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## **Arizona & Mexico Town Hall To Bring Diverse Perspectives Together To Explore Critical Cross-Border Trade And Investment Resources**

**Phoenix, AZ (August 14, 2019)** – [Jennings, Strouss & Salmon, P.L.C.](#), a leading Phoenix-based law firm, is pleased to partner with [Arizona Town Hall](#) as the premier sponsor of the third annual Arizona & Mexico Town Hall on October 3-4, 2019, at the [Hotel Lucerna](#) in Hermosillo, Sonora, Mexico. The genesis of this event was a recommendation from the [108th Arizona Town Hall](#), which was hosted in Tucson in 2016 and explored the strong ties bonding Arizona and Mexico.

The focus of the Arizona & Mexico Town Hall is for participants to actively engage in panel discussions focused on available cross-border trade, investment and business attraction resources aimed at driving economic development in the Arizona and Sonora region. Topics to be explored will include: business organizations, real property, banking and financing, tax regimes and incentives, intellectual property, import/export regulations, labor and employment, the importance of socially responsible development initiatives, and much more.

The goal of the Arizona & Mexico Town Hall is for participants to build professional networks while providing important recommendations on substantive updates and enhancements to available electronic resources that play a crucial role in driving cross-border trade, investment and business attraction in the Arizona and Sonora region. In cooperation with the Arizona-Mexico Commission, Financial Legal Services Committee, the ultimate goal will be to use the report from the 2019 Arizona & Mexico Town Hall as the impetus for an electronic cross border business guide between Arizona and Mexico.

"I am very proud of the contributions that the Arizona Town Hall has made to support ongoing cooperation between Arizona and Mexico over the last three years," states Patrick F. Welch, Member of Jennings Strouss. "The timing of 2019 Arizona & Mexico Town Hall could not be more strategic. The United States-Mexico-Canada Agreement (USMCA) has been signed, but not yet ratified by the United States Congress. The Arizona & Mexico Town Hall will provide yet another opportunity for Arizonans and Sonorans to critically examine ways to improve bi-lateral trade and investment between the two states and collectively raise their voices in support of the USMCA."

According to the Office of the United States Trade Representative, United States goods and services traded with Mexico totaled an estimated \$671.0 billion in 2018. Mexico was the United States' 2<sup>nd</sup> largest trading partner for imports and exports in 2018. This reflects the large role of re-exported goods originating in other countries (or originating in one NAFTA partner, arriving in the United States, and then returned or re-exported to the other partner without substantial transformation). United States statistics count goods coming into the United States customs territory from third countries and being exported to our trading partners, without substantial transformation, as exports from the United States.

"It's critical that Arizona and Mexico do everything possible to maintain and strengthen relationships with each other," states Tara L. Jackson, President of Arizona Town Hall. "The Arizona & Mexico Town Hall is one way to effectively achieve that goal."



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According to the Eller College of Management at the University of Arizona, Mexico is Arizona's number one trade partner, accounting for about 30% of all Arizona's exports to foreign markets and 37% of all Arizona's imports from foreign markets. Arizona exports to Mexico in 2018 totaled \$7.6 billion, and primarily include manufacturing products and agricultural goods.

"The Arizona-Mexico Commission is proud to sponsor the Arizona & Mexico Town Hall and its work to drive cross-border trade through networking, information sharing and the creation of binational business resources," states Juan Ciscomani, Senior Advisor for Regional and International Affairs, Office of Arizona Governor Doug Ducey. "This event comes at a time when international trade is at the forefront of discussions. The time is now to secure Arizona's economic future through the USMCA, and it's work that happens at events like this that propels Arizona's trade forward."

The \$150 registration fee includes a social networking happy hour on the evening of October 3<sup>rd</sup>, registration for the town hall, lunch, and a closing dinner on October 4<sup>th</sup>. Hotel reservations must be made separately and can be done online at [Hotel Lucerna](#). For more information and to register online, visit [Arizona Town Hall](#) or call the Arizona Town Hall office at 602.252.9600.

The 2019 Arizona & Mexico Town Hall is thankful for its sponsors [Jennings Strouss](#), [Salt River Project](#), the [Arizona-Mexico Commission](#), and [Visit Tucson](#).

### **About Jennings, Strouss & Salmon, PLC**

For over 75 years, [Jennings Strouss](#) has been dedicated to providing clients with strategic legal guidance to help them seize every opportunity. The firm is well-known for its rich heritage, commitment to community, and long-lasting relationships. We have a deep understanding of business and law. When you work with us, you'll have a team of legal experts who are dedicated to your vision of success.

Through our offices in [Phoenix](#), [Peoria](#), and [Tucson](#), Arizona, and [Washington, D.C.](#), we leverage resources both regionally and nationally to serve our expanding client base. Jennings Strouss is deeply rooted in each of our locations' legal and business communities, and especially instrumental in helping shape the dynamic growth of Arizona and many of its institutions. The firm promotes a pragmatic, results-oriented approach, coupled with a healthy, well-managed, and friendly atmosphere of collaboration.

Our primary areas of practice include advertising and media law; agribusiness; automobile dealership law; bankruptcy, restructuring, and creditors' rights; construction; corporate and securities; eminent domain and condemnation; employee benefits and pensions; energy; estate planning and probate; family law and domestic relations; finance; healthcare; insurance defense; intellectual property; labor and employment; legal ethics; litigation; medical malpractice; professional liability defense; real estate; surety and fidelity; and tax.

For additional information, please visit [www.jsslaw.com](http://www.jsslaw.com) and follow us on [LinkedIn](#), [Facebook](#), and [Twitter](#).

### **About Arizona Town Hall**

[Arizona Town Hall](#) educates, engages, connects and empowers people to resolve important issues through consensus, not division, using a process based on respectful dialogue that values diverse perspectives, builds relationships and fosters leadership development.

Arizona Town Hall is a private, statewide nonprofit organization that has been a catalyst for civic



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action and the advancement of issues important to Arizonans for more than 55 years. The organization's signature events include statewide Town Halls convened to bring diverse Arizonans together for facilitated, civil discussions leading to consensus solutions to the state's most pressing issues. Community Programs are held in venues across the state during the months before and after each statewide Town Hall. Community Programs provide an opportunity for more Arizonans to add their voice to the discussions. Arizona Town Hall also offers consulting services to government, business and other entities interested in using Arizona Town Hall's unique system of facilitated, consensus-oriented discussions to find common ground and bring solutions to challenges they may be facing.

The work of Arizona Town Hall is made possible through the generous financial support of individuals, businesses, foundations and other organizations that support its mission.

For more information, please visit [www.aztownhall.org](http://www.aztownhall.org).

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