoski, CEO of Four Seasons Produce speaking about Using Technology and Training to Improve Productivity.



During Gala Night, Carlos Bennen's family received his recognition as a Pillar of the FPA.



Frank's Dist. of Produce
G. Mendez and Co., Inc.
Greenhouse Produce Co.
Grower's Pride, LLC
Handling Systems, Inc.
H.M. Distributors, Inc.
J-C Distributing, Inc.
Keithly-Williams Seeds
M.A.S. Melons & Grapes
Mastronardi Produce
Pacific Tomato Growers
Robinson Fresh
Royal Flavor, LLC

Sierra Seed Company
Sigma Sales Co., Inc.
Star Produce U.S. LP
Thomas Produce Sales
Tricar Sales, Inc.
UniSource Energy Services
1st Bank Yuma
Borderlands Food Bank
C.H. Robinson, Inc.
Coogan & Martin, P.C.
Healthy Trends Produce Company
iSolve*
Jeong & Lizardi, P. C.

Lineage Logistics
Molina Izabal, S.C.
Produce Marketing Association
Ritz Produce, Inc.
The 3000 Club
Western Growers Association
Georgia Pacific
Cropper's Nogales Auto Center
Horne Ford/Champion Chrysler

SPRING POLICY SUMMIT 2016



Diego Ley from Del Campo Supreme (Left) explains the warehouse operations to FDA Deputy Commissioner for Food Michael Taylor (Right)



Lance Jungmeyer, president of FPAA, welcomes participants to the US-Mexico Produce Food Safety Working Group



Over 130 people participated in the two-day event that took place in the mission chapel of the Tubac Golf Resort



Guest speaker, Cap. Domenic Veneziano, director of the Division of Import Operations of FDA and Bill Correll participate in the discussion of food safety



Dr. Ian Williams from the Center for Disease Control conducting the Tabletop Food Safety Exercise.



Lance Jungmeyer, president of FPAA recognizes Mike Taylor, Deputy Commissioner of FDA with a Lifetime Achievement Award.



Great participation of community members, industry members and US and Mexican Government officials



Dr. Hugo Fragoso, general director of food safety of SENASICA in Mexico explains how proactive Mexico is in terms of food safety.



Bruce Ross of the FDA in Washington, DC

EVENT RECAP

Speakers from Mexico and the U.S. joined the FPAA in the discussions that took place during the Spring Policy Summit 2016 on March 15-16 at the Tubac Golf Resort.

Among these speakers were U.S. government officials representing the Food and Drug Administration (FDA), Centers for Disease Control (CDC), and their Mexican counterparts from the Mexican Department of Agriculture (SAGARPA) and Mexican Health Department (COFEPRIS). Also there was participation from the Arizona Department of Transportation (ADOT), Customs and Border Protection (CBP), and a representative from the office of Sen. Jeff Flake.

The topics included the implementation of the Food Safety Modernization Act (FSMA) and how Mexico is proactively seeking ways to improve its methods to verify safety and quality in its increasing production of fresh foods.

At the event, Mike Taylor, deputy commissioner for food of FDA reminded attendees that his days in the position were numbered but that the agency has created a solid path forward in implementing FSMA. FPAA recognized his great contribution and achievements by honoring him with the “Lifetime Achievement Award.”

“By shepherding the process of creating the provisions under the FSMA, Mike Taylor has enabled a lifetime of work. Indeed, this may be the only overhaul of food safety laws for many years to come, and Mike’s work with FDA staff to engage with industry toward better food safety is an example that other agencies should seek to emulate,” said FPAA President, Lance Jungmeyer.

The event concluded with an interactive exercise led by Dr. Ian Williams, chief of the Outbreak Response and Prevention Branch at the U.S. CDC. Participants learned how the federal agencies work in the case of a multistate outbreak and when/ how FDA gets involved.

PHOENIX ADVOCACY

In keeping with the strategic goals and priorities of the Board, FPAA continues to make inroads in Arizona state government. FPAA staff and members have worn a rut on I-19 and I-10 between Nogales and Phoenix, taking issues to the legislature, key agencies and Governor Doug Ducey.

Transportation infrastructure has been one of the big issues. Indeed, FPAA gathered together leaders from across the state to visit Gov. Ducey and seek a plan forward for overhauling SR-189 in Nogales, a key state highway that links the flagship \$200 million Mariposa Port of Entry to I-19, ushering in

wave upon wave of commercial goods to drive the North American economy. Key partners in the meeting included the Greater Nogales and Santa Cruz County Port Authority, Maricopa Association of Governments, Pima Association of Governments, Tucson Mayor Jonathan Rothschild and numerous others.

Several FPAA members and staff met with Arizona Governor Doug Ducey in Phoenix on October 29, 2015. The meeting was organized to discuss crucial transportation funding and the need to advance the state's project to enhance SR 189/Mariposa Road. Also attending were representatives of the Maricopa Association of Governments, the Pima Association of Governments, the SouthEastern Arizona Governments Organization, John Doyle, the Mayor of Nogales, Supervisor Rudy Molera of Santa Cruz County, and Jonathan Rothschild, Mayor of Tucson. All of these groups and individuals expressed their strong support and prioritization for improving SR 189 in Nogales as it is the major corridor linking Arizona and Mexico.



HIGHLIGHTS

In the meantime, FPAA continues to educate legislators on key issues like border banking, Customs staffing, food safety and more.

FPAA traveled to several Arizona State Transportation Board meetings to emphasize the economic benefit of accelerating the buildout of SR 189. This effort culminated in February of 2016 when the Transportation Board hosted a monthly meeting in Nogales, where FPAA's Lance Jungmeyer, Allison Moore, Jaime Chamberlain, Scott Vandervoet, Walter Ram, Terry Shannon, Guillermo Valencia, and more spoke about the importance of SR 189 and achieving the full buildout of the project and also achieving needed improvements at Ruby Road, Rio Rico Drive and the East Frontage Road.

In December of 2015, FPAA met with Representative Rick Gray, Chair of the House Transportation Committee in the AZ

State Legislature, to discuss transportation priorities including SR 189.



Asociación de Maquiladoras de Sonora A.C. and FPAA speak to Rep. Rick Gray

In September of 2015, FPAA attended the Border Legislative Conference in Phoenix, Arizona on September 10-11, 2015. The meeting is organized by the Council of State Governments West and brings together state legislators from 10 border states along the U.S./Mexico border. The conference serves as a mechanism for

on-going dialogue and collaboration among state legislators of the United States and Mexico.

In August of 2015, FPAA's Allison Moore, along with Bruce Bracker from the Greater Nogales SCC Port Authority and Luis Ramirez, advisor to the Port Authority, were panelists on the Arizona Public Television show AZ Week. The purpose of their participation was to discuss economic impact that a project like this would have in the Nogales region and its effects in the cross-border trade.

In July of 2015, FPAA President Lance Jungmeyer met with the CBP Joint Field Command, which is now called the Joint Task Force West. FPAA was briefed about the new structure, which is part of a

coordinated effort to address immigration, smuggling and other Department of Homeland Security efforts along the Southern border.

In June of 2015, FPAA hosted a meeting in Nogales with René Guillen, Jr., Policy Advisor of Government and Transportation for Governor Doug Ducey, Juan Ciscomani, the Director of the Governor's Southern Arizona Office, Ed Foster of the Arizona Department of Agriculture (ADA), State Senator Andrea Dalessandro, Laura Oxley, ADA PIO, Becky Barry, Governor Ducey's Deputy Director of the Southern Arizona Governor's Office, and Wendi Gutierrez, ADA Program Project Specialist.

In June of 2015, several members of the FPAA, including Scott Vandervoet, Sabrina Hallman, Chuck Thomas and Chris Ciruli, met to discuss border banking and how to move forward with Congressman David Schweikert, a member of the Arizona Federal Congressional Delegation and a member on the House Committee on Financial Services. Also in attendance were Paul Hickman of the Arizona Bankers Association and Tom Forese of the Arizona Corporation Commission.



FPAA board meets in Phoenix

In May of 2015, FPAA hosted a meeting with Director John Halikowski from the Arizona Department of Transportation, Kim Sabow, (then) Director of International Policy from the Office of the Governor, and David Farca, the President of the Board of Directors of the Arizona Mexico Commission. A packed room was on hand to ask questions about infrastructure, such as SR-189, Exit 12 and I-11. FPAA emphasized the need for ADOT to push forward on these projects to encourage more trade.



David Farca, President of the Board of Directors of the Arizona Mexico Commission, speaks to FPAA

In April of 2015, FPAA met with the new Director of the Arizona Department of Agriculture, Mark Killian. FPAA briefed him on key issues at the border, from Customs staffing to food safety issues.

In April of 2015, FPAA attended the 106th Arizona Town Hall on Transportation, contributing to a guidance document for the state.

April 17, 2015, saw the commemoration of the completion of the bridge on Old Tucson Road in Nogales. This bridge, which links produce warehouses, was out of commission for years.



FPAA Joins state, city and county authorities in the ribbon cutting ceremony of the bridge on Old Tucson Road in Nogales

In February of 2015, FPAA met with Arizona Congressman Paul Gosar. FPAA Members Jaime Chamberlain, Scott Vandervoet, JB Manson, Sabrina Hallman and Terry Shannon, along with President Lance Jungmeyer, explained how the produce industry impacts the state economy, and how to creatively address industry issues like CBP staffing, highway and bridge infrastructure, and shipping by rail.

On Feb. 13, 2015, FPAA hosted several members of the Arizona State Legislature and staff members from the Legislature for a tour and discussion of trade, the border, and the economic benefits for the State of Arizona.

In February of 2015, FPAA President Lance Jungmeyer and Board Member Sabrina Hallman testified before the Arizona legislature regarding the lack of banking opportunities for border businesses.

On Jan. 22, 2015, FPAA presented before a Joint Meeting of the Arizona House and Senate Transportation Committees. FPAA discussed the economic benefits of overhauling SR 189.

WASHINGTON ADVOCACY

The FPAA and its members spend significant effort advocating for support of the fresh produce industry with federal legislators and government agency officials. Talking to elected leaders, meeting with different agencies that impact members' businesses and being involved in the legislative process helps member companies achieve continued success. On any given day, staff and members are writing letters, developing official comments to proposed regulations, participating in issue-specific coalitions, and educating people on the importance of the produce industry and trade with Mexico.



Lincoln Memorial, Washington D.C.

Each year FPAA members also converge on Washington D.C. during an annual advocacy trip in order to further strengthen governmental ties and support. It is an impressive sight when a large group of FPAA members sit down at conference tables and in Congressional offices to advocate for the association's member companies.

Following are just a few of the issues, opportunities, and activities the FPAA has been working on:

CBP STAFFING AND HIRING:

- The FPAA pushed for funding to hire an additional 2,000 CBP officers, and that funding was included in the FY 2014 Federal Budget.
- The FPAA pushed DHS to allocate staffing specifically to Arizona and organized the Federal Delegation to also request 170 officers for Arizona.
- Senators Flake and McCain and Representative McSally propose the Border Jobs for Veterans Bill Which Becomes Law. It prioritizes and streamlines the hiring of military veterans for CBP officer positions.
- The FPAA continues to work with the Federal delegation to push DHS to complete the additional hiring and bring additional officers to Arizona.

BORDER BANKING

- The FPAA raised the challenges of border banking, financing, and international business services caused by anti-money laundering regulations with the Federal Delegation.
- Senators Flake and McCain became engaged in the issue, writing letters to banks and regulatory agencies and calling for a Federal hearing on the issue.
- The FPAA met with the FDIC concerning the banking issue and its impact on our members.
- As part of the follow-up, the FDIC hosted an educational program designed to assist banks with complying with the anti-money laundering laws.
- The issue was featured in several prominent newspapers, including the Wall Street Journal.
- Leadership at the Treasury Department have now publicly stated that they will be revising their guidance documents to banks to clarify the rules and make it easier for banks to service international business activities.
- The FPAA is organizing a series of mixers for members with regional banks and also met with Canadian officials and bankers to discuss opportunities to coordinate.



U.S. Rep. Martha McSally speaks with FPAA members and Staff



FPAA members and Staff speak to U.S. Sen. John McCain



Hector Suarez from Suarez Brokerage explains the banking needs of the industry during an FPAA bank mixer



FPAA members and staff prepare to speak with USDA officials about current food safety training for Latin American Countries



FPAA meets with USDA Under Secretary Michael Scuse



FPAA members and staff speaking with FDA officials about food safety regulations



U.S. Rep. Raúl Grijalva meets with FPAA members and staff



U.S. Rep. Ruben Gallego meets with FPAA members and staff

USDA

- The FPAA submitted formal comments to the USDA to allow for the importation of avocados from additional growing regions in Mexico. This allows for states beyond just Michoacan to work with the USDA to demonstrate the phytosanitary steps necessary to export to the U.S.
- The FPAA also submitted comments to the USDA on proposed changes to the Marketing Order for Grapes giving the industry greater flexibility and aligning the Marketing Order with current industry practices.
- The FPAA joined a coalition working together on the issue of increased APHIS User Fees. The group initially requested an extension of the comment period to allow for further study of the issue. The FPAA ultimately submitted formal comments opposing the proposed increases. The USDA implemented the new fees in 2015, and the FPAA continues to work with industry partners to ensure the increased fees go towards funding staff and activities associated with the APHIS inspections, including CBP agriculture inspector staffing.
- The FPAA also submitted comments supporting the establishment of a PACA-like trust covering Canadian Sales.

FDA

- The FPAA has submitted a variety of comments to the FDA over the past 18 months as the agency works to implement the Food Safety Modernization Act (FSMA), including:

FDA's Proposed Intentional Adulteration Rule
 Proposed Sanitary Transportation Rule
 Produce Safety Rule
 Preventive Controls Rule
 Foreign Supplier Verification Rule
 Voluntary Qualified Importer Program Proposal
 FDA's FSMA Implementation Plan
 Proposed Third-Party Auditor Rules

- Following the publication of several key rules under FSMA, the FPAA coordinated with FDA and other industry groups on a series of webinars to discuss the final regulations.
- The FPAA spoke at an FDA panel in Washington, DC on food safety.
- The FPAA is also participating in a new partnership with Federal agencies and other industry groups to improve the method for investigating foodborne illnesses.
- The FPAA has joined a coalition of groups that oppose the implementation of user fees on imported commodities. At the same time, the FPAA is working to increase FDA's appropriated funding, hopefully circumventing the need for user fees to fund food safety operations.
- The FPAA worked closely with the FDA on a proposed sampling assignment on cucumbers and hot peppers for FY2016. Each year the FDA chooses commodity groups to focus on in order to increase their baseline knowledge of FDA-regulated commodities. The FPAA pointed out several issues with previous assignments which led to many internal agency changes to improved sampling assignments moving forward.
- In addition to maintaining close working relationships with officials in Washington, DC, the FPAA also regularly meets with FDA officials in Mexico City.
- The FPAA guided members through mandatory re-registration with the FDA under the Bioterrorism Act.

OTHER MEETINGS

- The FPAA holds regular meetings with staff and elected officials from our Federal delegation, including Representatives Grijalva, McSally, Salmon, and Schweikert and Senators Flake and McCain. We also attend an annual Border Briefing where all Arizona staff from the Federal delegation comes together to talk about the needs and opportunities of trade with Mexico.

STAFF LETTER



Dear FPAA Members,

As I sit to write this letter, I am amazed to realize how many seasons I have spent working with all of you. November 2016 will begin my 15th year at the FPAA. I count myself very lucky to work with so many passionate, knowledgeable, and professional people who truly care about this industry. The FPAA has great members, people who never hesitate to give advice and feedback about issues and opportunities, people who attend meetings to advocate for their companies and their neighbors' companies as well, and people who never hesitate to share their expertise.

Getting members' trucks across the border efficiently is a key focus for the FPAA. To that end, we will continue to be the squeaky wheel when it comes to staffing our ports of entry. After years of effort, we were successful in getting Congress to budget for an additional 2,000 officers for Customs and Border Protection (CBP). Now the challenge is getting officers hired and positioned on the border. The FPAA has been working closely with our Federal Congressional Delegation to put the necessary pressure on CBP to improve their hiring process. We push not only to hire the officers that CBP has allocated in their budget, but to also ensure that Nogales receives its necessary share of new officers. Thankfully, we are now seeing more hearings in Congress with CBP to address this and other issues.

Infrastructure improvements are another key to moving members' goods efficiently. In addition to the work we do on the Mexican side of the border to improve key corridors leading to Nogales, we also continue to work closely with the Arizona Department of Transportation on funding improvements to key roadways here, including SR 189 (Mariposa Road), Ruby Road and Rio Rico Drive.

Some of you might have also seen construction on Old Tucson Road. That is a direct result of the overweight fees paid by the industry and being allocated back to the City of Nogales and Santa Cruz County. We were able to work with both local entities to prioritize this project and have them collaborate on improvements from the new bridge to Grand Avenue. This is but one of projects that will be undertaken by local governments to improve infrastructure. Our goal is to always ensure that overweight fees go to improve the roadways w

In early March, the Wall Street Journal ran an article where the U.S. Comptroller of the Currency acknowledged that federal anti-money-laundering laws might be causing banks to go overboard on "de-risking" by eliminating certain businesses and relationships due to fear of running afoul of the laws. The Comptroller said they are looking at possible new guidance to banks to alleviate the knee-jerk reactions that have resulted in many new banking challenges for international business. We have been very vocal on this issue, and Washington is finally hearing that there are real issues and unintended consequences caused by federal regulations. The FPAA is working to ensure that the Comptroller and the Department of Treasury continue to hear the concerns from our members about banking along the border.

I would be remiss if I didn't talk about how much of the coming year will focus on implementing the new Food Safety Modernization Act (FSMA). There are a lot of large, complicated regulations that will impact member companies, and the FPAA will be working to bring verified training opportunities to members to help everyone comply moving forward.

These are just a few of the key projects I will be working on this year. You can also expect to hear more from me when it comes to crisis management updates, Tomato Suspension Agreement updates, and more. Many of you call on a regular basis with questions or comments. Please keep the phone calls coming! If you don't call or write, I encourage you to get in touch about any questions or feedback you may have. The best part of my job is hearing from all of you.

A handwritten signature in black ink that reads "Allison". The signature is written in a cursive, flowing style.

ALLISON MOORE

DIRECTOR OF LEGISLATIVE AND REGULATORY AFFAIRS

MEXICO ADVOCACY

FPAA continues its advocacy efforts south of the border. Successful meetings to talk about the needs of the FPAA members have taken place in Mexico City, Culiacan, Guadalajara, and many other venues.

FPAA has continued to strengthen its relations with the Mexican Agriculture Ministry and its Food Safety and Inspection Office (SENASICA), Promotion office (ASERCA) and the statistic and Information office (SIAP); and many other Mexican governmental offices. FPAA also has continued to develop a close relationship with U.S. offices in Mexico such as the Food and Drug Administration, the USDA Foreign Agricultural Service, and the Arizona Trade and Investment Office in Mexico City.

FPAA staff and members meetings have been focused heavily on food safety; ensuring highly collaboration between Mexican and U.S. entities that have been representative of the successful Spring Policy Summit events. Moreover the FPAA has continued bringing awareness about FPAA members and industry related issues in Mexico.

In July 2015 the FPAA organized its fifth annual trip to Mexico City; Member Scott Vandervoet and Chairman Matt Mandel dedicated 3 days with President Lance Jungmeyer and Foreign Affairs Director Georgina Felix to meet with Mexican government.

FPAA met with Marco Frias, SCT's Deputy Director General of Road Development to discuss and provide feedback on the status of the Nogales Corridor Project. At the meeting, SCT mentioned that Mexico would sign an MOU with the Arizona Department of Transportation to further develop the binational trade corridor from Federal Highway 15 to the anticipated route of Interstate 11 – this MOU was signed on March 1st 2016.

FPAA also met with Hemer Garcia, SENASICA's Director of Mobilization; SENASICA is a pivotal ally bringing the industry concerns on the Querobabi Military check point on Federal Highway 15 (north of Hermosillo Sonora), to the Mexican Army. At the time, SENASICA mentioned that the first phase of the expansion on the check point would be finished in October 2015 and at that point infrastructure and equipment provided to the checkpoint came from SENASICA's budget. Mid-February 2016 saw the full expansion of Querobabi military check-point; the Mexican government invested \$300 million pesos in this expansion; the checkpoint now has an extra gamma-ray machine and a cold room inspection dock.

During the 2015 FPAA trip to Mexico City, there was an ongoing cyclospora outbreak, and the subject was extensively covered with Sandra Cruz FDA's Assistant Regional Director for Latin America Regional Office, and with Hugo Fragoso General Director of Food Safety. FPAA learned that Mexican cilantro was identified as the source of the outbreak in Texas. FPAA was warned that FDA was going to declare an import alert on all cilantro coming from the state of Puebla (responsible for 56% of all of the exports to the U.S.), and that SENASICA was working on a proposal for FDA to provide a solution to the import alert – on July 27, the FDA implemented an import alert to detain without physical examination all shipments of fresh cilantro from the state of Puebla from April 1 through August 31, 2015; SENASICA and COFEPRIS incorporated a system for risk reduction, including export controls for cilantro from the state of Puebla; and FDA COFEPRIS and SENASICA worked collaboratively to prepare a "green list" of companies in Puebla whose shipments of cilantro would not be detained.

Throughout the year, FPAA shared its FSMA comments with SENASICA and participated in several of SENASICA's industry outreach meetings, some as a participant some others as speakers.



On July 24, 2014 the FPAA organized the first meeting of the United States – Mexico Produce Food Safety Working Group; this group consists of representatives of industry and trade organizations from Mexico and the U.S. and observers from SENASICA, COFEPRIS and the FDA. The purpose of the group is to work with food safety authorities to discuss and share guidance regarding produce practices of produce for export.

FPAA has met with Georgius Gotsis, Coordinator of Commercial Promotion Office of the Agriculture Department (ASERCA) on several occasions: Mexico City trip, Sinaloa Encanta event, PMA just to mention some, with the purpose of strengthening relations with the Mexican Ag Department as well as to promote the Port of Nogales and FPAA Members. ASERCA has been a big supporter of FPAA events; through ASERCA's programs FPAA has been able to work with different organizations such as Mexico Calidad Suprema and the Greenhouse Growers Association (AMHPAC) to advance industry's knowledge throughout the summits and conferences organized by the FPAA.

As part of FPAA's government outreach efforts, FPAA met with Patricia Ornelas, Chief Director and Jorge Tenorio Director of Strategic Analysis of the Statistic and information office of the Agriculture Department (SIAP); at this time the FPAA learned of all the agricultural statistical information gathered by the Mexican Government and how to access it; this important tool helps FPAA members to get product availability information, as well as its location and possible areas of growth and entrepreneurship.

STAFF LETTER



Dear FPAA members,

This year is my 10th anniversary at the Fresh Produce Association of the Americas. In all of these years I have been very fortunate to work closely with many of you on issues that affect our industry. We have done numerous trips to Mexico City, Culiacan and Hermosillo to name a few. We have also had many other meetings to advocate for the needs of our industry and to provide valuable input on policies that affect the day to day of your business.

Sometimes it takes years to see some of our work reflected in the industry. Some other times the impact is immediate. For many years we have worked with the Mexican Agriculture Ministry, specifically with SENASICA, informing them of the delays at the Military Check Point of Querobabi. The Mexican Federal Government, through SENASICA invested 300 million pesos in a project to improve the checkpoint by adding more commercial lanes, gamma ray-machines, inspection areas, cold rooms and so on. The redesigned checkpoint was inaugurated in mid-February, and now it has the capability to inspect over 1,500 trucks per day.

Moreover we continue working with Mexican and U.S. Customs to address your needs. Year after year we have coordinated with these offices to provide Sunday services that you can take advantage of avoiding some of the delays of accumulated traffic on Mondays. Additionally we have the opportunity to pursue a preclearance / joint Customs facility in Nogales that would have the ability to improve crossings at our port of entry. The FPAA has been monitoring the expansion project of the Nogales corridor; this ongoing project has its own challenges as it involves more than one agency and a private concessionaire. The expansion project includes a second facility of Mexican Customs on Km. 4 of the Nogales corridor, and some additional lanes; at the same time, Mexican Customs will be modified to accommodate the increased commercial traffic. This project will be completed specifically by Mexican Customs.

Maintaining the close working relationship with our partner grower organizations in Mexico, this past season the FPAA has primarily focused in two items 1) food safety, through the U.S. -Mexico Food Safety Working Group that the FPAA co-chairs, which through thoughtful collaboration provides guidance on emerging trends, science and best practices in the produce industry, and 2) social responsibility, a very important subject that has been in the media recently, and which unfortunately not highlighting the best practices that many of our partners in Mexico have. The FPAA promoted the creation of an alliance of organizations in the U.S. and Mexico to increase the awareness of best practices of social responsibility and agriculture workers wellbeing in Mexico.

As part of the FPAA team I can tell you that we work every day to address the different challenges that affect you individually and as an industry, and we work hard to make your business easier by promoting a flawless flow of produce through our border.

I would like to conclude this letter by thanking you for being part of the FPAA, and for the time and effort that you have dedicated to make a stronger industry through the FPAA.

A handwritten signature in black ink that reads "Georgina Felix". The signature is fluid and cursive.

GEORGINA FELIX
FOREIGN AFFAIRS DIRECTOR

SOCIAL RESPONSIBILITY



FPAA Embraces Message of Social Responsibility

As the Mexican fresh produce industry continues to improve working conditions and benefits for farm laborers, the FPAA plays a valuable support role.

FPAA is a founding member of the Alianza Hortofrutícola Internacional para el Fomento de la Responsabilidad Social (AHIFORES), which translates to "International Fruit and Vegetable Alliance for Social Responsibility." AHIFORES' mission is to enhance the visibility of Mexico's fresh produce industry's long term commitment to the integral development of farm workers as well as to actively promote industry wide awareness and consistency in the implementation of socially responsible business practices.

FPAA provides a crucial link between Mexican grower organizations and the U.S. market. AHIFORES comprises nearly all Mexican fresh produce growing organizations, including CAADES, AMHPAC, AALPUM, EMEX and many more. Members currently represent 90% of Mexico's fresh produce industry, including top exports such as asparagus, avocados, berries, citrus, grapes, mangos, papayas and tomatoes, among others.

The organization represents the first time such a broad array of associations and industry leaders have joined together to work on a common goal. FPAA's 2014-16 Chairman, Matt Mandel, serves as the FPAA designee to AHIFORES.

Among FPAA's efforts to support AHIFORES, FPAA sponsored the first Global Fresh Produce Summit on Responsible Labor Management, which occurred at the 2015 Produce Marketing Association's Fresh Summit.

The work of the AHIFORES reflects both the Mexican and U.S. members understanding that social responsibility is a process that requires continuous improvement and a long term commitment. The strength of the organization lies in its extensive network of fresh produce growers across Mexico and experts in the field of social responsibility. That network will be invaluable in disseminating the best practices, educational programming, and the information resources AHIFORES plans to offer.



EDUCATIONAL SESSIONS

We are actively seeking ways to improve the well-being of our business members, we want to make sure to provide high quality material according to the needs and interest expressed by them. We are certain that these seminars will positively affect the everyday operations as well as the industry as a whole.

MARCH
2015

18 IMPLEMENTING AN INTERNSHIP

Kyle Sharp, MBA MS, College of Agriculture and Life Sciences from The University of Arizona presented a seminar to explain how to implement an internship in your company as follows: Basic internship definitions and understanding of legal issues related to hiring interns (liability, employment law, and compensation), best practices in designing an internship program and/or project, writing position description, selection criteria, selection and interview processes & University policies and procedures.

MARCH
2015

18 SMARTPHONE BIOSENSORS FOR FOOD AND WATER SAFETY

Biosensors Laboratory at the University of Arizona (directed by Associate Professor Jeong-Yeol Yoon) is conducting research on several microfluidic applications. The first is the use of paper microfluidics and the smartphone-based optical detection, and the second is the use of droplet PCR microfluidics (called "DOTS qPCR"), towards extremely rapid, field-deployable pathogen biosensing for food, water and medical applications. Targets include E. coli, Salmonella, bird flu, H1N1 flu, malaria, MRSA, thyroid-stimulating hormone, and cancer markers.

APRIL
2015

8 CPR TRAINING

CPR Training conducted by Ben Guerrero of the Tubac Fire Department.

APRIL
2015

30 AFFORDABLE CARE ACT

The Affordable Care Act seminar was given by Matt Bigham from Western Growers.t.

MAY
2015

21 PLAN FOR NEXT SEASON

Phil Gruszka of FreshLook Marketing presented the Plan for Next Season seminar. He talked about the retail sales, and growth trends for major items sold through Nogales, and explained how regional markets are tracking against the national average on a 52-week basis.

JUNE
2015

18 SET THE TABLE FOR SUCCESS

Robin Lucky of International Agricultural Marketing Management gave the Set the Table for Success seminar & she explained what is causing the growth curve in food service, and how you can capitalize on it.

JULY
2015

9 ENHANCING AND STRENGTHENING SUPPLY CHAIN SECURITY AND COMPLIANCE WITH C-TPAT

Enhancing and Strengthening Supply Chain Security and Compliance with C-TPAT seminar, was given by Jack Duke. The presentation was about reviewing supply chain security measures taken by companies; implementing programs; and continued review of such programs to reduce the risks of companies becoming victims.





AUG 2015 **12 NATURALIZATION 101**

The seminar Naturalization 101 covered information for legal permanent residents interested in Citizenship. Topics covered were Naturalization Requirements, Steps to Naturalization, Website Resources, & Test Materials / Citizenship Classes.



SEPT 2015 **24 TEMPERATURE MATTERS-KEEP PRODUCE OUT OF THE KILL ZONE & SAVE MONEY**

The Temperature Matters-Keep Produce out of the Kill Zone & Save Money seminar was given by Dennis Kihlstadius. Dennis discussed how to keep produce out of the kill zone, and thus preserve flavor and quality.



OCT 2015 **8 SATURATION EFFECT-TOMATO MARKET TRENDS**

The North American tomato market continues to evolve. Now more and more U.S. and Canadian greenhouse companies are setting up regional greenhouses to serve the "local" market. This trend may have a profound impact on the tomato supply and demand. Roberta Cook of University of California-Davis is one of the pre-eminent economists in the produce industry, and she gave an overview of emerging and continuing dynamics in the tomato industry.



OCT 2015 **12 HACCP TRAINING**

SCS Global presented this seminar, conducted by Ingrid Peñuelas, an expert in food safety management, and quality assurance in manufacturing, agriculture and in facility audits. Attendees learned to create or update a risk assessment plan for packing, storage, distribution or processing/manufacturing. This training covered the fundamental documents, processes, and procedures which HACCP requires. The training also covered FSMA HARPC updates.



OCT 2015 **15 MAKE IT PERSONAL-CONNECTING & BUILDING RELATIONSHIPS WITH CLIENTS & STAFF**

During his three decades at The Packer newspaper, Bill O'Neill learned the key to creating lasting relationships with clients was to really work at the relationship. Famous for remembering small details about people he hadn't seen in years, O'Neill earned the respect of colleagues and business partners alike. The former Publisher of the Packer and Vice President of Vance Publishing shared practical tips about connecting with your customers -- and making yourself memorable.



NOV 2015 **12 MAKING ADJUSTMENTS IN ACCORDANCE WITH THE TOMATO SUSPENSION AGREEMENT**

When making price adjustments for quality, sellers and buyers of Mexican tomatoes have certain obligations under the Tomato Suspension Agreement. Timeliness and accuracy are of the utmost importance. In order to better understand the intricacies of the law, and your obligations as a seller, Kip Martin of Coogan & Martin gave this seminar to keep members informed on this issue.



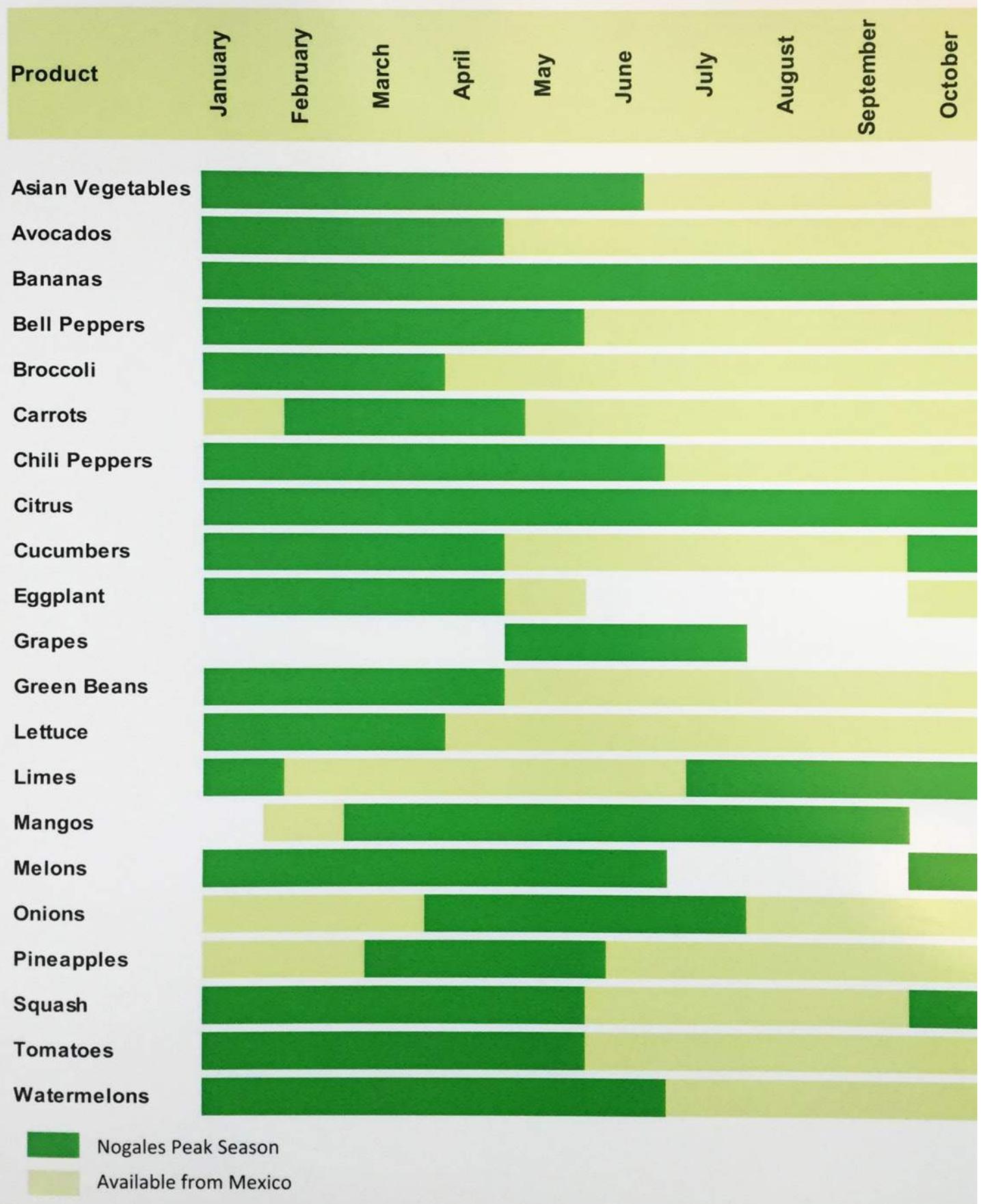
DEC 2015 **10 CUBA: POTENTIAL CHALLENGES AND OPPORTUNITIES FOR THE WINTER VEGETABLE MARKET**

As relations continue to thaw between the United States and Cuba, observers wonder whether Cuba may become a supply option for produce items produced in the United States or imported in the wintertime – items that could compete with imports from Mexico. William Messina is an Agricultural Economist at the University of Florida's Institute of Food and Agricultural Sciences. Messina has been studying Cuba's agricultural sector and tracking the state of the produce industry in Cuba since the early 1990s, and he helped explain the challenges and opportunities for Cuba to sell produce to the United States.

THE GROWING REGIONS



FOUR SEASONS OF PRODUCE



OVERWEIGHT PERMIT SAVINGS BREAKD

The Fresh Produce Association of the Americas worked with the Arizona Department of Transportation, the City of Nogales and Santa Cruz County officials to establish the overweight permit program. This program allows companies to import trucks weighing up to 90,800 pounds to a limited zone near the border, on designated streets only.

- This compares to 80,000 pounds typically allowed.
- Companies can participate in the overweight program by purchasing a \$75 overweight permit for each load.
- This program generates about \$3 million a year, with the proceeds split with the state (50 percent), Nogales (25 percent) and Santa Cruz County (25 percent). The state legislature approved this revenue-sharing program in 2012 with the intention that the funds be used on streets traversed by the overweight trucks.
- The overweight program saves companies thousands of dollars per year. See the chart below for examples of how much is saved per truckload.

**Overweight moneys
average annual return to the
community are:**

**\$750,000
to the City**

**\$750,000
to the County**

**\$1.5 million
to the State**

PRODUCT	PACKAGES PER PALLET	PACKAGES PER AVG 53', 80,000 LB TRUCK	AVG FREIGHT PER TRUCKLOAD CULIACAN TO NOGALES	AVG PALLETS PER 80,000 LB TRUCK	AVG FREIGHT PER PKG or LB CULIACAN TO NOGALES ON 80,000 LB TRUCK
CUCUMBERS 1 1/9 bushel (56 lbs)	42	756	\$1,700	18	2.25
PICKLES (46 lbs)	42	756	\$1,700	18	2.25
PICKLES / BINS (2125 lbs)	1	18	\$1,700	18	0.044
SQUASH / 4/7 CARTON (26 lbs)	80	1600	\$1,700	20	1.06
LOUPES (43 lbs)	56	1008	\$1,700	18	1.69
DEWS (22.5 lbs)	70	1400	\$1,700	20	1.21
WATERMELON BOX (57 lbs)	28	560	\$1,700	20	3.04
WATERMELON SMALL BIN (774 lbs)	3	54	\$1,700	18	0.044
ROUND TOMATOES (25 lbs)	80	1600	\$1,500	20	0.94



ADDITIONAL PALLETS PER 90,800 LB OVERWEIGHT TRUCK	ADD'L BOXES or LBS PER 90,800 LB OVERWEIGHT TRUCK	TOTAL PKGS or LBS ON 90,800 LB OVERWEIGHT TRUCK	AVG FREIGHT PER PKG or LB ON 90,800 LB TRUCK	FRT SAVINGS PER PKG OR LB ON 90,800 LB TRUCK	FREIGHT SAVINGS PER OVERWEIGHT TRUCKLOAD WITH ADD'L PACKAGES	FREIGHT SAVINGS ON 1 MILLION PKGS
4	168 boxes	924 boxes	\$1.84	\$0.41 box	\$378	\$408,850
5	210 boxes	966 boxes	\$1.76	\$0.49 box	\$472	\$488,843
5	10625 lbs.	48,875 lbs.	\$0.03	\$0.010 lb	\$472	N/A
5	400 boxes	2000 boxes	\$0.85	\$0.21 box	\$425	\$212,500
4	224 boxes	1232 boxes	\$1.38	\$0.31 box	\$378	\$306,638
6	420 boxes	1820 boxes	\$0.93	\$0.28 box	\$510	\$280,220
5	140 boxes	700 boxes	\$2.43	\$0.61 box	\$425	\$607,143
12	9288 lbs.	51,084 lbs.	\$0.03	\$0.011 lb	\$570	N/A
5	400 boxes	2000 boxes	\$0.75	\$0.19 box	\$375	\$187,500

IMPORT REPORT

In January 2016, FPAAs made the import report for the 2014-2015 produce season available to all members and interested parties. This report highlighted the following:

5.6
BILLION
LBS.

NOGALES
NUMBER ONE
PORT OF ENTRY

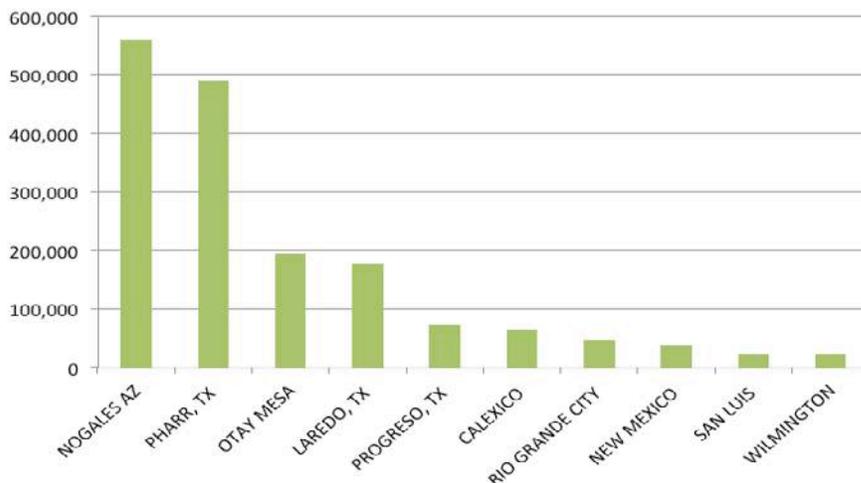
TOMATOES
CONTINUE TO
BE NUMBER ONE

● Nogales continues to be the number one port of entry for Mexican produce in volume with a total of 5.6 billion pounds of fresh produce crossing during the 2014-15 season, according to Market News from the AMS of USDA.

● Approximately two thirds of the total imported volume of Mexican Produce were fresh vegetables and one-third fresh fruit.

● Among the top 10 imports in volume and in order were: tomatoes, watermelons, cucumbers, squash, bell peppers, grapes, mangos, chili peppers, melons and eggplants. These represent approximately 89% of the total products imported from Mexico through Nogales.

Produce Importations- Top 10 Ports
in 10,000 lbs.



By Item	Volume by Season in 1,000 lbs.			Mkt Share in Volume		
	2012-13	2013-14	2014-15	3 yrs	2yrs	1yr
Tomatoes	1,260,318	1,185,773	1,123,825	22%	20%	19%
Watermelons	905,850	1,033,015	1,111,168	16%	18%	19%
Cucumbers	683,213	756,228	784,527	12%	13%	13%
Squash	529,896	632,232	622,265	9%	11%	10%
Bell Peppers	578,142	558,752	571,723	10%	10%	10%
Grapes	289,949	299,617	314,994	5%	5%	5%
Mangos	215,680	194,600	215,092	4%	3%	4%
Chili Peppers	183,155	208,981	210,146	3%	4%	4%
Melons	211,857	215,877	226,801	4%	4%	4%
Eggplant	109,429	103,926	99,623	2%	2%	2%
Top 10 volume	4,967,489	5,189,003	5,280,164	87%	89%	89%

Watermelons' imported volumes are up 23% compared with two years ago and up 8% compared to one year ago.

Imports continue to raise in volumes. The overall growth of the top 10 items was 6.3% in two years ago and 1.8% in one year.

INFRASTRUCTURE

Working with local, state and federal officials to address transportation infrastructure needs is a vital part of the FPAA's activities on behalf of members. This year we have seen some important advancements in regional transportation improvements and planning on both the U.S. and Mexican sides of the border.

LOCAL

The City of Nogales and Santa Cruz County have undertaken several local infrastructure improvement projects, many of which significantly benefited from the overweight fees that are paid by trucks purchasing the overweight permits from the Arizona Department of Transportation (ADOT) and returned in part to the City and County. We have seen important improvement projects on Gold Hills Road, Old Tucson Road, spot improvements in the Rio Rico Industrial Park, and more. Additionally, Santa Cruz County has developed a master plan to completely overhaul the secondary roads within the Rio Rico Industrial Park. The City of Nogales has also completed an initial study to examine widening and improvements to bridges at Gold Hills Road, Calle Sonora, and Donna, all of which lead to local produce companies.

MEXICO

Mexico has committed over \$1 billion in improvements to Highway 15, the main artery connecting Mexico's west coast to the Mariposa Port of Entry in Nogales, Arizona. These improvements will minimize delays and create a safer, more efficient trade route all the way from Mazatlán to the border.

STATE

The Arizona Department of Transportation and Mexico's Ministry of Communications and Transport signed an agreement in March 2016 to further Arizona and Mexico's collaboration on developing the key trade corridor along Interstate 19 in Arizona and Highway 15 in Mexico. This will leverage activities on both sides of the border.

ADOT has also repaved SR 189 (Mariposa Road) at a cost of over \$4.5 million and completed widening of SR-189 at I-19, creating two left-turn lanes for east bound traffic to turn onto I-19 north. These are interim improvements until a full project to improve SR-189 breaks ground. The FPAA is working with others in the local community and with ADOT to determine the fastest way to advance a complete overhaul of SR-189. The state is currently finalizing the Design Concept Report and necessary environmental impact studies, and it is possible that SR-189 could be started as early as 2018. Within these discussions, the FPAA is exploring accelerating improvements at Ruby Road/East Frontage Road/Rio Rico Drive.

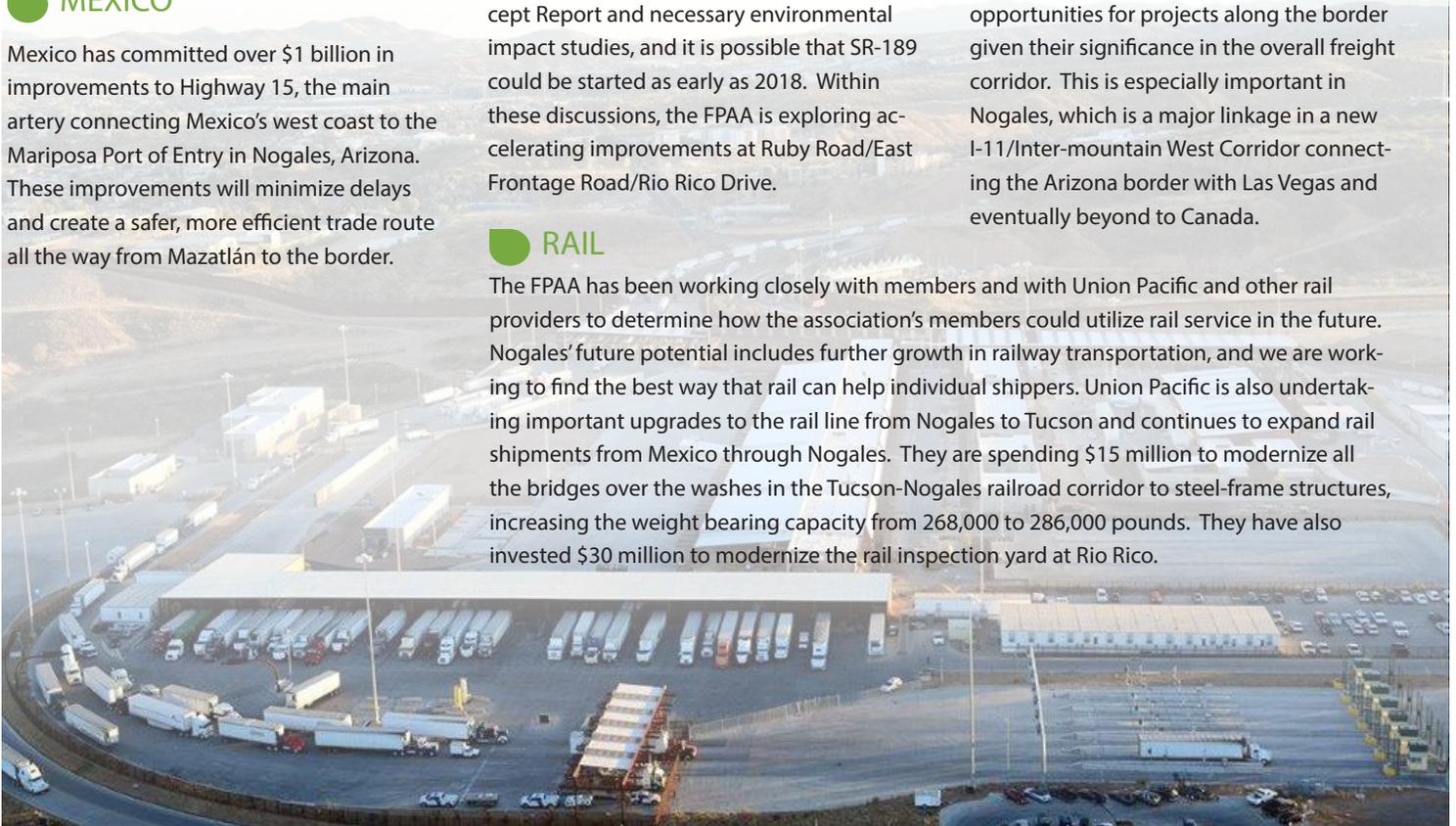
RAIL

The FPAA has been working closely with members and with Union Pacific and other rail providers to determine how the association's members could utilize rail service in the future. Nogales' future potential includes further growth in railway transportation, and we are working to find the best way that rail can help individual shippers. Union Pacific is also undertaking important upgrades to the rail line from Nogales to Tucson and continues to expand rail shipments from Mexico through Nogales. They are spending \$15 million to modernize all the bridges over the washes in the Tucson-Nogales railroad corridor to steel-frame structures, increasing the weight bearing capacity from 268,000 to 286,000 pounds. They have also invested \$30 million to modernize the rail inspection yard at Rio Rico.

FEDERAL

After several years and many false starts, the Army Corp of Engineers finally replaced the bridge on Old Tucson Road, connecting many produce warehouses to Grand Avenue and also to the East Frontage Road leading to the Rio Rico Industrial Park. The FPAA has been a vocal proponent of getting the bridge replaced and worked closely with Santa Cruz County to continue pressuring the Army Corp to restore access on a key trade corridor in the region. Coupled with improvements to the road now being undertaken by the City and County, users of Old Tucson Road will see marked improvements in access from both directions.

This year also marked the first time in many years that Congress passed a multi-year transportation bill. Several provisions in the bill could provide important funding opportunities for projects along the border given their significance in the overall freight corridor. This is especially important in Nogales, which is a major linkage in a new I-11/Inter-mountain West Corridor connecting the Arizona border with Las Vegas and eventually beyond to Canada.



INDUSTRY TIMELINE



The first rail cars of Mexican-grown cantaloupes entered the U.S. via Nogales. According to the Border Vidette newspaper Two carloads of melons planted by Mexican farmers just north of Hermosillo were shipped to Colorado.



Empalme, Sonora

In the early 1900's trains loaded with fresh produce had to stop in facilities like this one to receive fresh ice.



The Mexican Revolution makes it difficult to transport produce by rail from the state of Sonora and Sinaloa to Nogales between 1910-1917

YEAR 1905 1910 1915



In 1944, Nogales produce men Carlos Bennen, Walter Holm, Manuel "shorty" Martinez and Rose Parks organized the West Mexico Vegetable Distributors Association in Nogales.



During 1932 - 1934, the Nationalization of "Market Controls" are imposed by the Mexican Government. Wells Fargo Co. took over the entire sales operation in Nogales



In 1926 Honeydews from Cajeme, now Ciudad Obregón, received a gold medal award during an annual agricultural fair in Mexico.

1940 1930 1925



Circa 1950, produce men inspect PFE car of bell peppers in Nogales, Arizona



In 1957, Al Harrison sits waiting for results of a sugar test of watermelon in the back of a hand-stacked produce truck.



In 1963 the West Mexico Vegetable Distributors Association purchased its first office building at 30 E. Hudgins St. in Nogales.

1950 1960

- Nogales has become the number one port of entry for fresh produce in the United States, with over 5 billion lbs. of fruits and vegetables imported every year.
- The state-of-the-art Mariposa Port of Entry can process over 4,000 semi-trucks daily.
- The produce industry in Nogales has grown to employ over 4,000 people in Santa Cruz County.
- Since the expansion of the Mariposa Port of Entry in 2014, over a million square feet of warehouse space has been built or permitted by the county.
- FPAA continues strong advocating, informing, supporting and strengthening of the industry.

TODAY



Transporting tomatoes from the farm to the railroad took a leap forward with the introduction of heavy trucks in the 1920s.

1920



In May 1924, 93 carloads of vegetables and melons harvested in West Mexico reached Nogales. According to Alma Ready's "Open Range and Hidden Silver, Arizona's Santa Cruz County"



In 2004, members of now FPAA celebrated the completion of their new building at 590 E. Frontage Rd, Nogales.

2000



MAKING THE STORY TRANSCEND GENERATIONS



Southwest Folklife Alliance (SFA), a nonprofit folk arts organization in collaboration with the University of Arizona, is working in conjunction with the Fresh Produce Association of the Americas on a new oral history project called The Crossroads of Conianza: A Study of The Fresh Produce Industry in Nogales, Arizona.

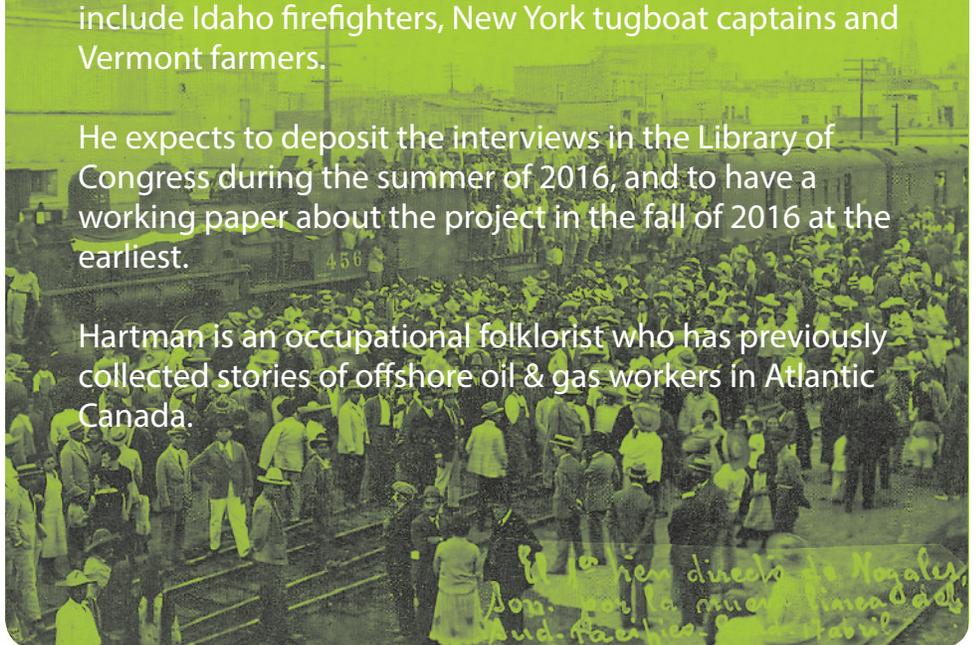
Nic Hartmann, the Folklorist-in-Residence with SFA, has been working with FPAA to collect oral histories and personal experience stories of the produce industry in Nogales and Rio Rico. This project started on August 2015 and it is planned to be completed in the summer of 2016.

Hartman has conducted around 20 hours worth of interviews, and he is working to transcribe interviews.

These stories will become part of the Archive of Folk Culture at the American Folklife Center, where they will join a collection of occupational folklife studies that include Idaho firefighters, New York tugboat captains and Vermont farmers.

He expects to deposit the interviews in the Library of Congress during the summer of 2016, and to have a working paper about the project in the fall of 2016 at the earliest.

Hartman is an occupational folklorist who has previously collected stories of offshore oil & gas workers in Atlantic Canada.



Our mission is to provide industry expertise and informed advocacy to foster the success of member companies



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