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## NEWS | SAN DIEGO | GENERAL

## San Diego finds binational solutions for growth, development

Friday, July 18, 2014

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Incredible opportunities lay ahead for San Diego as a binational and cross-border region. There are global-scale projects happening right in our South County backyard, which will attract the attention of companies, international travelers, and businesses looking to grow.

McKinney Advisory Group's Charlie Copelan actively engages local, state, and federal government on behalf of San Diego and national clients for promoting the region's growth and cross-border relationships. His unique perspective includes views from both sides of the border.

Charlie expressed his optimism about the region's future, "Our Cali-Baja Region is uniquely positioned to take advantage of the upswing in "inshoring" that is providing increases in North American manufacturing jobs. Additionally, with several significant transportation projects in the works, South County is becoming extremely attractive for international companies looking to capitalize on the competitive advantage the area has to offer, and with incredibly supportive officials from both sides of the border and a largely bilingual and educated workforce, the future is looking great for this region."

The South County EDC (SCEDC), San Diego Regional EDC, and San Diego Regional Chamber of Commerce (SDRCC) have organized representatives to work with agencies across the Mexican Border and to approach regional growth with a binational solution.

Alison Philips, Communications Manager for the SDRCC, "The Chamber is continually working with South County entities to help further development and grow business and jobs in the area. The Chamber's Mexico Business Center is focused on the development of domestic and international policies that enhance economic prosperity through efficient cross border commerce and robust international business, political, cultural relationships."

San Diego is preparing for more growth in a sustainable way. SCEDC supports these projects with resources, experts, and energy, and by connecting everything together, SCEDC acts as a driving force of positive development in the region.

Paola Avila, Executive Director of the SDRCC Mexico Business Center, said, "South County is the gateway to international trade and the Chamber's Mexico Business Center has been working hard to strengthen relationships with business organizations across the border, so that the region as a whole will benefit."

Many projects either under construction or planned demonstrate our commitment to investing and growing our binational community. Most impressive and promising is a terminal where one parks in the U.S. and flies out of Mexico that is currently under construction. Chula Vista is about to receive a new university, which will provide valuable resources and many economic opportunities. The Chula Vista Bayfront project is also moving forward and includes plans for a convention center, hotels, and office spaces, and it is currently the largest project on the West Coast. Other projects include expanding the San Ysidro Port, the busiest port of entry in the world, and building another port of entry in Otay Mesa East.

As Cindy Gompper-Graves, CEO of South County EDC says, "The future of South County sells itself."

About McKinney: McKinney Advisory Group is a uniquely client-focused firm that looks at the bigger picture when helping clients make real estate decisions. "Your Vision is our Mission."

For more information on cross border initiatives or how to take advantage of South County real estate opportunities, please contact Charlie Copelan at [ccopelan@mckinneyadvisory.com](mailto:ccopelan@mckinneyadvisory.com).

[www.mckinneyadvisory.com](http://www.mckinneyadvisory.com) | 12250 El Camino Real,  
Suite 220, San Diego, CA 92130 | 858-519-3240