

Statement of Qualifications (SOQ)

**RFQ 2025-005: Consulting Services for an
International-Binational Relations Liaison**

Submitted by: Cross National Advisory Partners



CROSS NATIONAL
ADVISORY PARTNERS

Submission Date: December 3, 2024



Checklist of Included Items

- ☐ Statement of Qualifications
- ☐ References Form
- ☐ Conflict of Interest Form (CIQ)
- ☐ Certification regarding Debarment (Form H2048)
- ☐ Certification regarding Federal lobbying (Form 2049)
- ☐ Purchasing Code of Ethics Affidavit form
- ☐ House Bill 89 Form
- ☐ Senate Bill 252 Form
- ☐ Proof of No Delinquent Tax Owed to Webb County

Jose Maria Gonzalez Lopez, Partner

Authorized Offeror's Printed Name and Title


Authorized Offeror's Signature

12 / 3 / 2024

Date



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Executive Summary

Cross-National Advisory Partners (XNTL) is eminently qualified to serve as the International-Binational Relations Liaison for Webb County and is providing in this response all of the requirements of **RFQ 2025-005**.

Leveraging our team's extensive bicultural and bilingual expertise in binational government affairs, international relations, diplomacy, border commerce, infrastructure development, cross-border trade, engineering, law, and economics, and backed by our fluency in both English and Spanish, we are exceptionally positioned to effectively manage and significantly enhance the development of the 4/5 International Bridge System between Webb County, Texas, and Tamaulipas, Mexico. This comprehensive skill set allows us to navigate the complexities of international collaboration with a nuanced understanding of the cultural and legal intricacies that characterize the Texas-Mexico border dynamics, ensuring a smooth and effective execution of this crucial infrastructure project.

As seasoned intermediaries, we excel in diplomatic communication, seamlessly facilitating communications, negotiations, and conflict resolution with Mexican stakeholders. This ensures smooth interactions across borders and promotes strategic foresight in every negotiation. Our firm continuously monitors and advises on policy, legal, and regulatory changes, ensuring all initiatives are aligned with the legal frameworks of both the U.S. and Mexico, which provides a stable foundation for all bilateral ventures.

Our commitment extends to boosting economic and trade relations by actively enhancing cross-border trade and investment, which fosters economic collaboration benefiting both regions. We also specialize in organizing cultural exchange programs and public diplomacy events to enhance mutual understanding and avoid cultural missteps, building a strong foundation for lasting bilateral relationships.

In addition, our expertise in event management involves handling logistics for official visits, summits, and trade delegations with meticulous attention to detail, ensuring the success of these significant events. Our team remains vigilant in monitoring and analyzing political, social, and economic developments, providing Webb County with timely strategic insights and actionable recommendations.

During times of crisis, our capabilities are pivotal in supporting diplomatic efforts, managing reputational risks, and maintaining effective communication channels to safeguard the interests of Webb County. We will also proudly represent Webb



County in international forums, advocating for its bilateral interests and promoting its leadership in international and binational collaborations.

Moreover, our dedication to training and capacity building is demonstrated through the development and implementation of comprehensive programs designed to enhance skills and deepen understanding for effective cross-border collaboration. Our holistic approach ensures that we not only meet but exceed the expectations set forth in RFQ 2025-005, making a significant impact on the trade, economic development, and cultural education between Webb County and Tamaulipas, ensuring the success of the 4/5 International Bridge System project.

As part of XNTL comprehensive approach, we have included Ardurra Group, Inc. for any Technical Resources needed to support the national and binational coordination efforts. With 1,750 employees in over 85 offices across the country, Ardurra is a Top 500 ENR-ranked, rapidly growing company of experts, engineers, and design professionals committed to delivering quality services and practical solutions in the fields of engineering (water & wastewater, aquatics, public works, structural, land development, solid waste), landscape architecture, ecological services, disaster management, surveying, and transportation. Over the last three years, we have tripled in size through involvement in major projects and strategic acquisitions that have expanded our resources, capabilities and geographic reach.

Ardurra offers a broad range of traffic/roadway services to provide the expertise and guidance necessary for analysis and design. From big picture services like grant funding applications and Capital Improvements Plan development, to the more intricate aspects of design and construction, we help plans materialize. Our firm's professionals excel in the areas of planning, development, design, modeling, funding, and assisting with regulatory compliance. Ardurra staff is knowledgeable in all aspects of traffic and transportation planning and engineering. Our seasoned professionals provide services which include but are not limited: to developing sub-regional transportation master plans, traffic simulations, conducting traffic analyses, traffic engineering studies, traffic control plans, origin-destination studies, parking analyses, traffic signal design, illumination, signing and pavement markings, and program management. We are committed to providing the services specific for this project and will work closely with the County to produce an effective and sustainable plan.



Statement of Qualifications

Cross National Advisory Partners brings an unparalleled depth of knowledge and expertise in facilitating complex cross-border projects. As a leader in international consultancy, our firm specializes in a comprehensive array of services including government affairs, international relations, diplomacy, and economic strategy, all tailored to enhance bi-national collaborations.

Our seasoned team of experts—fluent in both English and Spanish—possesses a robust understanding of the intricacies involved in border commerce, infrastructure development, and cross-border trade. This expertise uniquely positions us to tackle the challenges and leverage the opportunities presented by the 4/5 International Bridge System project between Webb County, Texas, and Tamaulipas, Mexico. With a proven track record of success, we are committed to bridging cultural and economic gaps, ensuring that every project we undertake is executed with precision and foresight.

Brief overview of executive team:

Rolando Pablos - Founder and CEO of Cross National Advisory Partners. Prior to holding his current position, Mr. Pablos served as Texas Secretary of State. In this role, Secretary Pablos served as senior advisor and liaison to the Governor for Border and Mexican Affairs, and was the state's Chief International Protocol Officer. Secretary Pablos knows how to leverage community capacity-building to attract direct investment and market expansion opportunities. Throughout his career, he has led efforts in the advancement of direct investment, international relations and global trade with Texas.

Rolando graduated from St. Mary's University in San Antonio, Texas, with a bachelor's degree in biology. He then earned a Master of Business Administration from the University of Texas at San Antonio, a master's in Hospitality Management from the Hilton College of Hotel and Restaurant Management at the University of Houston, and a Juris Doctorate from St. Mary's University School of Law.

Jose Maria Gonzalez - A key strategist in developing binational connections and business opportunities across public, private and nonprofit sectors both in Mexico and Texas. Jose Maria served as Chief Economic Development Officer at America's First Mexican American Business Organization. He brings years of experience in connecting business leaders in both sides of the border. He has also coordinated dozens of international business and investment trips, including multiple visits with Mexico's Presidents Office, Cabinet members, and many of



the TOP 100 Mexico's Corporations. During recent years he also led business development for a Texas based energy firm.

Jose Maria earned his Bachelor of Business Administration from Universidad Francisco de Vitoria. He also attended Harvard Business School as a part of their Spain – US Executive Business Program. Jose Maria participated in the University of Incarnate Word's Exchange Program and Lehigh University's Global Village for Future Leaders of Business and Industry.



1. Diplomatic and International Communication

Cross-National Advisory Partners is led by Rolando Pablos. XNTL, is backed by its comprehensive expertise in diplomacy and international communications, stands as the ideal candidate to lead the role of U.S.-Mexico liaison for Webb County. As the former Texas Secretary of State and Chief International Protocol Officer, Mr. Pablos has consistently operated at the highest diplomatic levels, adeptly managing critical interactions and fostering enduring relationships with key stakeholders across Mexican government agencies, diplomatic circles, and the private sector.

Diplomatic and International Communication Expertise

During his tenure, Pablos expertly managed intricate relationships with all 11 Mexican consulates in Texas, ensuring fluid communication and coordination between state and Mexican government representatives. His strategic involvement in high-stakes negotiations, such as those during the USMCA trade discussions, was pivotal in aligning and articulating the mutual interests of Texas and Mexico, thereby reinforcing economic, cultural, and diplomatic ties.

Strategic Liaison and Negotiation Skills

XNTL has skillfully facilitated dialogues across critical sectors including trade, energy, infrastructure, and public diplomacy. Mr. Pablos developed meaningful relationships with all four governors and their teams from the bordering Mexican states of Chihuahua, Coahuila, Nuevo Leon and Tamaulipas. His leadership in organizing bilateral delegations and chairing joint initiatives provided platforms for open and effective dialogue, enhancing bilateral cooperation. His proactive approach in these roles demonstrates his capability to navigate complex negotiations, fostering trust and understanding among diverse stakeholders while respecting cultural and institutional nuances.

Cross-Cultural and Conflict Resolution Capabilities

XNTL's team's fluency in Spanish and profound familiarity with Mexican business, legal, and governmental landscapes have enabled it to seamlessly bridge cultural and linguistic divides, ensuring comprehensive and respectful communication. Mr. Pablos is a trained international arbitrator holding a law degree in international arbitration from the University of Texas School of Law. His conflict resolution skills are particularly noteworthy; he has successfully mediated disputes involving Mexican federal entities and U.S.-based businesses,



emphasizing his strength in maintaining constructive relationships and turning potential conflicts into collaborative opportunities.

Impact and Relevance to Webb County

The XNTL's team's extensive diplomatic experience and proven track record in effective communication and problem-solving are directly relevant to the needs of Webb County as it seeks to strengthen its relationship with Tamaulipas through the 4/5 International Bridge project. The team's deep understanding of the nuances involved in U.S.-Mexico relations makes him an unparalleled asset for Webb County, ensuring that it is well-represented in all aspects of negotiation and collaboration for this significant cross-border initiative. Mr. Pablos' lead role as a liaison will not only facilitate successful project outcomes but also ensure that Webb County's strategic interests are advanced in every discussion and decision.

The XNTL team's effective communication and relationship management skills between the two countries/entities, ensure smooth and respectful dialogue. The team is very adept at sharing timely information including verbal, written, and non-verbal communication.

XNTL brings an unparalleled depth of experience in diplomacy and international communication, making him uniquely qualified to serve as Webb County's U.S.-Mexico liaison. As **Texas Secretary of State** and **Chief International Protocol Officer**, Mr. Pablos consistently operated at the highest levels, forging and maintaining relationships with Mexican government agencies, diplomats, and private sector leaders. His ability to navigate complex negotiations and foster trust among diverse stakeholders has been a defining feature of his career.

Extensive Diplomatic Experience

- During his tenure as Texas Secretary of State, Pablos managed relationships with **all 11 Mexican consulates in Texas**, ensuring seamless communication between state officials and Mexican government representatives.
- He facilitated high-level negotiations during critical moments such as the **USMCA trade discussions**, ensuring that Texas' and Mexico's interests were aligned and clearly communicated.
- Pablos represented Texas at bilateral meetings and international forums, advocating for policies that strengthened economic, cultural, and diplomatic ties between the two regions.



Effective Liaison Work

- Pablos served as the primary liaison between the State of Texas and Mexico, facilitating discussions on trade, energy, infrastructure, and public diplomacy. His work included organizing bilateral delegations, chairing joint initiatives, and creating platforms for open dialogue between governmental and private sector entities.
- He has consistently been at the forefront of efforts to build trust and understanding, acting as a conduit for meaningful communication that respects cultural and institutional nuances.

Cross-Cultural Communication

- Fluent in Spanish and deeply familiar with Mexican business, legal, and governmental systems, XNTL has consistently bridged cultural and linguistic divides, ensuring that all parties are accurately understood and respected.
- XNTL's role as a trusted translator and cultural interpreter has been essential in fostering mutual trust and advancing collaboration.

Conflict Resolution Expertise

- XNTL has a proven track record of resolving complex disputes between Mexican federal entities and U.S.-based energy operators. Its ability to mediate contentious issues while preserving relationships underscores his strength as a diplomat and problem solver.
- These experiences have equipped XNTL to manage sensitive discussions, turning potential conflicts into opportunities for deeper collaboration and mutual benefit.

Relevance to Webb County

XNTL's extensive experience in managing diplomatic relationships with Mexican consulates, engaging government entities at all levels, and resolving cross-border conflicts positions the firm as an exceptional representative for Webb County. Its proven ability to foster trust, mediate disputes, and facilitate clear communication aligns directly with the liaison's role, ensuring that Webb County and Tamaulipas can collaborate effectively on shared goals.



2. Policy and Regulatory Coordination

XNTL has the knowledge and application of bilateral and multilateral policies, laws, and regulations. It possesses the ability to provide insights and advice on how changes in policy or law affect both parties. It also has the expertise in ensuring alignment between the countries' interests.

XNTL's extensive expertise in navigating complex policy and regulatory environments makes him uniquely equipped to address the challenges associated with cross-border infrastructure and trade initiatives. Its proven ability to analyze, interpret, and align binational policies ensures that Webb County can proactively manage regulatory hurdles while advancing strategic projects like the proposed international bridge with Tamaulipas.

Policy Expertise

- Pablos played a pivotal role in the **USMCA negotiation process**, ensuring that the agreement's provisions supported Texas' trade priorities and addressed the unique challenges faced by border regions. His expert analysis helped stakeholders adapt to new regulatory frameworks while identifying opportunities to enhance economic collaboration.
- He has consistently provided critical insights on NAFTA and USMCA, offering actionable guidance to government and business leaders to align their operations with shifting trade policies.

Border Infrastructure Expertise

- As a member of the **Texas Border Trade Advisory Committee**, Pablos contributed strategic guidance on major infrastructure projects, including **bridges, ports of entry, and trade corridors**. His work ensured that infrastructure developments were aligned with regulatory standards, optimized for cross-border commerce, and equipped to handle growing trade volumes.
- Pablos collaborated with state and federal agencies to address logistical and regulatory challenges, advocating for policies that streamline trade and improve infrastructure efficiency.

Regulatory Navigation

- As a Commissioner for the **Public Utility Commission of Texas**, Pablos managed regulatory issues tied to energy and utilities, overseeing cross-border energy integration projects that required binational collaboration.



- His ability to navigate complex regulatory landscapes extends to infrastructure projects, such as securing permits for U.S.-Mexico pipeline operations and energy storage facilities. These experiences translate seamlessly to managing the policy and regulatory aspects of Webb County's proposed international bridge.

Policy Monitoring and Strategic Guidance

- As **Texas Border Commerce Coordinator**, Pablos monitored policy changes affecting trade, infrastructure, and border relations, offering tailored strategies to stakeholders for compliance and alignment.
- Through **Cross-National Advisory Partners**, Pablos has designed and implemented strategies for major infrastructure projects that required binational regulatory coordination. His work has consistently ensured compliance with both U.S. and Mexican regulations while advancing critical trade and infrastructure goals.

Relevance to Webb County

XNTL'S expertise in monitoring and interpreting policy shifts, combined with its deep understanding of regulatory alignment, positions him as an invaluable asset for Webb County. XNTL's ability to address regulatory challenges and navigate binational policy complexities ensures the smooth implementation of the proposed international bridge and other cross-border initiatives. By leveraging its insights and experience, XNTL can help Webb County proactively overcome obstacles and achieve its strategic goals.



3. Cultural Exchange and Public Diplomacy

XNTL's extensive experience in fostering cultural understanding and promoting public diplomacy uniquely qualifies the firm to strengthen cross-border relationships between Webb County and Tamaulipas. Its leadership in cultural exchange programs, event organization, and sensitivity to cross-cultural dynamics has consistently resulted in meaningful collaboration and mutual respect between U.S. and Mexican communities.

Promoter of Cultural Understanding

- As a **board member of the U.S.-Mexico Foundation**, Pablos has championed cultural exchange programs that celebrate shared heritage and strengthen ties between U.S. and Mexican communities. These initiatives have fostered mutual respect and created a foundation for long-term collaboration.
- He has advocated for educational and cultural initiatives that promote binational understanding, ensuring that cross-border interactions are rooted in shared values and mutual appreciation.

Event Organizer and Public Diplomacy Leader

- During his tenure as **Texas Secretary of State**, Pablos organized **high-profile public diplomacy events**, including:
 - **Trade missions** that showcased the economic interdependence of Texas and Mexico.
 - **Cultural showcases** and forums celebrating binational heritage, emphasizing the historical and future potential of collaboration between the two regions.
 - **Public forums** designed to facilitate dialogue and cooperation on key cross-border issues such as trade, infrastructure, and cultural preservation.
- Through his leadership in the **Texas Association of Business**, Pablos further advanced cultural and economic diplomacy by hosting events that aligned public and private sector efforts.

Cultural Sensitivity and Cross-Cultural Expertise

- The XNTL team's bilingual fluency and intimate knowledge of Mexican and Texan cultural dynamics have enabled it to navigate complex cross-border interactions with care and respect.



- The team's ability to bridge linguistic and cultural divides ensures that all parties feel understood, respected, and engaged in a way that fosters trust and avoids misunderstandings.
- It has consistently leveraged its deep understanding of Mexican and Texan traditions to facilitate meaningful connections during high-level engagements, ensuring respectful and productive interactions.

Relevance to Webb County

XNTL's proven ability to promote cultural understanding and manage public diplomacy aligns directly with Webb County's goal of fostering respectful cross-border interactions and strengthening relationships with Tamaulipas. Its expertise in organizing impactful events and his commitment to celebrating binational heritage position the firm as a critical asset in advancing Webb County's cultural and diplomatic objectives. Through its leadership, Webb County can build a stronger, more unified relationship with its Mexican counterparts, ensuring long-term success in cross-border cooperation.



4. Economic and Trade Relations

Rolando Pablos' extensive experience in economic development and cross-border trade makes him uniquely suited to advance Webb County's economic interests and foster impactful trade relationships with Tamaulipas. Through his proven leadership in investment attraction, trade facilitation, and market intelligence, Pablos has consistently driven sustainable growth and strengthened economic ties between the U.S. and Mexico.

Economic Development Leadership

- As the **founding CEO of the Borderplex Alliance**, Pablos spearheaded transformative initiatives that attracted over **\$500 million in investments** and created more than **20,000 jobs** by connecting U.S. and Mexican businesses. This work serves as a model for binational economic cooperation and demonstrates his ability to align public and private sector efforts to achieve shared economic goals.
- His leadership at the Borderplex Alliance focused on reducing barriers to commerce, improving supply chain efficiency, and promoting regional economic integration across key industries such as energy, manufacturing, and agriculture.

Investment Attraction

- XNTL has guided numerous clients in navigating cross-border ventures, helping businesses capitalize on binational opportunities. Its work includes:
 - Facilitating partnerships that connect Mexican manufacturers to U.S. markets, enabling smoother trade and investment flows.
 - Advising private and public sector stakeholders on market entry strategies, ensuring alignment with regulatory and economic landscapes in both countries.
- XNTL's efforts have consistently delivered sustainable growth and mutual benefits, fostering a collaborative economic environment between the U.S. and Mexico.

Trade Facilitation and Partnerships

- Pablos has played a pivotal role in facilitating trade agreements and partnerships that strengthen supply chains and enhance regional growth. His work includes:



- Negotiating investment agreements that promote cross-border business ventures.
 - Organizing and managing trade missions that bring together U.S. and Mexican business leaders, government officials, and other stakeholders to explore new opportunities.
- His ability to navigate complex binational trade environments ensures that partnerships are both productive and enduring.

Market Intelligence

- XNTL actively monitors economic trends and market conditions in both the U.S. and Mexico, providing actionable insights to stakeholders. Its expertise helps businesses and government entities anticipate challenges, seize opportunities, and adapt to evolving economic landscapes.
- By leveraging his deep knowledge of cross-border market dynamics, XNTL ensures that economic initiatives are informed by current data and long-term projections.

International Advocacy and Representation:

Pablos has consistently promoted bilateral collaboration at international forums, advocating for policies that benefit U.S.-Mexico relations.

- Represented Texas at international forums, advocating for policies that benefit U.S.-Mexico relations.
- Built alliances with international organizations to support economic and diplomatic initiatives.

Coalition Building:

XNTL has cultivated alliances with international organizations and stakeholders to support mutual goals, demonstrating his ability to align diverse interests.

- Developed partnerships with key stakeholders across industries and governments to promote collaboration and shared objectives.

Relevant Experience:

- Advocated for Texas-Mexico trade and energy integration at international forums, including NAFTA/USMCA negotiations and trade missions.
- Promoted bilateral collaboration through his roles in the Texas Association of Business and U.S.-Mexico Foundation.

Alignment with Duties:

- XNTL's experience in promoting binational interests and building coalitions aligns with the requirement to advocate for Webb County at international forums.

**Relevance to Webb County**

XNTL's demonstrated ability to attract investments, facilitate trade agreements, and connect business leaders across borders aligns perfectly with Webb County's goals to promote economic cooperation with Tamaulipas. Its expertise in driving cross-border partnerships and creating sustainable growth makes the firm an invaluable asset for advancing the region's economic development objectives. Through XNTL's leadership, Webb County can strengthen its position as a key player in U.S.-Mexico trade and achieve transformative economic outcomes.

XNTL skills in advocacy and coalition building align perfectly with Webb County's need for a strong representative at international forums. Its ability to advocate for binational interests ensures that Webb County's priorities are effectively represented at international forums.



5. Consular and Administrative Support

XNTL's extensive experience in consular coordination and administrative management makes the firm exceptionally well-equipped to handle the logistical and documentation needs of Webb County's cross-border initiatives. Its expertise in managing visa processes, maintaining official records, and ensuring seamless communication between stakeholders directly aligns with the liaison's responsibilities.

Consular Expertise

- XNTL has facilitated **visa and immigration processes** for diplomatic and business delegations, ensuring efficient and hassle-free cross-border travel. This included supporting high-profile trade missions and international events requiring meticulous coordination with Mexican consulates and federal agencies.
- He worked closely with various **consulates**, fostering strong relationships and ensuring streamlined processes for cross-border travel, documentation, and consular services.

Administrative Coordination

- XNTL has managed official correspondence and maintained detailed records during his diplomatic service, ensuring that all cross-border initiatives were well-documented and accessible. Its experience spans managing:
 - Diplomatic communications with Mexican government entities and consulates.
 - Documentation for trade missions, public diplomacy events, and cross-border agreements.
- As a leader in multiple organizations, XNTL consistently ensured seamless communication among stakeholders, handling complex logistical challenges with efficiency and precision.

Organizational Expertise

- In his work with **Cross-National Advisory Partners**, Pablos extended his administrative expertise by overseeing cross-border legal and regulatory documentation for private sector clients. His familiarity with both U.S. and Mexican systems ensures that all administrative requirements are met accurately and promptly.
- His ability to coordinate between multiple entities—public and private—highlights his capacity to manage the complex administrative demands of international collaboration.



Relevance to Webb County

XNTL's deep understanding of consular processes, combined with its administrative leadership, directly supports the liaison's role in managing logistical and documentation needs for Webb County officials and stakeholders. The firm's proven ability to handle visa applications, coordinate cross-border travel, and maintain meticulous records ensures that all aspects of Webb County's consular and administrative operations are executed with efficiency and professionalism. This expertise is invaluable for advancing the region's cross-border initiatives while fostering trust and cooperation with Tamaulipas.



6. Event Management and Logistics

XNTL's extensive experience in coordinating international events and managing logistics positions him as a strong asset for Webb County. Its proven ability to plan and execute trade delegations, summits, and public events ensures that cross-border interactions are seamless and impactful. XNTL's expertise in organizing complex, high-profile engagements demonstrates the firm's ability to manage the logistical challenges inherent in binational cooperation.

Event Planning Expertise

- XNTL has coordinated **logistics for trade delegations, international summits, and public events**, ensuring smooth execution of meetings, travel, and accommodations for participants from both the U.S. and Mexico.
- Its work includes organizing joint meetings between U.S. and Mexican government officials, business leaders, and other stakeholders to discuss issues such as trade, infrastructure, and economic development.
- XNTL oversaw every detail of event planning, from scheduling to travel arrangements, ensuring that all events ran efficiently and met their objectives.

Workshop and Seminar Organizer

- XNTL has hosted and participated in **roundtables, workshops, and forums** focused on U.S.-Mexico relations, addressing critical topics such as trade policies, infrastructure development, and energy integration.
- These events have served as platforms for fostering dialogue, building consensus, and identifying actionable solutions to cross-border challenges.
- Through his leadership at the **Texas Association of Business and Cross-National Advisory Partners**, Pablos has organized industry-specific forums that brought together key stakeholders to discuss trade opportunities and policy implications.

Seamless Execution of Events

- XNTL has a proven ability to **manage travel, accommodations, and security** for delegations, ensuring successful execution of cross-border events while maintaining the highest standards of professionalism.
- Its expertise extends to coordinating large-scale public diplomacy events, trade showcases, and bilateral meetings, where it has consistently



demonstrated its skill in handling the logistical complexities of international gatherings.

Relevance to Webb County

XNTL's extensive experience in managing high-profile international events ensures that Webb County's official visits, delegations, and summits will be handled with precision and professionalism. Its ability to plan, organize, and execute complex engagements aligns directly with Webb County's need for a skilled liaison to manage the logistical challenges of cross-border interactions. With XNTL's leadership, Webb County can confidently host impactful events that strengthen its relationship with Tamaulipas and advance its strategic goals.



7. Monitoring and Reporting

XNTL's extensive experience in policy analysis, performance evaluation, and strategic reporting ensures that Webb County will remain informed and prepared to navigate the complexities of U.S.-Mexico relations. The firm's ability to monitor cross-border developments and provide actionable insights has been a cornerstone of his career in both public service and private advisory.

Policy and Economic Analysis

- XNTL has consistently **monitored political, social, and economic developments** impacting U.S.-Mexico relations, offering stakeholders detailed and actionable insights to guide decision-making. Its analysis has encompassed trade policy shifts, infrastructure projects, and economic trends that shape cross-border interactions.
- As **Texas Secretary of State** and through **Cross-National Advisory Partners**, Pablos prepared detailed reports and briefings for public and private sector clients. These reports addressed the implications of binational agreements, such as NAFTA and USMCA, as well as opportunities for collaboration in trade, energy, and infrastructure.

Performance Assessment

- Pablos has evaluated the effectiveness of **bilateral agreements and initiatives**, identifying areas for improvement and recommending new opportunities for collaboration. This includes:
 - Assessing the performance of infrastructure projects and trade agreements to ensure they meet their intended goals.
 - Proposing adjustments or enhancements to maximize the benefits of cross-border partnerships.
- His ability to critically evaluate initiatives ensures that stakeholders are equipped to make data-driven decisions that strengthen binational cooperation.

Strategic Reporting

- XNTL's leadership roles required the preparation of **comprehensive briefings, summaries, and reports** that clearly communicated key developments and their potential impact. These documents have served as invaluable tools for decision-makers, offering clarity on complex issues and outlining actionable steps.



- Its skill in breaking down intricate policy and economic data into digestible insights has made the firm a trusted advisor for stakeholders navigating the evolving landscape of U.S.-Mexico relations.

Relevance to Webb County

XNTL's ability to monitor cross-border developments and deliver strategic recommendations ensures that Webb County remains informed and prepared to address challenges and capitalize on opportunities. Its expertise in providing clear, actionable insights will enable Webb County to proactively navigate issues affecting bilateral relations and project success. By leveraging XNTL's analytical skills and experience, Webb County can maintain a strong position in its partnership with Tamaulipas and beyond.



8. Crisis Management and Risk Mitigation

Crisis Response

XNTL has supported businesses and government entities during periods of political instability and regulatory uncertainty, facilitating resolution and minimizing disruptions.

Risk Mitigation Expertise

By fostering transparent communication and collaborative problem-solving, XNTL has successfully managed reputational risks and maintained positive relationships between stakeholders.

Relevant Experience

- XNTL has served as a trusted advisor during periods of political and regulatory uncertainty, including trade renegotiations and energy disputes.
- XNTL has provided crisis management support for businesses navigating complex cross-border challenges.

Alignment with Duties:

- XNTL's ability to manage risks and coordinate crisis responses strengthens Webb County's readiness for emergencies impacting bilateral relations.

Relevance:

XNTL's proven ability to manage crises and mitigate risks makes the firm a reliable point of contact for handling emergencies affecting Webb County's bilateral relationships. Its experience in managing diplomatic and operational crises ensures Webb County is prepared for emergencies affecting its bilateral relationships.



9. Training and Capacity Building

Program Development

XNTL has designed training programs to enhance understanding of international relations and binational cooperation within organizations.

Diplomatic Training

XNTL has provided guidance on international protocols, diplomatic etiquette, and strategic communication for staff and stakeholders.

Program Development:

XNTL has designed training programs to enhance understanding of cross-border relations within organizations, including diplomatic protocols and communication strategies.

Institutional Strengthening:

XNTL has provided guidance on building organizational capacity to handle international cooperation effectively.

Relevant Experience:

XNTL has developed training programs on international trade and diplomacy. It has provided guidance on international protocol, diplomatic etiquette, and communication strategies to government and business leaders.

Alignment with Duties:

XNTL's ability to build institutional capacity and train personnel in cross-border relations directly supports Webb County's long-term goals.

Relevance

XNTL's ability to enhance institutional capacity and train personnel supports Webb County's long-term goals for building expertise in cross-border collaboration. The firm's expertise in capacity building ensures Webb County staff and partners are well-prepared for the complexities of binational collaboration.



Conclusion

XNTL's unparalleled expertise in diplomacy, policy, economic development, and cross-border relations aligns seamlessly with Webb County's requirements for the liaison role. Our proven ability to facilitate meaningful communication, promote trade, and navigate complex regulatory environments positions us as an ideal candidate to advance Webb County's interests while strengthening its relationship with Tamaulipas. With a legacy of results-driven leadership, we offer the expertise and vision to deliver transformative outcomes for the region.

Our unparalleled experience with Mexican consulates, government entities, and cross-border infrastructure projects makes us uniquely qualified to serve as Webb County's U.S.-Mexico liaison. Our expertise in diplomacy, policy, economic development, and cultural exchange ensures that Webb County's interests are advanced effectively, fostering long-term collaboration with Tamaulipas. We offer the vision, experience, and leadership necessary to strengthen cross-border relations and deliver transformative outcomes for the region.

References Form

Please list at minimum five (5) local governmental entities where similar scope of services were provided.

THIS FORM MUST BE RETURNED WITH YOUR OFFER.

REFERENCE ONE

Government/Company Name: State of Texas

Address: 1110 San Jacinto Blvd, Austin, TX 78701

Contact Person and Title: Governor Gregg Abbott

Phone: 512-463-2000 Fax: _____

Email Address: Info@GregAbbott.com Contract Period: 2018 - 2019

Description of Professional Services Provided: 111th Texas Secretary of State; Border Commerce Coordinator

REFERENCE TWO

Government/Company Name: Texas Association of Business

Address: 316 W. 12th Street, #200, Austin TX 78701

Contact Person and Title: Glenn Hamer, President & CEO

Phone: 512-477-6721 Fax: N/A

Email Address: ghamer@txbiz.org Contract Period: 2022 - 2024

Description of Professional Services Provided: Texas-Mexico Trade and Investment Policy Council

REFERENCE THREE

Government/Company Name: Port of Corpus Christi Authority

Address: 400 Charles Zahn, Jr. Drive, Corpus Christi, TX 78401

Contact Person and Title: Omar Garcia, Chief of External Affairs

Phone: 512-477-6721 Fax: N/A

Email Address: ogarcia@pocca.com Contract Period: 2020-2024

Description of Professional Services Provided: International Relations Support; Trade mission
facilitation and diplomatic engagement

REFERENCE Four

Government/Company Name: State of Oklahoma Department of Commerce

Address: 900 N. Stiles Ave., Oklahoma City, OK 73104

Contact Person and Title: Evan Brown, Executive Director of Econ. Dev., Growth, & Expansion (EDGE)

Phone: 405-815-5251 Fax: N/A

Email Address: evan.brown@okcommerce.gov Contract Period: 2021 - 2024

Description of Professional Services Provided: Infrastructure planning for binational trade corridors

REFERENCE Five

Government/Company Name: City of El Paso

Address: 300 N. Campbell, El Paso, TX

Contact Person and Title: Oscar Leaser, Mayor

Phone: 915-212-0021 Fax: N/A

Email Address: mayor@elpasotexas.gov Contract Period: 2019 - 2020

Description of Professional Services Provided: Infrastructure planning for binational trade corridors

- ****Additional pages are permitted if more space is required****

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CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

N/A

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

N/A

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes

☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes

☐ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7

Signature of vendor doing business with the governmental entity

3/12/2024

Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

- (a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

- (2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

(i) a contract between the local governmental entity and vendor has been executed; or

(ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

(i) a contract between the local governmental entity and vendor has been executed; or

(ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

- (a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

- (a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

- (1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

- (2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

CERTIFICATION
REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY
EXCLUSION FOR COVERED CONTRACTS

PART A.

Federal Executive Orders 12549 and 12689 require the Texas Department of Agriculture (TDA) to screen each covered potential contractor to determine whether each has a right to obtain a contract in accordance with federal regulations on debarment, suspension, ineligibility, and voluntary exclusion. Each covered contractor must also screen each of its covered subcontractors.

In this certification "contractor" refers to both contractor and subcontractor; "contract" refers to both contract and subcontract.

By signing and submitting this certification the potential contractor accepts the following terms:

1. The certification herein below is a material representation of fact upon which reliance was placed when this contract was entered into. If it is later determined that the potential contractor knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, or the TDA may pursue available remedies, including suspension and/or debarment.
2. The potential contractor will provide immediate written notice to the person to which this certification is submitted if at any time the potential contractor learns that the certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
3. The words "covered contract", "debarred", "suspended", "ineligible", "participant", "person", "principal", "proposal", and "voluntarily excluded", as used in this certification have meanings based upon materials in the Definitions and Coverage sections of federal rules implementing Executive Order 12549. Usage is as defined in the attachment.
4. The potential contractor agrees by submitting this certification that, should the proposed covered contract be entered into, it will not knowingly enter into any subcontract with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, and/or the TDA, as applicable.

Do you have or do you anticipate having subcontractors under this proposed contract?

☒ Yes

☐ No

5. The potential contractor further agrees by submitting this certification that it will include this certification titled "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion for Covered Contracts" without modification, in all covered subcontracts and in solicitations for all covered subcontracts.
6. A contractor may rely upon a certification of a potential subcontractor that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered contract, unless it knows that the certification is erroneous. A contractor must, at a minimum, obtain certifications from its covered subcontractors upon each subcontract's initiation and upon each renewal.
7. Nothing contained in all the foregoing will be construed to require establishment of a system of records in order to render in good faith the certification required by this certification document. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
8. Except for contracts authorized under paragraph 4 of these terms, if a contractor in a covered contract knowingly enters into a covered subcontract with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, Department of Health and Human Services, United States Department of Agriculture, or other federal department or agency, as applicable, and/or the TDA may pursue available remedies, including suspension and/or debarment.

PART B. CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION FOR COVERED CONTRACTS

Indicate in the appropriate box which statement applies to the covered potential contractor:

- ☒ The potential contractor certifies, by submission of this certification, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this contract by any federal department or agency or by the State of Texas.
- ☐ The potential contractor is unable to certify to one or more of the terms in this certification. In this instance, the potential contractor must attach an explanation for each of the above terms to which he is unable to make certification. Attach the explanation(s) to this certification.

Name of Contractor	Vendor ID No. or Social Security No.	Program No.
--------------------	--------------------------------------	-------------

Signature of Authorized Representative

3/12/2024

Date

Jose Maria Gonzalez Lopez, Partner

Printed/Typed Name and Title of
Authorized Representative

CERTIFICATION REGARDING FEDERAL LOBBYING
(Certification for Contracts, Grants, Loans, and Cooperative Agreements)

PART A. PREAMBLE

Federal legislation, Section 319 of Public Law 101-121 generally prohibits entities from using federally appropriated funds to lobby the executive or legislative branches of the federal government. Section 319 specifically requires disclosure of certain lobbying activities. A federal government-wide rule, "New Restrictions on Lobbying", published in the Federal Register, February 26, 1990, requires certification and disclosure in specific instances.

PART B. CERTIFICATION

This certification applies only to the instant federal action for which the certification is being obtained and is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No federally appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, or the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with these federally funded contract, subcontract, subgrant, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions. (If needed, contact the Texas Department of Agriculture to obtain a copy of Standard Form-LLL.)

3. The undersigned shall require that the language of this certification be included in the award documents for all covered subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all covered subrecipients will certify and disclose accordingly.

Do you have or do you anticipate having covered subawards under this transaction?

☐ Yes

☒ No

Name of Contractor/Potential Contractor	Vendor ID No. or Social Security No.	Program No.

Name of Authorized Representative Jose Maria Gonzalez Lopez	Title Partner
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Signature – Authorized Representative

3/12/2024

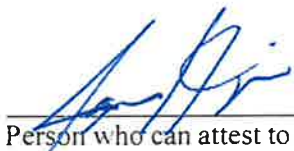
Date

PROOF OF NO DELINQUENT TAXES OWED TO WEBB COUNTY

Name Cross-National Advisory Partners owes no delinquent property taxes to Webb County.

Cross-National Advisory Partners owes no property taxes as a business in Webb County.
(Business Name)

Jose Maria Gonzalez Lopez owes no property taxes as a resident of Webb County.
(Business Owner)

 Ignacio Hinojosa, PE
Person who can attest to the above information

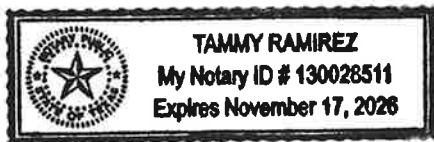
*** SIGNED NOTORIZED DOCUMENT AND PROOF OF NO DELINQUENT TAXES TO WEBB COUNTY.**

The State of Texas
County of Webb

Before me, a Notary Public, on this day personally appeared Jose Maria Gonzalez Lopez know to me (or proved to me on the oath of Texas Driver License) to be the person whose name is subscribed to the forgoing instrument and acknowledged to me that he executed the same for the purpose and consideration therein expressed.

Given under my hand and seal of office this 2nd day of December 2024

Notary Public, State of Texas




Tammy Ramirez

(Print name of Notary Public here)

My commission expires the 17th day of November 2026

Offeror: Complete & Return this Form with Response Submission.

House Bill 89 Verification

I, Jose Maria Gonzalez Lopez, the undersigned representative of (company or business name) CROSS NATIONAL ADVISORY PARTNERS (heretofore referred to as company) being an adult over the age of eighteen (18) years of age, after being duly sworn by the undersigned notary, do hereby depose and verify under oath that the company named above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270:

1. Does not boycott Israel currently; and
2. Will not boycott Israel during the term of the contract.

Pursuant to Section 2270.001, Texas Government Code:

1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made ordinary business purposes; and

2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or an limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business association that exist to make a profit.

[Signature]
Signature of Company Representative

2/12/2024
Date

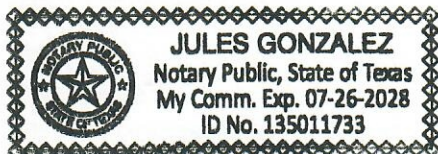
On this 2nd day of December, 2024, personally appeared

Jose Maria Gonzalez Lopez, the above named person, who after by me being duly sworn, did swear and confirm that the above is true and correct.

Notary Seal

[Signature]
Notary Signature

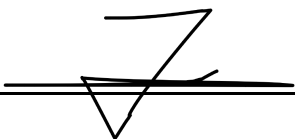
12/2/2024
Date



Offeror: Complete & Return this Form with Response Submission.
Senate Bill 252 Certification

SB 252 CHAPTER 2252 CERTIFICATION I, Jose Maria Gonzalez Lopez, the undersigned representative of Cross-National Advisory Partners (Company or business name) being an adult over the age of eighteen (18) years of age, pursuant to Texas Government Code, Chapter 2252, Section 2252.152 and Section 2252.153, certify that the company named above is not listed on the website of the Comptroller of the State of Texas concerning the listing of companies that are identified under Section 806.051, Section 807.051 or Section 2253.153. I further certify that should the above-named company enter into a contract that is on said listing of companies on the website of the Comptroller of the State of Texas which do business with Iran, Sudan or any Foreign Terrorist Organization, I will immediately notify Mr. Jose Angel Lopez III, Webb County Purchasing Agent at (956) 523-4125 or via email at joel@webbcountytx.gov

Jose Maria Gonzalez Lopez Name of Company Representative (Print)

 Signature of Company Representative

3/12/2024 Date

**WEBB COUNTY PURCHASING DEPT.
QUALIFIED PARTICIPATING VENDOR CODE OF ETHICS
AFFIDAVIT FORM**

STATE OF TEXAS *

KNOW ALL MEN BY THESE PRESENTS:

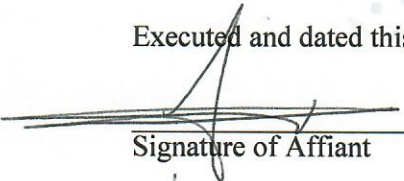
COUNTY OF WEBB *

BEFORE ME the undersigned Notary Public, appeared Jose Maria Gonzalez Lopez, the herein-named "Affiant", who is a resident of Bexar County, State of Texas, and upon his/her respective oath, either individually and/or behalf of their respective company/entity, do hereby state that I have personal knowledge of the following facts, statements, matters, and/or other matters set forth herein are true and correct to the best of my knowledge.

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby confirm that I have reviewed and agree to fully comply with all the terms, duties, ethical policy obligations and/or conditions as required to be a qualified participating vendor with Webb County, Texas as set forth in the Webb County Purchasing Code of Ethics Policy posted at the following address: <http://www.webbcountytexas.gov/PurchasingAgent/PurchasingEthicsPolicy.pdf>

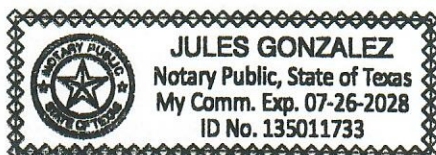
I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby further acknowledge, agree and understand that as a participating vendor with Webb County, Texas on any active solicitation/proposal/qualification that I and/or my company/entity failure to comply with the Code of Ethics policy may result in my and/or my company/entity disqualification, debarment or make void my contract awarded to me, my company/entity by Webb County. I agree to communicate with the Purchasing Agent or his designees should I have questions or concerns regarding this policy to ensure full compliance by contacting the Webb County Purchasing Dept. via telephone at (956) 523-4125 or e-mail to the Webb County Purchasing Agent to joel@webbcountytexas.gov.

Executed and dated this 2nd day of December, 2024.


Signature of Affiant

Jose Maria Gonzalez Lopez
Printed Name of Affiant/Company/Entity

SWORN to and subscribed before me, this 2nd day of December, 2024




NOTARY PUBLIC, STATE OF TEXAS

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Cross National Advisory Partners
San Antonio, TX United States

Certificate Number:
2024-1244529

Date Filed:
12/03/2024

Date Acknowledged:

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Webb County

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

RFQ 2025-005
Consulting Services for an International-Binational Relations Liaison

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary

5 Check only if there is NO Interested Party.



6 UNSWORN DECLARATION

My name is Jose Maria Gonzalez Lopez, and my date of birth is 05/17/1984.

My address is 27023 Picolo PI, San Antonio, TX, 78260, Bexar.
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in Bexar County, State of Texas, on the 3 day of 12, 2024.
(month) (year)



Signature of authorized agent of contracting business entity
(Declarant)

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

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Cross National Advisory Partners
San Antonio, TX United States

Certificate Number:
2024-1244529

Date Filed:
12/03/2024

Date Acknowledged:

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Webb County

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RFQ 2025-005
Consulting Services for an International-Binational Relations Liaison

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			Controlling	Intermediary

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I declare under penalty of perjury that the foregoing is true and correct.

Executed in Bexar County, State of Texas, on the 3 day of 12, 2024.
(month) (year)



Signature of authorized agent of contracting business entity
(Declarant)

Rolando Pablos

PROFESSIONAL SUMMARY

Rolando Pablos is CEO of Cross-National Advisory Partners, a consulting firm dedicated exclusively to guiding and assisting governmental, private sector and non-profit organizations in their efforts to access domestic and key foreign markets. Most recently, he served as the 111th Texas Secretary of State and as Texas Border Commerce Coordinator. Secretary Pablos was Chief International Protocol Officer for the State of Texas and Senior Advisor to the Texas Governor for Mexican Affairs.

KEY ACCOMPLISHMENTS

Founding CEO of the Borderplex Alliance: Led the economic development organization dedicated to promoting the binational border economy of El Paso, Texas and Cd. Juarez, Chihuahua. Started the new organization, assembled professional team, developed the region's economic development master plan, and successfully attracted over US\$500 million of new investment to the Region that created over 5,000 new jobs.

Chairman of the State of Texas Border Trade Advisory Committee: Oversaw the design and development of the Texas-Mexico Border Transportation Master Plan, a comprehensive, multimodal, binational plan that identifies transportation issues, needs, challenges, and opportunities and strategies of moving people and goods across the border and in the border regions and beyond. The BTMP developed potential transportation investment strategies that support binational, state, regional, and local economic competitiveness.

CEO of Cross-National Advisory Partners: Proven success in assisting Texas companies enter the Mexican market and Mexican companies enter the Texas market. Advised many business executives and helped develop and execute market entry and growth strategies.

CORE COMPETENCIES

- | | |
|--|---|
| ▪ Bilingual | ▪ Trade and Manufacturing Experience |
| ▪ Strategic Planning | ▪ Texas/Mexico Relations |
| ▪ International Economic Development | ▪ Global Energy and International Arbitration |
| ▪ Government and Regulatory Experience | |

PROFESSIONAL EXPERIENCE

Cross-National Communications Partners CEO/Managing Partner

January 2019 – Present

- Guide, assist, and create strategies for governmental, private sector, and non-profit organizations in their efforts to access domestic and key foreign markets

Office of the Texas Secretary of State 111th Texas Secretary of State

January 2017 – December 2018

- Chief Election Officer of the State of Texas
- Senior Liaison to the Governor for Texas Border & Mexican Affairs
- Chief International Protocol Officer of the State of Texas
- Texas Border Commerce Coordinator

Borderplex Alliance CEO

March 2013 – August 2016

- US-Mexico Binational Economic Development

Denton's Senior Advisor

January 2010 – September 2011

- Business Development - Latin America

Spanish Embassy, Washington D.C. Honorary Consul to Spain

January 2009 – September 2011

- Diplomatic Relations

Texas Racing Commission Chairman

October 2008 – September 2011

- Gaming Regulator

RB Pablos PC Attorney-At-Law

June 2003 – January 2010

- Legal and Government Affairs

Oberthur Gaming Technologies General Counsel

December 1998 – June 2003

- Legal and Government Affairs

EDUCATION

St. Mary's University (BA)
University of Texas at San Antonio (MBA)
University of Houston (MHM)
St. Mary's University Law School (JD)
University of Texas School of Law (LLM)

LEADERSHIP & SERVICE (Current)

- Morgan's Wonderland

- San Antonio Economic Development Foundation

REFERENCES

- Mayor Oscar Leeser, Mayor, City of El Paso – (915) 212-0000
- Ramiro Cavazos, CEO, United States Hispanic Chamber of Commerce – (202) 842-1212
- Jenna Saucedo-Herrera, President & CEO, San Antonio Economic Development Foundation –(210) 478-8817

José María González

PROFESSIONAL SUMMARY

Jose Maria Gonzalez is a key influencer in developing binational connections and business opportunities across public, private, and nonprofit sectors in both Mexico and Texas. José Maria served as Chief Economic Development Officer at America's First Mexican American Business Organization and brings years of experience in connecting business leaders on both sides of the border. He has also coordinated dozens of international business and investment trips, including multiple visits with Mexico's Presidential Office, Cabinet members, and many of the TOP 100 Mexico's corporations. He also led business development for a Texas based energy firm.

KEY ACCOMPLISHMENTS

- **Business Development:** Led multiple organizations in pursuing business opportunities in a fast-changing global market.
- **Government Relations:** Engaged elected officials at all levels of government to achieve success for multiple businesses and organizations.
- **Strategic Planning:** Led and coordinated numerous binational missions to Mexico to promote and expand operations and investment both in Mexico and Texas.

CORE COMPETENCIES

- Bilingual
- Trade Mission Planning and Execution
- Strategic Planning
- Economic Development
- Government Relations
- Business Development

PROFESSIONAL EXPERIENCE

Cross-National Communications Partners **Co-Founder/Partner**

January 2019 – Present

- Guide, assist, and create strategies for governmental, private sector, and non-profit organizations in their efforts to access domestic and key foreign markets

San Antonio Hispanic Chamber of Commerce **Chief Economic Development Officer**

January 2018 – March 2019

- Coordinated all Economic Development efforts both regionally and internationally
- Led the organization in growing and strengthening its pro-business agenda

URIEL Renewables, S.A.**Director of Business Development – U.S. & Mexico. August 2015 – January 2018**

- Led all government and private institution relations both in the U.S. & Mexico
- Led business development in both countries for all our energy

San Antonio Hispanic Chamber of Commerce**Director of International Business/Chief of Staff September 2009 – August 2015**

- Led international efforts as the International Officer for International Affairs & Relations
- Managed all International Affairs & Relations, Business, and Economic Development initiatives

Spain – U.S. Chamber of Commerce**Foreign Trade Specialist****September 2008 – August 2009**

- Coordinated trade and institutional missions for a wide variety of companies throughout the U.S., involving multiple industries.
- Provided access, assistance, and guidance for business owners, to engage with innovative ideas and exclusive opportunities in the U.S. and Spain.

EDUCATION

Universidad Francisco de Vitoria (B.B.A.)**Universidad Francisco de Vitoria (Master in Strategic Planning)****LEADERSHIP & SERVICE**

- Agave Unum Foundation
- Kitchen Campus
- Friends of Spain

REFERENCES

- Jessica Herrera, City of El Paso, Director Economic & International Development, (915)212-1624
- Bobby Perez, San Antonio Spurs, EVP Corporate Development & General Counsel (210) 444-5541
- Jose Manuel Bulas, CEMEX, Head of Government and International Affairs, (52) 800 266 2738

ADDENDUM No. 1 TO THE RFQ DOCUMENTS

Addendum Date: November 19, 2024

RFQ DOCUMENT NUMBER RFQ 2025-005

“Consulting Services for an International-Binational Relations Liaison”

A. This Addendum shall be considered part of the RFQ documents for the above-mentioned project as though it had been issued at the same time and shall be incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original bid documents, this Addendum shall govern and take precedence. **RESPONDENTS MUST SIGN THE ADDENDUM AND SUBMIT IT WITH THEIR BIDS/PROPOSALS.**

B. Respondent are hereby notified that they shall make any necessary adjustments in their estimates as a result of this Addendum. It will be construed that each bidder's proposal is submitted with full knowledge of all modifications and supplemental data specified herein.

Except as described below, the original RFQ document remains unchanged. The RFQ documents are modified and/or clarified, as follows:

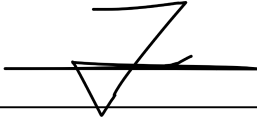
- **The following is a modification to Section 1.21 RFQ Schedule of Events to reflect the updated Public Notice/Newspaper dates.**

Activity	Time	Date	Responsible Party
Public Notice/Newspaper	n/a	Nov. 20th, Nov. 27th	County Purchasing
Posted RFQ on Website	n/a	Nov. 15 th - Until awarded	County Purchasing
Questions Due to County	No later than 5pm	Nov. 25 th	Respondent
Posting of Answers	No later than 5pm	Nov. 26 th	County Purchasing
Sealed Proposals Due	4 pm (CT)	Dec. 3 rd	Respondent
Evaluation of Proposals	TBD	TBD	Scoring Committee
Award of Contract	TBD	TBD	Governing Body
Finalization of Contract Doc	TBD	TBD	Governing Body

**RESPONDENT MUST ACKNOWLEDGE THIS ADDENDUM BY
SIGNING BELOW AND ATTACHING THE SIGNED ADDENDUM TO
THE PROPOSAL FORM(S):**

Company Name Cross National Advisory Partners

Contact Person Jose Maria Gonzalez Lopez

Signature 

Date 12/3/2024

THIS CONCLUDES ADDENDUM NO. 1 IN ITS ENTIRETY.

This Addendum is being transmitted electronically via our E-Bid site @ <https://webbcountyebid.ionwave.net/Login.aspx> . If you have any questions, please direct them to; Juan Guerrero Jr. (956) 523-4149 or email at juguerrero@webbcountytexas.gov .

County of Webb

ADDENDUM No. 2 TO THE RFQ DOCUMENTS

Addendum Date: November 22, 2024

RFQ DOCUMENT NUMBER RFQ 2025-005

“Consulting Services for an International-Binational Relations Liaison”

A. This Addendum shall be considered part of the RFQ documents for the above-mentioned project as though it had been issued at the same time and shall be incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original bid documents, this Addendum shall govern and take precedence. **RESPONDENTS MUST SIGN THE ADDENDUM AND SUBMIT IT WITH THEIR BIDS/PROPOSALS.**

B. Respondent are hereby notified that they shall make any necessary adjustments in their estimates as a result of this Addendum. It will be construed that each bidder's proposal is submitted with full knowledge of all modifications and supplemental data specified herein.

Except as described below, the original RFQ document remains unchanged. The RFQ documents are modified and/or clarified, as follows:

- **The following is a modification to Section 1.25 Insurance Requirements.**

Original Language

1.25 Insurance

All insurance must be written by an insurer licensed to conduct business in the State of Texas. The awarded firm(s) shall comply with each and every condition contained herein. The firm shall provide and maintain, until the work covered in the contract is completed and accepted by The Webb County, the minimum insurance coverages as follows:

1. Commercial General Liability insurance at minimum combined single limits of \$1,000,000 per-occurrence and \$2,000,000 general aggregate for bodily injury and property damage, which coverage shall include products/completed operations (\$1,000,000 products/completed operations aggregate), and XCU (Explosion, Collapse, Underground) hazards. Coverage must be written on an occurrence form. Contractual Liability must be maintained covering the Contractors obligations contained in the contract.
2. Workers Compensation insurance at statutory limits, including Employers Liability coverage a minimum limit of \$1,000,000 each-occurrence each accident/\$1,000,000 by disease each occurrence/\$1,000,000 by disease aggregate.
3. Commercial Automobile Liability insurance at minimum combined single limits of 1,000,000 per occurrence for bodily injury and property damage, including owned, non-owned, and hired car coverage.
4. Umbrella Liability at minimum limits of each-occurrence/ aggregate with respect to primary Commercial General Liability, Automobile Liability, and Employers Liability policies.

5. Errors & Omissions coverage may not be required for all services. If the Webb County deems such coverage necessary, the following conditions will apply:

a. Professional Liability with minimum limits of \$1,000,000 or higher, depending on the type, size, and scope of services. (See page 3)

b. This coverage must be maintained for at least two (2) years after the project is completed. If Page 11 of 18

coverage is written on a claims-made basis, a policy retroactive date equivalent to the inception date

of the contract (or earlier) must be maintained during the full term the contract.

PLEASE NOTE: The required limits may be satisfied by any combination of primary, excess, or

umbrella liability insurances, provided the primary policy complies with the above requirements and

the excess umbrella is following form. The Contractor may maintain reasonable and customary deductibles, subject to approval by the Webb County.

Any Subcontractor(s) hired by the Contractor shall maintain insurance coverage equal to that required of the Contractor. It is the responsibility of the Contractor to assure compliance with this

provision. The Webb County accepts no responsibility arising from the conduct, or lack of conduct,

of the Subcontractor.

A Comprehensive General Liability insurance form may be used in lieu of a Commercial General

Liability insurance form. In this event, coverage must be written on an occurrence basis, at limits of

\$1,000,000 each occurrence, combined single limit, and coverage must include a broad form Comprehensive General Liability Endorsement, products/completed operations, XCU hazards, and

contractual liability.

With reference to the foregoing insurance requirement, Contractor shall specifically endorse applicable insurance policies as follows:

1. The Webb County shall be named as an additional insured with respect to General Liability and Automobile Liability.

2. All liability policies shall contain no cross-liability exclusions or insured versus insured restrictions.

3. A waiver of subrogation in favor of the Webb County shall be contained in the Workers Compensation, and all liability policies.

4. All insurance policies shall be endorsed to require the insurer to immediately notify the Webb County of any material change in the insurance coverage.

5. All insurance policies shall be endorsed to the effect that the Webb County will receive at least sixty- (60) days' notice prior to cancellation or non-renewal of the insurance.

6. All insurance policies which name the Webb County as an additional insured, must be endorsed to read as primary coverage regardless of the application of other insurance.

7. Required limits may be satisfied by any combination of primary and umbrella liability insurances.

8. Contractor may maintain reasonable and customary deductibles, subject to approval by the Webb County.

9. Insurance must be purchased from insurers that are financially acceptable to the Webb County. All insurance must be written on forms filed with and approved by the Texas Department of Insurance. Certificates of Insurance shall be prepared and executed by the insurance company or its authorized agent and shall contain provisions representing and warranting the following:

1. Sets forth all endorsements and insurance coverages according to requirements and instructions contained herein.

2. Shall specifically set forth the notice-of-cancellation or termination provisions to the Webb County.

~~Page 12 of 18~~

Upon request, Contractor shall furnish the Webb County with certified copies of all insurance policies. All contractors and subcontractors must be meeting minimum OSHA safety requirements as applicable to their operations.

Contract Cost Type of Insurance Limits

~~Less than \$1,000,000 Umbrella Liability Not Required~~

~~Professional Liability \$1,000,000~~

~~\$1,000,000 to \$5,000,000 Umbrella Liability \$4,000,000~~

~~Professional Liability \$1,000,000 to \$1,500,000~~

~~\$5,000,000 to \$10,000,000 Umbrella Liability \$9,000,000 to \$10,000,000~~

~~Professional Liability \$1,500,000 to \$2,000,000~~

~~Over \$10,000,000 Umbrella Liability \$10,000,000 or higher~~

~~Professional Liability \$2,000,000 or higher~~

Amended Language

1.25 Insurance

All insurance must be written by an insurer licensed to conduct business in the State of Texas. The awarded firm(s) shall comply with each and every condition contained herein. The firm shall provide and maintain, until the work covered in the contract is completed and accepted by The Webb County, the minimum insurance coverages as follows:

1. Commercial General Liability insurance at minimum combined single limits of \$1,000,000 per-occurrence and \$2,000,000 general aggregate for bodily injury and property damage, which coverage shall include products/completed operations (\$1,000,000 products/completed operations aggregate), and XCU (Explosion, Collapse, Underground) hazards. Coverage must be written on an occurrence form. Contractual Liability must be maintained covering the Contractors obligations contained in the contract.

2. Workers Compensation insurance at statutory limits, including Employers Liability coverage a minimum limit of \$1,000,000 each-occurrence each accident/\$1,000,000 by disease each occurrence/\$1,000,000 by disease aggregate.
3. Commercial Automobile Liability insurance at minimum combined single limits of 1,000,000 per occurrence for bodily injury and property damage, including owned, non-owned, and hired car coverage.
4. Umbrella Liability at minimum limits of each-occurrence/ aggregate with respect to primary Commercial General Liability, Automobile Liability, and Employers Liability policies.
5. Errors & Omissions (Professional Liability) coverage in the minimum amount of \$1,000,000 per claim, \$5,000,000 annual aggregate. This coverage must be maintained for at least two (2) years after the project is completed. If coverage is written on a claims-made basis, a policy retroactive date equivalent to the inception date of the contract (or earlier) must be maintained during the full term the contract. The required limits may be satisfied by any combination of primary, or primary and excess, provided the primary policy complies with all stated requirements and the excess umbrella is following form. The Contractor may maintain reasonable and customary deductibles, subject to approval by Webb County.

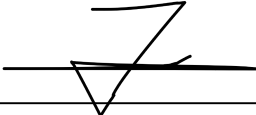
With reference to the foregoing insurance requirement, Contractor shall specifically endorse applicable insurance policies as follows:

1. The Webb County shall be named as an additional insured with respect to General Liability and Automobile Liability.
2. All liability policies shall contain no cross-liability exclusions or insured versus insured restrictions.
3. A waiver of subrogation in favor of the Webb County shall be contained in the Workers Compensation, and all liability policies.
4. All insurance policies shall be endorsed to require the insurer to immediately notify the Webb County of any material change in the insurance coverage.
5. All insurance policies shall be endorsed to the effect that the Webb County will receive at least sixty- (60) days' notice prior to cancellation or non-renewal of the insurance.
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**RESPONDENT MUST ACKNOWLEDGE THIS ADDENDUM BY SIGNING BELOW
AND ATTACHING THE SIGNED ADDENDUM TO THE PROPOSAL FORM(S):**

Company Name	Cross National Advisory Partners
Contact Person	Jose Maria Gonzalez Lopez
Signature	
Date	12/3/2024

THIS CONCLUDES ADDENDUM NO. 2 IN ITS ENTIRETY.

This Addendum is being transmitted electronically via our E-Bid site @ <https://webbcountyebid.ionwave.net/Login.aspx> . If you have any questions, please direct them to; Juan Guerrero Jr. (956) 523-4149 or email at juguerrero@webbcountytexas.gov .