

Dallas NAFTA Trade Corridor Project Status Report: August 19 - October 14, 2005

Presentation to the City of Dallas Economic Development & Housing Committee Monday, October 17, 2005

❖ DNTC/ROTCC Project Presentation Update

In addition to Dallas NAFTA/ROTCC presentations to the **Greater Dallas Chamber's Economic Development Investors Group, the Transportation Club of Dallas, the World Affairs Council's International Group, the World Affairs Council's Board of Directors, and the White Rock Rotary Club**, numerous additional meetings were held regarding the Dallas NAFTA Trade Corridor and ROTCC. (Please see complete list attached.)

❖ Significant Accomplishments and Milestones

Mission to Port of Manzanillo, Mexico -- August 25-27

Captain Hector Mora, CEO of the Port of Manzanillo, invited a Dallas delegation to visit the Port and sign an agreement committing the two entities to develop a trade agreement. **Councilmembers Bill Blaydes and Steve Salazar, and Intergovernmental Services Manager Leslie Jutzi** represented the City of Dallas on the mission, and Stanford Lynch and Jean E. Sides from Dean International, Inc. also attended. A 'Friendship and Cooperation Protocol' was signed between the Port of Manzanillo and the City of Dallas (copy attached) and discussions were held regarding a trade demonstration project from Manzanillo to Dallas. In addition, the delegation met with representatives from the Port Authority of Manzanillo, Ferromex Railroad, customs officials at the Port, container terminal operators at the Port, and customs brokers headquartered at the Port.

Linear/Foreign/Freeport Trade Zone Task Force meeting -- August 30

The kick-off meeting for the Linear/Foreign/Freeport Task Force was a success by all accounts. Over 60 people attended the meeting at City Hall to hear the presentation by **Councilmember Blaydes, Hammond Perot** from the City's Economic Development Office, and by representatives from Ernst & Young regarding the establishment and

expansion of a foreign trade zone and regarding the current southern sector Foreign Trade Zone at Southport Center. **Councilmember Ed Oakley** also attended and participated in the meeting.

Presentation to the Dallas Plan Commission – September 8

Councilmember Blaydes presented the Dallas NAFTA project to the Plan Commission and the Commission members were amazed with the progress of the project and asked to be involved with the protection and preservation of the project boundaries.

Dallas Morning News Editorial Board meeting – September 8

Mayor Pro Tem Don Hill, Councilmembers Bill Blaydes, Steve Salazar, and Ed Oakley, and City Manager Mary Suhm, along with Leslie Jutzi, Manager of Intergovernmental Services, and David Dean and Jean E. Sides from Dean International, Inc., participated in a meeting with four members of the DMN Editorial Board, including Editor Keven Ann Willey, Mike Hashimoto, Victoria Loe Hicks, and Macarena Hernandez. As a result of the meeting and project discussion, an editorial in support of the Dallas NAFTA project was written on September 14. (Please see attached editorial.)

Interlocal agreements with the Cities of Cedar Hill, DeSoto, Duncanville, Lancaster, and Mesquite – September 23

Councilmembers Bill Blaydes and Ed Oakley convened a meeting with the Mayors of Cedar Hill, DeSoto, Duncanville, Lancaster, and Mesquite to discuss their Cities' participation and involvement in the Dallas NAFTA Trade Corridor Coalition via interlocal agreements with the City of Dallas. The Cities have agreed in principal to enter into interlocal agreements regarding the DNTC Project and discussions are underway to finalize the agreements. This historic partnership and cooperation will greatly strengthen the DNTC Coalition.

Mission to Mexico City, Port of Lazaro Cardenas, Port of Topolobampo – October 5-7

Councilmembers Bill Blaydes and Steve Salazar, and Intergovernmental Services Manager Leslie Jutzi, along with David Dean and Jean E. Sides of Dean International, Inc. traveled to Mexico City to hold several significant meetings, including a presentation of the Dallas NAFTA project to U.S. Ambassador Tony Garza, a meeting with several representatives from the Port of Topolobampo and the SCT, as well as a site visit to the Port of Lazaro Cardenas and the signing of a 'Friendship and Cooperation Protocol' with Port of Lazaro Cardenas Port Director, Ing. Juan Paratore Garcia. (Please see attached agreement.)

Meeting with Texas Economic Development Corporation and Governor Perry's Deputy Chief of Staff, Phil Wilson – October 11

The Office of the Governor was excited to learn of the Dallas NAFTA project. The Governor's Office has committed to support the project by undertaking joint efforts to help attract potential customers of the Agile Port System to the Dallas NAFTA impact zone. In addition, the Office will also assist by facilitating the expeditious movement of the project through bureaucratic review by TXDOT and other agencies.

❖ River of Trade Corridor Coalition Update

Membership Update

The River of Trade Corridor Coalition is growing and is now an international organization! The Port of Lazaro Cardenas joined the Coalition following the recent mission to the Port. The ROTCC currently includes over 65 members, and new members are: Lazaro Cardenas Customs Office, Bexar County Commissioner Lyle Larson, City of Little Rock, Arkansas, City of North Little Rock, Arkansas, DC Logistics, Inc., Kaufman County Commissioner Kenneth Schoen, McLennan County Commissioners Wendall Crunk and Joe Mashek, Metroplan, Port of Lázaro Cárdenas, Pulaski County Judge Buddy Villines, Rajko Associates, Slay Industries, and Travis County Judge Sam Biscoe. (Please see attached member list.)

Legislative Caucus Update

The River of Trade Corridor Legislative Caucus is growing and now includes: Senator Royce West, Caucus Co-Chair, Senator John Carona, and Representatives Fred Hill, Caucus Co-Chair, Linda Harper Brown, and Bill Keffer.

Mission to San Antonio and Austin – September 29 - 30

Councilmembers Bill Blaydes, Ed Oakley, and Steve Salazar and Intergovernmental Services Manager Leslie Jutzi, along with Dallas County Commissioner Maurine Dickey and District 1 Superintendent Mike Pappas, and David Dean and Jean E. Sides from Dean International, Inc., visited many City and County officials and transportation entities in San Antonio and Austin regarding the River of Trade Corridor Coalition, including the Alamo Regional Mobility Authority, the San Antonio – Bexar County MPO, the office of San Antonio Mayor Phil Hardeberger, Bexar County Judge Wolff and Commissioner Larson, Austin Councilmembers Betty Dunkerley, Lee Leffingwell, and Mayor Pro Tem Danny Thomas, Travis County Judge Sam Biscoe, as well as the Capital Area MPO. As a result, Bexar County Commissioner Lyle Larson and Travis County Judge Sam Biscoe are new members of

the Coalition, and many additional follow-up meetings and presentations are scheduled to finalize the membership of additional entities.

ROTCC Quarterly meeting, October 27-28, Little Rock, Arkansas

The final 2005 Quarterly Meeting of the ROTCC will be held on October 27 and 28 in Little Rock, Arkansas. The meeting hosts, Pulaski County and the Cities of Little Rock and North Little Rock, have made arrangements for ROTCC meeting attendees to stay at The Peabody Little Rock for a great discounted rate, and will be hosting a 'Welcome to Arkansas' reception on Thursday evening and a tour of the area transportation assets on Friday before the meeting. A meeting agenda has been drafted (please see attached copy) and many exciting speakers will participate, including Governor Perry's Deputy Chief of Staff, Phil Wilson, NEMEX-TEX Ambassador Francisco Alejo, a representative for the Honorable Carlos Garcia de Alba from the Office of the Mexican Consul General in Dallas, and representatives from MPOs in Texas, Arkansas and Tennessee. The meeting will also include a discussion of ROTCC expansion to Detroit, Michigan and into Canada, making the ROTCC the finest NAFTA trade corridor in North America.

RIVER OF TRADE CORRIDOR COALITION MEMBERSHIP

ACCENT TRANSPORTATION, INC.
RICHARD HILL
DIRECTOR OF TRANSPORTATION

BEXAR COUNTY
LYLE LARSON
COUNTY COMMISSIONER

BOWIE COUNTY
JAMES CARLOW
COUNTY JUDGE

BOWIE COUNTY
JOHN ADDINGTON
COUNTY COMMISSIONER

CASS COUNTY
CHARLES MCMICHAEL
COUNTY JUDGE

CITY OF CADDO MILLS
BUEL BENTLEY
MAYOR

CITY OF CADDO MILLS
MANUEL LEAL
CITY ADMINISTRATOR

CITY OF CEDAR HILL
ROB FRANKE
MAYOR

CITY OF DALLAS
BILL BLAYDES
COUNCILMEMBER - CHAIR, ROTCC

CITY OF DALLAS
DONALD HILL
MAYOR PRO TEM

CITY OF DALLAS
ED OAKLEY
COUNCILMEMBER

CITY OF DALLAS
STEVE SALAZAR
COUNCILMEMBER

CITY OF DESOTO
MICHAEL HURTT
MAYOR

CITY OF DUNCANVILLE
DAVID GREEN
MAYOR

CITY OF FORT WORTH
AARON DAY
GOVERNMENTAL RELATIONS

CITY OF GREENVILLE
KAREN DALY
CITY MANAGER

CITY OF HILLSBORO
WILL LOWRANCE
MAYOR

CITY OF HOOKS
MICHAEL BABB
MAYOR

CITY OF LANCASTER
JOE TILLOTSON
MAYOR

CITY OF LAREDO
ELIZABETH G. FLORES
MAYOR

CITY OF LAREDO
RENE GONZALEZ
DIR., ECONOMIC DEVELOPMENT

CITY OF LITTLE ROCK
BRUCE MOORE
CITY MANAGER

CITY OF LYTLE
HORACE E. FINCHER
MAYOR

CITY OF MOUNT VERNON
JIM BLANCHARD
CITY MANAGER

CITY OF NEW BOSTON
JOHNNY BRANSON
MAYOR

CITY OF NORTH LITTLE ROCK
PAT HAYS
MAYOR

CITY OF PEARSALL

CITY OF ROYSE CITY
JIM MELLODY
MAYOR

CITY OF ROYSE CITY
CONNIE GOODWIN
CITY MANAGER

CITY OF SULPHUR SPRINGS
CHRIS BROWN
COUNCILMEMBER

CITY OF SULPHUR SPRINGS
MARC MAXWELL
CITY MANAGER

DALLAS COUNTY
MIKE CANTRELL
COUNTY COMMISSIONER

DALLAS COUNTY
MAURINE DICKEY
COUNTY COMMISSIONER

DALLAS COUNTY
KENNETH MAYFIELD
COUNTY COMMISSIONER

DALLAS NE CHAMBER OF COMMERCE
PETE OPPEL
EXECUTIVE DIRECTOR

DC LOGISTICS, INC.
DOUGLAS CHANEY
PRESIDENT

HOPKINS COUNTY
CLETIS MILLSAP
COUNTY JUDGE

KAUFMAN COUNTY
KENNETH SCHOEN
COUNTY COMMISSIONER

MCLENNAN COUNTY
WENDALL CRUNK
COUNTY COMMISSIONER

MCLENNAN COUNTY
JOE MASHEK
COUNTY COMMISSIONER

METROPLAN
JIM MCKENZIE
EXECUTIVE DIRECTOR

OAK CLIFF CHAMBER OF COMMERCE
DON HERRING
CHAIRMAN

ORRCO INTERNATIONAL, INC.
W.G. ORR
PRESIDENT

PORT OF LÁZARO CÁRDENAS
JUAN PARATORE GARCÍA
GENERAL DIRECTOR

PORT OF LÁZARO CÁRDENAS CUSTOMS OFFICE
VICTOR M. MONRAZ PONCE
GENERAL DIRECTOR

PRIME OUTLETS HILLSBORO

PULASKI COUNTY
BUDDY VILLINES
COUNTY JUDGE

RAJKO ASSOCIATES
RAY MILES
PRESIDENT

SLAY INDUSTRIES
GEORGE ELKING
VICE PRESIDENT, MARKETING & SALES

THE REAL ESTATE COUNCIL
ROBERT POPE
VICE -CHAIR, TRANSPORTATION

TRAVIS COUNTY
SAMUEL T. BISCOE
COUNTY JUDGE

WE PACK LOGISTICS, LP
CHIP HARPER
PRESIDENT



Dallas NAFTA Trade Corridor

Friendship and Cooperation Protocol

- WHEREAS** Since the implementation of the North American Free Trade Agreement on January 1, 1994, U.S. trade with Mexico and Canada has increased and become more efficient; and
- WHEREAS** Mexico is a trusted and committed trading partner to the U.S.; and
- WHEREAS** The primary foreign trade partners of the U.S. include Canada, Mexico, China and Japan and the U.S. has an increasing appetite for high-quality, low-cost goods produced by these principal trade partners; and
- WHEREAS** U.S. trade with foreign countries is projected to significantly increase over the next decade; and
- WHEREAS** U.S. ports are struggling with geographic expansion and congestion issues and the growth of foreign trade over the next decade will intensify those issues; and
- WHEREAS** The City of Dallas is committed to developing the Dallas NAFTA Trade Corridor as a primary means of economic development by achieving a Congressional High Priority Corridor designation and implementing an Agile Port System, a Linear/Foreign/Free Trade Zone, an Inland Port of Pre-Clearance, and a Cargo Airport ; and
- WHEREAS** The Agile Port System is strongly supported by the U.S. Maritime Administration as a means of quickly and efficiently moving trade cargo from a seaport to an inland port; and
- WHEREAS** The City of Dallas supports the North American Free Trade Agreement and the opportunity to expand trade relations with Mexico and Canada; and
- WHEREAS** The City of Dallas wants to preserve and enhance the existing Dallas County infrastructure that serves as a crossroads for trade, including the traditional NAFTA trade route as well as routes that facilitate the flow of goods from Asia; and
- WHEREAS** The City of Dallas is prepared to pursue innovative ideas and partnerships to encourage economic growth in Dallas County via the Dallas NAFTA Trade Corridor, which will benefit the Metroplex as well as the entire State of Texas; and

- WHEREAS** The Agile Port System concept is one that the City of Dallas is assertively exploring with international seaports, including the Port Authority of Manzanillo; and
- WHEREAS** The Port Authority of Manzanillo has a key, geographic location on the Pacific Coast of Mexico in the State of Colima; and
- WHEREAS** The Port Authority of Manzanillo is positioning itself as Mexico's gateway to the Pacific and handles more containers than any other port in Mexico; and
- WHEREAS** The Port Authority of Manzanillo is a multi-purpose port that handles all types of cargo and includes a specialized container terminal equipped with post-panamax cranes; and
- WHEREAS** The Port Authority of Manzanillo has approached the City of Dallas regarding the potential opportunities available to each if a trade relationship is pursued; and
- WHEREAS** The Port Authority of Manzanillo supports an innovative partnership that will expand trade opportunities with the State of Texas and the City of Dallas; and
- WHEREAS** The City of Dallas and Port Authority of Manzanillo have assembled to develop a strategy to implement an innovative trade partnership.

NOW, THEREFORE, BE IT RESOLVED THIS 26th DAY OF AUGUST, 2005 BY THE UNDERSIGNED PARTIES:

- THAT** The City of Dallas and the Port Authority of Manzanillo are committed to exploring and developing an innovative trade relationship centered around the movement of containers from the Port of Manzanillo to destinations throughout the U.S., using the City of Dallas and the Dallas NAFTA Trade Corridor as a primary point of entry into the United States.
- THAT** This trade agreement shall not be limited to the undersigned parties, and each party is encouraged to expand this agreement to include other interested and supportive entities.
- THAT** No monetary contribution is required from the undersigned parties.
- THAT** There should be regular contact among the undersigned parties, either through meetings or telephone conference calls.
- THAT** The City of Dallas and the Port Authority of Manzanillo have officially expressed their intent to create a valuable trade relationship, and that actions pursuant to this agreement shall commence immediately.

SIGNATURE PAGE


THIS FRIENDSHIP AND COOPERATION PROTOCOL IS AGREED TO BY THE FOLLOWING INVESTED PARTIES ON THIS, THE 20th DAY OF AUGUST, 2005.



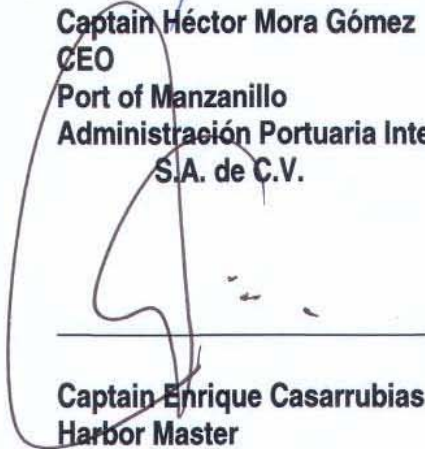
Bill Blaydes
Chairman, Dallas NAFTA Trade Corridor
Dallas Councilmember
City of Dallas, Texas



Steve Salazar
Dallas Councilmember
City of Dallas, Texas



Captain Héctor Mora Gómez
CEO
Port of Manzanillo
Administración Portuaria Integral de Manzanillo
S.A. de C.V.



Captain Enrique Casarrubias García
Harbor Master
Port of Manzanillo
Administración Portuaria Integral de Manzanillo
S.A. de C.V.

Dallas NAFTA and ROTCC Confirmed and Proposed Meetings

Friday, August 19 – Friday, October 14, 2005

Contact	Group	Confirmed Meeting Date	Proposed Meeting Date
Mark Biersmith	DNTC briefing to RoadMasters	Friday, August 19 1:30 PM Dallas City Hall, Room 5FS	
	NAFTA Briefing to Transportation and Environment Committee	Monday, August 22, 2:00-4:00 PM Dallas City Hall, Room 6ES	
Shanette Brown/Jean E. Sides	DNTC Briefing with Dallas City Staff	Tuesday, August 23 2:00 PM Dallas City Hall, Room 4CN #1	
Leslie Jutzi	BNSF	Tuesday, August 23 2:30 PM	
	Greater Dallas Chamber Economic Development Investors Group	Wednesday, August 24 7:30 AM Plaza of the Americas 12 th Floor	
Captain Hector Mora	DNTC Trip to Manzanillo, Mexico	Thursday, August 25 – Saturday, August 27	
	DNTC Presentation to the Dallas World Affairs Council	Tuesday, August 30 7:30 AM Tower Club, 1601 Elm Street, Dallas	
	DNTC Linear/Foreign/Free Trade Zone Meeting	Tuesday, August 30 10:00 – 12:00 PM Dallas City Hall, Room 4C N #3	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, August 30 2:00 PM Dallas City Hall, Room 4CN #1	
Patricia Love	DNTC Briefing with Mr. Bill Vandivort	Wednesday, August 31 1:00 PM Dallas City Hall	
Natalie Marsh	DNTC Briefing with Michael Morris	Thursday, September 1 10:00 AM 616 Six Flags Drive, Suite 200	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, September 6 2:00 PM Dallas City Hall	

	Lunch with Ambassador Francisco Alejano	Tuesday, September 6 12:30 PM	
Neva Dean	DNTC Briefing to Dallas Planning Commission	Thursday, September 8 10:00 AM	
Carol Portele in Keven Ann Willey's office	DNTC Editorial Board Meeting with the Dallas Morning News	Thursday, September 8 2:30 PM DMN Office 508 Young Street, Dallas	
Leslie Jutzi	ROTCC Conference Call with Arkansas Officials	Monday, September 12 2:30 PM Arkansas office to call	
Linda Iwanski	Transportation Club	Tuesday, September 13 11:15 – 1:00 PM	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, September 13 2:30 PM Dallas City Hall, Room undetermined	
	World Affairs Council Executive Board	Tuesday, September 13 4:00 - 5:30 PM Hotel Crescent Court, 400 Crescent Court, Crescent Ballroom II	
Jacob Perez	Conference call with Dr. López Brito at the Port of Topolobampo	Thursday, September 15 10:00 AM Dean International Office	
Tom Hurl	White Rock Rotary Club	Friday, September 16 12:00 PM Royal Oaks Country Club, 7915 Greenville Ave., Dallas	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, September 20 2:30 PM Dallas City Hall, Room undetermined	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, September 27 2:30 PM Dallas City Hall, Room undetermined	
Jean Sides	ROTCC Recruiting Mission	Thursday, September 29 through Friday, September 30 Austin and San Antonio	

Jean Sides	DNTC Briefing and meetings with Ports of Lazaro Cardenas and Topolobampo and Mexico City officials	Tuesday, October 4 through Friday, October 7 in Mexico City and at Ports of Lazaro Cardenas and Topolobampo	
Pat Patterson Alice, Assistant	DNTC Briefing with Richard Fisher, CEO, Federal Reserve Bank of Dallas (incl. Pat Patterson, Vice-Chair, FRBD and Harvey Rosenbaum, Chief NAFTA Analyst, FRBD)	Tuesday, October 11 10:00 AM Federal Reserve Bank of Dallas 2200 North Pearl Street, Dallas	
Jean E. Sides	DNTC Briefing to City of Balch Springs Council	Thursday, October 13 6:30 PM City Hall, 3117 Hickory Tree Balch Springs	

Upcoming Meetings

Leslie Jutzi	City of Dallas Economic Development Committee	Monday, October 17 9:30 AM Dallas City Hall, Room 6ES	
Leslie Jutzi	International Trade Conference	Tuesday, October 18 7:30 AM – 5:30 PM The School of Management UTD, 800 West Campbell Road Richardson 75080	
Josie 512-854-9555	ROTCC Presentation to Travis County Commissioner's Court	Tuesday, October 18 9:00 AM 314 West 11 th Street, Austin 78767	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, October 18 2:30 PM Dallas City Hall, Room Undetermined	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, October 25 2:30 PM Dallas City Hall, Room Undetermined	
Jean Sides	ROTCC Quarterly Meeting	Thursday & Friday, October 27-28 Pulaski County, Arkansas	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, November 1 2:30 PM Dallas City Hall, Room undetermined	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, November 8 2:30 PM Dallas City Hall, Room undetermined	
Leslie Jutzi	DNTC Briefing and booth at Port Summit	Thursday, November 10 through Sunday, November 13 Guadalajara, Mexico	
Leslie Jutzi	DNTC Briefing with Dallas City Staff	Tuesday, November 15 2:30 PM Dallas City Hall, Room undetermined	
Jean Sides	ROTCC Quarterly Meeting	Thursday, February 23 and Friday, February 24 Laredo, Texas	

Meetings without Proposed Dates

Contact	Group		Proposed Meeting Date
Linda Burns	Greater Dallas Chamber tour and forum on economic development in the Southern Sector focusing on the Dallas Inland Port		December 2005
	DNTC Presentation to the Dallas Citizens Council for fall Kick-Off Meeting	Mary Suhm is handling this request	
Ambassador Alejo	NEMEX-TEX Logistics Workshops	Monterrey or Reynosa, Mexico	November 2005
Ambassador Alejo	NEMEX-TEX Logistics Workshop	Houston, Texas	Late January 2006
Ambassador Alejo	NEMEX-TEX Logistics Workshops	Dallas, Texas	February or March 2006
Lou Ann Monroe	DNTC Presentation to the Dallas Forty Group		Postponed from Tuesday, November 15 Until sometime in 2006