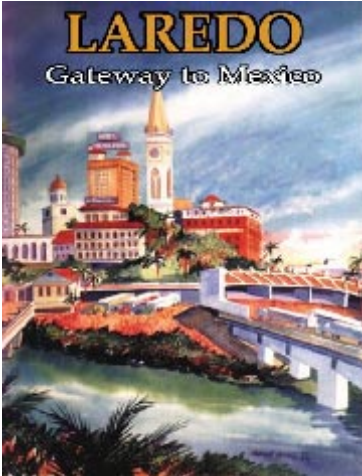


Vision 2000

Economic Report Update



Message from the Chairman

By John A. Adams, Jr., 1999-2000 Chairman, Laredo Chamber of Commerce

Laredo has been at the cross roads of U.S.-Mexico trade and commerce for over two centuries. As the city of over 200,000 inhabitants enters the next millennium – Laredo will continue to shape the destiny of the region. Tremendous efforts are underway to insure a competitive environment.

The Laredo Chamber of Commerce has a vision and goal to foster the ongoing betterment of the community and the 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 a 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 regions transportation corridors and support services.

The 1999-2000 Vision Conference in Monterrey, N.L. is but another step in the ongoing efforts of the Laredo Chamber to focus on the dynamic commercial viability of the city and the traditional linkage with counterparts in Mexico. The membership of the Laredo Chamber looks forward to continued transnational cooperation. Thus, this publication is a snapshot of Laredo's recent trade and commercial activities.

Important Facts:

- The Port of Laredo is the largest port of entry on the U.S.-Mexico border, and the third largest inland border port of entry behind Detroit, MI and Buffalo, NY.
- The Port of Laredo accounts for a third of U.S.-Mexico overland (truck and rail) trade.
- 4,000-5,000 trucks cross at the Port of Laredo daily.

Laredo: A Decade of Solid Growth

By J. Michael Patrick, Director, Texas Center for Border Economic and Enterprise Development
Texas A&M International University

Inside This Issue...

International Trade & Commerce	2
Crossings	2
Pedestrian	2
Vehicle	2
Truck	3
Railroad	4
International Air Cargo	4
Laredo Port of Entry	5
1998 Top 25 Imports	6
1988 Top 25 Exports	7
Bridge Revenues	8
Local Economic Activity	8
Building & Construction	8
Retail Sales	9
Sales Tax Rebates	9
Employment	10
Population	10
Business & Economic Data Links	11

Notwithstanding Mexico's financial crisis in 1994-95, and the sharp decline in the value of the peso, Laredo has enjoyed solid growth throughout the 1990s. Between 1990 and 1998, Laredo's population grew three times faster than the State (45.4 percent compared to 16.5 percent); it created new jobs at a rate twice as fast as the State (42.8 percent compared to 19.3 percent); and, it outpaced the State in terms of per capita income growth (51.2 percent compared to 44.2 percent).

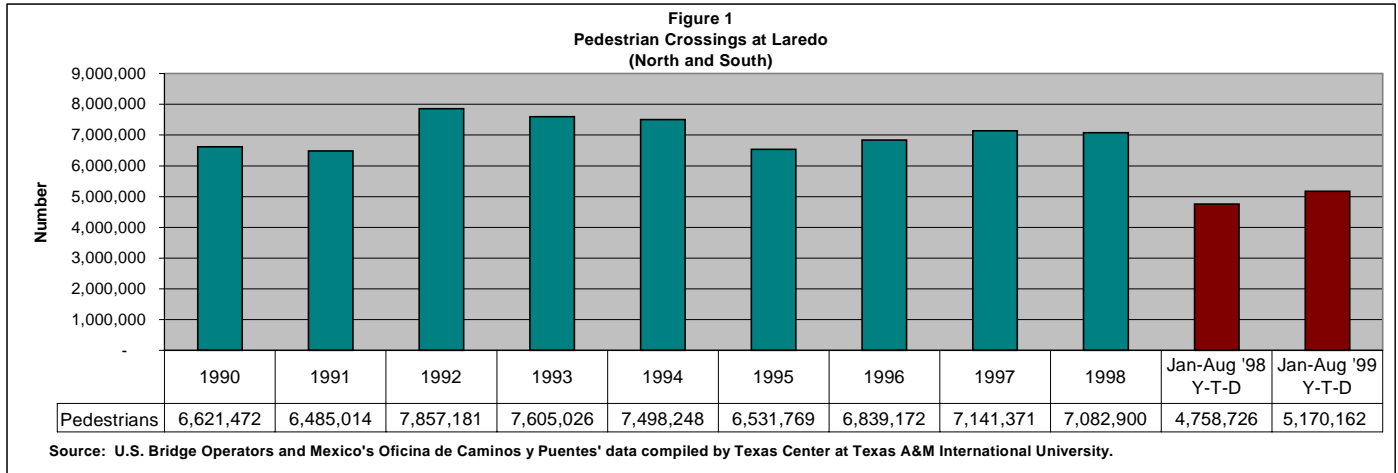
Laredo's growth has been fueled by the strong surge in U.S.-Mexico trade, cross-border commerce, and investment. Since Mexico's membership in the GATT (1986) and implementation of NAFTA (1994), trade between the U.S. and Mexico has increased by 200 percent. Laredo's port of entry accounts for a third of U.S.-Mexico overland (truck and rail) merchandise trade. Laredo's rapid population growth and expansion of economic activity, however, has placed the community's existing infrastructure under tremendous pressure. In response, a local construction boom has resulted, as the city and county, school districts, medical service providers, and commercial and residential builders invest to expand existing facilities and build new ones to meet anticipated future needs. Laredo's building permit values reached a record high of \$180.4 million in 1998, 90 percent higher than the 1990 figure of \$94.4 million. Year-to-date, Laredo's 1999 building permit values are running a staggering 98 percent ahead of 1998 figures.

Barring any significant long term downturn in Mexico's economy, expansion of U.S.-Mexico trade and commerce is forecast to continue into the 21st century. Laredo can expect to share in the benefits of this expansion. The following sections of this publication, highlight growth in key sectors of the Laredo economy. Figures are reported for the period of 1990-98. In many cases, 1999 year-to-date figures are provided.

International Trade and Commerce

Laredo has experienced solid and continuous growth in pedestrian, vehicle, truck and rail crossings at its international bridges during the 90's. The devaluation of the peso in December of 1994 proved to be a momentary set-back to this growth. Today, Laredo's international crossings are at, or near, record highs. Between 1990 and 1998, *pedestrian crossings* increased by 7.0 percent (Figure 1); *vehicle crossings* increased by 26.0 percent (Figure 2). Loaded *truck* and *railcar crossings* increased by 147.4 percent (Figure 3 and 4) and 145.5 percent (Figure 5), respectively.

Pedestrian Crossings

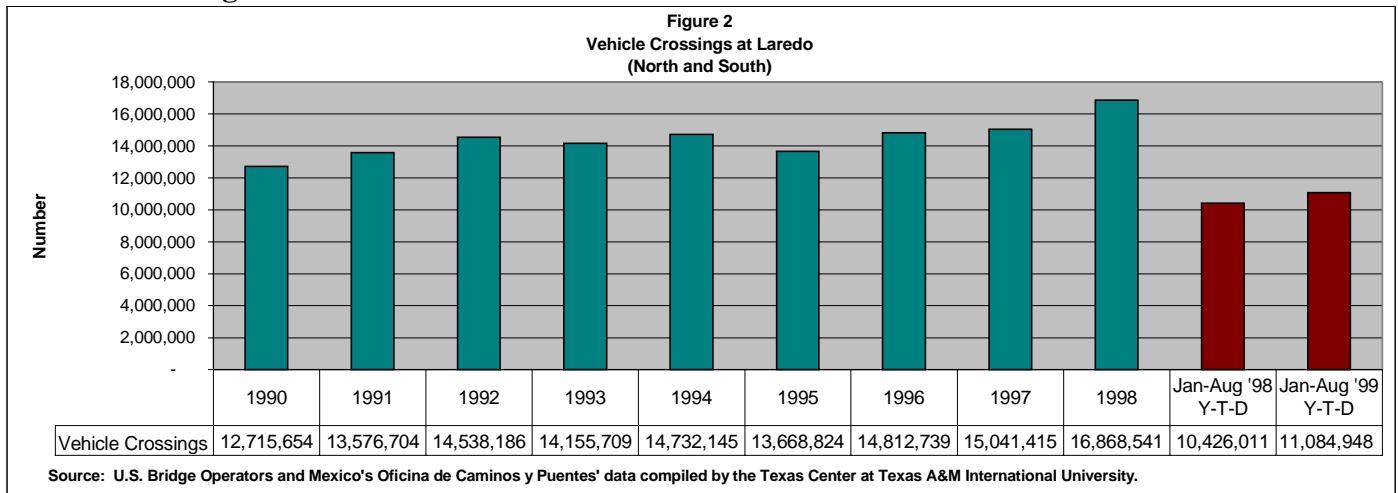


International Bridge II connecting Laredo, Texas and Nuevo Laredo, Tamaulipas, Mexico.

Year-to-date, 1999 pedestrian, vehicle, truck and rail crossings at Laredo's international bridges are running ahead of 1998 figures. The same is true for gross landed weight at Laredo's international airport (Figure 6). The importance of the Laredo port of entry is clearly evidenced by the fact that 36 percent of the value of all U.S.-Mexico overland (truck and rail) merchandise trade pass through its port.

Laredo leads all Texas ports of entry in southbound vehicle crossings, with 23.6 percent of all crossings in 1998. Laredo was the second largest Texas port of entry for northbound vehicle crossings in 1998, with 21.6 percent of the total. Year-to-date figures for 1999 are up 6.7 percent from 1998.

Vehicle Crossings

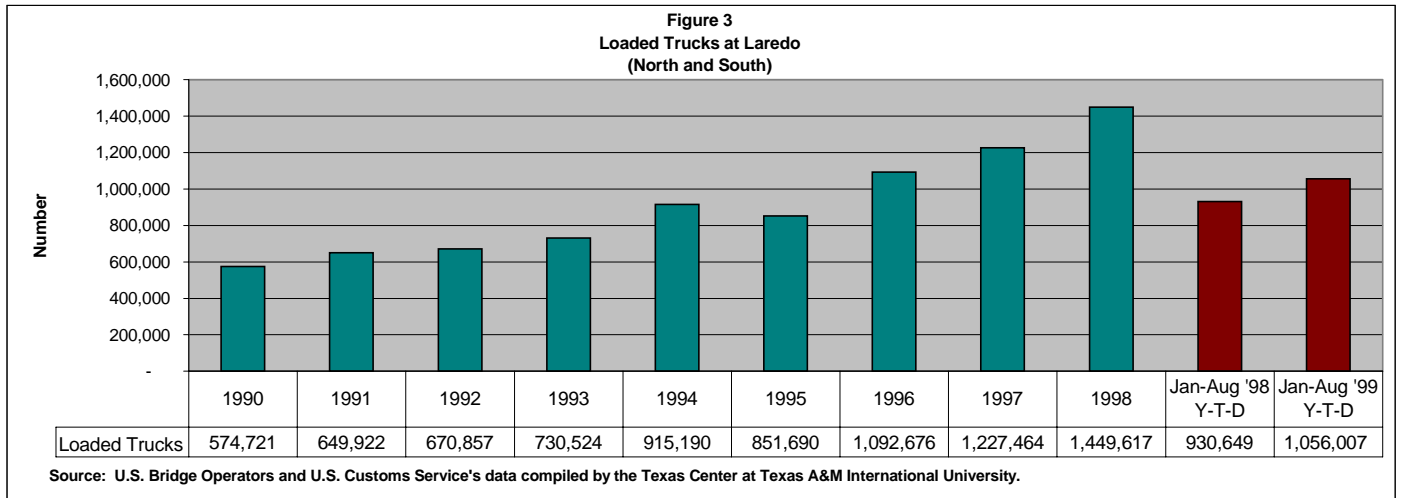


According to the U.S. Department of Transportation, roughly 83 percent of U.S.-Mexico trade by value and 50 percent by tonnage moves by truck and rail. The Laredo port of entry accounts for roughly 50 percent of the value and 36 percent of the volume of this trade, making it one of the busiest ports of entry for overland merchandise trade in the hemisphere. In 1998, the Laredo port of entry processed 4,000-5,000 trucks daily. If the total number of trucks processed for the year were lined up bumper to bumper they would stretch from Mexico City to Kansas City, MO.

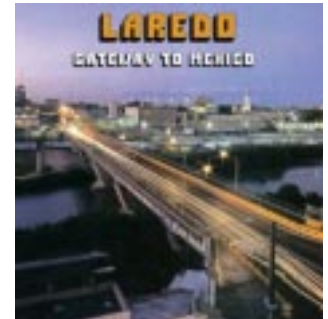


Laredo is the largest port of entry for trade on the U.S.-Mexico Border.

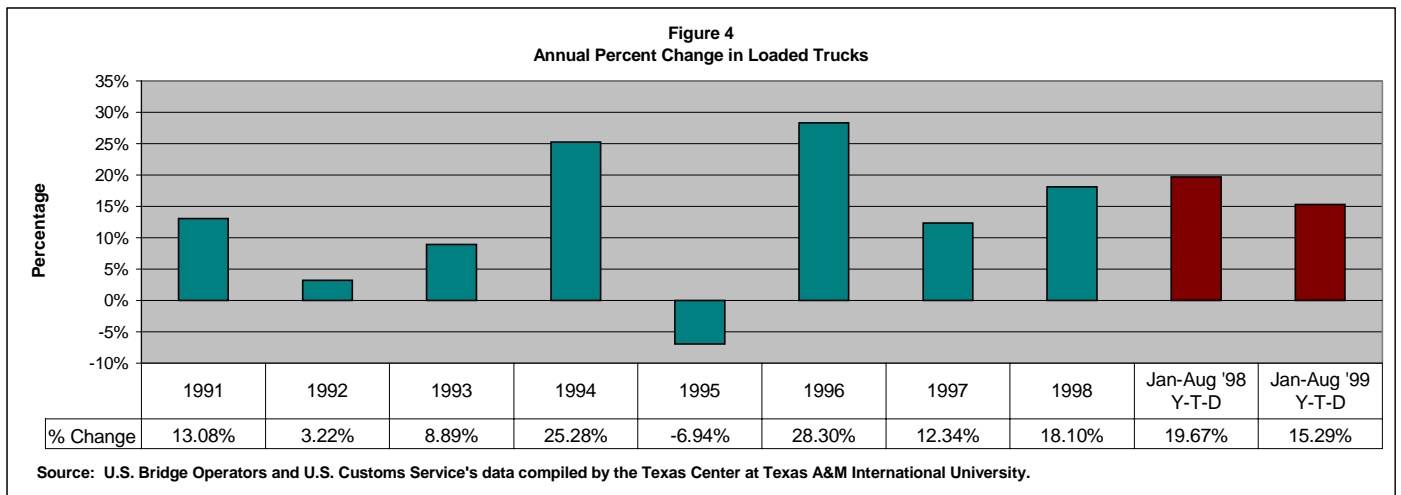
Truck Crossings



Because of the large volume of traffic moving through the Laredo port of entry, the port has been selected by the U.S. Customs Service as the testing site for two new programs, *The North American Trade Automation Program (NATAP)* and the *National Customs Automation Program (NCAP)*, designed to improve the efficiency and speed of processing shipments at the border.

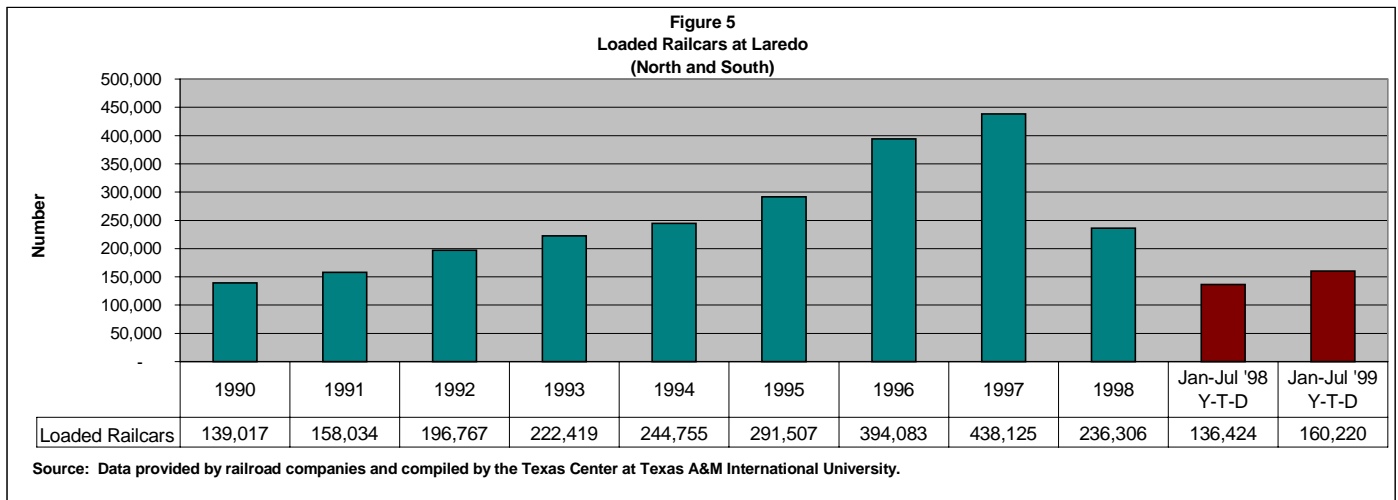


International Bridge I connecting Laredo, Texas and Nuevo Laredo, Tamaulipas, Mexico.



In an attempt to capture the full benefits of increased trade with the U.S. under NAFTA, Mexico has decided to privatize many assets previously held by the public sector, including the railroads. Plans are to invest more than a \$1 billion dollars (U.S.) over the next five years to upgrade and improve Mexico's stock of locomotives and rail cars. In addition, a consortium involving *Transportacion Ferroviario Mexicana (TFM)*, *Kansas City Southern Industries*, the *Texas Mexican Railroad*, and *Transportes Maritima Mexicana*, has committed to upgrade and modernize rail service between Laredo and Mexico City.

Railroad Crossings

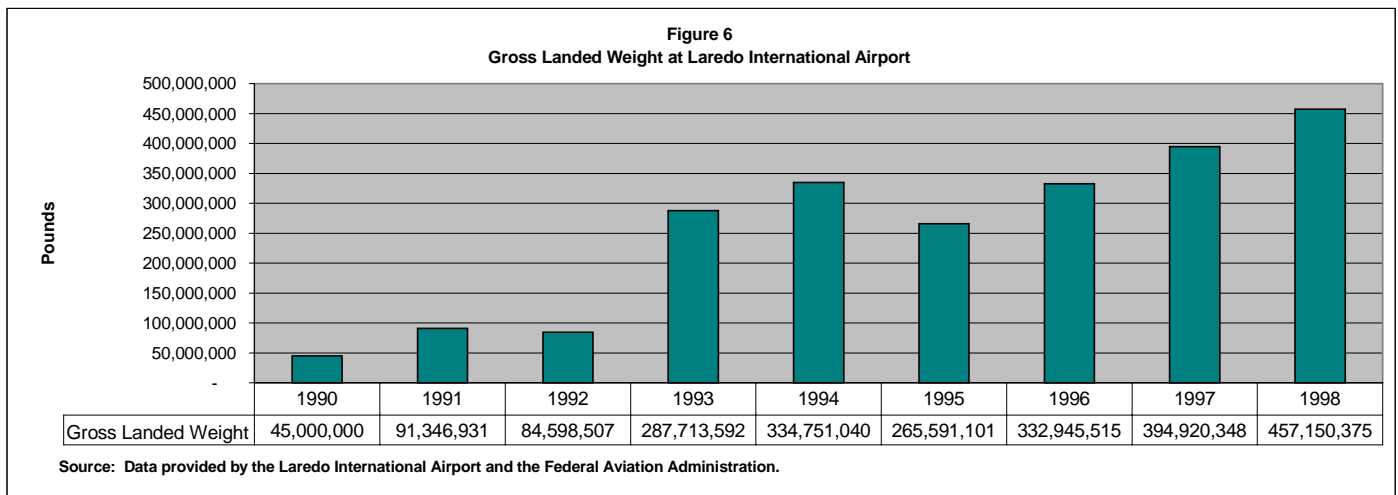


The sharp increase in *international air cargo* handled at the Laredo's international airport is another indicator of the growth taking place in the region. The increase in gross landed weight has been nothing short of spectacular, increasing by almost 1,000 percent (Figure 6) between 1990 and 1998. Today, Laredo's international airport is the 6th largest cargo airport in Texas.



The Laredo International Airport is the 6th largest cargo airport in Texas.

International Air Cargo



Laredo: Leading U.S. Port of Entry

The Laredo port of entry accounts for roughly 36 percent of U.S.-Mexico overland merchandise trade, according to the U.S. Department of Transportation. In 1998, the Laredo port of entry processed almost twice the volume in U.S.-Mexico trade, in dollar terms (\$56 billion), than did its nearest competitor, El Paso (\$28.7 billion) (Table 1). Between 1994 and 1998, the Laredo port of entry's total value of overland trade increased 89 percent compared to 76 percent for all other border ports (Figure 7). During the same time period its share of total overland trade increased from 33.7 percent to 36.1 percent (Figure 8). The top 25 exports and imports, by value, passing through the Laredo port of entry are identified in Tables 2 and 3. Motor vehicles, and motor vehicle parts and accessories dominate, followed by electrical and electronic components and materials.

Table 1
1998 Imports and Exports, U.S. Dollars

Laredo	55,804,521,911
El Paso	28,676,524,361
Otay Mesa Station	15,062,813,555
Nogales	10,477,230,951
Brownsville	9,279,934,802

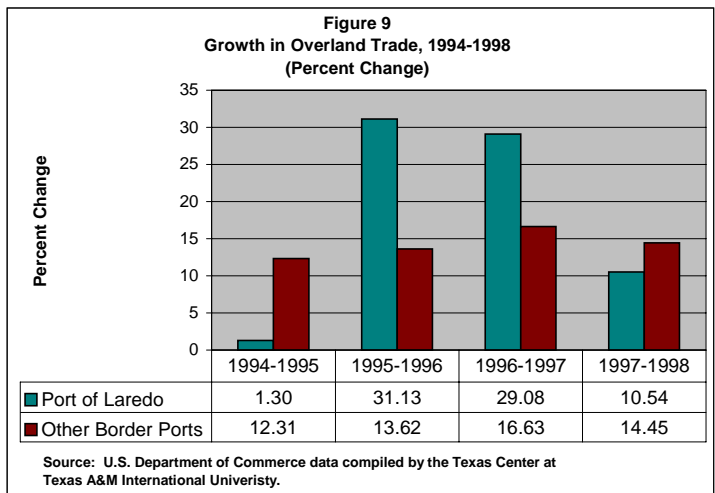
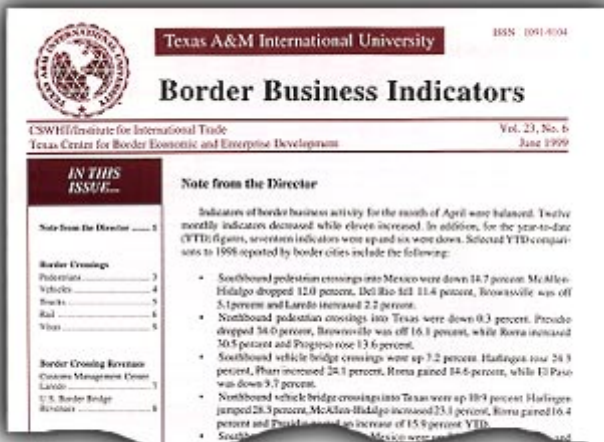
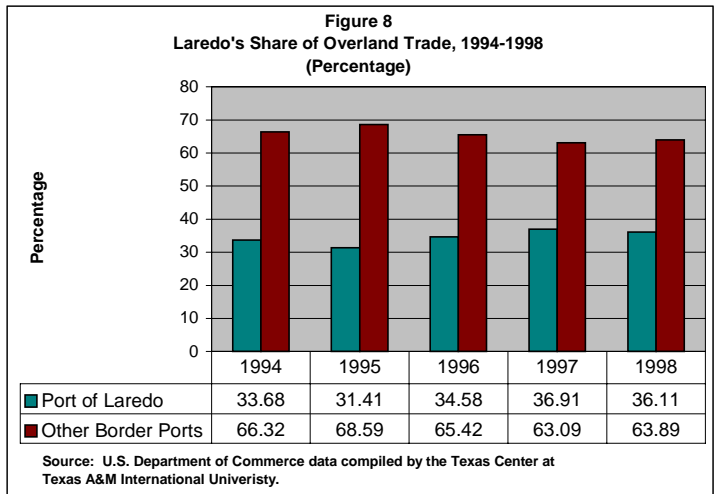
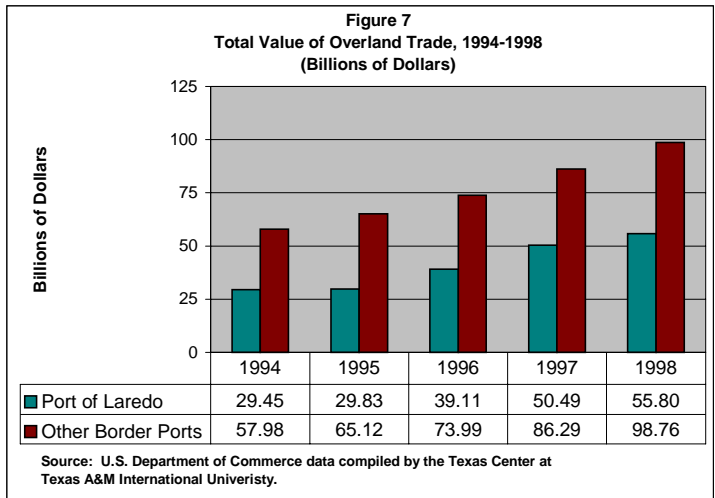


Table 2
Port of Laredo: 1998 Top 25 Imports, U.S. Dollars

	SITC	Description	Imported Value
1	78120	MOTOR VEHICLES FOR THE TRANSPORT OF PERSONS (OTHER THAN PUBLIC TRANSPORT), N.E.S.	3,728,382,818
2	78219	MOTOR VEHICLES FOR THE TRANSPORT OF GOODS, N.E.S.	2,838,383,248
3	75230	DIGITAL PROCESSING UNITS WHETHER OR NOT PRESENTED WITH THE REST OF THE SYSTEM WHICH MAY CONTAIN STORAGE UNITS, INPUT UNITS OR OUTPUT UNITS	1,285,397,010
4	71322	RECIPROCATING PISTON ENGINES OF A CYLINDER CAPACITY EXCEEDING 1,000 CC	916,923,207
5	77313	IGNITION WIRING SETS AND OTHER WIRING SETS OF A KIND USED IN VEHICLES, AIRCRAFT OR SHIPS	703,425,732
6	76411	TELEPHONE SETS	553,804,376
7	93100	SPECIAL TRANSACTIONS AND COMMODITIES NOT CLASSIFIED ACCORDING TO KIND	471,969,024
8	78439	PARTS AND ACCESSORIES N.E.S. FOR TRACTORS, MOTOR CARS AND OTHER MOTOR VEHICLES, TRUCKS, PUBLIC-TRANSPORT VEHICLES AND ROAD MOTOR VEHICLES, N.E.S.	452,806,934
9	75997	PARTS OF AUTOMATIC DATA PROCESSING MACHINES AND UNITS THEREOF, MAGNETIC OR OPTICAL READERS, AND MACHINES FOR TRANSCRIBING AND PROCESSING DATA N.E.S.	394,812,497
10	78432	OTHER PARTS AND ACCESSORIES OF MOTOR VEHICLE BODIES OF HEADINGS 8701 TO 8705 (INCLUDING CABS)	350,576,111
11	84140	TROUSERS, BIB AND BRACE OVERALLS, BREECHES AND SHORTS OF WOVEN TEXTILE MATERIALS, MEN'S OR BOYS'	338,526,808
12	84260	TROUSERS, BIB AND BRACE OVERALLS, BREECHES AND SHORTS, OF WOVEN TEXTILE FABRICS, WOMEN'S OR GIRLS'	312,394,618
13	11230	BEER MADE FROM MALT (INCLUDING ALE, STOUT AND PORTER)	305,564,110
14	71631	ELECTRIC MOTORS OF AN OUTPUT EXCEEDING 37.5 W (INCLUDING UNIVERSAL AC/DC MOTORS), AC	300,863,982
15	71391	PARTS, N.E.S. SUITABLE FOR USE SOLELY OR PRINCIPALLY WITH SPARK-IGNITION INTERNAL COMBUSTION PISTON ENGINES	288,730,638
16	78410	CHASSIS FITTED WITH ENGINES, FOR TRACTORS, MOTOR CARS AND OTHER MOTOR VEHICLES, TRUCKS, PUBLIC-TRANSPORT VEHICLES AND ROAD MOTOR VEHICLES N.E.S.	270,368,013
17	07111	COFFEE, NOT ROASTED, NOT DECAFFEINATED	266,814,320
18	69731	DOMESTIC COOKING APPLIANCES (GAS RANGES, BARBECUES, ETC.) AND PLATE WARMERS, NONELECTRIC, OF IRON OR STEEL	244,247,164
19	77315	ELECTRIC CONDUCTORS, FOR A VOLTAGE EXCEEDING 80 VOLTS, BUT NOT EXCEEDING 1,000 VOLTS, N.E.S.	231,235,355
20	68113	SILVER (INCLUDING GOLD AND PLATINUM PLATED SILVER), UNWROUGHT	229,174,818
21	75260	INPUT OR OUTPUT UNITS WHETHER OR NOT PRESENTED WITH THE REST OF A SYSTEM AND WHETHER OR NOT CONTAINING STORAGE UNITS IN ONE HOUSING IN DATA PROCESSING	216,527,852
22	74369	FILTERS AND PURIFYING MACHINERY AND APPARATUS FOR GASES, N.E.S.	180,509,150
23	84540	T-SHIRTS, SINGLETs (UNDERSHIRTS), TANK TOPS AND SIMILAR GARMENTS, OF KNITTED OR CROCHETED TEXTILE FABRICS	178,305,738
24	78433	BRAKES AND SERVO-BRAKES AND PARTS THEREOF FOR TRACTORS, MOTOR CARS AND OTHER MOTOR VEHICLES, ETC.	176,406,829
25	82119	PARTS OF SEATS, N.E.S.	173,759,253

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

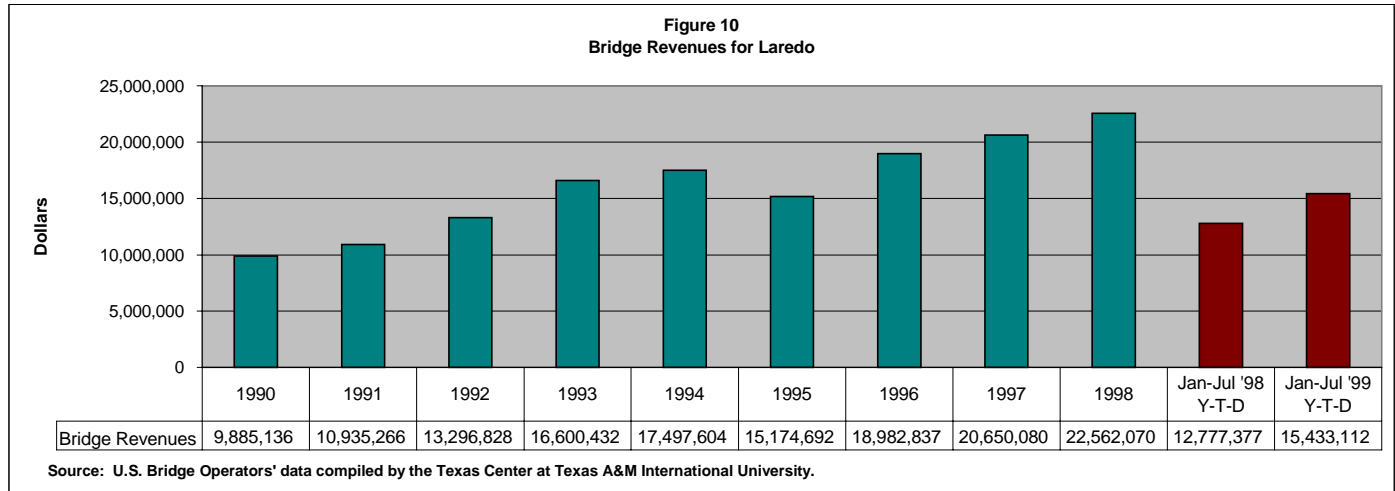
Table 3
Port of Laredo: 1998 Top 25 Exports, U.S. Dollars

	SITC	Description	Exported Value
1	78439	PARTS AND ACCESSORIES N.E.S. FOR TRACTORS, MOTOR CARS AND OTHER MOTOR VEHICLES, TRUCKS, PUBLIC-TRANSPORT VEHICLES AND ROAD MOTOR VEHICLES, N.E.S.	1,567,668,886
2	78120	MOTOR VEHICLES FOR THE TRANSPORT OF PERSONS (OTHER THAN PUBLIC TRANSPORT), N.E.S.	840,908,370
3	78219	MOTOR VEHICLES FOR THE TRANSPORT OF GOODS, N.E.S.	790,068,104
4	78432	OTHER PARTS AND ACCESSORIES OF MOTOR VEHICLE BODIES OF HEADINGS 8701 TO 8705 (INCLUDING CABS)	741,684,563
5	76491	PARTS OF ELECTRICAL APPARATUS FOR LINE TELEPHONY OR LINE TELEGRAPHY (INCLUDING APPARATUS FOR CARRIER-CURRENT LINE SYSTEMS)	433,730,329
6	75230	DIGITAL PROCESSING UNITS WHETHER OR NOT PRESENTED WITH THE REST OF THE SYSTEM WHICH MAY CONTAIN STORAGE UNITS, INPUT UNITS OR OUTPUT UNITS	389,485,498
7	75997	PARTS OF AUTOMATIC DATA PROCESSING MACHINES AND UNITS THEREOF MAGNETIC OR OPTICAL READERS, AND MACHINES FOR TRANSCRIBING AND PROCESSING DATA N.E.S.	355,100,004
8	26310	COTTON (OTHER THAN LINTERS), NOT CARDED OR COMBED	352,334,396
9	62520	NEW PNEUMATIC RUBBER TIRES, OF A KIND USED ON BUSES AND TRUCKS	339,920,114
10	77643	NONDIGITAL MONOLITHIC INTEGRATED UNITS	307,861,071
11	76432	TRANSMISSION APPARATUS FOR RADIOTELEPHONY, RADIOTELEGRAPHY, RADIOBROADCASTING OR TELEVISION, INCORPORATING RECEPTION APPARATUS	299,803,568
12	99200	EXPORT SHIPMENTS NOT OVER \$10,000, NOT IDENTIFIED	265,381,567
13	82119	PARTS OF SEATS, N.E.S.	245,618,850
14	68423	ALUMINUM AND ALUMINUM ALLOY PLATES, SHEETS AND STRIP, OVER .2 MM THICK	232,104,994
15	62510	NEW PNEUMATIC RUBBER TIRES, OF A KIND USED ON MOTOR CARS (INCLUDING STATION WAGONS AND RACING CARS)	228,264,500
16	78434	GEAR BOXES	214,592,638
17	71323	COMPRESSION-IGNITION ENGINES (DIESEL OR SEMI-DIESEL), FOR ROAD VEHICLES, ETC.	211,702,667
18	72849	MACHINERY HAVING INDIVIDUAL FUNCTIONS, N.E.S.	199,289,474
19	89399	ARTICLES OF PLASTICS, N.E.S.	190,313,846
20	88230	PHOTOGRAPHIC FILM IN ROLLS, SENSITISED, UNEXPOSED, EXCEPT OF PAPER, PAPERBOARD OR TEXTILES; INSTANT PRINT FILM IN ROLLS, SENSITISED, UNEXPOSED	179,566,205
21	57112	POLYETHYLENE, HAVING A SPECIFIC GRAVITY OF 0.94 OR MORE, IN PRIMARY FORMS	174,062,821
22	78433	BRAKES AND SERVO-BRAKES AND PARTS THEREOF FOR TRACTORS, MOTOR CARS AND OTHER MOTOR VEHICLES, ETC.	170,940,010
23	04490	MAIZE (NOT INCLUDING SWEET CORN) UNMILLED, EXCEPT SEED	158,950,785
24	01112	MEAT OF BOVINE ANIMALS, BONELESS, FRESH OR CHILLED	158,677,291
25	78435	DRIVE AXLES WITH DIFFERENTIAL, WHETHER OR NOT PROVIDED WITH OTHER TRANSMISSION COMPONENTS, FOR TRACTORS, MOTOR CARS AND OTHER MOTOR VEHICLES, ETC.	157,860,029

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

Reflecting the overall growth in the volume of international trade and commerce, Laredo's local bridge revenues have steadily increased, reaching a record high of \$22.5 million in 1998. Year-to-date figures for 1999 are running 20 percent ahead of 1998 (Figure 10). Local *bridge revenues* are an important source of revenue for local government.

Bridge Revenues



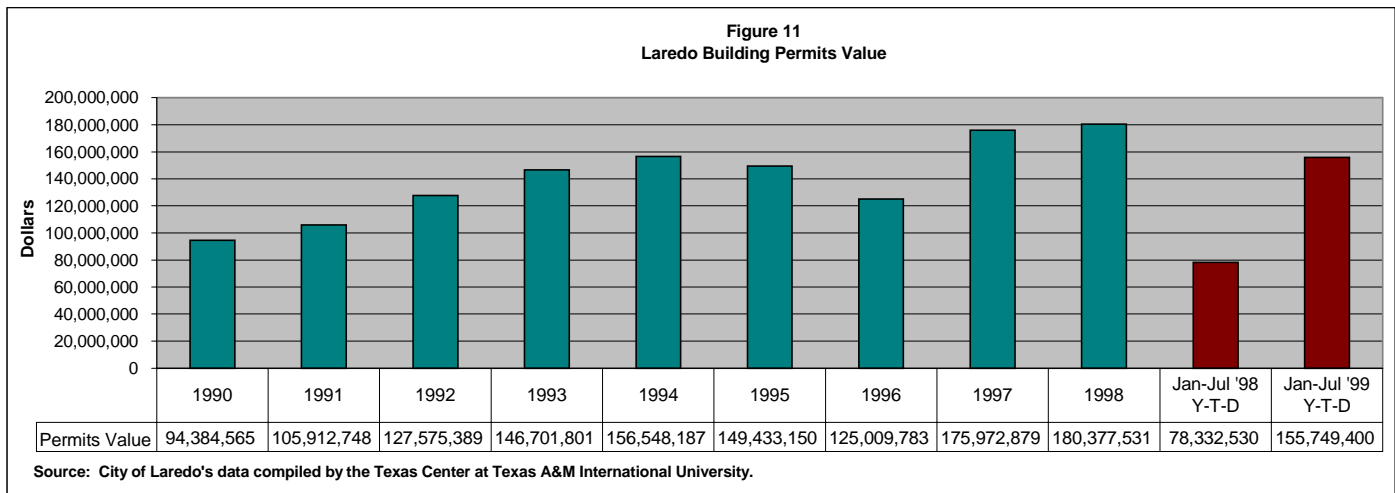
Local Economic Activity



1999 building permit values are expected to break the 1998 record of \$180.4 million.

Laredo has enjoyed continuous growth in its *construction* sector during the 1990's. The value of building permits has increased at the rate of 10 percent per year between 1990 and 1998 (Figure 11), reflecting the strong growth in population and economic activity in the area. 1998 *building permit values* reached a record high of \$180.4 million. Year-to-date figures for 1999 are a staggering 98 percent ahead of 1998. Over the next few years, Laredo will see construction on two new hospitals, six elementary schools, two high schools, a new international bridge, new homes, warehousing and business facilities, highway improvements, and expansions at its four year university and community college.

Building and Construction

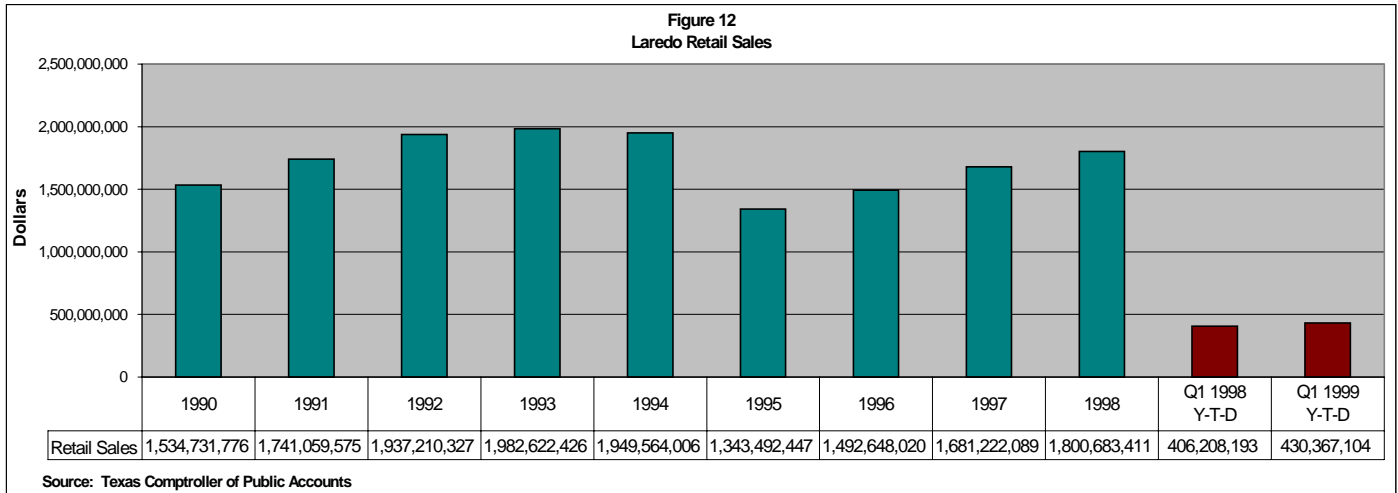


Local and cross-border retail sales is major component of Laredo's economy, accounting for over 50 percent of total sales, and providing income and employment to over a quarter of the area's residents. Notwithstanding a 31 percent decline in 1995 following the peso devaluation, Laredo's *retail sales* grew a healthy 20 percent between 1990 and 1998 (Figure 12).



www.cityoflaredo.com

Retail Sales

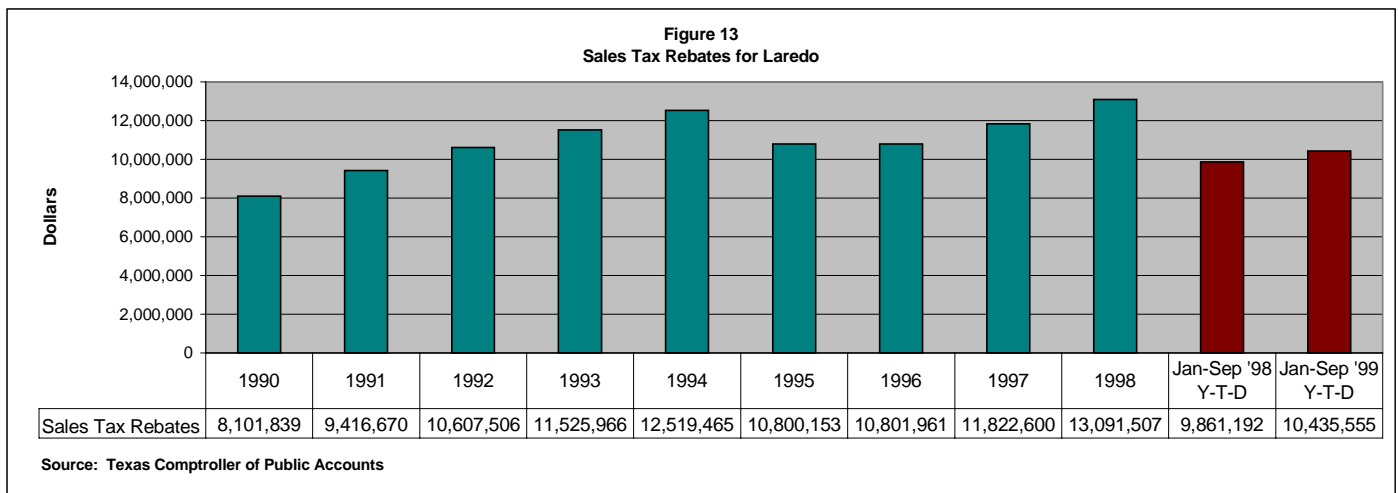


Sales tax rebates, along with international bridge revenues, are an important source of revenue for local government. *Sales tax rebates* grew by 63 percent between 1990 and 1998, and are expected to reach a historic high in 1999 (Figure 13). Following the December 1994 peso devaluation, Laredo's *retail sales* and *sales tax rebates* dropped 31.6 percent and 13.6 percent, respectively, from their previous record highs in 1994 (Figures 12 and 13). By 1998, however, *retail sales* had recovered 92 percent of its lost ground and *sales tax rebates* exceeded their 1994 level.



Laredo's retail sales have recovered from the '94 devaluation and are expected to reach record levels in '99.

Sales Tax Rebates

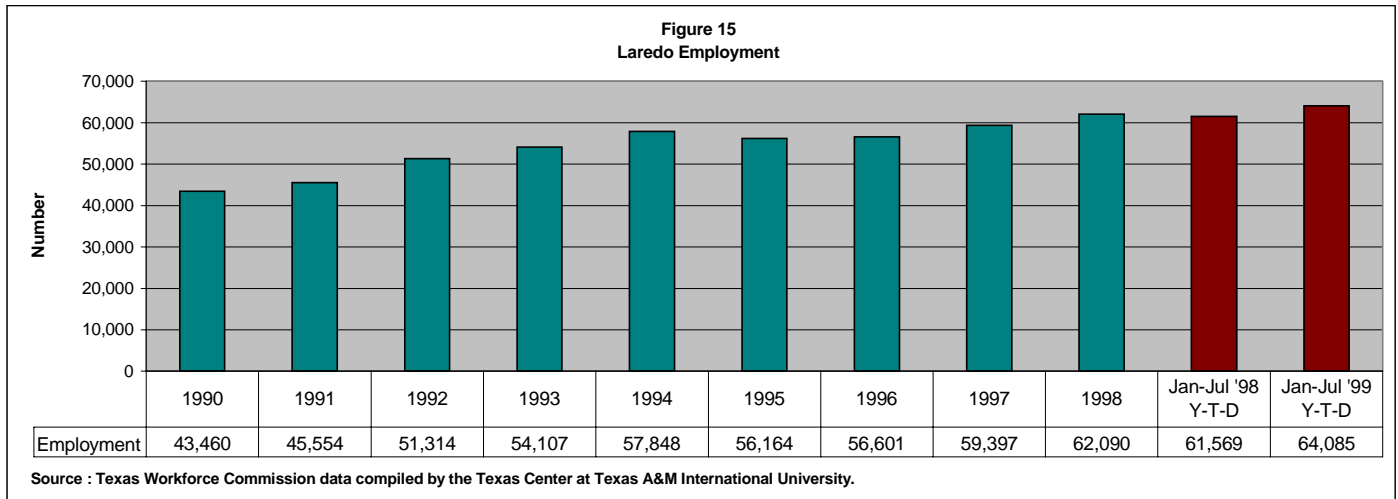


A measure of the strength of a local economy is its ability to generate jobs. Since 1990, the Laredo economy has created more than 18,000 *new jobs* (Figure 15). This 41.9 percent increase in jobs compares favorably to the State's job creation rate of 25.2 percent. Laredo's unemployment rate of 8.7 percent, however, remains roughly double that of the State rate of 4.38 percent. The problem is not that the Laredo economy is incapable of generating jobs. Clearly it is. Part of the problem can be found in Laredo's rapid growth in population (5.0 percent per annum compared to 1.8 percent for the State). The number of new job seekers in the Laredo economy is much higher, percentage wise, than for the State as a whole. Ironically, it would seem that Laredo's economic success is the source of its unemployment problem. The more jobs it creates, the more new job seekers it attracts. Year-to-date 1999 *employment* figure is running ahead of 1998 by 4 percent.



Over 2,000 new jobs were added to the Laredo economy in 1998.

Employment

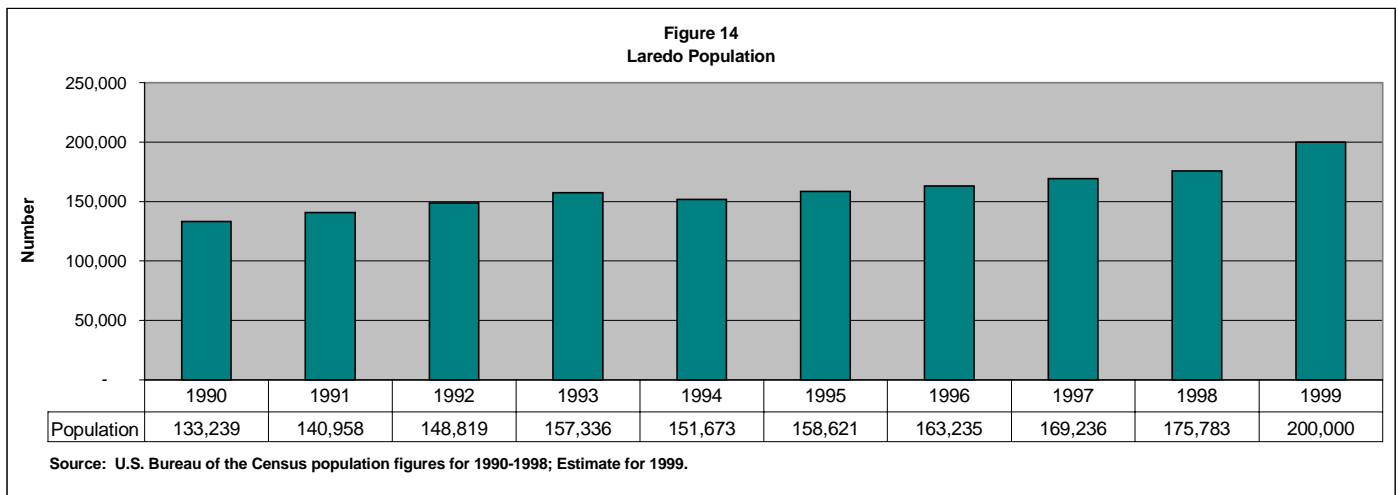


Laredo is the second fastest growing city in the U.S., behind Las Vegas, NV, according to the U.S. Bureau of Census. Laredo annual *population* growth rate of 5.0 percent over the past decade is nearly three times greater than the State of Texas rate of 1.8 percent. With the expansion of U.S.-Mexico trade and continued economic integration likely in the coming years, Laredo is expected to remain one of the fastest growing metropolitan areas in the nation. According to the Texas Restaurant Association, Laredo has been the fastest growing food service market in the state during 1999.



Laredo's population continues to increase at a rapid pace.

Population



Business and Economic Data @ Your Finger Tips

Texas A&M International University's Research Centers
<http://www.tamui.edu/coba/txcntr/index.htm>

<http://www.tamui.edu/coba/usmtr/>

Texas State Data Center
 Texas Population Estimates and Projections Programs
<http://www-txsdc.tamu.edu/>

Real Estate Center
 Construction Data, Building Permits & Housing Starts
<http://RECenter.tamu.edu/data/>

Texas Bank Reports — 1998
<http://www.banking.state.tx.us/podes/qbrlfi.html>

Texas Comptroller of Public Accounts
<http://www.window.state.tx.us/>

Texas Department of Economic Development (TDED)
<http://www.tded.state.tx.us/>

Business and Industry Data Center (TDED)
<http://www.bidc.state.tx.us/>

The Texas Legislative Council (TLC)
<http://www.tlc.state.tx.us/>

Texas Workforce Commission (TWC)
 Employment and Unemployment Rates
<http://www.twc.state.tx.us/>

The Bureau of Labor Statistics (BLS)
<http://stats.bls.gov/>
 BLS News Releases
 Major Economic Indicators — The Latest Numbers
 Most Recent News Releases By Topic
 Schedules of News Releases
 Archives
 Employment & Unemployment — Monthly,
 Quarterly, annual, and other
 Prices & Living Conditions
 Compensation & Working Conditions
 Productivity & Technology
 Employment Projections
 International Programs
 Regional News Releases
<http://stats.bls.gov/newsrels.htm>

Board of Governors of the Federal Reserve System
<http://www.bog.frb.fed.us/>

Federal Reserve Board
 Economic and Research Data
<http://www.bog.frb.fed.us/rnd.htm>

Federal Reserve Statistical Release G.19
 Consumer Credit
<http://www.bog.frb.fed.us/releases/G19/>

U.S. Department of Transportation (DOT)
 Bureau of Transportation Statistics
<http://www.bts.gov/>

Bureau of Transportation Statistics (DOT)
 The National Transportation Data Archive
<http://www.bts.gov/ntda/>

Bureau of Transportation Statistics (DOT)
 The Transborder Surface Freight Data
<http://www.bts.gov/ntda/tbscd/>

International Trade Data Systems (ITDS)
http://www.itds.treas.gov/itds/Frames/Build_Frames.cfm?CFID=18281&CFTOKEN=638

U.S. International Trade Commission Interactive Tariff
 and Trade DataWeb
<http://dataweb.usitc.gov/>

U.S. Census Bureau
<http://www.census.gov/>
<http://www.census.gov/hhes/www/housing.html>
<http://www.census.gov/population/www/index.html>
<http://www.census.gov/geo/www/index.html>
<http://www.census.gov/econ/www/index.html>
<http://www.census.gov/pub/epcd/www/naics.html>

U.S. Census Bureau
 American FactFinder
http://factfinder.census.gov/java_prod/dads.ui.homePage.HomePage

U.S. Census Bureau
 The International Programs Center (IPC)
<http://www.census.gov/ipc/www/>

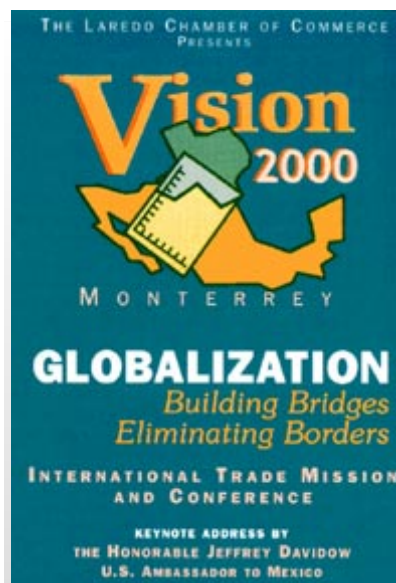


***"Gateway
to Mexico"***

Chamber of Commerce Laredo, Texas

Miguel Conchas, President and CEO
2310 San Bernardo Avenue
Laredo, Texas 78040

Phone: (956) 722-9895
Fax: (956) 791-4503
Email: chamber@surfus.net



Join Us for Vision 2000 in Monterrey, Mexico on October 20-21, 1999.

Partnership

By J. Charles Jennett, President
Texas A&M International University
Laredo, Texas



The **Vision 2000: Economic Report Update** 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.

Reach us at our Web Site: www.tamui.edu

