



# CfMSS

"Promoting Maritime Business & Security"

## Center for Maritime Systems & Security

**Center for Maritime Systems & Security**  
**Meeting Notes - Friday, February 9, 2007**  
**10:00 am – 12:00 noon**  
**CICESE - Ensenada, BC Mexico**

The meeting was called to order by Michael Jones at 10:100 am. There were approximately 45 attendees from multiple commercial and government entities, including individuals from Australia, Mexico and the U.S.

### **Welcome and Overview of the Meeting**

Michael Jones welcomed everyone and expressed particular appreciation to the approximately 35 attendees that drove from north of the border to Ensenada for the meeting at CICESE. He set the stage for the meeting with a description of how each CfMSS meeting includes a keynote speaker, up to 4 company briefings, and a 10 minute presentation of technology available for licensing from SPAWAR, a university or national lab. The format for today's meeting included an introduction from Federico Graef, Director General of CICESE, who will introduce the keynote speaker Ing. Carlos M. Jauregui, Director of the Port of Ensenada, B.C. This was followed by short presentations from a representative from Luce Forward law firm on Americans doing business in Mexico, and from a representative from the Naval Post Graduate School. He concluded the overview by mentioning the agendas for future CfMSS meetings through June 2007.

### **Introduction to CICESE**

Federico Graef welcomed meeting attendees. He introduced the heads of various divisions of CICESE including Oceanology, Innovative Development, Computer Science, Optics, Aquaculture, Biological Oceanography, Strategic Projects, and Intellectual Property. He presented an 8 minute video on CICESE which is the largest Center of the National Council of Science and Technology in Mexico. The video – "CICESE in the New Millennium" – presented the four main basic and applied research areas of CICESE. They are: Earth Science; Physics; Oceanology, and Applied Biology. CICESE offers Masters of Science and Doctor Degree programs in these research areas. Federico then introduced Carlos Jaueregui, Director of the Port of Ensenada, B.C.

### **Keynote Speaker – Carlos Jauregui (Director of the Port of Ensenada B.C.)**

Carlos briefed the attendees on the port expansion activities in Baja California. The Port of Ensenada projects include nautical and tourism (cruise ships and marinas), fishing and shipyards, containers, and future development. It is the only commercial port in Baja California. Container throughput has increased dramatically for the Port in recent years. Between 1998 and 2006 container through put increased from 14,274 to 121,000. They are in the process of a second expansion phase in order to accommodate increased projected traffic from Japan and Korea. An additional \$15 million to \$20 million will be spent in 2007 and 2008 for the expansion of the container terminal. The Port is certified as a secure port with security certified throughout the entire logistics chain. He also discussed plans for developing the major new proposed port in Punta Colonet, about an hour south of Ensenada. The Port of Ensenada is hemmed in by commercial development and cannot be expanded much further. The new Port is expected to require about \$4 billion in investment including a new rail facility that will connect Punta Colonet with Mexicali. The Master Plan for the new Port was completed in December 2006. The invitation to bid is expected to be made in April 2007. Further studies are being planed for technical and economic feasibility and a market demand study. Groundbreaking is projected to occur in 2008 with the first phase completed by 2011. Interested parties should place themselves on a list of interested parties administered by the Undersecretary of Infrastructure for public announcements and bidding information.

### **John McNeece – Luce Forward Law Firm**

*NOTE: This presentation on doing business in Mexico was substituted for the normal Technology presentation:*

John is a corporate attorney that has specialized in Mexico for many years. He was one of the principal authors of the new investment law for Mexico, which provides additional legal structures and protection for the rights of outside and minority investors. John briefed the attendees on how Americans can access new business opportunities in Mexico. He emphasized that the Mexican government has made excellent progress on facilitating American business entry into their economy. Key steps include setting up a Mexican company either as a U.S. corporation or Limited Liability Company. It is now possible to create a new company within 6 weeks. The Government has strong intellectual property laws in place and the legal system has begun to enforce them.

**Wendy Walsh – Naval Post Graduate School**

Wendy briefed the attendees on the Naval Post Graduate School's role in technology development and indicated a strong desire to collaborate with CfMSS and other organizations.

**Carlos Duarte – CEN12T Program**

Carlos briefed the attendees on the CEN12T program which is a technology based regional economic development initiative in Baja California. The organization is funded by the State Economic Development Secretary and Minister of Economy. The mission of the organization is to create local innovative capacity. A \$5 million angel investment fund is scheduled for launch soon.

**Martin Cebis – President, Embedded Technologies Corp – Perth, AU**

Martin briefed the group on his company based in Perth, Australia. ETC recently launched its 3<sup>rd</sup> generation process automation software focused on security and defense, which allows the rapid installation and after installation changes to be made to small to very large installations with significantly reduced engineering needs. They are bidding on projects in Asia, the Middle East and the U.S. with systems integrator partners. They are looking for additional partners in the U.S.

**Adjournment**

Michael Jones again thanked Federico and his colleagues for hosting the event at CICESE and for the breakfast that was laid on for the group. The next meeting of the CfMSS will be on March 9, 2007 at National University from 9:00 am to 11:00 am. The keynote will be from Dr. John Orcutt from Scripps Oceanography (the flyer will be on the website shortly).