



The Panama Canal:

Major Projects, Major Implications

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August 12, 2011

Background



- ❖ Greater Irving-Las Colinas Chamber of Commerce
- ❖ United States-Mexico Chamber of Commerce
 - ✦ Joint Project: ITDAC (International Trade Development & Assistance Center)



- ❖ U.S.-Panama Business Council
 - ✦ Long relationship with U.S.-Mexico Chamber and reciprocal Board Memberships



The Opportunities



✧ Current Investments in Panama

- ✧ Panama Canal Expansion Project: **\$5 Billion**
- ✧ Panama Government Infrastructure Projects: **\$10 Billion**
- ✧ Other Sector-Specific Projects:
(Additional Billions of \$ in various sectors expected)

✧ *“Panama Canal--Texas--MidAmerica Corridor”*

- ✧ Texas companies can participate in Panama investments and benefit from the significant increase in freight thru Texas
- ✧ Affected sectors include: Logistics, Shipping, Ports, Energy, Oil & Gas, Financial, Construction, Healthcare, Tourism, Capital Goods, IT, Legal Services, etc.



Changing Trade Routes Affect Texas

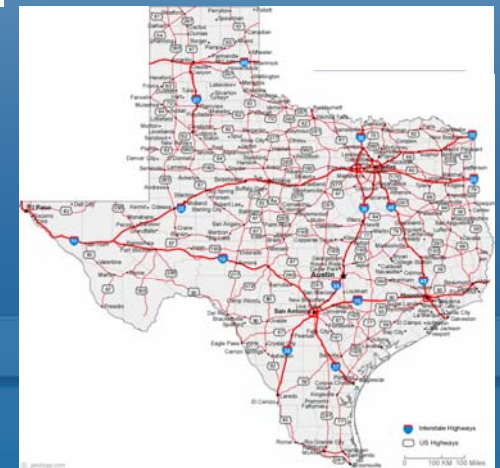
- ✧ Initiative Underway to Formalize Concept of *“Panama Canal—Texas—MidAmerica Corridor”*
- ✧ Houston to Chicago Will be the “Spine” of the Corridor
- ✧ DFW Metroplex Will Play an Important Role
 - ✦ Impact on shipping lines
 - ✦ Increased trade (product-to-market more economically)
 - ✦ Increased port activity (Houston and MultiModals)
 - ✦ Railroads (shifts in East-West & North-South)



DFW Metroplex Logistics

❖ DFW Metroplex Already Boasts Sophisticated Transportation and Logistics Systems, Including:

- ✦ Highways (I-35, I-30, I-45)
- ✦ Transcom Railroad Corridor
- ✦ DFW International Airport
- ✦ Alliance Airport
- ✦ Dallas Logistics Hub



Conclusions

- ✧ The Canal expansion in next three years will yield opportunities for Texas in sectors such as: Logistics, Shipping, Ports, Energy, Financial, Construction, Healthcare, Tourism, IT, Capital goods, Legal Services, etc.
- ✧ Ability of Canal to handle larger ships will also increase trade, transportation and economic activity in Texas.
- ✧ Companies best located and equipped to play a role will have a better chance to enjoy the benefits of participating in this increased opportunity.



New Chamber Initiative

(to provide support)



❖ Creation of “International Supply Chain Integration Center”

- ✦ Physical location (207 Mandalay Canal, Las Colinas)
- ✦ Objective:
 - * Guidance and support to identify international business opportunities
 - * Review and vet contacts and potential matchmaking partners
 - * Provide referrals to facilitate signing and maintaining international deals (attorneys, accountants, consultants, suppliers, financing, etc.)
 - * Follow up, as may be required



International Supply Chain Integration Center (207 Mandalay Canal, Irving, TX 75039)



International Supply Chain Integration Center



U.S.-Mexico Chamber of Commerce Building



How To Benefit from Potential Opportunities

- ✧ Participate in Trade Mission to Panama – September 6-9, 2011 (*forms available here*)
- ✧ Avail of support from *Greater Irving-Las Colinas Chamber of Commerce* and the “*International Supply Chain Integration Center*” to identify projects and potential
- ✧ Contact: Joe Chapa at 214-217-8484 or by email at jchapa@irvingchamber.com

