

From: Wolfram F. Schaffler Gonzalez <wschaffler@ci.laredo.tx.us>  
Sent: Thursday, September 4, 2025 4:00 PM  
To: The Office of the President <president@LAREDO.EDU>; Nathan Bratton  
<nbratton@webbcountytx.gov>; Laida Benavides <lbenavides@uisd.net>; Sylvia V  
<svi@uisd.net>  
Cc: Manuel De Luna, Jr. <mdeluna@ci.laredo.tx.us>; DELRIO, CARLOS  
<CARLOS.DELRIO@CBP.DHS.GOV>; CUELLAR, CARLOS  
<CARLOS.CUELLAR@CBP.DHS.GOV>; MARTINEZ, PATRICIA  
<PATRICIA.MARTINEZ@CBP.DHS.GOV>; Gilberto Sanchez <gsanchez@ci.laredo.tx.us>  
Subject: FTZ94 Respectfully requests Letters of Concurrence for Fernando Solis & Associates,  
LLC

EXTERNAL EMAIL: This email message came from an external source. Do not click any links  
or open any attachments unless you trust the sender and know the content is safe.  
Laredo, Texas, September 4, 2025

Greetings,

As Grantee of Foreign Trade Zone #94, I hereby request your consideration of a minor boundary  
modification for Fernando Solis & Associates, LLC, located within the city limits of Laredo,  
Texas and Webb County as approved under current FTZ #94 program area.

The proposed FTZ operator Fernando Solis & Associates, LLC is requesting a letter of  
concurrence from your organization in support of establishing an ASF/Usage-Driven FTZ  
designation at its facilities located at 20788 US Highway 83 N, Laredo, Texas, 78045.

For your review and consideration, see attached documents:

- 02 FTZ Application from intended operator
- 03 Letter of intent from intended operator
- 04 Right to Use Letter from owner of facilities authorizing FTZ Application.
- 05 Aerial view of the facilities, showing the name of the adjacent highway and with a red  
line the outline of the complete area which is requesting Designation by the National FTZ Board.
- 06 Areas to later be activated by CBP (in red outline).

Thank you for your time and assistance. Should you have any questions, feel free to contact me.  
Respectfully,

Dr. Federico Schaffler  
Foreign Trade Administrator  
Laredo International Airport  
Foreign Trade Zone #94  
4719 Maher • Laredo, TX 78041  
O. 956-795-2000 Ex: 2822  
C. 956-220-1835  
wschaffler@ci.laredo.tx.us  
www.flylaredotexas.com  
www.cityoflaredo.com



# CITY OF LAREDO

## LAREDO INTERNATIONAL AIRPORT

FOREIGN TRADE ZONE #94

---

Laredo, Texas, September 4, 2025

Greetings,

As Grantee of Foreign Trade Zone #94, I hereby request your consideration of a minor boundary modification for **Fernando Solis & Associates, LLC**, located within the city limits of Laredo, Texas and Webb County as approved under current FTZ #94 program area.

The proposed FTZ operator **Fernando Solis & Associates, LLC** is requesting a letter of concurrence from your organization in support of establishing an ASF/Usage-Driven FTZ designation at its facilities located at **20788 US Highway 83 N, Laredo, Texas, 78045**.

For your review and consideration, see attached documents:

- 02 FTZ Application from intended operator
- 03 Letter of intent from intended operator
- 04 Right to Use Letter from owner of facilities authorizing FTZ Application.
- 05 Aerial view of the facilities, showing the name of the adjacent highway and with a red line the outline of the complete area which is requesting Designation by the National FTZ Board.
- 06 Areas to later be activated by CBP (in red outline).

Thank you for your time and assistance. Should you have any questions, feel free to contact me.

Respectfully,

**Dr. Federico Schaffler**  
Foreign Trade Administrator  
Foreign Trade Zone #94

**Application for Subzone or Usage-Driven Designation (“Minor  
Boundary Modification”) Under the Alternative Site Framework (ASF)**

**Instruction Sheet**

This collection of information contains Paperwork Reduction Act (PRA) requirements approved by the Office of Management and Budget (OMB). Notwithstanding any other provision of law, no person is required to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the PRA unless that collection of information displays a currently valid OMB control number. Public reporting burden for this collection of information is estimated to average 3.5 hours, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Persons wishing to comment on the burden estimate or any aspect of this collection of information, or offer suggestions for reducing this burden, should send their comments to the ITA Reports Clearance Officer, International Trade Administration, U.S. Department of Commerce, 14<sup>th</sup> and Constitution Avenue, NW, Washington, DC 20230.

No zone, subzone, zone expansion/reorganization/modification, or production authority may be approved unless a completed application/notification/request has been received (19 U.S.C. 81a-81u; 15 CFR Part 400). The Foreign-Trade Zones Board has no authority to finance zone projects. Its approval is in the form of a grant of authority (license) for operating a facility under foreign-trade zone procedures. The basic requirements for foreign-trade zone applications are found in the regulations of the Foreign-Trade Zones Board (15 CFR Part 400), including Sections 400.21 through 400.25. Application formats are available on the [FTZ Board web site](#).

Corporations submitting applications must be qualified to apply under the laws of the state in which the zone is to be located. Applicants may submit drafts of their applications to the FTZ Staff, which can provide comments and technical assistance in interpreting the Board's regulations.

Applicants should note that conduct of their proposed activity under FTZ procedures would result in an additional, ongoing information-collection burden associated with the Annual Report from Foreign-Trade Zones (OMB Control No. 0625-0109).

FTZ Staff  
March 2013

Foreign-Trade Zones Board  
U.S. Department of Commerce  
1401 Constitution Avenue, N.W., Room 21013  
Washington, D.C. 20230  
(202) 482-2862

## Alternative Site Framework

### APPLICATION FOR SUBZONE OR USAGE-DRIVEN DESIGNATION (“MINOR BOUNDARY MODIFICATION”)

**NOTE: This format is only for a Minor Boundary Modification (MBM) to propose a “Subzone” or “Usage-Driven” site(s) under the Alternative Site Framework (ASF).**

#### INSTRUCTIONS

**General:** The actual submitted request may take the form of a letter from the grantee requesting approval and answering each question listed below. Alternatively, the request may include a cover letter from the grantee identifying the specific Subzone/Usage-Driven site for which it is requesting approval and then a separate document answering the questions below. Leave each question in place (including its number) and provide your response directly below each question.

**Subzone versus Usage-Driven Designation:** Under the FTZ Board’s regulations (§400.24(c)), a grantee can request designation of a site(s) as a subzone that qualifies for usage-driven status, where warranted by the circumstances and so long as the subzone activity remains subject to the activation limit for the zone in question. As with usage-driven sites, subzone sites designated under this process will be subject to the standard three-year sunset provision.

**Sites versus Parcels:** A "site" is comprised of one or more generally contiguous parcels of land organized and functioning as an integrated unit, such as all or part of an industrial park or airport facility. If parcels do not meet that definition, they must be treated as separate sites.

**Submitted Request Must Be Complete:** Submitted MBM requests must be complete – with the sole allowable exception of any comments from U.S. Customs and Border Protection (CBP), if necessary. Incomplete submitted requests or documents submitted separately will be returned to the sender. The FTZ Staff cannot assemble complete requests from individual elements submitted separately.

If a letter from CBP is not included, a copy of your request must be provided to CBP no later than when the request is submitted to our office (see section 400.38(a) of the FTZ Board’s regulations). When providing the copy to CBP, you can note that the regulations provide CBP with 20 days to submit comment

**Submission of Completed Application:** Submit the final application by email (ftz@trade.gov) (Adobe PDF format preferred; you may use MS Word format if you are unable to submit PDF). The application must include color maps and signed versions of all letters.

**Timing:** Under the FTZ Board’s regulations, the ordinary timeframe to process MBM requests is within 30 days of the FTZ Staff having received a complete request. Timing will depend on receipt of CBP’s comments on the request.

## Alternative Site Framework

### APPLICATION FOR SUBZONE OR USAGE-DRIVEN DESIGNATION (“MINOR BOUNDARY MODIFICATION”)

### LAREDO FOREIGN TRADE ZONE #94

#### QUESTIONS

1. Please mark the appropriate space below to indicate whether you are requesting “Subzone” or “Magnet Site FTZ” designation for the proposed site(s):

\_\_\_\_ Subzone                        X   Usage-Driven

2. List the address of the site(s), including the jurisdiction in which the site(s) falls (town, city, county).

*a. 20788 US HIGHWAY 83 N, LAREDO TEXAS 78045*

3. Explain how the proposed site(s) is within the grantee’s approved ASF service area.

*The proposed site is located in FTZ94, which is within Webb County.*

4. State the proposed acreage of the site(s).

*a. 20.00 ACRES*

5. Indicate the company for which the site(s) will be designated.

*a. FERNANDO SOLIS & ASSOCIATES, LLC*

6. Provide a summary of the company’s planned activities.

*The objective of operating this FTZ is to receive, store, and manage bonded or foreign-status merchandise, including in-bond materials, in a duty-free environment, with the flexibility to export goods or withdraw them for U.S. consumption while paying the appropriate duties. The FTZ will also support various logistics activities such as shipping, transloading, and handling assorted commercial products to meet client needs. Lastly, the use of the FTZ will also allow us to upsell this service to potential customers.*

7. Indicate the current zoning and the existing and planned buildings (including square footage) for the site(s). (Note: Sites (or areas within a site) with inappropriate zoning – such as agricultural, retail, or residential – are not eligible for FTZ status and should not be proposed in any MBM request.)

*Designation of 20 Acres. Activation is 30,000 Sqft of Warehouse Space, and 18,000 Sqft of Yard Space for a Total Of 48,000 Sqft of Activation.  
Current Zone: M1/OTHER*

- 8. Confirm that FTZ designation or the use of FTZ procedures is not a requirement or a precondition for future activity or construction at the site(s).**

*Fernando Solis & Associates, LLC confirms that FTZ designation on the use of FTZ procedures are not a requirement or precondition for any future construction at such site*

- 9. List the owner(s). (If a site(s) is not owned by the grantee or the company planning to use the site(s) – as named in response to Question 5 above – then provide a "Right to Use" attachment with documentation demonstrating the right to use the site(s). Such evidence could be a signed letter from the proposed operator on its letterhead attesting to its right to use the property or a letter of concurrence from the owner of the proposed site(s).)**

*Owner of the 20 acres, with the address: 20788 US Highway 83 N, Laredo Texas 78045, with legal description: PT OF TRACT 58 20 ACRES LA MOCA (PREV: 900-32261-002), is Rodrigo A Marroquin, and is authorizing the right to use, and designate FTZ, as per the attachment.*

## ATTACHMENTS

Attach the documents listed below (Items 10 and 11, plus Item 12 if applicable) directly behind the text of your request.

- 10. A clear and detailed site map showing existing and planned structures. The site boundaries must be outlined clearly in red. Note that if streets or similar landmarks are not legible on the site map, you will also need to provide a detailed street map with the proposed site's boundaries in red. Any map should be no larger than letter-sized (8 1/2" x 11") and clearly labeled, with legends provided for any markings.**
- a. See Attachment A

- 11. Comments from U.S. Customs and Border Protection (CBP):** The grantee generally should provide comments from CBP with the submitted request. Alternatively, the grantee may provide a copy of the request to CBP at the time the request is submitted to the FTZ Board, in which case the grantee should also communicate with CBP regarding the 20-day timeframe in the FTZ Board's regulations for CBP to provide comments to the FTZ Board.

- 12. If your state (such as TX, KY, AZ) has one or more taxes for which collections will be affected by the proposed FTZ designation of the new site(s), please attach all of the following:** *(Provided by Grantee of FTZ94 -Laredo, TX)*

A. An explanation of the specific local taxes, in Texas, that will be affected;

***Local taxes that will be affected are:***

- **Webb County:** Local personal property taxes.
- **City of Laredo:** Local personal property taxes.
- **Laredo College:** Local Personal Property taxes
- **United Independent School District:** Local ad valorem taxes

B. A stand-alone letter **provided by the Grantee** that:

- Lists all of the affected parties;
- Includes a statement below the list certifying that this is a complete list of all parties that would be affected by this particular request; and,
- Is signed by an official of the grantee organization.

C. Correspondence from all of the affected parties (such as a local school board) indicating their concurrence (or non-objection) regarding the proposed FTZ designation.



## ATTACHMENT A:

## FTZ LOCATION:



## FTZ Designation:



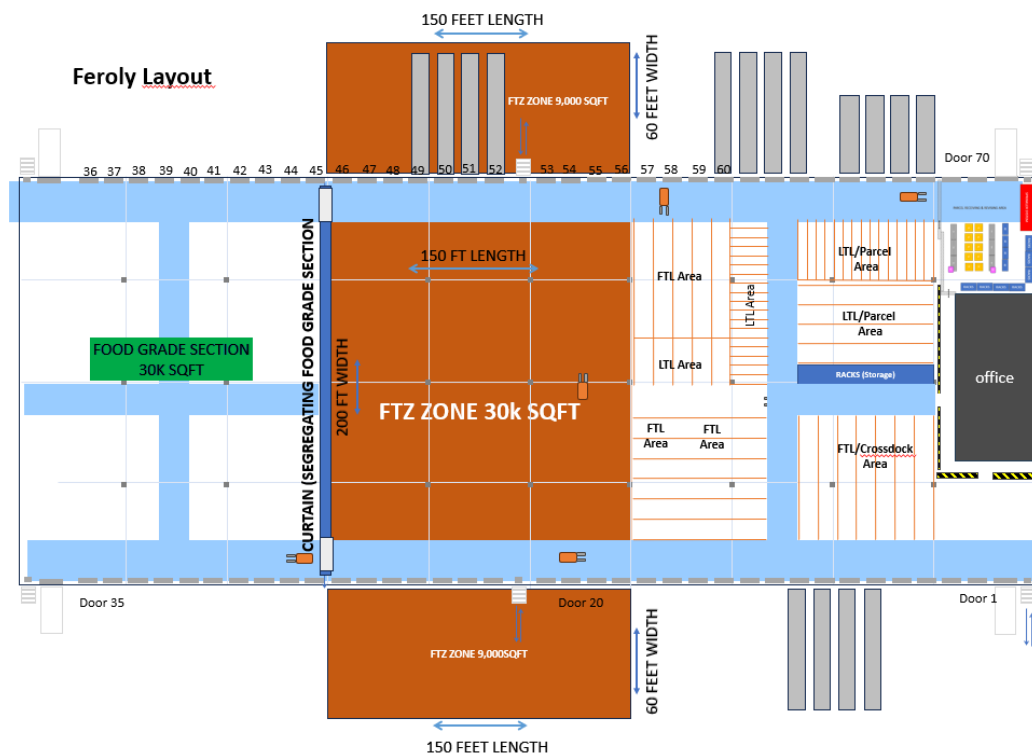
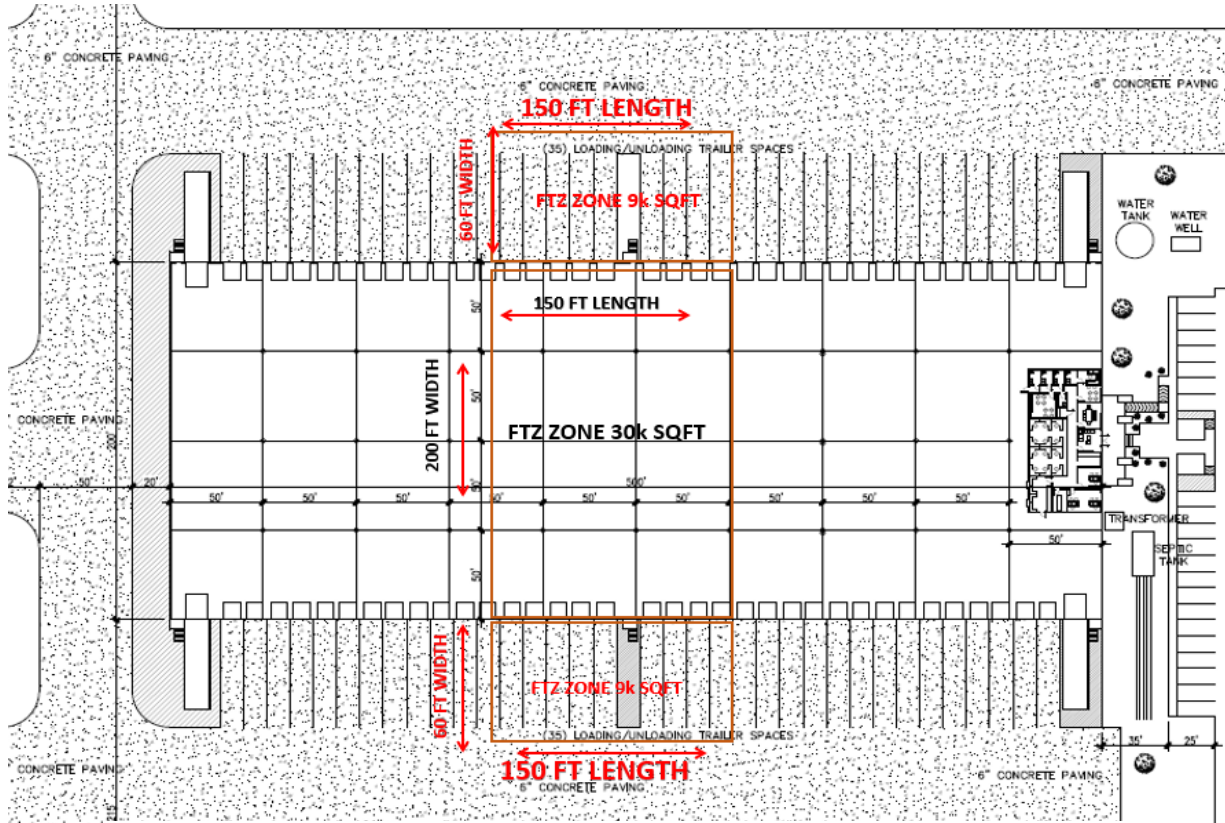


## FTZ ACTIVATION:

Total Activation 48,000 Sqft

30,000 Sqft inside Warehouse

18,000 Sqft outside Warehouse on Yard



August 22, 2025

Dr. Federico Schaffler  
Foreign Trade Administrator  
Foreign Trade Zone #94  
4719 Maher Av.  
Laredo, TX. 78041

FERNANDO SOLIS & ASSOCIATES, LLC respectfully requests the **Designation** of 20.00 Acres at our facilities at 20788 US HIGHWAY 83 N, LAREDO TEXAS 78045 as our interest and intention of becoming a Foreign Trade Zone Operator in Foreign Trade Zone #94.

Once this Designation is approved by the National FTZ Board, we will be requesting to CBP the Activation of 30,000 sq. ft. inside our warehouse, as well as 18,000 sq. ft. in the yard, for a total Activated FTZ space of 48,000 sq. ft..

Attached, please find the following supporting documents:

- Usage Driven FTZ Site Application (2025).
- Usage Driven FTZ Site Operating Agreement (2025). Signed and notarized in the last page
- Bird's-eye view of our facility, with names of adjacent streets clearly visible.
- Bird's-eye view of our facility, with a red outline of the approximated area where the FTZs will be located (inside and outside).
- Schematic layout diagram of the proposed designated FTZ areas, with exact measurements of each segment of the polygons in feet and inches, as well as the area inside of those areas in sq. ft. These lines are indicated in red ink.
- Letter of authorization from the Owner of the warehouse

The person responsible for this application will be CARLOS IVAN SOLIS

The information for opening the Account with the City of Laredo is as follows:  
FERNANDO SOLIS & ASSOCIATES, LLC

20788 US HIGHWAY 83 N, LAREDO TEXAS 78045

CARLOS IVAN SOLIS

IVAN@FEROLY.COM / 956-744-4400

Thank you in advance for your cooperation to our request. If you have any questions, please do not hesitate to contact me at IVAN@FEROLY.COM / 956-744-4400

Sincerely,



[IVAN@FEROLY.COM](mailto:IVAN@FEROLY.COM) / 956-744-4400

08/22/2025

Re: Warehouse Owner FTZ Authorization

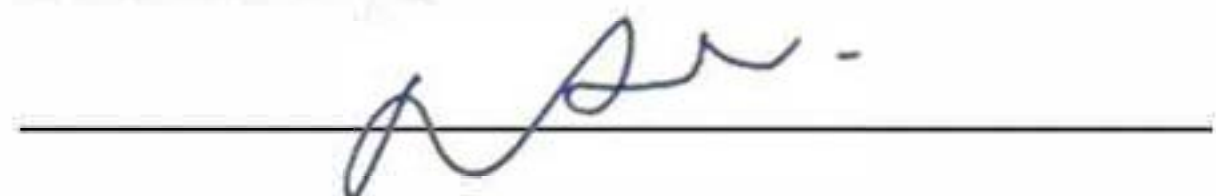
Dr. Wolfram F. Schaffler  
Foreign Trade Administrator  
Foreign Trade Zone #94  
Laredo, Texas

*RODRIGO A MARROQUIN* is the owner of the plot located at 20788 US Highway 83 N, Laredo, Texas 78045, with the following Legal Description *PT OF TRACT 58 20 ACRES LA MOCA (PREV: 900-32261-002)*. These facilities are currently being leased by *Fernando Solis & Associates, LLC*

I am aware and approve that *Fernando Solis & Associates, LLC* wishes to designate and activate a Foreign Trade Zone in said facilities, 871,200 of total designation space, and any amount from the total designation space as a Usage-Driven FTZ or Activation Space.

Please let me know if you have any questions or need any additional information.

Sincerely,



*RODRIGO A MARROQUIN*

*20788 US HIGHWAY 83 N, LAREDO TEXAS 78045*



FTZ DESIGNATION:

20 Acres

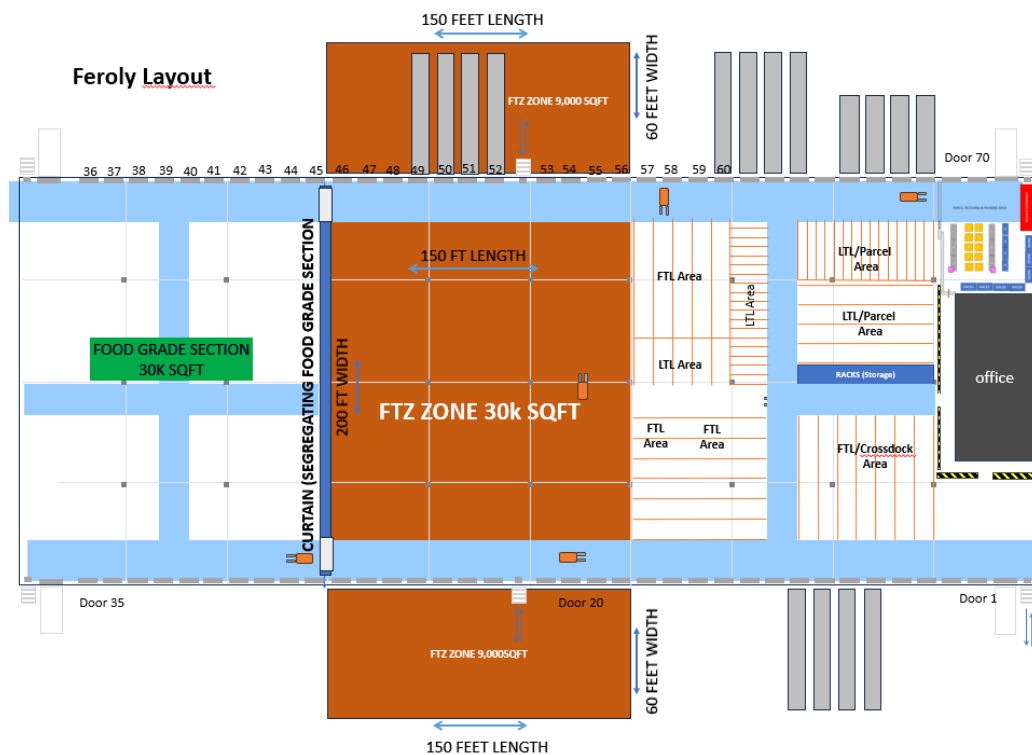
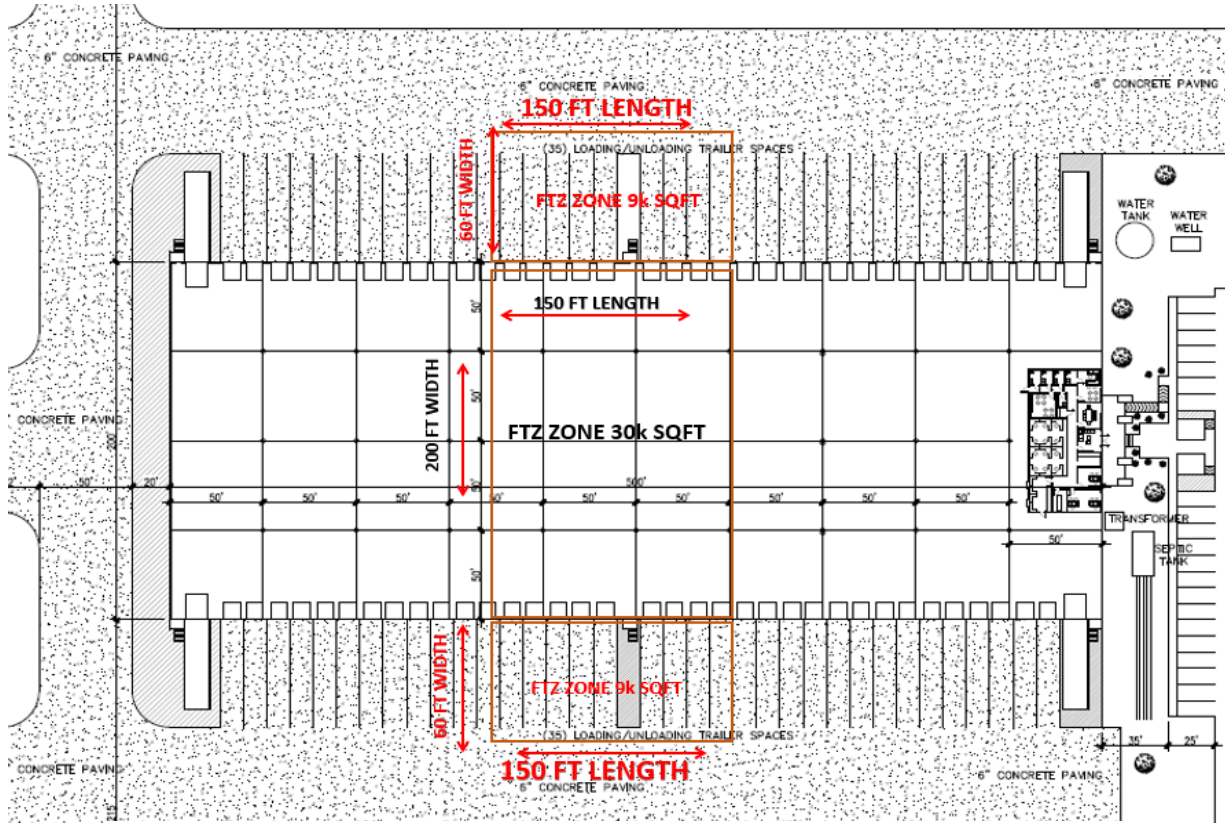


## FTZ ACTIVATION:

Total Activation 48,000 Sqft

30,000 Sqft inside Warehouse

18,000 Sqft outside Warehouse on Yard







# Laredo College

**Fort McIntosh Campus**

West End Washington St.

Laredo, TX 78040-4395

956.722.0521

[www.laredo.edu](http://www.laredo.edu)

**South Campus**

5500 South Zapata Highway

Laredo, TX 78046

956.794.4000

Dr. Minita Ramirez  
*President*

**Board of Trustees**  
Esteban Rangel  
*President*

Ernestina "Tita" C. Vela  
*Vice President*

Jackie Leven-Ramos  
*Secretary*

Cindy Liendo  
*Parliamentarian*

Erica Benavides Garcia  
*Trustee*

Mercurio Martinez Jr.  
*Trustee*

Adriana Alexander  
*Trustee*

Lizzy Newsome  
*Trustee*

Karina "Kari" Elizondo  
*Trustee*

September 5, 2025

Ms. Elizabeth Whiteman  
Executive Secretary  
Foreign-Trade Zones Board  
U.S. Department of Commerce  
1401 Constitution Ave., NW, Room 2111  
Washington, DC 20230

RE: City of Laredo Foreign-Trade Zone No. 94  
Minor Boundary Modification – Fernando Solis & Associates, LLC

Dear Ms. Whiteman:

Laredo College understands that the City of Laredo, Texas, is requesting a Minor Boundary Modification (ASF/usage driven) within Foreign-Trade Zone No. 94 in Laredo, Texas, on behalf of Fernando Solis & Associates, LLC, located at 20788 US Highway 83 N, Laredo, Texas, 78045, which is situated in Webb County's Taxing Jurisdiction.

Laredo College recognizes the increasing importance of international trade in our community and supports this request. Laredo College is aware that imported inventory and inventory held in the Foreign-Trade Zone for export will be exempt from local personal property taxes when the modification is approved.

Sincerely,

Dr. Minita Ramirez  
President

c: City of Laredo