

**Memorandum of Understanding  
Among Members of the  
Texas South – International Alliance**

On this \_\_\_\_\_ (date) of 2012, representatives from the following Charter City members of Brownsville, Corpus Christi, Edinburg, Laredo, San Antonio and San Marcos (the “Parties”) acknowledge the significant benefit that will likely result from strategic collaboration on those economic development activities that promote the positive business attributes of the South Texas region. The Parties are entering into this Memorandum of Understanding (“MOU”) for the Texas South - International Alliance (“TS-IA”) to ensure that labor, transportation, educational and cultural assets and other amenities existing within these cities and the region are marketed in the aggregate, to collectively provide a stronger case for attracting foreign investors and trade. By growing international trade and foreign investment in the region, new jobs and investment are created, resulting in a net gain for South Texas, as well as the United States.

Each member of the (TS-IA) agrees to:

- Collaborate on establishing and conducting an initial trade mission to China and other countries to market the Texas South region in 2012.
- Consider common areas for regional marketing to focus on, but not be limited to, energy, bioscience and healthcare, logistics, advanced manufacturing and tourism to garner international attention and investment.
- Leverage Texas South educational linkages and research assets.
- Market geographic advantages which serve as a gateway to Latin America.
- Consider geographic boundaries of the TS-IA area to form a “diamond shape” that encompasses Corpus Christi, Brownsville, Edinburg, Laredo, San Antonio and San Marcos.
- Identify current linkages in each respective community to support the expansion of exports to foreign markets, including China.

Each TS-IA member recognizes that corporate locations bring economic benefits to the South Texas region as a whole; thus, the group will develop a joint marketing approach

for the region. The staffs of each TS-IA organization, with the direction of their policy-making bodies, shall determine the resources expended by each TS-IA Charter City toward these joint marketing efforts.

This MOU may only be amended with the unanimous written consent of all of the Parties hereto.

Signatures (Mayor's of Brownsville, Corpus Christi, Edinburg, Laredo, San Antonio, San Marcos, and EDCs in the region)