

Volume 14, Issue 1  
April 2012

Chamber of Commerce  
Laredo, Texas

# Laredo

## Gateway to Mexico



### Important Facts:

- The Port of Laredo is the largest port of entry on the U.S.-Mexico border, and the largest inland border port of entry ahead of Detroit, MI and Buffalo, NY.
- The Port of Laredo handles 40% of U.S.-Mexico trade on the U.S. Southern Border.
- Over 9,000 trucks cross at the Port of Laredo daily.

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# Vision 2012

## Economic Outlook Report

### Formulating a Vision

The Purpose of the Vision 2012 Conference and Trade Mission

During the past two centuries, Laredo has been at the crossroads of U.S.-Mexico trade and commerce. As the metropolitan area of 256,496 inhabitants enters the second decade of the new millennium, Laredo will continue to shape the destiny of the region. Tremendous efforts are underway to maintain a competitive business environment. In this regard, extensive participation by the business community will hallmark how well we are prepared to address both the increase in growth and commerce.

The Laredo Chamber of Commerce, over 700 members strong, has a vision and goal to foster the ongoing betterment of the community and region as well as encourage and promote the maintenance of a competitive business sector. There are three prime factors that bode well for the future of Laredo: first is the growing active work force, second the continued diversification of all economic sectors, and third, a significant public-private infrastructure initiative to enhance all areas of the region's transportation corridors and support services.

The 2012 Vision Conference intends to focus on the dynamic commercial viability of the city and the traditional linkages with counterparts in Mexico and the South Texas region. The membership of the Laredo Chamber of Commerce looks forward to continued regional and transnational cooperation. Thus, this publication is a snapshot of Laredo's recent growth and trade activities.

### Laredo 2011: Stronger Growth, But Still Not Enough

By Pablo Camacho-Gutierrez, Assistant Professor of Economics, Division of International Banking and Finance Studies, A.R. Sanchez Jr., School of Business, Texas A&M International University

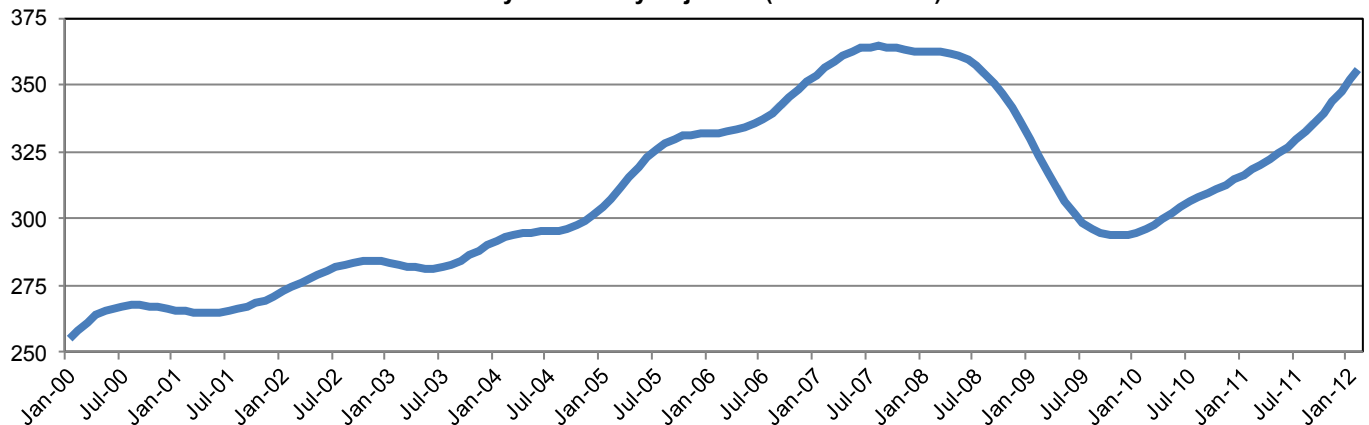
This section discusses the statistics on international trade and local economic indicators that characterize Vision, but it also assesses the performance of Laredo's economy during 2011. In addition, this section includes all nominal variables in both current and constant dollars. The city's average Consumer Price Index for all-urban consumer (CPI-U, with base period 1982-84) was used to convert current to constant dollars. However, the CPI-U was normalized so that current dollars are as of 2000.

Laredo's economy grew at a faster pace during 2011 than in 2010. Chart 1 (p. 2) shows the seasonally-adjusted Metro Business-Cycle Index (MBCI) for Laredo MSA (MBCI-Laredo)—published by the Federal Reserve Bank of Dallas—which summarizes “movements in locally measured nonagricultural employment, the unemployment rate, inflation-adjusted wages and inflation-adjusted retail sales.” On the other hand, Chart 2 (p. 2) shows the seasonally adjusted monthly unemployment rate for Laredo MSA. According to both charts, the economy in Laredo started a recession during the third quarter of 2007, which then ended at the beginning of the fourth quarter of 2009. Indeed, economic activity in Laredo reached trough during October and November 2009, when both the seasonally adjusted series MBCI and unemployment rates leveled off.

Economic activity in Laredo increased by 10.55 percent, from December 2010 to December 2011, according to the MBCI-Laredo (See Table 1, p. 2). Similarly, over the same period of time, the seasonally adjusted unemployment rate dropped by 1.28 percentage points. (The actual

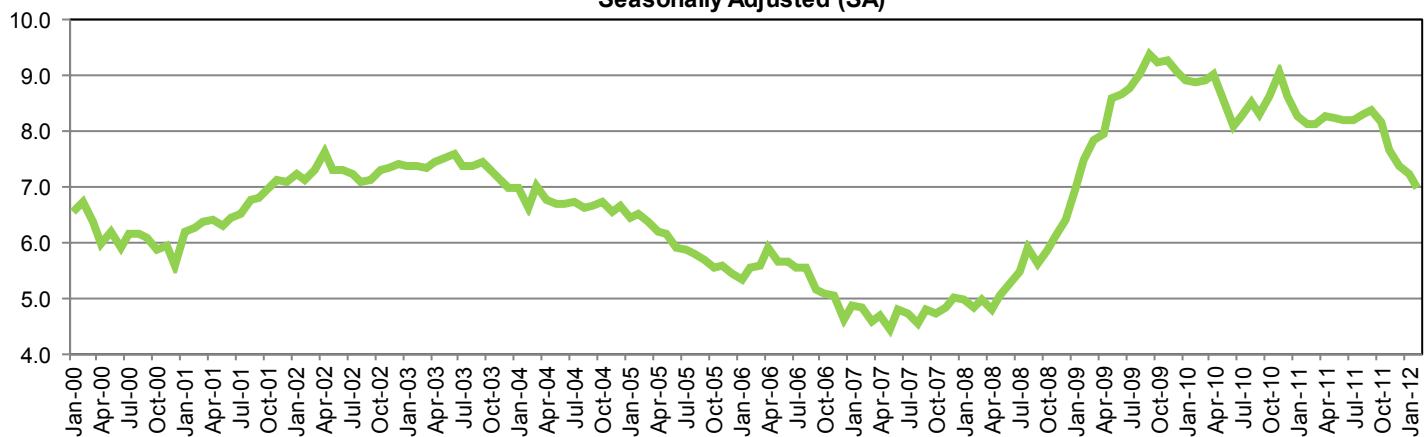
*(Continued on page 2)*

**Chart 1**  
**Laredo Metro Business-Cycle, Index: January 2000-February 2012**  
**Monthly Seasonally Adjusted (Oct 1980= 100)**



Source: Federal Reserve Bank-Dallas Branch (accessed on 04/14/2012)

**Chart 2**  
**Laredo MSA Unemployment Rate, January 2000-February 2012**  
**Seasonally Adjusted (SA)**



Source: Seasonally adjusted by author with data from Bureau of Labor Statistics (accessed on 04/14/2012)

unemployment rate dropped by 1.2 percentage points over the same period of time.) The increase in economic activity in Laredo during 2011 was consistent and increasing. During the first half of 2011, economic activity increased at a rate of 3.94 percent while the unemployment rate declined by 0.46 percentage points. During the second half of 2011, the economic activity grew at a rate of 6.36 percent while the unemployment rate decreased by 0.82 percentage points. In addition, comparing the overall economic activity in 2010 and 2011, Laredo's economic

activity increased by 8.16 percent and the unemployment rate decreased by 0.54 percentage points.

Nonetheless, the economic recovery that Laredo has observed since the fourth quarter of 2009 falls short from reaching Laredo's pre-recession economic activity level and unemployment rate. (Vision 2010 stated: "It might take a couple of years before Laredo's economy recovers the level of economic activity that it observed before this recession.") The MBCI-Laredo reached a peak at 364.4 on August 2007 while it was at 347.7 on December 2011. (This index continues growing; i.e., it was 355.9 on February 2012.) Likewise, the seasonally adjusted unemployment rate reached a minimum at 4.4 percent in May 2007 whereas it was at 7.4 percent on December 2011. (The seasonally adjusted unemployment rate continues declining; i.e., it was 7.0 percent in February 2012.)

**Table 1**

Period	Business-Cycle Index: Percent Rate of Change*	Unemployment Rate: Percentage Points of Change**
Dec 2010 - Dec 2011	10.55%	-1.28
Dec 2010 - Jun 2011	3.94%	-0.46
Jun 2011 - Dec 2011	6.36%	-0.82
Avg. 2010 - Avg. 2011	8.16%	-0.54

Source: Author's calculations with data from \*Federal Reserve Bank-Dallas Branch and \*\*Bureau of Labor Statistics

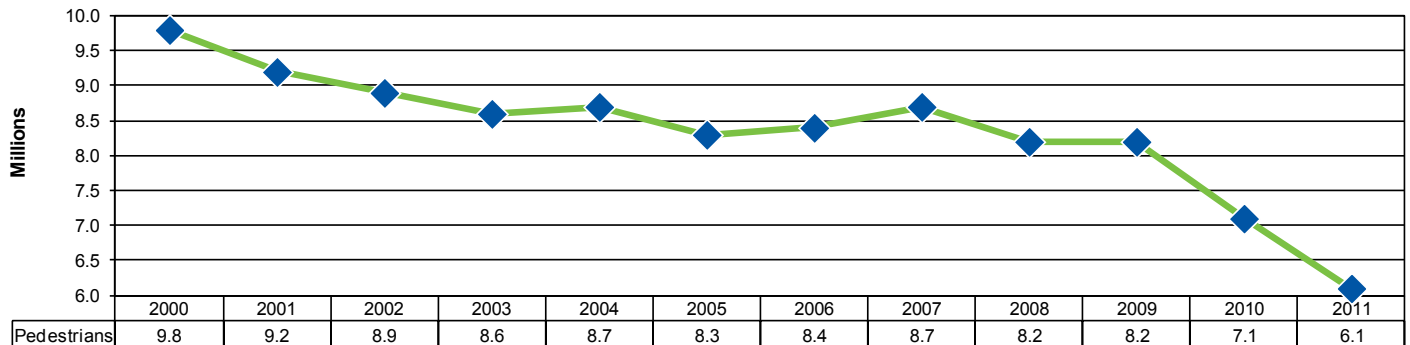
### International Crossings (See Notice, p. 9)

Pedestrian crossings dropped by 14.3 percent in 2011 (Chart 3). There were 6.1 million pedestrian crossings in 2011; 1.0 million fewer pedestrian crossings occurred in 2011 than in 2010. The downward trend in pedestrian crossings started in 2000, but

the trend precipitated its downward rate in 2010 and 2011. Compared to its peak level in 2000, there were 3.6 million fewer pedestrian crossings in 2011, which represents a 37.3 percent reduction.

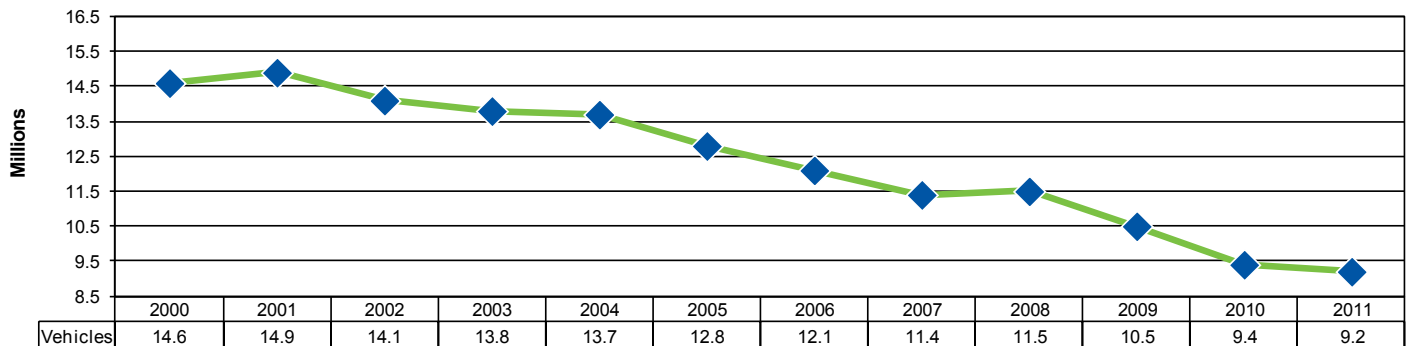
Vehicle crossings dropped by 2.5 percent in 2011, and thus continue its downward trend (Chart 4), which began in 1999.

**Chart 3**  
**Pedestrian Crossings at Laredo**  
**(North and South)**



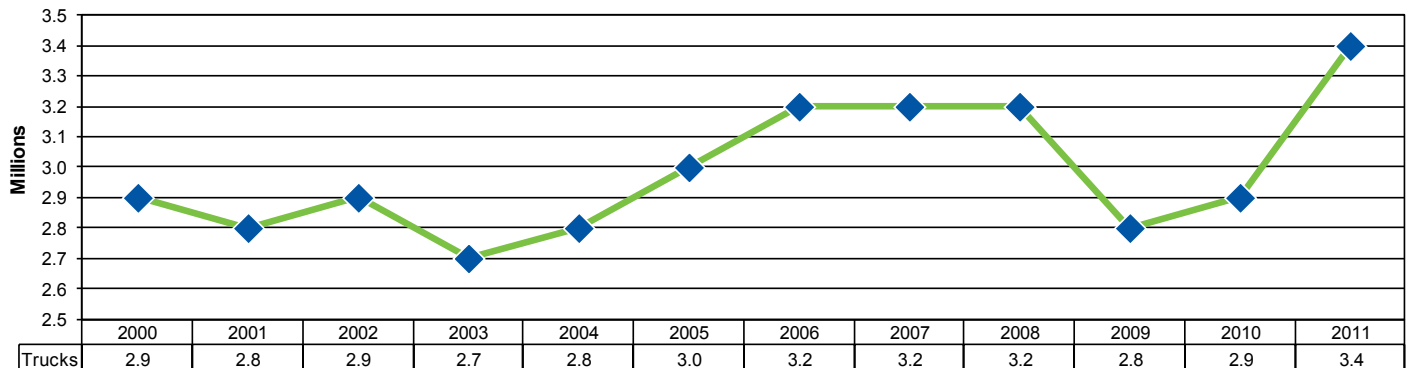
Source: Laredo Bridge System and Department of Homeland Security, U.S. Customs and Border Protection data compiled by the Texas Center, TAMIU.

**Chart 4**  
**Vehicle Crossings at Laredo**  
**(North and South)**



Source: Laredo Bridge System and Department of Homeland Security, U.S. Customs and Border Protection data compiled by the Texas Center, TAMIU.

**Chart 5**  
**Truck Crossings at Laredo**  
**(North and South)**



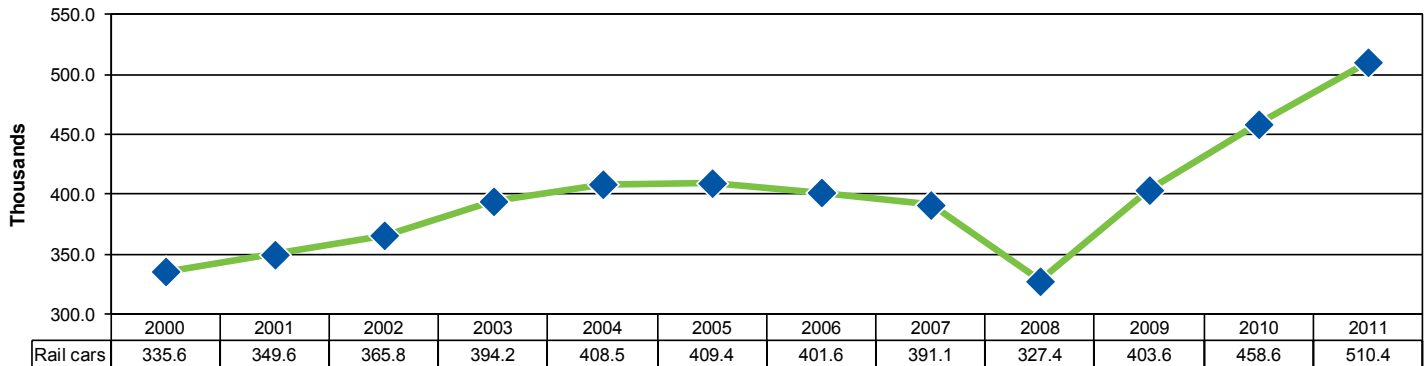
Source: Laredo Bridge System and Department of Homeland Security, U.S. Customs and Border Protection data compiled by the Texas Center, TAMIU.

There were 9.2 million vehicle crossings in 2011; 0.2 million fewer vehicle crossings occurred in 2011 than in 2010. Compared to its peak level in 1999, 6.4 million fewer vehicle crossings occurred in 2011, which represents a 41.3 percent reduction.

Truck crossings increased by 15.8 percent in 2011 (Chart 5, p. 3). There were 3.4 million truck crossings in 2011; that is, 0.5 million more crossings than in 2010. Furthermore, truck cross-

ings reached a historical high in 2011; the former peak level of 3.2 million crossings was reached in 2006-2008. Retrospectively, truck crossings grew from 0.8 to 1.5 million crossings over the period from 1990 to 1995, and then grew at an even higher rate from 1995 to 1998—reaching 2.8 million crossings in 1998. From 1998 to 2011, truck crossings fell between 2.7 to 3.4 million. (In 2000, 2002 and 2010, respectively, 2.9 million trucks crossed the border.)

**Chart 6**  
**Rail Car Crossings at Laredo**  
**(North and South)**

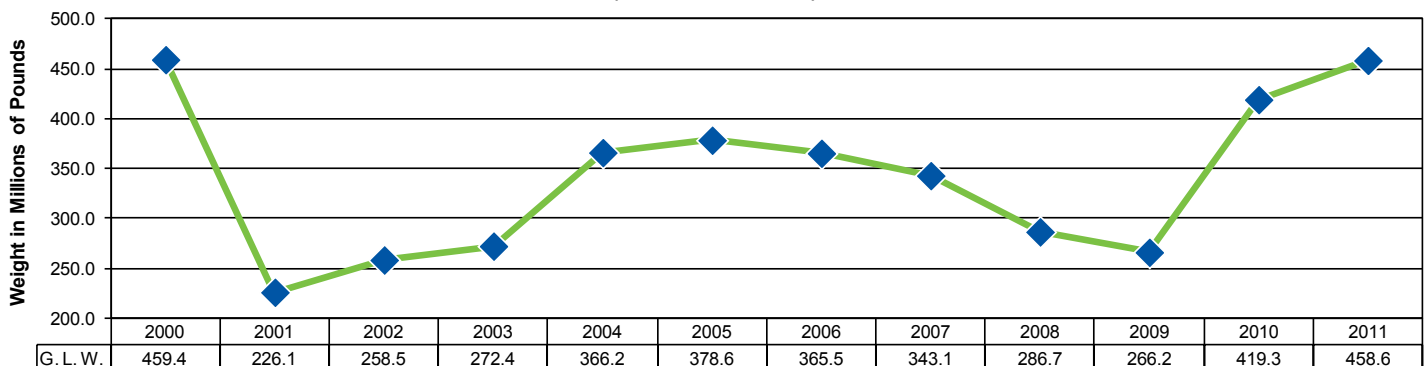


Source: Data provided by railroad companies and compiled by the Texas Center at Texas A&M International University.

Rail car crossings grew by 11.3 percent in 2011 and set a historical high of 510,389 (Chart 6). Rail car crossings have increased since 2009. The growth in rail car crossings during 2011 was preceded by an increase of 23.3 and 13.6 percent in 2009 and 2010, respectively. The previous peak was reached at 409,406 rail car crossings in 2005.

Laredo International Airport's gross landed weight increased by 9.4 percent in 2011. In 2011, 458.6 million pounds of air cargo arrived in Laredo, a gain of 39.3 millions of pounds over 2010 (Chart 7). Even more, air cargo in 2011 almost reached its historical peak of 459.4 millions of pounds that took place in 2000. The growth in gross landed weight during 2011 was preceded by an increase of 57.5 percent in 2010.

**Chart 7**  
**Gross Landed Weight at Laredo International Airport**  
**(Millions of Pounds)**

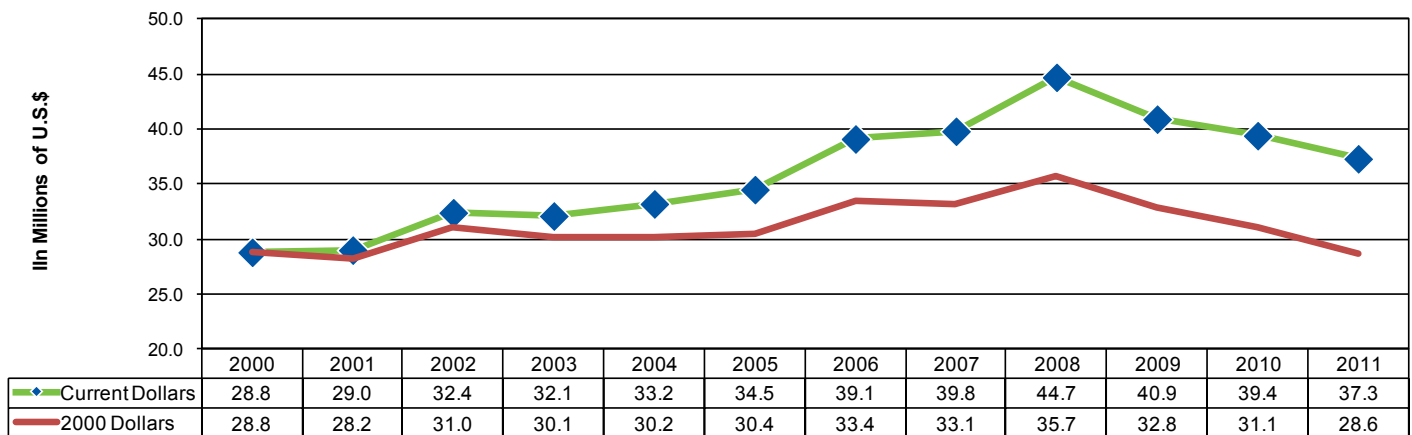


Source: Data provided by the Laredo International Airport.

In 2011, international bridge revenues continued a downward trend—both in real and nominal terms—that began in 2009 (Chart 8). In current dollars, international bridge revenues dropped to \$37.3 million; that is, \$2.1 million below the 2010 level. This represents a drop of 5.4 percent in nominal terms. In

real terms, international bridge revenues dropped by 8.3 percent in 2011. Roughly speaking, in constant dollars, bridge revenues have remained flat since 1999; indeed, international bridge revenues in 2011 fell short of their 2000 level.

**Chart 8**  
Laredo Bridge Revenues  
In Current and 2000 U.S. Dollars



Source: Laredo Bridge System data compiled by the Texas Center at Texas A&M International University.

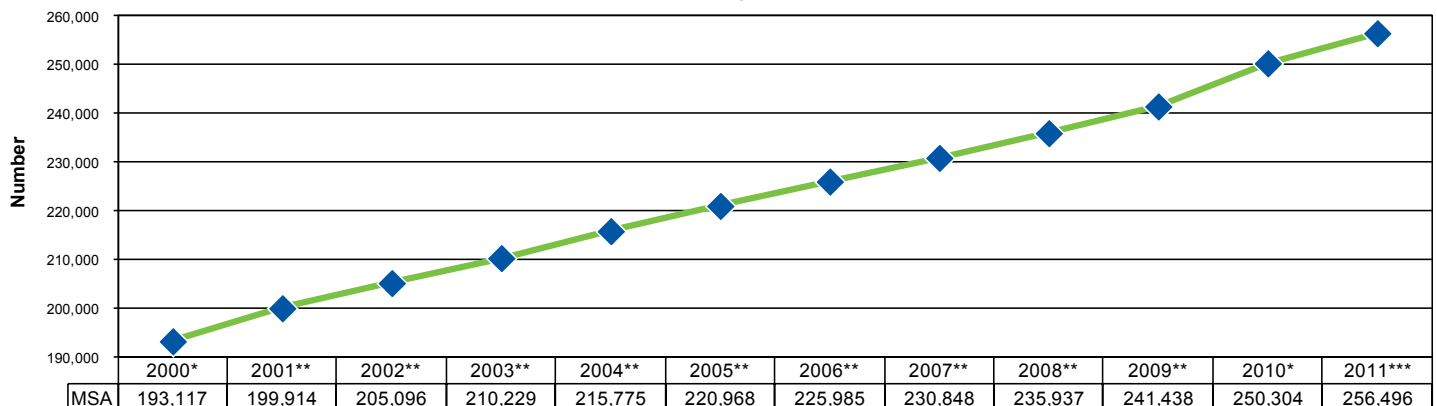
## Population and Construction Sector

Laredo has experienced an extraordinary economic growth over the past two decades. This induced a high population growth rate, and thus generated a boom in the construction sector. Laredo has almost doubled its population over the last two decades; i.e., Laredo-MSA's population in 1990 and 2010 was 133,239 and 256,496, respectively (Chart 9). In 2011, the population increased by 2.5 percent with respect to 2010. Population

growth in Laredo has exceeded that of the state of Texas and the United States. Over the period 1990-2009, the average annual population growth rate in Laredo, Texas, and the U.S. was 4.14, 2.41 and 1.26 percent, respectively. Nevertheless, compared to the 1991-2000 decade, Laredo's population growth rate has declined over the 2001-2010 period. (The average annual population growth rate over the period 1991-2000 was 3.8 percent; in contrast, the same figure over the period 2001-2010 was 2.6 percent.)

(Continued on page 8)

**Chart 9**  
Laredo MSA Population



Source: \*U.S. Census Bureau, 2000 Census Count and 2010 Census Redistricting Data (Public Law 94-171) Summary File

\*\*U.S. Census Bureau, Population Division, Annual Estimates of the Resident Population for Counties: April 1, 2000 to July 1, 2009 (CO-EST2009-01-48)

\*\*\*U.S. Census Bureau, Population Division, Annual Estimates of the Resident Population for Metropolitan and Micropolitan Statistical Areas: April 1, 2010 to July 1, 2011 (CBSA-EST2011-01)

## An Overview of the Labor Market in the Laredo-MSA

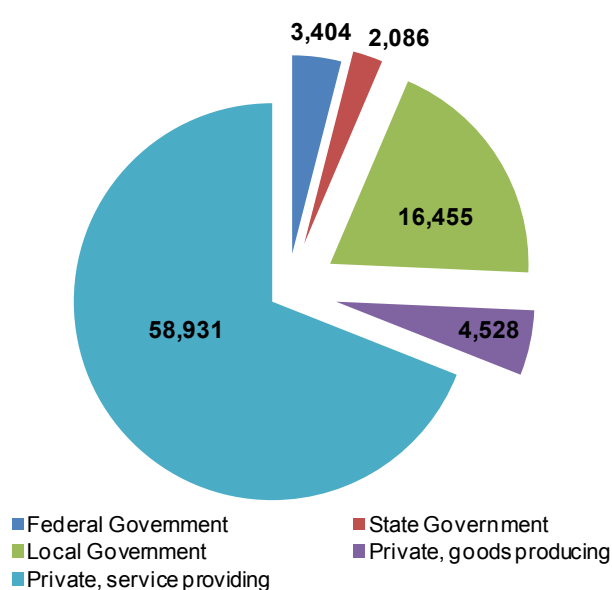
By Dr. Pablo Camacho-Gutierrez

This section discusses the structure of Laredo-MSA's (Metropolitan Statistical Area) labor market. It highlights the main sectors in terms of their contribution to the local area number of employees and corresponding average annual pay. Mining and international trade activities are discussed in particular. The data source used in this section is the Quarterly Census of Employment and Wages (QCEW) from the Bureau of Labor Statistics.<sup>1</sup>

QCEW reports 85,404 employees were employed on average in the Laredo-MSA during 2010. The private sector employed 63,459 workers, whereas the public sector employed the remaining 21,945 workers. Distinctly, out of the 85,404 workers, 69.0 and 5.3 percent were employed in private service providing activities and goods producing activities, respectively; 1.1 percent were employed by the federal government, 0.4 percent by the state government, and 19.3 percent by the local government. Thus, the service providing businesses and the local government are the largest employers in the Laredo-MSA. (Chart 1.)

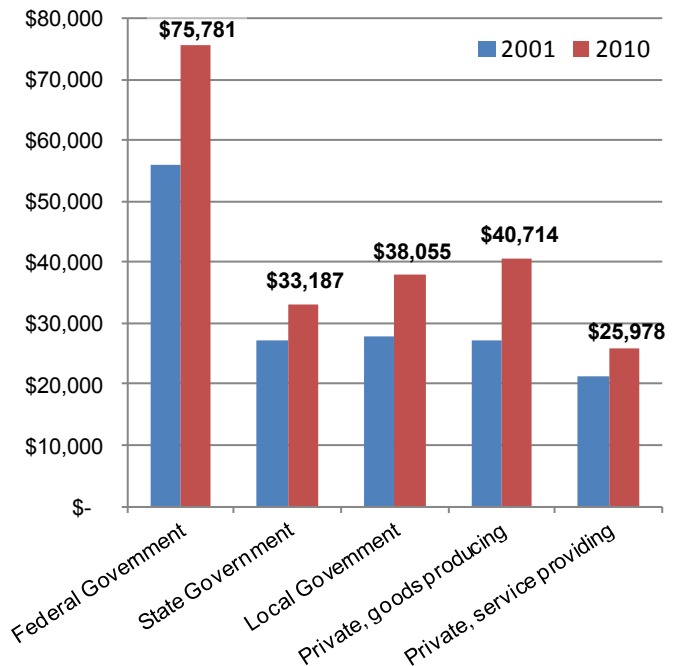
In terms of average annual pay, federal government jobs are the highest paid, whereas service providing business jobs are the lowest paid. (Chart 2) In 2010, federal jobs paid 2.9 times more than service providing business jobs, and 2.0 times more than local government jobs. The second highest paid jobs are in goods producing industries.

**Chart 1**  
Average Annual Number of Employees Laredo-MSA, 2010



Source: Data from the Bureau of Labor Statistics

**Chart 2**  
Average Annual Pay: 2001 vs 2010  
Current U.S. Dollars



Source: Data from the Bureau of Labor Statistics

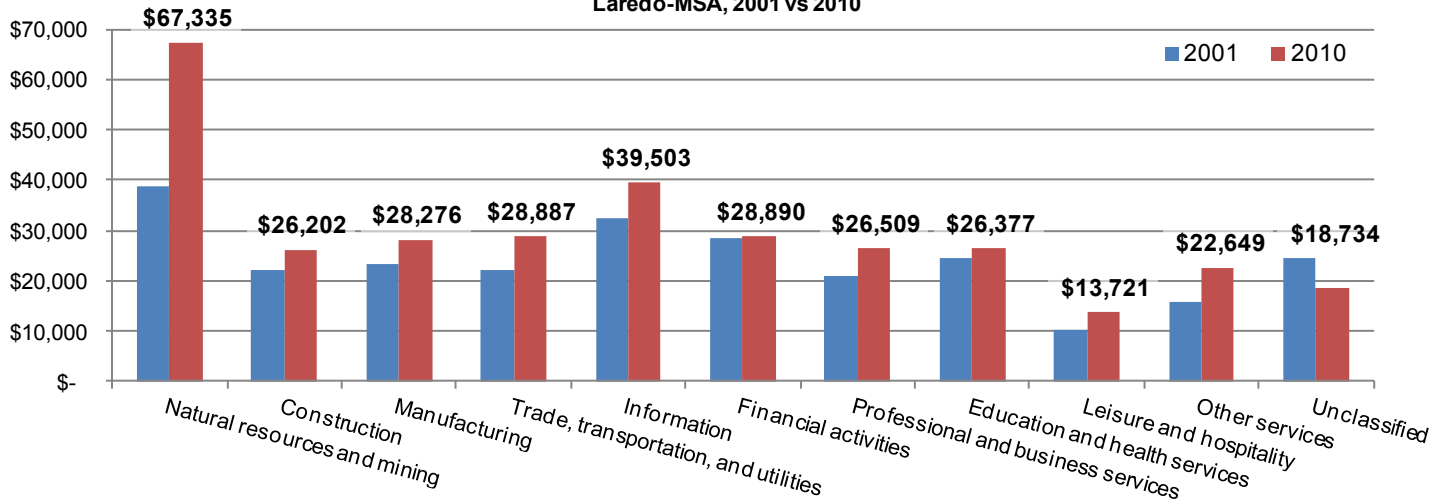
Over the period from 2001 to 2010, the average annual number of employees in the Laredo-MSA increased by 14,845, up from an annual average of 70,559 employees in 2001. Jobs were added in all the above mentioned sectors except for good producing businesses. In terms of the share of total employees in the Laredo-MSA, all federal, state, and local governments increased their share from 2001 to 2010; in contrast, both private goods producing and service providing businesses show a loss in share over the same period of time. In particular, goods producing businesses employed 7.8 percent of the average annual number of employees in the Laredo-MSA in 2001, but its share dropped to 5.3 percent in 2010. Service providing businesses added the most average annual jobs, 10,101 employees between 2001 and 2010, but it still lost share (0.2 percentage points) in the average number of employees.

Among the goods producing industries (Note the first three industries from left to right, Chart 3), natural resources and mining jobs are the highest paid with an average annual pay of \$67,335 in 2010. Among the service providing industries, information jobs are the highest paid with an average annual pay of \$39,503 in 2010, followed by financial activities (\$28,890) and trade, transportation, and utilities (\$28,887) jobs. Leisure and hospitality jobs are the lowest paid.

All three goods producing industries observed a loss of jobs between 2001 and 2010. (Note the first three industries from left to right, Chart 4.) Among the service providing industries, education and health services added the most jobs (i.e., the average annual number of employees increased by 5,660 between 2001

<sup>1</sup> QCEW reports "employment and wages of establishments which report to the Unemployment Insurance (UI) programs of the United States. Employment covered by these UI programs represents about 99.7% of all wage and salary civilian employment in the country." In particular, "Major exclusions from UI coverage include self-employed workers, most agricultural workers on small farms, all members of the Armed Forces, elected officials in most states, most employees of railroads, some domestic workers, most student workers at schools, and employees of certain small nonprofit organizations."

**Chart 3**  
Average Annual Pay in Private Industries  
Laredo-MSA, 2001 vs 2010



Source: Data from the Bureau of Labor Statistics

and 2010), followed by professional and business services (1,718 increase), and leisure and hospitality (1,631 increase). The top three highest paid industries observed a loss in average annual number of employees between 2001 and 2010, 70 in natural resources and mining, 97 in information, and 148 in financial activities.

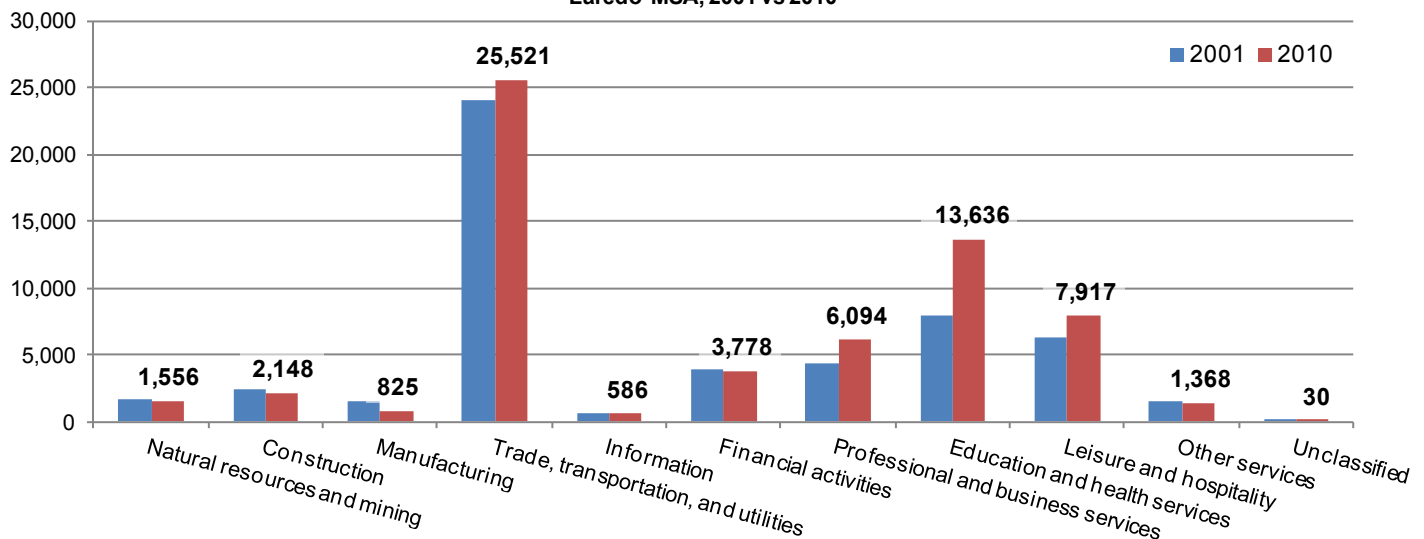
Mining, quarrying, and oil and gas extraction activities employed 1,384 out of the 1,556 workers that were employed on average during 2010 in the natural resources and mining industry. In particular, support activities for mining employed an average of 1,229 workers. This industry is experiencing a boom as a result of Eagle Ford Shale; according to preliminary figures from QCEW, the natural resources and mining industry employed 2,147 workers in September of 2011; i.e., it added 423 jobs during the first three quarters of 2011. In addition, the new jobs this industry is creating are among the highest paid jobs in the Laredo-MSA. In 2010, \$74,515 was the average annual pay in

support activities for mining jobs. Nonetheless, the impact on the overall labor market in the Laredo-MSA is still minimal; i.e., jobs in support activities for mining represented only 1.4 percent of the average number of employees in 2010.

On the other hand, transportation and warehousing activities employed 10,850 out of the 25,521 workers that were employed on average during 2010 in the trade, transportation, and utilities industry. In particular, truck transportation and support activities for transportation employed an average of 3,944 and 5,539 workers. (Within support activities for transportation, freight transportation arrangement activities employed an average of 5,345 workers.) In 2010, transportation and warehousing activities observed an average annual pay of \$32,462; truck transportation, \$37,882; and support activities for transportation, \$38,793. *✓*

—By Pablo Camacho-Gutierrez, Assistant Professor of Economics, DIBFS, A.R. Sanchez Jr., School of Business, Texas A&M International University

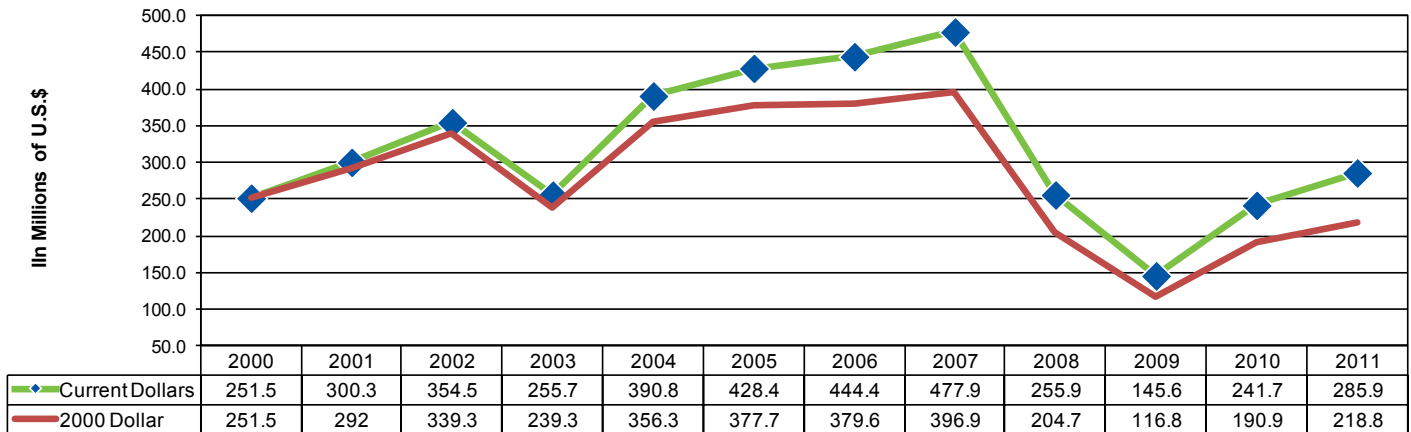
**Chart 4**  
Average Annual Number of Employees in Private Industries  
Laredo-MSA, 2001 vs 2010



Source: Data from the Bureau of Labor Statistics



Chart 10  
Laredo Building Permit Values (All Structures)  
In Current and 2000 U.S. Dollars



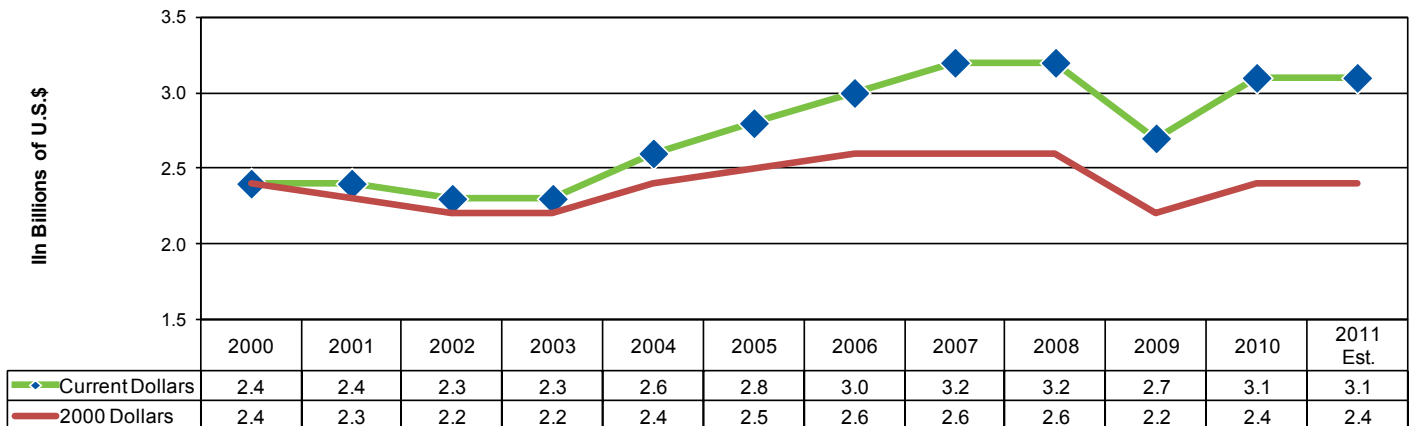
Source: City of Laredo's data compiled by the Texas Center at Texas A&M International University.

In 2011, the total value of building permits increased by 14.6 percent in real terms (Chart 10). In current dollars, total building permits increased to \$285.9 million in 2011; that is, \$44.1 million worth of more building permits were granted in 2011 than in 2010, which represents an increase of 18.3 percent—in nominal terms. The growth in Laredo's total building permit values, from 1990 to 2007, mirrors the boom in its construction sector. Significant declines in Laredo's total building permits values occurred in 1996 and 2003, but did not alter its long term growth trend. Over the period 1990 to 2007, building permits increased by an average annual rate of 8.4 percent in real terms. In contrast, the real value of total building permits sharply dropped in 2008 and 2009 by 48.4 and 42.9 percent, respectively. As a result, in real terms, total building permit values in 2010 fell short of their 2007 level.

### International Trade and Commerce

It is estimated that in 2011 retail sales in Laredo were \$3.1 billion, that is, \$0.1 billion more than in 2010 (Chart 11). According to such estimate, retail sales in Laredo decreased by 1.0 percent in real terms during 2011. In current dollars, retail sales reached a maximum at \$3.2 billion in 2007 and remained at the same level in 2008; despite the observed (nominal) increases in both 2010 and 2011, retail sales in 2011 fell short of its pre-recession level. In real terms, retail sales in Laredo have remained stagnant since 2000. Even more, in constant dollars, the level of retail sales in Laredo in 2011 is slightly higher than its level in 1992.

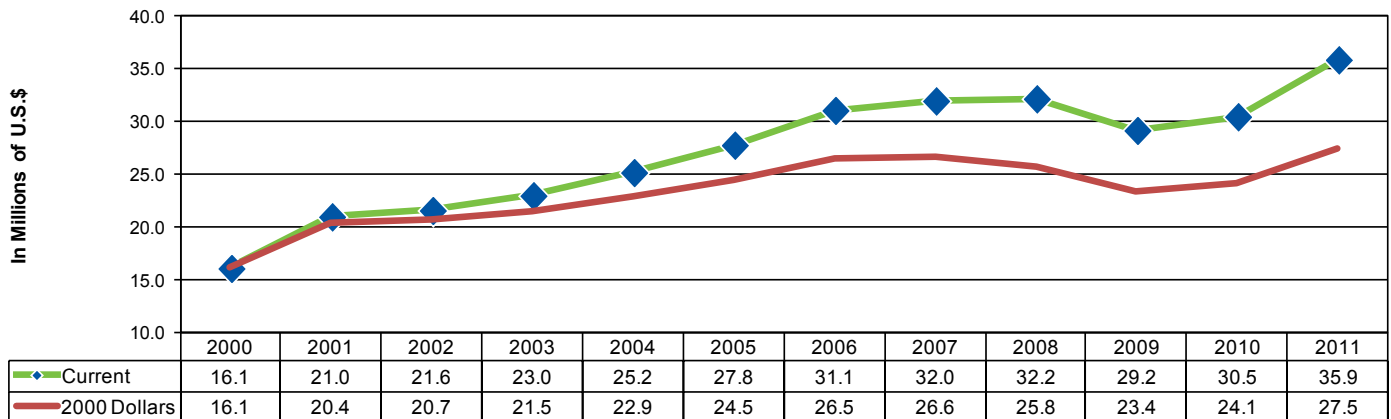
Chart 11  
Laredo Retail Sales  
In Current and 2000 U.S. Dollars



Source: Texas Comptroller of Public Accounts



Chart 12  
Laredo Sales Tax Rebates  
In Current and 1990 U.S. Dollars



Source: Texas Comptroller of Public Accounts

Laredo sales tax rebates increased to \$35.9 million in 2011, that is, \$5.4 million more than in 2010 (Chart 12, p. 9). In constant dollars, sales tax rebates grew by 14.1 percent in 2011. Sales tax rebates, in real terms, level off during 2006 and 2007, but then dropped in 2008 and 2009 by 3.0 and 9.3 percent, respectively. As a result of the observed increases during 2010 and 2011, real sales tax rebates have surpassed pre-recession levels.

Expansion of U.S.-Mexico trade is a determinant of the economic growth in Laredo. In 2011, total U.S.-Mexico trade increased to \$460.6 billion, up from \$393.0 billion in 2009 (Charts 13 and 14, p. 10). In addition, the port of Laredo handled 40.6 percent of the trade by land between U.S.-Mexico, up from 39.0 percent in 2010 (Chart 16, p. 11). In other words, in 2011 the U.S.-Mexico trade pie got bigger and Laredo's slice got larger as

well. Total U.S.-Mexico trade is higher than its pre-recession levels and its outlook is positive as both U.S. and Mexico's economies are expected to grow during 2012.

International trade contributes with a large number of jobs to the local economy, but Laredo's economy does not depend solely on it. In 2010, employees in transportation and warehousing activities accounted for 12.7 percent of the average annual number of employees in the Laredo-MSA. However, employment in local government and employment in education and health services exceeds employment in transportation and warehousing. (Local government, and education and health services represented 19.3 and 16.0 percent of the average annual number of employees, respectively.) An overview of the labor market in the Laredo-MSA is provided in the feature article on page 6.

## NOTICE

The Texas Center for Border Economic and Enterprise Development (TCBEED) has switched data provider for all northbound crossings (vehicles, pedestrians and trucks). The new provider is the Department of Homeland Security, U.S. Customs and Border Protection (DHS, CDP).

- The new data sets include historical years –1994 through the present—and hereafter.
- The changes will most notably affect northbound pedestrian and vehicle crossings. (Comparisons between past vehicle and pedestrian crossings and the new data currently online should not be undertaken.)
- Truck crossings will slightly be affected. (The majority of this data already reflects Custom's data.) The overall impact may mean a negligible amount of between 5,000-7,000 trucks monthly, as compared to the previous provider's data. Complete truck crossings will be finalized and online by May 1, 2012. (In any case, comparisons between the past data and the new data set should not be undertaken.)

Anyone with post 2012 northbound vehicle, pedestrian or truck data is urged to visit the TCBEED website at <http://texascenter.tamui.edu>. For further questions, comments or concerns, contact our office at 956.326.2545.

## U.S.-Mexico Trade in 2011 and the Port of Laredo by Baldomero G. Garcia

Two years after the recession's negative effect on trade, the U.S. and Mexico continued to register double-digit increases in trade between them. As in 2010, U.S.-Mexico trade figures were up in 2011, continuing the upward trend of trade dollar values since October 2009.

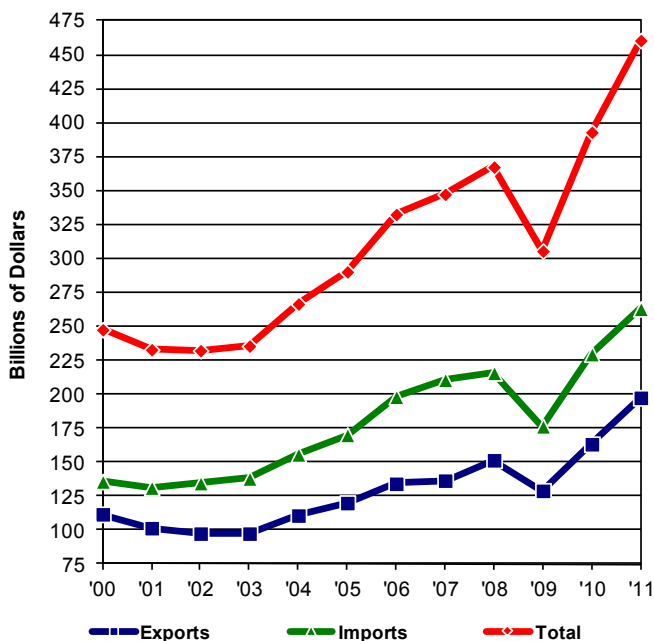
Increases in both U.S. exports to Mexico and U.S. imports from Mexico were maintained throughout 2011 and resulted in another record setting year for trade between the two countries (See Chart 13, All trade figures presented are in unadjusted U.S. dollars, unless noted otherwise).

U.S. exports to Mexico experienced a gain of 20.9 percent (\$197.5 billion) in 2011. U.S. imports from Mexico also registered an increase of 14.5 percent (\$236.1 billion) in 2011. These increases translated into a total trade dollar value of \$460.6 billion—a 17.2 percent gain for 2011 over 2010 (See Chart 14).

The turning point to the recession's negative effect on U.S. Mexico trade occurred after October 2009. Trade resurged to pre-recession rates (See Chart 15, p. 11. Note yellow shading from October 2008 and October 2009).

The Port of Laredo, historically known as the number one inland port on the southern U.S. border, continued in that spot in 2011. El Paso, TX is a distant second, and Otay Mesa Station, CA is a very distant third (See Table 2, p. 11).

**Chart 13**  
Total U.S.-Mexico Trade, 2000-2011



The Port of Laredo processed \$144.9 billion in the total trade dollar value between the trading partners or, 40.6 percent of the value of trade along the U.S.-Mexico border for the 2011 year (See Chart 16, p. 11). In comparison, El Paso's percent share was 16.8 percent while Otay Mesa was 9.3 percent.

These border ports of entry—listed in Table 2—are the top ten ports of the total 28 border ports on the U.S.-Mexico border. Together these ports had total trade figures of over \$1 billion in 2011. The total trade dollar value of the merchandise processed at these ten ports equaled \$351.0 billion which comprised 98.5 percent of the total trade dollar value handled on the southern border ports of entry—\$356.5 billion. Six of the top ten border ports of entry are located in the state of Texas.

The following is a list of the top ten U.S. merchandise exported and imported through the Port of Laredo:

### Exports

- Other parts and accessories
- Other parts and accessories of bodies (including cabs)
- Motor vehicles for the transport of persons, N.E.S.
- Other apparatus for transmission or reception of voice, images or other data
- Compression-ignition internal combustion piston engines (diesel or semi-diesel engines)
- Gearboxes and parts thereof
- Maize (not including sweet corn), unmilled other
- Parts, N.E.S., for the internal combustion piston engines of sub-groups 713.2, 713.3 and 713.8
- Petroleum oils and oils obtained from bituminous minerals (other

**Chart 14**  
U.S.-Mexico Trade, 2010 vs. 2011

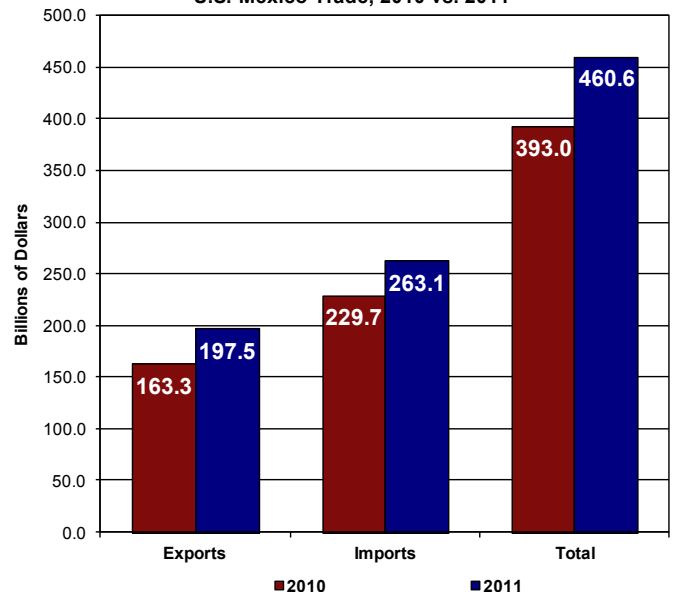
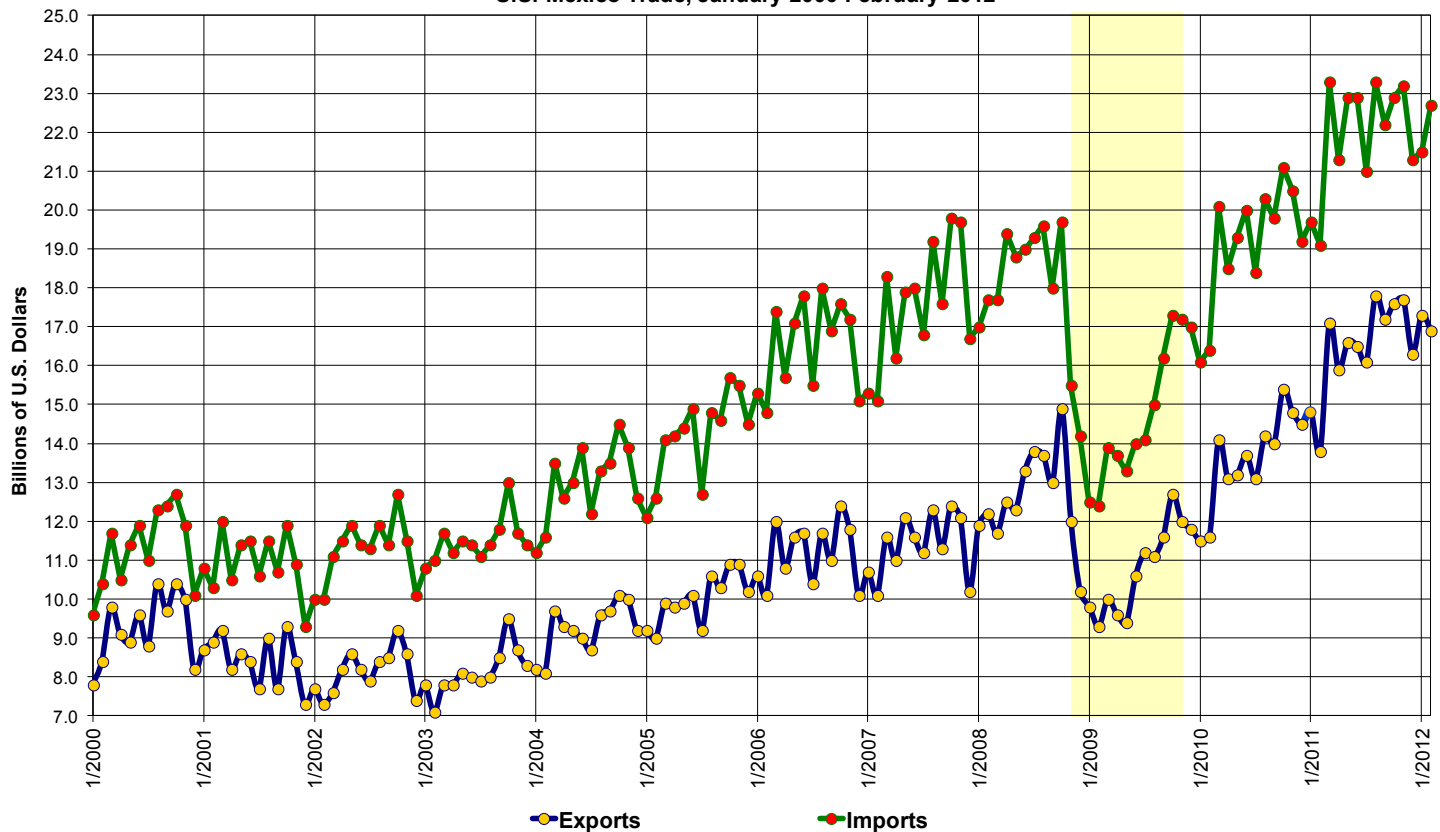


Chart 15  
U.S.-Mexico Trade, January 2000-February 2012



Source: U.S. Census Bureau, Foreign Trade Division, Data Dissemination Branch, Washington, D.C. data compiled by the Texas Center at Texas A&M International University.

than crude) and preparations N.E.S.

- Drive-axles with differential, whether or not provided with other transmission components, and non-driving axles; parts thereof

#### Imports

- Motor vehicles for the transport of persons, N.E.S.
- Road tractors for semi-trailers
- Other parts and accessories
- Motor vehicles for the transport of goods, N.E.S.
- Other apparatus for transmission or reception of voice, images or other data
- Silver (including silver plated with gold or platinum), unwrought

- Gearboxes and parts thereof
- Parts, N.E.S., for the internal combustion piston engines of sub-groups 713.2, 713.3 and 713.8
- Special transactions and commodities not classified according to kind
- Refrigerators, household-type (electric or other), whether or not containing a deep-freeze compartment. ✓

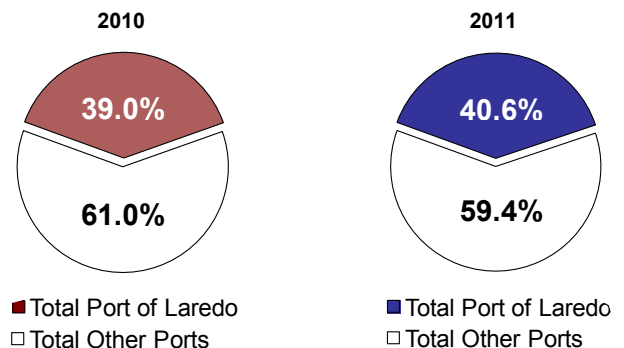
—Baldomero G. Garcia, Program Manager, Texas Center for Border Economic and Enterprise Development, Texas A&M International University

Table 2  
Total Trade (Exports Plus Imports), 2010 vs. 2011  
In Billions of Dollars

	2010	2011
<b>Laredo, TX</b>	<b>121.3</b>	<b>144.9</b>
El Paso, TX	55.8	59.9
Otay Mesa Station, CA	31.0	33.2
Hidalgo/Pharr, TX	22.7	24.5
Nogales, AZ	19.8	22.1
Eagle Pass, TX	16.8	19.6
Santa Teresa, NM	13.3	17.8
Brownsville, TX	12.3	13.5
Calexico-East, CA	10.3	11.8
Del Rio, TX	3.1	3.7

Source: U.S. Census Bureau, Foreign Trade Division, Data Dissemination Branch, Washington, D.C. data compiled by the Texas Center at Texas A&M International University.

Chart 16  
Percent Share of U.S.-Mexico Trade by U.S.-Mexico Border Ports  
2010 vs. 2011



Source: U.S. Census Bureau, Foreign Trade Division, Data Dissemination Branch, Washington, D.C. data compiled by the Texas Center at Texas A&M International University.



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*"Gateway  
to Mexico"*

Laredo Chamber of Commerce



The *Vision 2012* Report series is produced by the Texas Center for Border Economic and Enterprise Development (TCBEED) in cooperation with the Laredo Chamber of Commerce. Dr. Stephen Sears is Interim Director of the TCBEED. Baldomero G. Garcia, Jr., Program Manager, is production editor. Jacqueline Benavides, Data and Information Specialist, is copy editor.

## Vision 2012: Economic Outlook Report

### Partnership

By Ray M. Keck III, President  
Texas A&M International University  
Laredo, Texas



The **Vision 2012: Economic Outlook Report** is a joint effort between the Laredo Chamber of Commerce and Texas A&M International University. The Chamber of Commerce and Texas A&M International University share the common goal of providing business/economic information and analysis to decision makers on a timely basis. We believe that informed decisions taken today by businessmen and women, public officials, and policy makers will determine Laredo's opportunities of tomorrow.

The Laredo Chamber of Commerce and Texas A&M International University are committed to pursuing partnerships, including conferences, workshops, research projects and reports, that will enhance Laredo's ability to meet the challenges and opportunities of the future.

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