



Border Business Briefs

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GROSS SALES

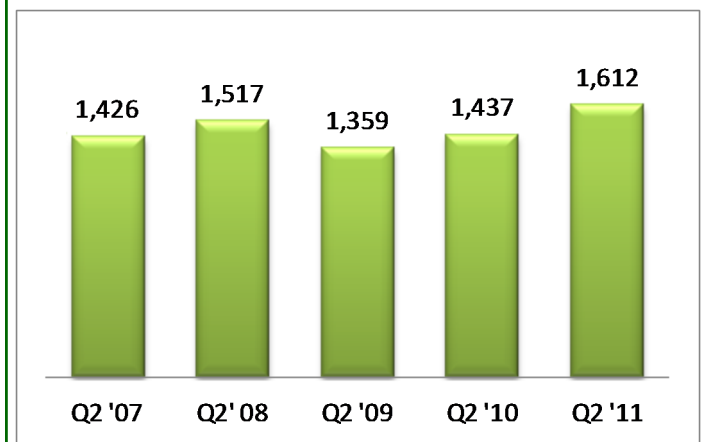
Overall, gross sales have increased between the second quarter of 2007 and the corresponding quarter of 2011. In Cameron County sales rose by thirteen percent over that time period, while the corresponding increase amounted to six percent in Hidalgo County.

Relative to the second quarter of 2010, Cameron County's gross sales rose by twelve percent in the second quarter of

Cameron County Gross Sales

Second Quarter (2007-2011)

In Millions of Dollars*



Hidalgo County Gross Sales

Second Quarter (2007-2011)

In Millions of Dollars*



*Not adjusted for inflation

2011. Hidalgo County also posted an increase of ten percent over the same time period. Most sectors experienced increased economic activity. This increase in Cameron County was fueled by the construction, manufacturing, wholesale trade and retail trade sectors. In Hidalgo County the increase was seen in the wholesale trade, other services, manufacturing and retail trade sectors.

Trade continues to dominate the economy of both coun-

ties, with retail and wholesale trade accounting for sixty-nine and seventy percent of gross sales in Cameron and Hidalgo Counties respectively.

Changes in sales tax revenues were consistent across the Valley cities in the third quarter of 2011 relative to the same period in 2010. The cities of Brownsville, Harlingen and McAllen posted increases of five, four and three percent respectively, in their sales tax revenues.

Gross Sales by County and Industry

In Millions of Dollars

Cameron County			
	Q2 '11	Q2 '10	Change
Construction	88	68	30%
Manufacturing	158	130	22%
Wholesale Trade	185	156	18%
Retail Trade	891	798	12%
Accom./Food Services	118	111	6%
Other Services*	125	131	-4%
Other**	47	43	8%
All Industries***	1,612	1,437	12%

Hidalgo County			
	Q2 '11	Q2 '10	Change
Construction	116	115	1%
Manufacturing	293	264	11%
Wholesale Trade	466	404	15%
Retail Trade	1,948	1,769	10%
Accom./Food Services	216	202	7%
Other Services*	320	280	14%
Other**	102	100	3%
All Industries***	3,461	3,135	10%

* The "Other Services" category includes the following sectors, each of which accounts for less than two percent of gross sales: Information; Finance and insurance; Real Estate; Professional, scientific and technical services; Management of companies and enterprises; Administrative, support, waste, management and remediation services; Educational services; Healthcare and social assistance; Arts, entertainment and recreation services; among others.

** The "Other" category includes the following sectors, each of which accounts for less than two percent of gross sales: Agriculture; Mining; Utilities; Transportation and warehousing; and Public administration.

*** Totals may not add up due to rounding and disclosure issues.

Source: Texas Comptroller of Public Accounts

Sales Tax Revenues

In Thousands of Dollars

	Q3 '11	Q3 '10	Change
Brownsville	\$7,915	\$7,529	5.1%
Harlingen	\$4,577	\$4,400	4.0%
McAllen	\$13,033	\$12,691	2.7%

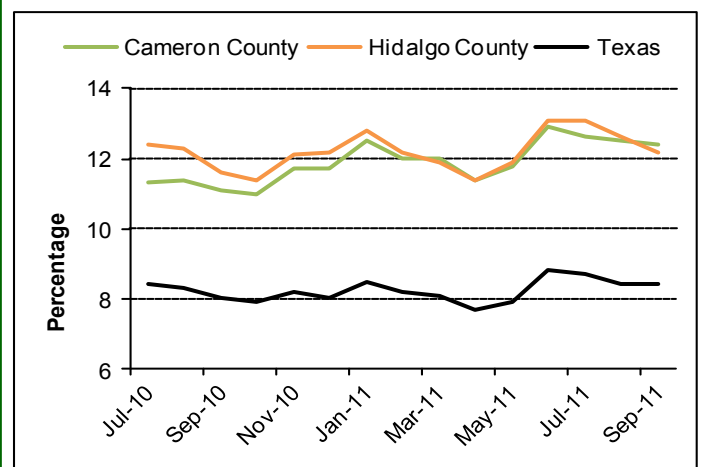
*Sales tax revenues reflect the total dollars returned to a local sales taxing city by the Comptroller's office for their local sales tax collection. City tax for the three above cities amount to two percent of sales. Allocation amounts generally represent taxes collected on sales made two months or more prior to the allocation payment.

Source: Texas Comptroller of Public Accounts

EMPLOYMENT

In September 2011, total employment stood at 139,433 for Cameron County and at 273,855 for Hidalgo County. This represented a 0.4 percent decrease and a 1.9 percent increase from September 2010 employment figures for Cameron and Hidalgo Counties respectively. Although these

Unemployment Rates*



Source: Bureau of Labor Statistics

* Not seasonally adjusted.

results were marginal, they were consistent with that for the state overall. For the entire state, net job growth was 1.1 percent.

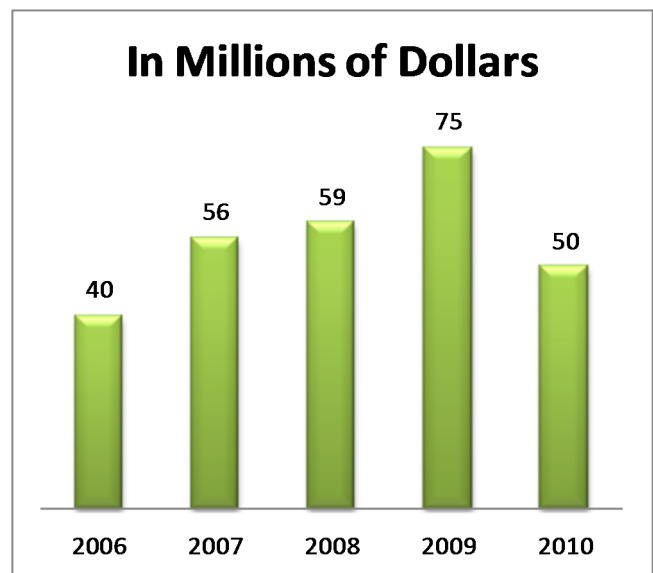
By the end of the third quarter of 2011, the unemployment rate was 12.4 and 12.2 percent for Cameron and Hidalgo counties, respectively, compared to rates of 11.1 and 11.6 percent in September 2010. Although both counties recorded similar employment rates, both counties continue to record higher unemployment levels than that for the state and the country as a whole. The Texas unemployment rate was 8.4 percent while the average for the country was 8.8 percent in September 2011 compared to 12.4 percent and 12.2 percent for Cameron and Hidalgo Counties respectively.

HEALTH CARE INDUSTRY

The health care industry within the Rio Grande Valley continues to be a vibrant sector of the economy over the past five years. Gross sales within the health services sector have gone up from \$71 million to over \$83 million between 2006 and 2010 in Cameron and Hidalgo counties.

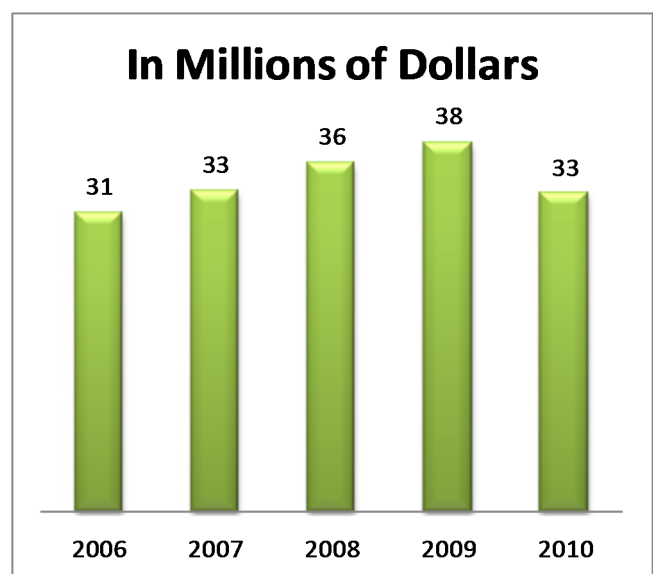
Cameron County Gross Sales

Health Service Sector (2006-2010)



Hidalgo County Gross Sales

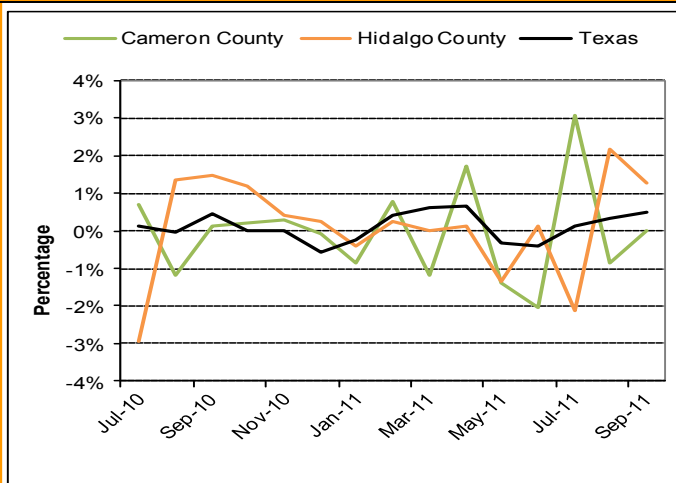
Health Service Sector (2006-2010)



Source: Texas Comptroller of Public Accounts

Employment Growth Rates*

Monthly Percentage Change



Source: Bureau of Labor Statistics

* Not seasonally adjusted.

Employment

	Sep. '11	Sep. '10	Change
Cameron County	139,433	140,055	-0.4%
Hidalgo County	273,855	268,802	1.9%
Texas	11,330,299	11,205,967	1.1%

Unemployment Rates (%)

	Sep. '11	Sep. '10	Change
Cameron County	12.4	11.1	11.7%
Hidalgo County	12.2	11.6	5.2%
Texas	8.4	8.0	5.0%
U.S.	8.8	9.2	-4.3%

Source: Bureau of Labor Statistics

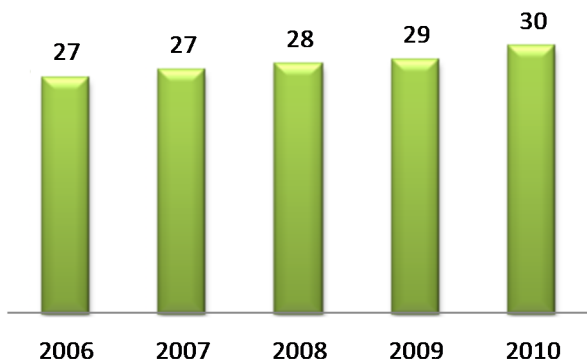
While the growth was not as impressive as in former years, in Cameron county gross sales within the sector rose from \$40 million in 2006 to \$50 million in 2010, an increase of almost 25 percent in real terms. Hidalgo county posted a modest 6 percent increase moving from \$31 million to \$33 million in the same period. In 2006, the health care and social assistance sector sup-

ported 27,000 and 42,000 jobs in Cameron and Hidalgo counties respectively. By 2010, the equivalent numbers were 30,000 and 53,000 jobs. This job growth corresponds to an increase of 13 percent for Cameron county and 25 percent for Hidalgo county over the 2006-2010 period. Considering where the jobs are within the health care and social assistance sector, ambulatory health care services

Cameron County Employment

Health Service Sector (2006-2010)

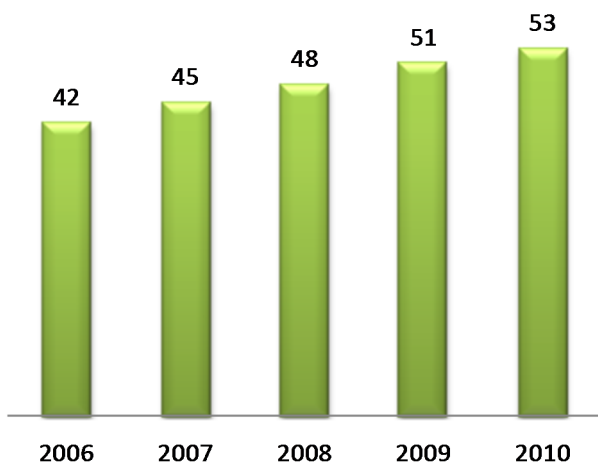
In Thousands of Dollars



Hidalgo County Employment

Health Service Sector (2006-2010)

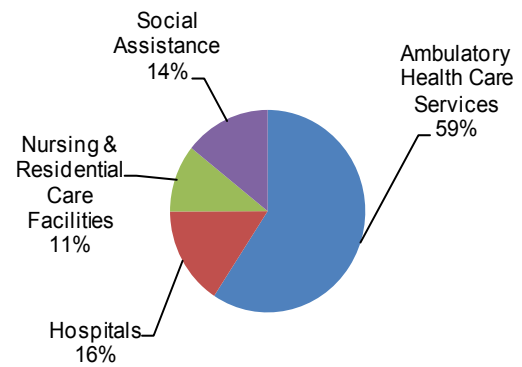
In Thousands of Dollars



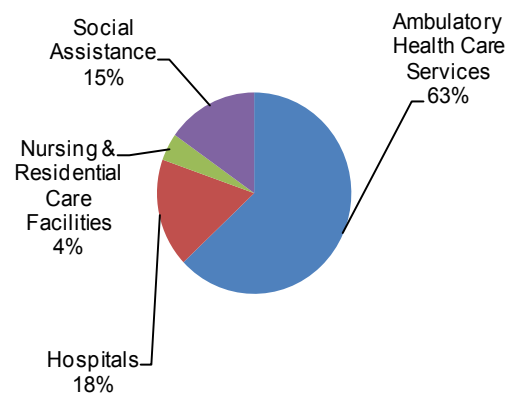
Source: Bureau of Labor Statistics

Health Care and Social Assistance Employment

Cameron County 2010 = 30,144



Hidalgo County 2010 = 53,059



Source: Bureau of Labor Statistics

has the largest share of the pie, accounting for 59 percent in Cameron county and 63 percent in Hidalgo county.

The housing affordability index for several MLS areas in the two-county area indicates that housing in the area continues to be relatively affordable, especially when viewed against the fact that average income in the area lags both that for Texas and the U.S. as a whole. Home sales reported increases of 6.5 and 10.5 percent in the Brownsville, and McAllen MSA's, while Harlingen posted a decline of 4.1 percent.

Census of Employment and Wages Health Care and Social Assistance Sector Privately Owned Establishments 2010			
	Number of Employees	Number of Establish- ments	Average Annual Pay
Cameron County			
Ambulatory Health Care Services	17,877	625	24,798
Hospitals	4,715	21	47,842
Nursing & Residen- tial Care Facilities	3,224	57	20,250
Social Assistance	4,328	253	16,650
Hidalgo County			
Ambulatory Health Care Services	33,410	1,302	26,188
Hospitals	9,251	33	49,512
Nursing & Residen- tial Care Facilities	2,338	50	25,932
Social Assistance	8,060	419	14,396

Source: Bureau of Labor Statistics

BUILDING PERMITS

Residential construction activity in the Lower Rio Grande Valley had mixed results in the third quarter of 2011 when compared to the same period in 2010. In Cameron County the number of permits issued decreased by 4.9 percent and increased by 20.7 percent in Hidalgo County. The dollar value of authorized housing units decreased by 13.1 percent in Cameron county but increased by 37.0 percent in Hidalgo county in the third quarter of 2011, compared to the same period in 2010.

New Privately Owned Housing Units Authorized by County			
County	Number of Units		
	Q3 '11	Q3 '10	Change
Cameron	234	246	-4.9%
Hidalgo	770	638	20.7%
	YTD '11*	YTD '10*	
Cameron	699	747	-6.4%
Hidalgo	2,296	2,221	3.4%
Valuation (in thousands of dollars)			
County	Q3 '11	Q3 '10	Change
Cameron	\$22,351	\$25,706	-13.1%
Hidalgo	\$116,227	\$84,836	37.0%
	YTD '11*	YTD '10*	
Cameron	\$69,596	\$74,308	-6.3%
Hidalgo	\$318,078	\$290,628	9.4%

Source: U.S. Census Bureau, Construction Statistics
* Year-to-date data include any late reports or corrections from prior months. Summing the published monthly data will not generate the same estimate that is published for year-to-date.

Housing Affordability (Q3 '11)	
MLS Area	HAI*
Brownsville	2.15
Harlingen	2.31
McAllen	1.95
Texas	2.41
USA	2.27

*The Housing Affordability Index is the ratio of median family income to the income required to qualify for an 80 percent, fixed rate mortgage to purchase the median-priced home. The higher the ratio, the more affordable housing is. The MLS Area represents the local reporting Realtors® association's geographical coverage area.
Source: Real Estate Center at Texas A&M University

Home Sales			
MLS Area	Sales		
	Q3 '11	Q3 '10	Change
Brownsville	197	185	6.5%
Harlingen	208	217	-4.1%
McAllen	463	419	10.5%
Dollar Volume (In Thousands of Dollars)			
MLS Area	Q3 '11	Q3 '10	Change
Brownsville	\$23,786	\$25,529	-6.8%
Harlingen	\$25,560	\$23,964	6.7%
McAllen	\$55,320	\$56,675	-2.4%

Source: Real Estate Center at Texas A&M University

TRANSPORTATION

Airports - Passenger Statistics*

	Q3 '11	Q3 '10	Change
Brownsville	43,470	42,157	3.1%
Harlingen	167,086	180,759	-7.6%
McAllen	183,520	183,277	0.1%
Laredo	59,060	61,689	-4.3%
El Paso	784,696	808,201	-2.9%

* Passenger Statistics includes both enplaned and deplaned values.

Source: Respective Airports

Land Ports of Entry - Border Crossings

	Southbound Traffic			Northbound Traffic			
	Q3 '11	Q3 '10	Change	Q3 '11	Q3 '10	Change	
Trucks							
Rio Grande Valley*	171,238	175,974	-2.7%	Rio Grande Valley*	172,926	181,669	-4.8%
El Paso**	84,071	84,346	-0.3%	El Paso	184,333	182,861	0.8%
Laredo	433,476	410,490	5.6%	Laredo	427,009	375,988	13.6%
Rail							
Rio Grande Valley*	11,208	12,580	-10.9%	Rio Grande Valley*	2,162	2,842	-23.9%
El Paso	-	-		El Paso	8,746	17,192	-49.1%
Laredo	64,035	43,166	48.3%	Laredo	51,475	33,525	53.5%
Vehicles							
Rio Grande Valley*	2,098,603	2,192,833	-4.3%	Rio Grande Valley*	2,458,012	2,555,181	-3.8%
El Paso**	829,980	952,119	-12.8%	El Paso	2,364,227	2,499,434	-5.4%
Laredo	1,061,879	1,048,520	1.3%	Laredo	1,199,140	1,326,728	-9.6%
Pedestrians							
Rio Grande Valley*	915,341	943,674	-3.0%	Rio Grande Valley*	1,150,480	1,242,084	-7.4%
El Paso**	1,062,835	1,161,294	-8.5%	El Paso	1,575,111	1,757,944	-10.4%
Laredo	734,615	791,202	-7.2%	Laredo	758,610	991,145	-23.5%

*Rio Grande Valley includes land ports of entry in Cameron and Hidalgo counties.

**El Paso has four international bridges. However, southbound data is collected for only two bridges, since Paso del Norte is strictly Northbound and Bridge of the Americas is a toll free bridge. Thus, no official count for southbound traffic is available for Bridge of the Americas.

Source: U.S. Customs and Border Protection for northbound traffic; bridge operators for southbound traffic

EXPORT/IMPORT ACTIVITY

Overall trade activity through the ports of Cameron and Hidalgo counties increased by 3.3 percent in the third quarter of 2011 relative to the same quarter in 2010. Exports to Mexico through the two counties' ports rose by 14.0 percent in contrast with the increase through all Texas

ports of 20.0 percent. Imports from Mexico decreased by 4.5 percent through the two counties in contrast to the increase at the state level of 13.5 percent. Overall, the ports of Cameron and Hidalgo counties account for 14.7 percent of Texas trade activity with Mexico.

Total U.S. Export Trade Activity Through Cameron and Hidalgo County Ports*

in Millions of Dollars

	Q3 '11	% of TX Export	Q3 '10	% of TX Export	Change
Brownsville	2,227	6.9%	1,945	7.2%	14.5%
Hidalgo	2,581	8.0%	2,285	8.5%	12.9%
Progreso	76	0.2%	56	0.2%	35.0%
Two County Total	4,885	15.2%	4,287	16.0%	14.0%
Texas Total	32,229		26,848		20.0%

Total U.S. Import Trade Activity Through Cameron and Hidalgo County Ports*

in Millions of Dollars

	Q3 '11	% of TX Import	Q3 '10	% of TX Import	Change
Brownsville	1,708	4.4%	1,591	4.6%	7.3%
Hidalgo	3,873	9.9%	4,269	12.4%	-9.3%
Progreso	35	0.1%	21	0.1%	71.4%
Two County Total	5,617	14.4%	5,881	17.1%	-4.5%
Texas Total	39,127		34,485		13.5%

*Total export (import) trade activity through the Texas-Mexico border has two components: exports to (imports from) Mexico and exports whose final destination (country of origin) is a country other than Mexico (transshipment). The total export (import) trade activity figure, however, can be used interchangeably with exports to (imports from) Mexico, since the latter figure constitutes more than 95 percent of the total.

**Totals may not add up due to rounding.

Source: Texas Centers for Border Economic and Enterprise Development, Texas A&M International University, The University of Texas-Pan American and The University of Texas-El Paso

Hotels

	Cameron County			Hidalgo County		
	Q3 '11	Q3 '10	Change	Q3 '11	Q3 '10	Change
Revenues (\$000)	\$40,716	\$37,745	7.9%	\$21,818	\$22,592	-3.4%
Room nights available (000)	714.9	695.2	2.8%	625.7	622.6	0.5%
Occupancy Rate (%)	58.0	57.2	1.4%	48.9	50.8	-3.7%

Source: sourcestrategies.org/texas



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MASTER OF SCIENCE IN OCCUPATIONAL THERAPY PROGRAM

The Master of Science (MS) in Occupational Therapy program at The University of Texas-Pan American (UTPA) provides the opportunity to acquire entry-level professional knowledge and competency, develop critical thinking skills, and enhance clinical research abilities in a health profession based on occupational performance. The program is accredited by the Accreditation Council for Occupational Therapy Education (ACOTE).

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