Border Business Indicators

The Border Business Indicators (BBI), a Texas Center publication from 1990 to the present, has been in existence in a variety of formats since the 1980s. In its present configuration, the BBI covers twenty-two economic indicators for cities along the Rio Grande from Brownsville to El Paso, Texas.

On March 2005, the Border Business Indicators was reformatted to provide a more concise and “fast read” of the economic indicators for those cities on the Texas-Mexico border. In its current iteration, U.S.-Mexico trade information was incorporated as part of the monthly offerings in the BBI. Along with the inclusion of trade data, the fifteen indicators in the BBI publication were synchronized to the searchable data sets available on the Texas Center web site: http://texascenter.tamiu.edu.

Vision Economic Outlook Report

The Texas Center’s ongoing work with business and community organizations may result in a variety of collaborative publications and materials. One such publication is the Vision Economic Outlook Report.

The Vision Economic Outlook Report is prepared in cooperation with the Laredo Chamber of Commerce and has been in publication since the 1990s. The publication is distributed at the Vision Conferences held annually. The Vision Report provides a view of the City of Laredo’s economic indicators, trade data and a timely point of interest to the community. It is published once a year and is freely available at the Center’s web site: http://texascenter.tamiu.edu.

Texas Center Web Site

Since it first came on-line in 1996, the Texas Center’s web site has been available to the public and has provided economic and trade data. From 2001, the Center has added searchable data directly from our data sets. In addition, links to other resources were included to guide users to other sites with valuable data and information. Subsequently, specialty publications were added to the site providing insight into the region. As the new decade approaches, the Center staff is working on plans to offer new data searches, filters, and reports. If you have not visited our site recently, do so as we start to upgrade our site http://texascenter.tamiu.edu.

Texas Center Quarterly Report

First published in the Summer of 2009, the Texas Center for Border Economic and Enterprise Development Quarterly Report provides current information regarding on-going projects, additions or modifications to data sets and personnel changes.
Opportunities
Laredo Prospecting Peru for

I had the privilege to be a part of the second trade delegation representing the City of Laredo and TAMU to Peru at the Annual Latin American (AMCHAM) Convention which took place in Lima from June 21st through June 25th where delegations of over 26 countries participated actively across the America’s region and even Europe and Asia. This was our second visit to Peru to promote the Port of Laredo’s multimodal-logistical-infrastructure among high rank Peruvian government officials, private sector organizations within the export/import sector, and different meaningful chambers of commerce like the Chamber of Commerce of Lima (CCL), COMEX and ADEX which assist and mentor all type of export/importers of dry and perishable goods globally.

So without any equivocation, the Port of Laredo is now playing in the big leagues as an optimal alternative to replace other traditional and perhaps more expensive U.S. ports of entry that are currently the main entry using some strategic state-of-the-art Mexican Ports like Manzanillo, Lazaro Cardenas, Veracruz, and Tampico which already been doing so in other ports of entry to the U.S. marketplace like Miami, Long Beach, New York, Houston, and Seattle to mention the most significant ones.

In the remaining years we will be sending trade delegations from the City of Laredo to be heading down to Colombia, Chile, Ecuador, Brazil, and Argentina to continue promoting the Port of Laredo which belongs to the 6th Largest Customers of the U.S. where over 11,000 trucks cross daily in both directions. Of course, all of us would expect to have meaningful business roundtables at TAMU with other countries like Chile, Colombia, Brazil, Ecuador and Argentina this and next year. Just to mention, it is expected that total exports from Chile and Colombia would reach a combined total of over 80 Billion USD by the end of 2012.

In closing, I believe strongly that all efforts deployed in promoting Laredo in Central America, Peru and the rest of Latin America have been long overdue because in my personal opinion, as I have stated before, Laredo is the untold story for international trade across the America’s region.

Peru has been the fastest growing market during the last ten years, where total exports have grown from 7.0 Billion USD in 2001 to over 30 Billion USD by the end of 2010 where North America accounts by over 40% of this total numbers as average. Peruvian exports are supposed to grow by the end of 2012 to over 40 Billion USD. What a fantastic opportunity to promote the Port of Laredo across Central and Latin America to implement down here distribution centers, for packing and re-packing goods while creating new employment opportunities for Laredo’s workforce community as these distribution centers have already been doing so in other ports of entry to the U.S. marketplace like Miami, Long Beach, New York, Houston, and Seattle to mention the most significant ones.

In the remaining years we will be sending trade delegations from the City of Laredo in partnership with TAMU and the Laredo Development Foundation (LDF) is preparing a Business Roundtable with government and private sector officials from Peru at the end of this year. The event will take place at TAMU’s campus.

At the same time, TAMU is benefiting tremendously by engaging in different educational program opportunites with selected universities from the region, and different chambers of commerce which would like to pursue Executive Education Programs for their affiliated companies. Just in Lima, Peru, the Chamber of Commerce of Lima (CCL) has over 8,000 affiliated companies which would benefit from these types of agreements with TAMU and its strategic international geographical location.

In the remaining years we will be sending trade delegations from the City of Laredo to be heading down to Colombia, Chile, Ecuador, Brazil, and Argentina to continue promoting the Port of Laredo which belongs to the 6th Largest Customers of the U.S. where over 11,000 trucks cross daily in both directions. Of course, all of us would expect to have meaningful business roundtables at TAMU with other countries like Chile, Colombia, Brazil, Ecuador and Argentina this and next year. Just to mention, it is expected that total exports from Chile and Colombia would reach a combined total of over 80 Billion USD by the end of 2012.

Bob Cook has served as president and CEO of the El Paso Regional Economic Development Corporation (REDCo) since its inception in 2000. REDCo offers confidential, no-fee consultation to businesses and industries interested in relocating or expanding their operations in the greater El Paso region—an area that includes portions of Southern New Mexico and the state of Chihuahua, Mexico.

Cook’s leadership, REDCo has strengthened the region’s economic vitality in its first five years by generating 9,836 new jobs (6,178 direct and 3,658 indirect), $11.3 million in new state and local taxes, $1.3 billion in new labor income and $4.4 billion in total output. According to Cook, research supplied by the Texas Center for Border Economic Enterprise Development provides employers’ efforts to leverage where business is headed.

The center’s studies on border economic issues—ranging from infrastructure needs and environmental challenges to NAFTA and Mexico trade relations and future business opportunities—resulted in valuable insights REDCo has utilized to attract business, improve the local economy, and keep the national economic climate.

Cook is a graduate of Southern Methodist University with a bachelor’s degree in economics and a minor in business. He began his economic-development career as an economic analyst with the Dallas Area Chamber of Commerce and served five years as president/CEO of the Dallas Area Chamber of Commerce prior to his appointment as president/CEO of the Greater El Paso Chamber of Commerce. To his position as president/CEO of REDCo.
Laredo Prospecting Peru for U.S.-Peruvian Trade Opportunities

Herbert A. Molina
Director of the TCBEED

I had the privilege to be a part of the second trade delegation representing the City of Laredo and TAMIU to Peru at the American (AMCHAM) Convention which took place in Lima from June 21st through June 25th where delegations of over 26 countries participated actively across the America's region and even Europe and Asia.

This was our second visit to Peru to promote the Port of Laredo's multimodal-logistical-infrastructure among high rank Peruvian government officials, private sector organizations within the export/import sector, and different meaningful chambers of commerce like the Chamber of Commerce of Lima (CCL), COMEX and ADEX which assist and mentor all type of exporters/importers of dry and perishable goods globally.

So without any equivocation, the Port of Laredo is now playing in the big leagues as an optimal alternative to replace other traditional and perhaps more expensive U.S. ports of entry to access the Latin America market using some strategic state-of-the-art Mexican Ports like Manzanillo, Lazaro Cardenas, Veracruz, and Tampico which were developed and built under the U.S. - Mexico Agreement was signed back in 1994. So the “Laredo North American Strategic Corridor” or NASCO would allow any exporter/importer from the America's region to substantially reduce its supply chain and supply times and allow any type of products coming to the US making an entry practically by the Central Region of the United States giving to buyers and sellers to have more choices to deliver their goods to the Western and/or Eastern regions of the country either by truck, railroad or air transportation means.

Peru has been the fastest growing market during the last ten years, where total exports have grown from 7.0 Billion USD in 2001 to over 30 Billion USD by the end of 2010 where North America accounts by over 40% of this total numbers as average. Peruvian exports are supposed to grow by the end of 2012 to over 40 Billion USD. What a fantastic opportunity to promote the Port of Laredo across Central and Latin America to implement down here distribution centers, for packing and re-packing goods while creating new employment opportunities for Laredo's workforce community as these distribution centers have already been doing so in other ports of entry to the U.S. marketplace like Miami, Long Beach, New York, Houston, and Seattle to mention the most significant ones.

As the fourth-largest manufacturing nation, the United States, that shoots of Laredo in partnership with TAMIU and the Laredo Development Foundation (LDF) is preparing a Business Roundtable with government and private sector officials from Peru’s second city of this year. The event will take place at TAMIU's campus.

At the same time, TAMIU is benefiting tremendously by engaging in different educational program opportunities with selected universities from the region, and different chambers of commerce which would like to pursue Executive Education Programs for their affiliated companies. Just in Lima, Peru, the Chamber of Commerce of Lima (CCL) has over 8,000 affiliated companies which would benefit from these types of agreements with TAMIU and its strategic international geographical location.

In the remaining year we will get trade delegations from the City of Laredo will be heading down to Colombia, Chile, Ecuador, Brazil, and Argentina to continue promoting the Port of Laredo which belongs to the 6th Largest Customs port in the world over 11,000 trucks cross daily in both directions. Of course, all of us would expect to have meaningful business roundtables at TAMIU with other countries like Chile, Colombia, Brazil, Ecuador and Argentina this and next year. Just to mention, it is expected that total exports from Chile and Colombia would reach a combined total of over 80 Billion USD by the end of 2011.

In closing, I believe strongly that all efforts deployed in promoting Laredo in Central America, Peru and the rest of Latin America have been long overdue because in my personal opinion, as I have stated before, Laredo is the untold story for international trade across the America's region.

—Herbert A. Molina, Director of the Texas Center for Border Economic and Enterprise Development

The Texas Center for Border Economic and Enterprise Development working alongside you today for a better tomorrow.

The Mission
To marshal the knowledge and expertise of Texas A&M International University’s faculty, students, and staff to provide effective leadership and Laredo and the surrounding area in their economic development efforts.

TCBEEED Provides Economic Outlook of Vision 2010 Conference

On April 29 and 30, 2010, the Laredo Chamber of Commerce and the Texas Center for Border Economic and Enterprise Development (TCBEEED) hosted the Vision 2010 Conference. This conference series also marked its 22nd anniversary.

The plenary session and reception were held on April 29 at the International Bank of Commerce Annex Building F. Barry Lawrence, Ph.D., Director, Industrial Relations and Development Program and Director, Supply Chains System Laboratory, at Texas A&M University, College Station, gave his presentation, “The Mexico-Border Trade Corridor.”

The second part of the conference held on April 30 at the Texas A&M Inter-

national University campus, gave all attending the opportunity to listen to ex-

perts in the various fields.

In the infrastructure panel, Albert Quinlanata, District Engineer, Laredo District, TxDOT, gave his presentation on the impact of the U.S. stimulus package on Webb County’s infrastructure. In addition Otto Ros-

er, O&M Manager, Edison Mission Group, gave his presentation on the impact of wind energy and the Bruni project.

Next, the panel on economy covered local, regional and area issues. Dr. Pablo Camacho-Gutierrez, Assistant Professor of Eco-

nomics at A.R. Sanchez, Jr., School of Business, TAMIU opened the panel with a 15 minute review of the Laredo economy. Fo-

lowing Dr. Camacho was Roberto Coronado, Assoc-

iate Economist, Federal Reserve Bank of Dallas, El Paso Branch. He covered the impact of the econ-

omic slowdown on the retail industry, and Luis Garcia—founding partner of Inmexx Consultants, Monterrey, Mexico—present-

ed the Mexico perspective of the Texas economy.

Guest speakers at the conference were the Honorable Henry Cuellar, U.S. House of Representatives, District 23, Mr. Rob-

er Riviard, Editor and Ex-

ecutive Vice President, San Antonio Express News and author of Trail of Feathers.

The TCBEEED has his-

torical origin in the Texas A&M University’s College of Business, and the Chamber and the Vision 2010 Conference with the eco-

nomic outlook publication. This year was no differ-
ent from past years.

The TCBEEED produced the Vi-

sion 2010 Economic Outlook Report, a twelve-page pub-

cation with tabular and graphical data covering those indicators affecting the impact of the economy with the 2009 report, Dr. Pablo Camacho-Gutierrez provided the economic analyses for 2009 with an outlook to 2010. Other con-

tributors to the publication were Dr. Steve Blackwell, Dr. Baldomero G. Garcia, Jr., production editor, Jacqueline Benavides, copy editor, Dr. R. Travis Simpkins, database specialist, and Leiza No-

chuehua, data researcher.

In addition to the eco-

nomic forecast, Dr. Pablo Camacho-Gutierrez authored the main article in the Vi-

sion 2010 report and focused on the Central American Hype. It focused on the past and current mercan-

darian linkages between the U.S. and Central America par-

ticularly through the Lare-

do Port of Entry—a double-

edged issue in Laredo.

Professionals Texas Center Data Users

Bob Cook has served as presi-
dent and CEO of the El Paso Regional Economic Development Corporation (REDCo) since its inception in 2004. REDCo offers confidential, no-fee consultation to businesses and industries interested in relocating or expanding their operations the Greater El Paso region—an area that includes portions of Southern New Mexico and the state of Chihuahua, Mexico.

Under Cook’s leadership, REDCo has strengthened the region’s economic vitality in its first five years by generating 9,836 new jobs (6,178 direct and 3,658 indirect), $11.3 million in new state and local taxes, $1.3 billion in new labor income and $4.4 billion in total output.

According to Cook, research sup-
plied by the Texas Center for Border Economic and Enterprise Development provides emp-
owers our efforts to leverage where business is headed.”

As the fourth-largest manufacturing center in North America, the Greater El Paso region competes globally to attract expanding businesses in the al-

ternative energy, automotive, high tech, med-

ical and homeland defense industries. Access to the most accurate data available keeps it competitive.

The center’s studies on border eco-

nomic issues—ranging from infra-
structure needs and environmental issues to NAFTA and Na-

tas-México trade relations and future business opportunities—resulted in valuable insights REDCo has utilized to keep its clients current, produce the “Business Barom-

eters” annual report, and present the challenges and opportunities of the region to be accurate, current and practical.

Cook is a graduate of Southern Methodist University with a bachelor’s degree in economics and a minor in business. He began his economic-devel-

opment career as an economic ana-
lyst with the Dallas Area Chamber of Commerce and served five years as President/CEO of the Dallas Chamber of Commerce, and served five years as President/CEO of the Dallas Chamber of Commerce. Mr. Cook serves as president/CEO of the Greater El Paso Chamber of Commerce prior to his position as president/CEO of REDCo.
Border Business Indicators

The Border Business Indicators (BBI), a Texas Center publication from 1990 to the present, has been in existence in a variety of formats since the 1980s. In its present configuration, the BBI covers twenty-two economic indicators for cities along the Rio Grande from Brownsville to El Paso, Texas.

On March 2003, the Border Business Indicators was reformatted to provide a more concise and “fast read” of the economic indicators for those cities on the Texas-Mexico border. In this current iteration, U.S.-Mexico trade information was incorporated as part of the monthly offerings in the BBI. Along with the inclusion of trade data, the fifteen indicators in the BBI publication were synchronized to the searchable data sets available on the on the Texas Center web site: http://texascenter.tamiu.edu

Vision Economic Outlook Report

The Texas Center’s ongoing work with business and community organizations may result in a variety of collaborative publications and materials. One such publication is the Vision Economic Outlook Report. The Vision Economic Outlook Report is prepared in cooperation with the Laredo Chamber of Commerce and has been in publication since the 1990s. The publication is distributed at the Vision Conferences held annually. The Vision Report provides a view of the City of Laredo’s economic indicators, trade data and a timely point of the interest to the community. It is published once a year and is freely available at the Center’s web site: http://texascenter.tamiu.edu

Tech Center Web Site

Since it first came on-line in 1996, the Texas Center’s web site has been available to the public and has provided economic and trade data. From 2001, the Center has added searchable data directly from our data sets. In addition, links to other resources were included to guide users to other sites with valuable data and information. Subsequently, specialty publications were added to the site providing insight into the region. As the new decade approaches, the Center staff is working on plans to offer new data searches, filters, and reports. If you have not visited our site recently, do so as we start to upgrade our site http://texascenter.tamiu.edu

Texas Center Quarterly Report

First published in the Summer of 2009, the Texas Center for Border Economic and Enterprise Development Quarterly Report provides current information regarding on-going projects, additions or modifications to data sets and personnel changes.