

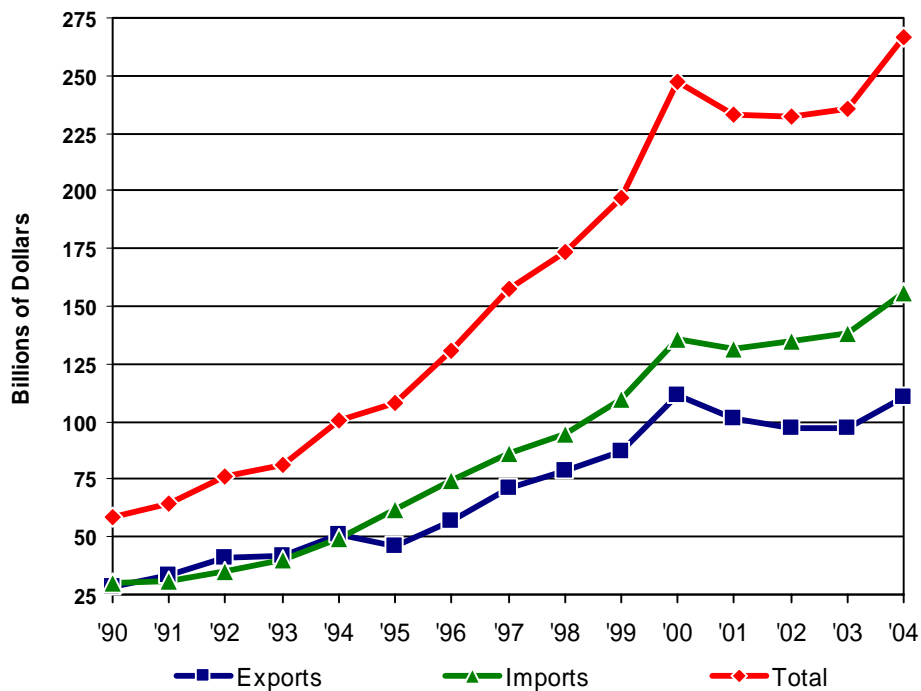
Laredo Economy Update

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Total U.S.-Mexico Trade, 1990-2004



Year	Dollar Value (In Billions)	Annual Average Percent Change
1990-2004	2,362.2	23.7
2000	247.6	23.9
2001	232.9	-3.3
2002	232.2	2.5
2003	235.6	2.5
2004	266.6	12.8

Source: U.S. Census Bureau, Foreign Trade Division, Data Dissemination Branch, Washington, D.C.

Source: U.S. Department of Commerce data compiled by the Texas Center at Texas A&M International University.

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**U.S.-Mexico Overland Merchandise Trade
Laredo Port of Entry, 1990-2004**

Year	Dollar Value (In Billions)	Annual Average Percent Change	Share of Total Trade
1994-2004	680.2	18.7	39.3
2000	84.4	30.0	41.3
2001	79.7	-5.6	41.1
2002	79.4	-0.4	41.1
2003	78.9	-0.6	40.5
2004	89.9	13.9	41.1

Source: U.S. Department of Commerce data compiled by the Texas Center at Texas A&M International University.

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Laredo vs. Border
Selected Economic Indicators, 2004

	Laredo	% Change	Border	% Change
International Trade				
Pedestrian	8,784,365	3.3 ↑	25,939,977	0.8 ↑
Vehicles	13,935,639	1.4 ↓	58,460,984	1.1 ↓
Trucks	2,844,668	3.8 ↑	2,677,152	3.7 ↑
Rail Cars	408,514	3.6 ↑	175,070	0.5 ↓
Bridge Revenues (U.S. \$)	33,179,766	3.2 ↑	60,094,498	9.8 ↑
Local Economy				
Retail Sales* (U.S. \$)	2,647,430,859	1.4 ↑	13,297,154,429	1.3 ↑
Building/Construction (U.S. \$)	390,806,480	52.8 ↑	1,267,475,761	8.3 ↓
Employment	76,756	6.4 ↑	424,466	1.1 ↑

*Estimate

Source: Data compiled by the Texas Center for Border Economic and Enterprise Development, Texas A&M International University

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Laredo Employment, 2000-2004

	2000	2004	% Change	Gain/Loss (N)
Brownsville	44,310	48,124	8.6	3,814
Del Rio	13,936	15,448	10.9	1,512
Eagle Pass	8,736	9,856	12.8	1,120
El Paso	238,029	247,772	4.1	9,743
Harlingen	25,455	27,647	8.6	2,192
Laredo	65,053	76,786	18.0	11,733
McAllen	45,943	54,042	17.6	8,099
Pharr	13,700	16,115	17.6	2,415
Rio Grande	4,621	5,651	22.3	1,030
 Border	 459,783	 501,441	 9.1	 41,658
 Texas	 9,960,436	 10,335,723	 3.8	 375,287

Source: Texas Workforce Commission

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Laredo MSA* Employment Growth, 2004

Industry	2003	2004	Share	Change	
			'04 %	'03-'04 N	%
Total	77,300	80,900	100.0	3,600	4.6
Natural Resource & Mining	1,300	1,300	1.6	0	0.0
Construction	2,500	2,600	3.2	100	4.0
Manufacturing	1,100	1,300	1.6	200	18.2
Wholesale	2,500	2,600	3.2	100	4.0
Retail	12,000	12,500	15.5	500	4.2
Transportation, Warehousing, Utilities	11,600	12,300	15.2	700	6.0
Information Services	600	600	0.7	0	0.0
Financial Services	3,200	3,300	4.1	100	3.1
Professional & Business Services	4,400	4,700	5.8	300	6.8
Education & Health Services	10,700	11,200	13.8	500	4.8
Leisure & Hospitality Services	7,000	7,200	8.9	200	2.6
Other Services	1,800	1,900	2.3	100	5.6
Government	18,600	19,400	24.0	800	4.3

*Webb County

Source: *Texas Labor Market Review*, Texas Workforce Commission, January 2005

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Laredo vs. State of Texas
Salaries and Wages by Industry, 2004

	Texas	Laredo	%
	Average	Average	Average
Agriculture, Forestry, Fishing & Hunting	20,450	19,300	94.4
Mining	93,450	47,500	50.8
Utilities	58,350	43,150	74.0
Construction	32,300	22,200	68.7
Manufacturing	50,300	19,650	39.1
Wholesale Trade	54,150	28,550	52.7
Retail Trade	24,000	18,300	76.3
Transportation and Warehousing	38,600	24,500	63.5
Information Services	41,775	33,450	80.1
Finance and Insurance	63,200	29,800	47.2
Real Estate and Rental and Leasing	31,600	21,400	67.7
Professional and Technical Services	50,283	25,700	51.1
Management of Companies and Enterprises	73,750	41,850	56.7
Administrative and Waste Services	25,366	17,600	69.4
Educational Services	30,683	24,283	79.1
Health Care and Social Assistance	38,162	25,150	65.9
Arts, Entertainment, and Recreation	23,066	13,000	56.4
Accommodation and Food Services	14,516	10,050	69.2
Other Services, Ex. Public Admin	22,966	15,450	67.3
Government	41,700	41,516	99.6
All Industries	41,433	26,120	66.5

Source: Texas Workforce Commission, U.S. Bureau of Labor Statistics

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Closing the Salary & Wages Gap

- Education and Training
- Modern Plant, Equipment and Facilities