
Presentation to the City of Dallas Economic Development & Housing Committee Tuesday, January 17, 2006

❖ DNTC/ROTCC Presentation Update

In addition to Dallas NAFTA/ROTCC presentations to the City of Balch Springs, University of Texas at Dallas International Trade Conference, Travis County Commissioners Court, Austin City Council, North Dallas Chamber of Commerce’s Transportation Crossroads Conference, City of Seagoville, and Greater Dallas Chamber’s Southern Sector Forum, numerous meetings were held regarding the Dallas NAFTA Trade Corridor and ROTCC. (Please see complete list attached.)

❖ Dallas NAFTA Trade Corridor Coalition Update

Dallas NAFTA Coalition expansion / City of Balch Springs

In October 2005, the City of Balch Springs requested an informational briefing on the Dallas NAFTA Trade Corridor Coalition and the River of Trade Corridor Coalition. Based upon the City’s location at I-20 and I-635, the Mayor, Wayne Middleton, and the City Council moved quickly and voted to join the Dallas NAFTA Coalition, via a contract with Dean International, Inc. The Council also voted to pass a resolution in support of joining the River of Trade Corridor Coalition. The City of Balch Springs’ Mayor, City Council, City Manager, Kandi Hubert, and the 4A Economic Development Corporation are now active participants in the Dallas NAFTA Coalition.

Further Coalition expansion / Interlocal agreements with the Cities of Duncanville, Lancaster, and Mesquite

In September 2005, 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. This historic partnership and cooperation will greatly strengthen the DNTC Coalition. The Cities agreed to enter into interlocal agreements regarding the DNTC Project and discussions are underway to finalize the agreements. As of January 2006, the City Councils of Duncanville, Lancaster, and
Mesquite have voted to join the Dallas NAFTA Coalition, via an interlocal agreement with the City of Dallas. Councilman Steve Salazar made a great presentation to the Duncanville City Council on December 20, 2005 regarding membership in the Dallas NAFTA Coalition.

City of Dallas mission to Asia

Councilmember Ron Natinsky and Economic Development Assistant Director Jennifer Li traveled to Asia in November 2005 to promote Dallas as an ideal location for international business investment and increased global development. Many meetings with Asian businessmen were held and the Port of Dallas was a key component in the presentations. A significant relationship was further developed with Hutchison Port Holdings (HPH), one of the largest seaport developers in the world.

Port of Topolobampo visit to Dallas

Following the October 2005 Dallas NAFTA delegation visit to Mexico, officials from the Mexican Port of Topolobampo, County of Ahone, and State of Sinaloa visited Dallas November 28-30, 2005. The delegates, Port Director Dr. Francisco Lopez Brito, County Mayor Policarpo Infante, and Sinaloa Economic Development President Mario Cadena and Regional Director German Rivera, traveled to Dallas to officially sign the previously discussed agreement with the Dallas NAFTA Coalition, as well as to join the River of Trade Corridor Coalition. Upon the delegates’ arrival, David and Jean Dean hosted a reception in their honor. Mayor Pro Tem Hill, Deputy Mayor Pro Tem Garcia, and Councilmembers Blaydes, Koop, Medrano, Natinsky, Oakley, and Salazar attended the reception and further established the strong relationship with the Port of Topolobampo delegates. On Tuesday, November 29, the Greater Dallas Chamber hosted the Southern Sector Forum. The Chamber graciously and eagerly agreed to cooperate with the Dallas NAFTA Coalition to highlight the agreement between Topolobampo and the Dallas NAFTA Coalition as a special lunch presentation, and distinguished attendees included Dallas Councilmen Bill Blaydes (Coalition Chairman) and Ed Oakley, as well as Dallas County Commissioner Maurine Dickey. The Friendship and Cooperation Protocol (attached) is a positive step in increasing trade relations between the Port of Topolobampo and the Port of Dallas. The press reported positively on the event, and those stories are attached.

Panama Canal Authority visit to Dallas

The Administrator of the Panama Canal Authority, Alberto Aleman, visited Dallas on Friday, December 9, 2005 to sign a Memorandum of Understanding with the Dallas NAFTA Trade Corridor Coalition representing the Port of Dallas. The MOU (attached) was signed in the Flag Room of Dallas City Hall and included Coalition members, Dallas Councilmembers Bill Blaydes (Coalition Chairman), Steve Salazar, Ed Oakley, Mayor Pro Tem Don Hill, and Ron Natinsky, Dallas County Commissioner Maurine Dickey, and Balch Springs Mayor Wayne Middleton, as well as Panamanian Consul in
Houston Adsinar Cajar and Port of Houston Authority Trade Development Director John Horan. The MOU highlights several joint opportunities for the Port of Dallas and the Panama Canal to work cooperatively to support an increased amount of trade from Asia to Dallas via the Panama Canal and the Port of Houston. Following the signing ceremony, a celebratory lunch was hosted by Crow Holdings and a reception was held at the home of David and Jean Dean, which was attended by Councilmembers Blaydes, Natinsky and Salazar. This strategic agreement also received positive press, and those stories are attached.

The Hanjin Dallas/Mission to Ports of Long Beach and Los Angeles/Mobility 21

Hanjin Shipping, one of the world’s largest shipping lines, named one of its newest, largest containerships The Hanjin Dallas. Hanjin Shipping has a container terminal, Total Terminals International (TTI), at the Port of Long Beach, and the Hanjin Dallas landed at the TTI terminal in the port on January 3, 2006. The Hanjin Dallas has the capacity to carry 8,000 TEUs and all of these goods are shipped to the U.S. from Asia. The Dallas NAFTA delegation made two trips to the Port of Long Beach – the first to prepare for the Dallas’ arrival, and the second to celebrate the arrival of the Hanjin Dallas. The Port of Long Beach, TTI, and Hanjin Shipping facilitated the opportunity for the Dallas NAFTA delegation to board the Hanjin Dallas once she was docked in port. The delegation was led by Coalition Chairman Bill Blaydes, and also included City of Dallas Economic Development Director Karl Zavitkovsky, Dallas County District Superintendent for Commissioner Maurine Dickey, Mike Pappas, and David Dean, Jean E. Sides, and Danny Patyrok from Dean International, Inc. In addition, WFAA Channel 8 reporter Chris Heinbaugh and cameraman John Lane made the mission to Long Beach to cover the arrival ceremony. Chris Heinbaugh wrote an excellent piece, which is available on DVD from Dean International, Inc.

In addition to making significant contacts at Hanjin Shipping, TTI, and the Port of Long Beach, the Dallas NAFTA delegation also visited with officials at the Port of Los Angeles and toured the port. In both Long Beach and Los Angeles, the Dallas NAFTA delegation highlighted the importance and magnitude of the goods movement corridor via rail between the west coast ports and the Port of Dallas and encouraged greater collaboration along the corridor. Officials in both ports were intrigued with the Dallas NAFTA project, and expressed their interest in joining forces with the Dallas NAFTA Coalition to more efficiently move goods through the ports and along the corridor. Significant contacts were also further developed with representatives from Mobility 21, a transportation focused organization patterned after TEX-21.

Website & Communication and Public Awareness Strategy

The website for the Dallas NAFTA Trade Corridor project is up and running. Dean International, Inc. coordinated with a website developer to create the site – www.dallasnafta.com – which will be a valuable asset as the Coalition continues to
spread awareness about the project. In addition, an official Communication and Public Awareness Strategy has been developed by Dean International, Inc. (attached) for the Dallas NAFTA and River of Trade Corridor projects. This strategy will help to further enhance efforts to effectively and efficiently inform both Coalition members and interested parties about developments and achievements regarding the projects.

**Updated Action Plan and Strategy**

Dean International, Inc. has prepared and delivered an updated Action Plan and Strategy for the Dallas NAFTA and River of Trade Corridor projects. The Action Plan and Strategy updates the original strategy prepared last year, and further develops the plan of action to implement each component of the project. At the core of the project development is the initiation and regular convening of task forces to focus on each component of the project.

❖ **River of Trade Corridor Coalition Update**

**Membership Update**

The River of Trade Corridor Coalition is continuing to grow and now includes several new international members including the NEMEX-TEX, the Port of Topolobampo, and the Panama Canal Authority. The ROTCC currently includes over 85 members, and additional new members are: State Senator John Carona, State Representative Helen Giddings, City of Mesquite Councilmember John Monaco, City of Irving Councilmember Sam Smith, City of Balch Springs Mayor Wayne Middleton and Councilmember Michael Hall, The Rowland Group, Hattie Wayne Public Relations, Southport Properties, LP, The Allen Group/Dallas Logistics Hub, Crittenden County, Arkansas Justice of the Peace Velmar Bailey, City of Emory Mayor Cay House, City of Farmersville Mayor Robbin Lamkin, City of Hutchins Councilwoman Rhenett Gardner, Collin County Commissioners Jerry Hoagland and Joe Jaynes, and the Little Rock Port Authority.

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

The final ROTCC Quarterly Meeting of 2005 was 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, hosted a great ‘Welcome to Arkansas’ reception on Thursday evening and a tour of the area transportation assets Friday before the meeting. Significant action was taken at the meeting including approval of the new ROTCC logo, approval of Coalition expansion to Detroit, MI and Canada via existing interstates, as well as making contact with I-69 officials, a vote to pursue multi-state corridor language via Congressional legislation and discussion of pursuing ‘Clean Air Corridor’ designation/status for the entire River of Trade Corridor. In addition, Pulaski County Judge Villines agreed to serve as an executive officer in the ROTCC.
ROTCC Quarterly meeting, February 2-3, Laredo, Texas

The next meeting of the River of Trade Corridor Coalition will be held on February 2-3 and hosted by the City of Laredo. Laredo is planning to “roll out the red carpet” for the ROTCC, and is hosting a welcome reception/dinner, as well as a tour of the World Trade Bridge, which connects the U.S. with Mexico. An action-packed agenda will include further discussion and action regarding the creation of a Clean/Green Corridor designation for the River of Trade Corridor, as well as Coalition expansion northeast to Michigan/Canada, as well as west to the Pacific Coast and the Ports of Long Beach and Los Angeles. Martin Weiss, Office of Interstate and Border Planning, Federal Highway Administration, will attend and make a timely and important presentation regarding the importance of international trade corridors and federal opportunities for those corridors. Please make plans to attend!

ROTCC expansion

The River of Trade Corridor Coalition is planning to pursue expansion both to the northeast to Michigan and Canada via existing interstates, as well as to the west coast and the ports located there (Long Beach and Los Angeles) via existing rail corridors. This expansion will further establish the River of Trade Corridor as the preeminent international trade corridor in the United States.

Upcoming Washington, D.C. missions

The ROTCC has several upcoming missions, including meetings in Washington, D.C. As a result of the planned participation by many ROTCC members in the U.S. Conference of Mayors, January 25-27, 2006, ROTCC/Dallas NAFTA meetings with Congressional representatives are being scheduled in conjunction with the conference. Additionally, ROTCC/Dallas NAFTA meetings will be scheduled on Capitol Hill in conjunction with the National League of Cities conference in early March 2006. It is of great importance to keep our Congressional officials updated on the progress of our projects.
Dallas NAFTA Trade Corridor and River of Trade Corridor Coalition Meetings

October 17  City of Dallas Economic Development Committee briefing

October 18  1. International Trade Conference/University of Texas at Dallas
2. ROTCC Presentation to Travis County Commissioner’s Court
3. DNCTC presentation to City of Balch Springs

October 21  Meeting with Alberto Aleman, Administrator, Panama Canal

October 25  DNTC Briefing with Dallas City Staff

October 27-28  ROTCC Quarterly Meeting, Pulaski County, Arkansas

October 31  Southern Sector tour for City of Dallas Councilmembers and staff

November 1  DNTC Briefing with Dallas City Staff

November 3  1. Dallas NAFTA Presentation at North Dallas Chamber of Commerce
Transportation Crossroads Conference
2. ROTCC briefing to Austin City Council

November 8  DNTC Briefing with Dallas City Staff

November 15  1. DNTC Briefing with Dallas City Staff
2. Meeting with Denny Wheat, City Manager of Seagoville

November 22  DNTC Briefing with Dallas City Staff

November 28-30  Dallas Visit from Port of Topolobampo

November 29  Greater Dallas Chamber’s Southern Sector Forum

December 1-2  TEX-21 Meeting

December 6  DNTC Briefing with Dallas City Staff

December 6-10  National League of Cities in North Carolina

December 9  Panama Canal Authority in Dallas

December 13  DNTC Briefing with Dallas City Staff

December 19-20  DNTC trip to Port of Long Beach

December 20  1. DNTC Briefing with Dallas City Staff

December 27  DNTC Briefing with Dallas City Staff
January 3, 2006  Hanjin Ship “Dallas” lands in Port of Long Beach
January 3-4  Mission to Ports of Long Beach and Los Angeles
January 10  Arrival Ceremony for Hanjin Dallas containers at the Union Pacific Dallas Intermodal Terminal
January 12  Dallas NAFTA and ROTCC meeting/Southern Sector tour with Congressional and Legislative Staff

**UPCOMING MEETINGS:**

January 17  Inland Port of Pre-Clearance Task Force meeting
January 19  DNTOC presentation to Greater Dallas Planning Council
January 25-27  DNTOC/ROTCC meetings in conjunction with US Conference of Mayors
January 27  Presentation to Texas Rail Advocates Conference
February 1  Collin County Economic Development Summit
February 2-3  ROTCC Quarterly Meeting in Laredo, Texas
February 9  Presentation to Council of Supply Chain Professionals
February 17  Cargo Airport Task Force meeting
March 4-8  National Association of Counties in Washington, D.C.
March 11-15  National League of Cities in Washington, D.C.
Dallas NAFTA and River of Trade Coalition Alliance with the Port of Topolobampo, County of Ahome, and State of Sinaloa

The Port of Topolobampo is located in Mexico in the County of Ahome, in the State of Sinaloa

Signing Ceremony -- November 29, 2005
Dallas NAFTA Coalition signs strategic agreement with the Panama Canal Authority
December 9, 2005
Significant opportunities for the Port of Dallas and the Panama Canal
The Hanjin Dallas Maiden Voyage
Port of Long Beach, January 4, 2005
Estimated Trucks Carrying NAFTA Trade on U.S. Highway Corridors
Annual Numbers of Trucks by Highway Segment

Los Angeles/Long Beach
River of Trade Corridor Including Rail Route to/from the West Coast

Los Angeles/
Long Beach
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 faced with issues involving geographic expansion and congestion 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 implementing an Agile Port System, a Linear/Foreign/Freeport Trade Zone, an Inland Port of Pre-Clearance, and a Cargo Airport and by expanding the River of Trade Corridor Coalition; 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

Friendship and Cooperation Protocol
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 of Topolobampo; and

WHEREAS The Port of Topolobampo is a commercial and industrial port on the Pacific Coast of Mexico in the County of Ahone in the State of Sinaloa; and

WHEREAS The Port of Topolobampo primarily moves agricultural and mineral bulk cargo and is located in an important agricultural production zone in the State of Sinaloa; and

WHEREAS The Port of Topolobampo is well-positioned for product handling in the short- or long-term, containerized cargo with origin or destination in the south region of the U.S. via the Ferromex rail line, the Texas Pacific Transportation line and other lines, as necessary; and

WHEREAS The Port Authority of Topolobampo supports an innovative partnership that will expand trade opportunities with the State of Texas and the City of Dallas, that will permit infrastructure growth and cargo operations; and

WHEREAS The County of Ahone supports an innovative partnership that will expand trade opportunities with the State of Texas and the City of Dallas, that will allow the creation of jobs for its inhabitants; and

WHEREAS The Economic Development Council of Sinaloa (CODESIN) supports an innovative partnership that will expand trade opportunities with the State of Texas and the City of Dallas, that permits the development of business an economic growth; and

WHEREAS The City of Dallas, the Port Authority of Topolobampo, the County of Ahone and the Economic Development Council of Sinaloa (CODESIN) have assembled to develop a strategy to implement an innovative trade partnership.

NOW, THEREFORE, BE IT RESOLVED THIS 29th DAY OF November, 2005 BY THE UNDERSIGNED PARTIES:

THAT The City of Dallas, the Port Authority of Topolobampo, the County of Ahone and the Economic Development Council of Sinaloa (CODESIN) are committed to exploring and developing an innovative trade relationship centered on the movement of cargo from the Port of Topolobampo 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, the Port Authority of Topolobampo, the County of Ahone and the Economic Development Council of Sinaloa (CODESIN) have officially expressed their intent to create a valuable trade relationship, and that actions pursuant to this agreement shall commence immediately.

THIS FRIENDSHIP AND COOPERATION PROTOCOL IS AGREED TO BY THE FOLLOWING INVESTED PARTIES ON THIS, THE 29 DAY OF NOV, 2005.

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

Lic. Policarpo Infante Fierro
Mayor
County of Ahone

Dr. Francisco Salvador López Brito
General Director
Port Administration of Topolobampo, S.A. de C.V.

Ing. Mario Cadena Rayán
President
Economic Development Council of Sinaloa
Neglected sector gets trade hopes

County's southern area called prime location for a new state hub

12:00 AM CST on Wednesday, November 30, 2005

By ANGELA SHAH / The Dallas Morning News

Southern Dallas County may not look like the state's next booming trade hub now, but local business and government leaders said Tuesday they have high hopes for the area.

The Union Pacific intermodal rail yard in Wilmer is one of several facilities officials hope will establish the southern part of Dallas County as a shipping hub. "The places that will do well will be places that can grow, places that can export," said Mike Rosa, vice president for economic development at the Greater Dallas Chamber. "The southern sector is positioned to do this. It has a logistics advantage."

His remarks came during the chamber's annual Southern Sector Infrastructure Forum & Tour, designed to introduce executives to business opportunities south of the Trinity River.

Robust business in southern Dallas County would mark a welcome turn for an area that's lately been in the news for the unkempt Wilmer-Hutchins Independent School district, now disbanded.

The southern half of the Dallas-Fort Worth region is largely undeveloped, save for strip mall retail centers and business parks that dot the landscape along the interstates.

NAFTA hub

But business is beginning to take notice of the opportunities there, boosters say. The port of Topolobampo, Mexico, signed an agreement Tuesday with the Dallas NAFTA Trade Corridor Coalition to formalize North Texas as an inland hub for international trade from the Pacific facility.

Also, the Allen Group of San Diego announced plans to build an industrial-office park near a new Union Pacific intermodal facility in Wilmer.

"Dallas is probably the most dynamic market" in the country, said Edward Romanov, chief executive of the Allen Group, which has spent two years assembling land for the approximately 4,500-acre site.
"This is our chance to help the Dallas business community to refocus efforts back to Dallas instead of Fort Worth or Alliance," he added.

Area outlook

The daylong panel included presentations on the Dallas-Fort Worth area's economic outlook, and perspectives from utility companies, railways and general aviation airports.

Also, the city gave attendees an update of the Trinity River Corridor project, which is designed to open up the Trinity Forest to recreational use and open an equestrian center, among other amenities in the next few years.

Though speakers acknowledged the area's challenges – issues with crime and low educational attainment – they still rattled off familiar themes about why the southern sector is a good investment: central geographic location, good workforce, low cost of land.

And, unlike much of the region's developed northern half, the southern sector still boasts quick commute times.

Unique position

The area is already home to key parts of a budding trade corridor, said Dallas City Councilman Bill Blaydes. "We can't afford to lose this opportunity," he added. The Union Pacific terminal, in particular, is expected to play a key role in efforts by the city of Dallas to create an inland port south of downtown.

The intermodal facility sits near a Federal Express distribution center.

Indeed, Dallas developer David Garner pointed out that the FedEx development demonstrates one of the southern sector's main advantages: Truckers are able to drive to the company's headquarters in Memphis in a day and still meet trucking safety requirements.
Dallas Becomes Distribution Point For Mexican Port

Nov 29, 2005 3:12 pm

(CBS 11 News) Dallas city and county officials signed agreements with their Mexican counterparts on Tuesday to be the primary customs and distribution point for the Mexico-specific seaport of Topolobampo.

The Mexican port is capable of offloading new generation, super-sized Chinese cargo ships that are too big to pass through the Panama Canal. The only U.S. seaports that can currently accommodate these ships are located in Long Beach, California and Seattle, Washington.

This agreement is part of a Dallas effort to make the Union Pacific terminal in south Dallas County a customs and distribution point for cargo containers that would normally be backed up at busy seaports.

The signing occurred during a Greater Dallas chamber event, where it was also announced that a San Diego developer had his eyes on the area. Allen and Company is purchasing approximately 5000 acres to create a light industrial park.

(CBS 11 News)
Collin County's big boom may have some competition with Dallas County's southern sector, which is taking off with new businesses, homes and jobs.

Eighty percent of the developable land in the city of Dallas runs along Interstate 20 between U.S. Highway 67 and Interstate 45.

That makes the once-sleepy section of Dallas County the area to answer the wake-up call of opportunity.

Earth movers and pavement presses will soon shape a 4,500 acre industrial park just west of Wilmer and Hutchins.

Allan Clarke, who owns the Lucky 777 convenience store is banking on the developments.


Developers outlined plans for the Dallas Logistics Hub at the Greater Dallas Chamber's day-long Southern Sector Forum.

"Clearly, South Dallas is a high unemployment area," said developer Allan Clarke. "Individuals that are looking for major distribution hubs want to be able to hire good, local, quality workforce and that exists there."

Fed-Ex has hired hundreds to handle sorting millions of packages between the railroad track and Interstate 45.

There is no other place in the country where more interstate freeways come together in one place.

The development moves toward marketing Southern Dallas as an inland port where goods move among railways, roadways and airways.

A $5.5 million dollar new terminal at Dallas Executive Airport is almost ready. "And a lot of the land in the northern sectors of the Dallas Fort Worth market are running out," Clarke said. "So obviously, it's just a natural progression that development needs to move to the south."

E-mail bhawkins@wfaa.com
MEMORANDUM OF UNDERSTANDING

between the

PANAMA CANAL AUTHORITY

and the

DALLAS NAFTA TRADE CORRIDOR COALITION, representing the Port of Dallas

The parties to this Memorandum of Understanding are the PANAMA CANAL AUTHORITY (ACP), an autonomous legal entity established by the Constitution of the Republic of Panama under public law, and having its main offices in Balboa, Republic of Panama, represented through Alberto Alemán Zubieta, its Administrator and legal representative, and the Dallas NAFTA Trade Corridor Coalition, representing the Port of Dallas, acting by and through the CITY OF DALLAS, a municipal corporation of the State of Texas, United States of America, and lead agency of the Coalition. The parties mutually subscribe to the following premises:

WHEREAS, the Port of Dallas is a component of the Dallas NAFTA Trade Corridor project and is represented by the Dallas NAFTA Trade Corridor Coalition, whose members include the City of Dallas, the City of Balch Springs, and Dallas County, all of the State of Texas, United States of America, at the time of execution of this Memorandum of Understanding, and will include others over time; and

WHEREAS, the Dallas NAFTA Trade Corridor Coalition, in collaboration with the U.S. Maritime Administration, is pursuing the development of an agile port system in southern Dallas County to improve velocities and efficiencies of cargo movement between the Port of Dallas and various domestic and international seaports, including the Ports of Houston, Lazaro Cardenas, Manzanillo, and Topolobampo; and

WHEREAS, the Port of Houston Authority has joined the Panama Canal Authority in the promotion of the all-water route between Asia and the North American Gulf Coast via the Panama Canal; and

WHEREAS, Dallas is ideally situated to serve as an inland distribution hub for cargo that is shipped through the Panama Canal and the Port of Houston; and
WHEREAS, the Dallas NAFTA Trade Corridor Coalition and the Panama Canal Authority believe it is in their mutual interest to establish an alliance of cooperation aimed at generating new business by promoting the all water route between Asia and the North America Gulf Coast via the Panama Canal and the Port of Dallas; and

WHEREAS, the Panama Canal has a key geographic location that serves more than 140 different transportation routes from every corner of the world and is a critical link between ports, commodities, and consumers. In addition, the Panama Canal Authority is considering expansion plans that will greatly increase the capacity of the Panama Canal; and

WHEREAS, the parties desire to cooperate in achieving a generation of new improved business and increasing their level of services available and enhance their existing infrastructure that serves as a crossroads for trade.

NOW, THEREFORE, in consideration of the above premises, the parties agree to mutually cooperate as follows:

1. Undertake joint initiatives, subject to the respective laws and regulations governing each party, to satisfy the above-stated objectives, which include:

   a. **Joint Marketing Activities** – As convenient, the parties may elect to undertake joint marketing efforts to generate new shipping business. These joint marketing efforts may include, but are not limited to, joint advertising activities aimed at promoting the all-water route; joint exhibitor booths at maritime events; joint press conferences; editorial placement and other public relations materials or activities of mutual interest.

   b. **Data Interchange** – The parties may elect to share data that may be helpful in forecasting future trade flows, developing marketing strategies and obtaining additional knowledge about the shipping market. The parties may also elect to exchange information that may include, but is not limited to, transit information, types of commodities, cargo tonnage, future plans, and liner services.

   c. **Market Studies** – The parties may elect to exchange information contained in studies performed by them or by their consultants or representatives that may be of interest to the other party. The information contained in the studies shall be treated in a confidential manner, except in cases where each country's public information laws apply. The parties may also elect to perform joint studies that address their areas of respective interest.

   d. **Modernization and Improvements** – The parties may elect to share information regarding improvements or modernization efforts being undertaken and which may have as a purpose the need of satisfying an increase in demand or improved customer services.
e. Training – The parties may elect to share information on training programs and may develop joint training seminars as well as cross-training activities.

f. Technological Interchange – The parties may elect to share their technological capabilities and programs as well as the information contained in them.

2. The purpose of this Memorandum of Understanding is merely to set forth a general protocol for future cooperation in activities of mutual interest relating to matters of international trade, and not to set forth any legally binding rights or obligations. If any of the initiatives described above require a legally binding expenditure of public funds by either or both parties, the activity and expenditure must first be separately agreed upon by both parties and approved by the appropriate approval authority of the party making the expenditure under applicable governing organic law, statutory or codified law, regulation, or ordinance. This Memorandum of Understanding is expressly subject to the availability and appropriation of public funding as made by each party under its applicable governing organic law, statutory or codified law, regulation, or ordinance.

3. The term of this Memorandum of Understanding is one (1) year from the date of its execution and is renewable, upon the mutual agreement of both parties, on an annual basis. Either party may terminate this Memorandum of Understanding for any reason by informing the other party in writing at least thirty (30) days in advance of the date of termination of this Memorandum of Understanding.

4. Both parties are free to form other partnerships of a similar or identical nature with other entities.

5. In the event any one or more of the provisions contained in this Memorandum of Understanding shall for any reason be held to be invalid, illegal, or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect any other provision thereof and this Memorandum of Understanding shall be considered as if such invalid, illegal, or unenforceable provision had never been included.

6. This Memorandum of Understanding sets forth the complete agreement of the parties, superseding all oral or written previous and contemporaneous agreements between the parties that relate to matters set forth in this Memorandum of Understanding. This Memorandum of Understanding cannot be modified without written supplemental agreement of the parties to be attached to and made a part of this Memorandum of Agreement.
This Memorandum of Understanding will be effective upon its signature by all of the authorized representatives of the parties as shown below.

PANAMA CANAL AUTHORITY:  

BY

Alberto Alemán Zubieta
Administrador

DALLAS NAFTA TRADE CORRIDOR COALITION, on behalf of the Port of Dallas, also the City of Dallas:

BY

Bill Blaydes
Chairman, Dallas NAFTA Trade Corridor Coalition
Dallas City Councilmember

Date: 12-9-05
APPROVED AS TO FORM:
THOMAS P. PERKINS, JR.
City Attorney

CITY OF DALLAS
MARY K. SUHM
City Manager

BY ____________________________
Assistant City Attorney

BY ____________________________
Assistant City Manager
Dallas NAFTA trade corridor and Panama Canal Authority agreement to strengthen Port of Dallas as inland hub

By posted by Julia Kuzeljevich
12/9/2005

DALLAS, Tex.—The NAFTA Trade Corridor is holding an international signing ceremony with the Panama Canal Authority December 9 outlining an agreement to strengthen the Port of Dallas as an inland hub for international trade and commerce. This historic agreement will promote the all-water route from Asia to Dallas via the Panama Canal and the Port of Houston and will be a major factor for economic growth.

The Panama Canal serves more than 140 transportation routes from every corner of the world and is a critical global link between ports, commodities and consumers. The NAFTA Trade Corridor includes the City of Dallas, Dallas County and the City of Balch Springs. The Dallas area is strategically located as an inland hub for international trade because it is situated at the intersection of five interstates, three major rail lines and various state and U.S. highways.

The overall plan includes expanding the River of Trade Corridor Coalition, developing the Port of Dallas, a linear/foreign/freeport trade zone, an inland port of pre-clearance and a cargo airport.
Pact links Dallas, Panama Canal

Group hopes to channel more trade through southern part of county

12:00 AM CST on Friday, December 9, 2005

By KATHERINE YUNG / The Dallas Morning News

The Dallas NAFTA Trade Corridor Coalition plans to sign an agreement today with the Panama Canal Authority in an effort to boost trade to southern Dallas County.

The deal calls for joint marketing efforts and the exchange of data and ideas between the coalition and the Panama Canal Authority, which operates the 50-mile canal in Central America.

The coalition, consisting of the city of Dallas, Dallas County and the city of Balch Springs, seeks to transform the southern sector into a trade hub, bringing jobs and development.

The agreement aims to capitalize on many shippers’ growing interest in using the Panama Canal to bypass congested ports in Southern California when moving goods to the Midwest or East Coast from Asia.

Some of the cargo from the canal is unloaded at Houston’s port, then transported by truck to distribution centers in North Texas for delivery to the rest of the country. The coalition wants to increase this traffic.

"We're seeing shifts in trade patterns, which is why we're doing this," said Leslie Jutzi, manager of the city of Dallas' intergovernmental services and project manager of the Dallas NAFTA Trade Corridor.

No money is exchanging hands with the deal.

Although North Texas isn't alone in vying for a role as an inland port, southern Dallas County already has several efforts under way to become more of an import destination.

In August, the Union Pacific railroad opened a $100 million international intermodal terminal in Wilmer, joining a new Federal Express distribution center nearby.

And the Allen Group, a California real estate company, recently announced plans to open an industrial park surrounding the Union Pacific terminal.

The coalition's agreement with the Panama Canal Authority follows the recent signing of a similar pact with the Port of Topolobampo in northwest Mexico.

Additional agreements are also expected with the Ports of Lazaro
Cardenas and Manzanillo in Mexico, Ms. Jutzi said.

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Alliance expected to boost trade from Dallas port

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The Dallas Nafta Trade Corridor Coalition on Friday signed an agreement with the Panama Canal Authority in an effort to develop an agile port system in Dallas' southern sector that will boost trade to Asia.

The agreement calls for an increase in joint marketing activities between the coalition and the Panama Canal Authority, data sharing to forecast future trade flows and market trends and a market studies exchange that may benefit future product development or business ventures. The one-year agreement is renewable annually.

The Panama Canal Authority is an autonomous agency of the Panama government that manages, operates and maintains the Panama Canal.

The coalition, which includes Dallas, Dallas County and Balch Springs, also said it has implemented an economic development plan that capitalizes on Dallas' location, which is ideal to serve as an inland distribution hub for cargo shipped through the Panama Canal and Houston.

The city has targeted the intersection of U.S. interstates 20 and 45 -- which is largely undeveloped -- for all the real estate development expected to arise from the port.

In April, the Port of Houston Authority, the U.S. Maritime Administration and the city of Dallas signed an agreement establishing Dallas as an inland port for Houston.

"We believe the Port of Dallas will benefit international trade and will be an effective means to serve the anticipated traffic and growth of the 'All-Water Route,'" said Canal Administrator and CEO Alberto Alemán Zubieta. "We foresee real, tangible benefits from this agreement -- a win-win situation for our customers, the people living in Dallas and Panama."

The "All-Water Route" is the route from Asia to the east and gulf coasts via the Panama Canal.
Giant ship makes maiden trip
Press-Telegram Staff Reports

1/04/2006 06:57 PM

Long Beach Press Telegram LONG BEACH — Mayor Beverly O'Neil, the Board of Harbor Commissioners and members of the Dallas City Council joined the Hanjin Shipping Co. Wednesday in celebrating the maiden call of a new mammoth container ship at the Port of Long Beach.

The Hanjin Dallas, the Hanjin Shipping Co.'s newest ship, has the capacity to carry 8,000 20-foot equivalent containers, or TEUs.

The Hanjin Dallas is the fifth of five 8,000-TEU vessels deployed in Hanjin's Pacific Express Service, which calls in Yantian, China, Hong Kong, Kaohsiung, Taiwan, Gwangyang and Busan, South Korea, Long Beach, Oakland, Seattle, Busan and back to Yantian.

Vessels of that size are among the biggest to call in Long Beach.

Long Beach and Dallas officials said the naming of the Hanjin Dallas signifies the growing role of Dallas as a major hub in U.S. shipping and international trade routes. Of the five state-of-the-art vessels in the PSX line, the Dallas is the only named for an inland city.

"More trade comes through our port complex than anywhere in the United States, but getting it across the United States is yet another challenge," O'Neil said. "This is where Dallas plays a prominent role. It is clear that Dallas will become one of the most important hubs for goods movement in the United States."

During a ceremony to welcome the Hanjin Dallas on its maiden call, Long Beach harbor commissioners James Hankla and Mario Cordero noted that newer, larger vessels such as the Dallas deliver goods more efficiently, generating less pollution than previous container ships.

With the Hanjin Dallas and its sister ships, "emissions and fuel consumption are about 20 percent less than the previous generation of ships," Hankla said.
Hanjin mega-ship calls Long Beach

Updated 9:11 a.m. ET, Fri Jan 6, 2006

By Bill Mongelluzzo
The JOURNAL of COMMERCE ONLINE

LOS ANGELES -- The Hanjin Dallas, the fifth in a series of five 8,000-TEU vessels deployed in Hanjin Shipping's Asia-West Coast service, called Long Beach Wednesday on its maiden voyage.

Hanjin now operates a full string of mega-ships on its service from South China, Hong Kong, Taiwan and South Korea.

The vessels call at the facility operated by Total Terminals International, a joint venture of Marine Terminals Corp. and Hanjin Shipping Co. James Kwon, president of Total Terminals, said it takes four to five days to work the new-generation vessels, depending upon how many cranes are used.

Shipping lines calling in Southern California now operate four weekly trans-Pacific services with 8,000-TEU-class vessels, with one or two more likely to be added by the end of the year. These ships, almost twice the size of the average trans-Pacific vessel, tax the capacity of marine terminals and the inland infrastructure where they call.

Total Terminals has been preparing for the arrival of the mega-ships for the past two years, expanding its facility and purchasing super post-Panamax cranes capable of working vessels with containers stowed 22 rows wide, Kwon said. The Hanjin Dallas holds containers 18 rows wide.

While the Total Terminals facility is already the largest in Long Beach at 340 acres, the port is expanding the former Navy facility by another 30 acres, with completion due by early 2007.

Total Terminals also is installing low-emission yard tractors and other cargo-handling equipment and has increased the use of on-dock rail to help reduce emissions, Kwon said.

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Dallas NAFTA Trade Corridor and River of Trade Corridor Communication and Public Awareness Strategy

Objective: To develop and implement a communication and public awareness strategy to assist the City of Dallas in achieving its economic development and transportation public policy goals and objectives relating to the DNTC and ROTCC. In an effort to achieve these goals, the following work plan could be implemented. The communication and public awareness strategy for the DNTC and ROTCC is a dynamic document that will be updated as changes within the Coalitions occur.

I. The Internal Communication Strategy

a. The internal communication strategy will keep members of the DNTC and ROTCC projects educated and informed about relevant issues and allow the Coalitions to achieve and sustain a focus. The success of each project is directly proportional to the success and efficiency of the communication between internal and external parties.

b. The internal communication strategy will include a weekly email update to DNTC and ROTCC primary members containing important Coalition information and relevant current event articles from periodicals in the target areas.

i. Current events, periodicals, trade journals and news coverage will be actively searched and monitored for relevant and useful information including federal and state rules and regulations on a daily basis.

ii. Relevant articles will be retained, formatted and distributed with the weekly email.

c. The Communication Plan will facilitate the dissemination of information to internal members of the DNTC & ROTCC projects.

i. Dallas NAFTA Trade Corridor Coalition

1. Information pertaining to the scope of the Dallas NAFTA Trade Corridor project (including the following components: ROTCC/ Congressional High Priority Designation, the establishment of an Agile Port System, a Linear/ Foreign/ Freeport Trade Zone, an Inland Port of Pre-Clearance, a Cargo Airport and safety and security issues) will be distributed to members of the DNTC Coalition following an email model end/or as needed.

2. Correspondence with members of the Coalition will include, but not be limited to, important DNTC progress, membership updates and Coalition and non-Coalition events relevant to the goals and objectives of the Coalition, as well as relevant
news information pertinent to the scope of the project. The correspondence and updates will be distributed to members and interested parties based on the following distribution model. Distribution lists will be updated as the Coalition membership evolves.

a. Level one: Primary contacts- including, for example, Dallas Councilmembers Bill Blaydes, Steve Salazar, Ed Oakley, Mayor ProTem Don Hill and City of Dallas Intergovernmental Affairs Manager and Coordinator; Dallas County Commissioner Maurine Dickey and Dallas County District Superintendent Mike Pappas; City of Balch Springs Mayor Wayne Middleton and City Manager Kandi Hubert, and other appropriate staff, will receive weekly email updates to keep them abreast of events and news relevant to the project.

b. Level two: Extended contacts to include colleagues of Coalition members including full City Councils, County Commissioners Court and City of Dallas Intergovernmental Affairs staff and Economic Development Committee staff (as identified by the primary members). Level two contacts will be contacted via email at least twice a month or as needed.

c. Level three: Comprehensive contacts, to include all interested parties including transportation entities, and potential members in the impact area, will be contacted at least once a month by email or as needed.

ii. River of Trade Corridor Coalition

1. Information pertaining to the scope of the River of Trade Corridor Coalition will be distributed to members of the Coalition following a standard email model and schedule on a weekly basis and as needed.

2. Correspondence with members of the Coalition will include, but not be limited to, important ROTCC progress, membership updates and Coalition and non-Coalition events relevant to the goals and objectives of the ROTCC, as well as relevant news information pertinent to the scope of the project. The correspondence and updates will be distributed to members and interested parties based on the following distribution model. Distribution lists will be updated as the Coalition membership evolves.
a. Level one: Primary ROTCC contacts include: ROTCC Chair, Dallas Councilmember Bill Blaydes; Co-Chairs and Vice-Chairs; and all members of the Coalition. Primary contacts will receive an email update at least once a week or as needed. Breaking news will be distributed in an immediate manner when appropriate to one or all levels of contacts.

b. Level two: Extended contact list will include primary members and Full City Councils, Mayors and City Secretaries of member cities and Commissioners Courts of member counties. Extended contacts will receive bi-monthly email updates or as needed.

c. Level three: Comprehensive contacts, to include all interested parties including transportation entities, and potential members along the Corridor, will be contacted at least once a month by email or as needed.

d. The Communication Plan will facilitate the notification of upcoming DNTC and ROTCC meetings.

i. Notify primary contacts, extended contacts and comprehensive contacts of Coalition meetings.

1. Send email updates and relevant information related to the meeting agenda.
2. Follow-up with phone calls to personally encourage all members to attend.
3. Provide relevant materials and information such as meeting agendas, current news articles and meeting arrangements.

ii. Notify transportation entities, interested parties, and potential members along the Corridor of upcoming meetings.

1. Send email updates and relevant information related to the meeting agenda.
2. Follow-up with phone calls to encourage all interested parties to attend.

iii. Notify appropriate media and news contacts of meetings and relevant information according to the external public awareness communication strategy.

II. The External Public Awareness Strategy for DNTC and ROTCC will facilitate the education of the media and the public regarding the project components and achievements of the Coalitions.
a. Coordinate with the media and the Public Information Offices of DNTE and ROTCC members to distribute essential information about the projects respectively to the news media.

i. Maintain accurate and extensive records of media contacts in target areas. Records will include the name of the most appropriate contact (transportation writers, editors, and reporters), telephone number, email address and fax number.

1. DNTE list will include Dallas area news media, relevant Mexican and Canadian media, as well as contacts in other areas that may be impacted by the DNTE project (and others as appropriate).

2. ROTCC list will include all DNTE news contacts as well as contacts in all member cities from Laredo, Texas to Detroit, Michigan and relevant Mexican, Canadian and Chinese media (and others as appropriate).

ii. Editorial Board meetings will be scheduled in association with important meetings such as Quarterly Meetings and Task Force Kick-offs, as well as other significant events.

iii. Press releases will be distributed to announce important events and news related to the success of the DNTE and ROTCC projects.

iv. Press conferences will be scheduled and planned to provide information to the media and the public in the target areas when needed (such as after a DNTE Task Force meeting).

v. Opinion editorials and letters to the editor will be written for key individuals of the DNTE and ROTCC and distributed to news contacts when appropriate.

vi. Appearances by key DNTE and ROTCC members will be scheduled on TV Talk shows and Radio News Shows when in direct impact areas when appropriate and available.

vii. The internet and electronic postings to the DNTE website will be utilized for quick dissemination of information.

b. Speaking engagements will be scheduled (in coordination with the appropriate contacts) at area organizations and associations to update and inform community members about the goals and achievements of the DNTE and ROTCC.

1. Speaking materials and handouts will be created and provided.

2. Additional training for speakers will be available to assist in the delivery and clarity of the presentation.
   a. Tips for presentational speaking
   b. Practice sessions
c. Video taping and coaching

c. Educational materials supporting the goals and positions of the DNTC and the ROTCC will be created and regularly updated to reflect achievements and growth of the projects.

1. Power Point presentations will be created and updated regularly to serve as a visual aid during presentations and aid in the audience's retention of information.
   
a. Strategic maps will be included in the presentations that emphasize the necessity of the projects.
   b. Information will be organized and displayed in a manner that is viewer friendly and aesthetically pleasing.

2. Handouts will be created from the PowerPoint Presentation and packets will be assembled for additional information.

d. The DNTC website will be maintained and expanded.
'River of Trade' coalition meets today in Little Rock
Friday, Oct 28, 2005

By Rob Moritz
Arkansas News Bureau

LITTLE ROCK - A coalition uniting cities, communities and businesses along the traditional trade route between Mexico and Canada - which cuts across Arkansas from Texarkana to Memphis will discuss goals at a meeting here today.

North Little Rock and Little Rock agreed in July to join and support the River of Trade Corridor Coalition, and the Pulaski County Quorum Court on Wednesday approved a resolution supporting the organization. The city of Texarkana also has joined the coalition.

"People from Mexico all the way to Memphis are taking this seriously," Bill Blaydes, a Dallas city councilman and chairman of the River of Trade Corridor Coalition, said Thursday.

Mexico's Ambassador to the U.S. Francisco Alejo will speak at the group's quarterly meeting at the Peabody Hotel.

The coalition, according to Blaydes, was created last year to protect, maximize and expand commerce and economic activity along the North American Free Trade Agreement corridor that begins in Laredo, Texas, one of the largest land ports in the world.

The corridor stretches north and east along Interstate 35 through Texas, into Arkansas on I-30 and I-40 to Tennessee. From Memphis it continues to the Northeast, through Detroit into Canada.

Earlier this year Congress approved a measure giving "high priority" status to the corridor. Such a designation makes it eligible for special federal funding. That measure was supported by lawmakers from Texas, along with Reps. Vic Snyder, Mike Ross and Marion Berry, all D-Ark.

"This traditional and historic trade route will become even more vital in the future as the value of the international trade to our economy continues to grow," the congressmen said in a letter supporting the designation.

Blaydes said almost every community along the corridor from Laredo to Memphis has been briefed on the importance of the corridor and agreed to support it.

He hopes coalition members can meet with city and business leaders on the rest of the route between Memphis and Detroit over the next six months.

The more communities and businesses involved in the coalition, the stronger it will be when it seeks assistance in Washington, D.C., he said.

Rene Gonzalez, director of economic
development for the city of Laredo, said his city has one of the largest ports in the United States.

Making sure that the corridor grows is important for his city and the entire country, he said.

"Laredo has to be very much involved with every city," he said. "If it's not making money for you, it's not making money for us."