

**LAREDO IS ON THE RISE!**

# Border Insight



Featured  
Article

**LAREDO ECONOMIC  
DEVELOPMENT CORPORATION:**  
ENVISIONING A BRIGHT FUTURE  
FOR LAREDO

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## LAREDO ECONOMIC DEVELOPMENT CORPORATION: ENVISIONING A BRIGHT FUTURE FOR LAREDO

Our challenge for the future, is to leverage the advantages of the Nation's #1 Port to grow The City of Laredo into the first metroplex to emerge on the Texas/ Mexican Border. By working in harmony with the City's Economic Development office, Webb County and our colleagues in Nuevo Laredo/Nuevo Leon, we can direct a powerful Regional Economic Development Coalition strategically located at the logistics Center of The Americas. Together, we can leverage the redirection of the U.S. Supply chain and 'Nearshoring' initiatives to create jobs, generate capital investment and "grow the tax base". Working through and with the City, we would support incentives to attract, expand and/or retain business, tied to measurable goals for job creation and capital investment. Clawback Provisions and PILOT Agreements (Payments In Lieu of Taxes) would ensure that taxpayers receive a strong Return On Investment. By drafting and executing a Unified and Comprehensive Strategic Plan, we can combine Federal, State, City and Private Sector resources to restore Laredo's vibrant downtown, provide needed infrastructure, create new parks and Quality of Life improvements and improve our Workforce Training capabilities. That, in turn, will allow us to be an Innovation Hub, by adding Corporate Headquarters, Advanced Manufacturing, Biotechnology, Electric Vehicles, Chip and Battery Manufacturers, Gaming and Software Companies to forge a diversified and dynamic economy. By working together, not separately, Laredo will be fully empowered to achieve its full potential.



**DAVID A. STEDMAN**  
**PRESIDENT & CEO**

“  
**Laredo is  
on the  
Rise!**  
”

# FUTURE OUTLOOK:

## LAREDO IS ON THE RISE!



WITH THE PRESIDENTIAL APPROVAL OF INTERNATIONAL BRIDGE 4/5, THE PROSPECT OF FOUR INTERSTATES UNDER DEVELOPMENT AND AN INNER AND OUTER LOOP, LAREDO IS MOVING TO ACCOMMODATE FUTURE GROWTH AND EXPANSION. THIS WILL ALL CONTRIBUTE TO MORE SUCCESSFUL BUSINESS RECRUITMENT, EXPANSION AND RETENTION EFFORTS. AND BY GROWING THE TAX BASE, WE WILL HAVE MORE REVENUE TO FUND CITY SERVICES AND KEEP TAX RATES LOW.

THE LAREDO ECONOMIC DEVELOPMENT CORPORATION IS WORKING CLOSELY TO SUPPORT THE CITY ON LAND USE PLANNING, MIXED USE AND RESIDENTIAL DEVELOPMENT, MASTER PLANNED COMMUNITIES, PARKS AND ENTERTAINMENT VENUES THAT WILL ENHANCE THE QUALITY OF LIFE AND MAKE LAREDO AN ATTRACTIVE PLACE TO LIVE, WORK AND PLAY. THE FUTURE LOOKS BRIGHT FOR LAREDO, A CITY ON THE RISE.



## **Laredo Economic Development Corporation:** Driving Economic Growth in Laredo and Beyond since 1966

### **Mission Statement**

The mission of the Laredo Economic Development Corporation is to promote and foster the economic and industrial development of the Laredo region.

### **Vision Statement**

The Laredo Economic Development Corporation is an organization defined by its visionary leadership, recognized for its integrity and its commitment & contributions towards the economic development and vitality of Los Dos Laredos and the Webb County region.

### **Empowerment Statement**

The combined efforts of the Laredo Economic Development Corporation will empower capital investment and job creation that will Grow The Tax Base and create Enhanced Revenue Streams for The City of Laredo and Webb County.

Laredo Economic Development Corporation (LEDC) stands as a pillar of economic growth and sustainability in Laredo and Webb County.

By structuring its activities into five key divisions, LEDC ensures a strategic and comprehensive approach to fostering business expansion, attracting new industries, and enhancing the region's economic landscape.

These divisions—Industrial Attraction, Business Development, Special Projects, Administration, and the MileOne International Business Assistance Center—work in unison to create a thriving business environment.



# MEET OUR LEDC TEAM



David A. Stedman, Sr.  
President & CEO



Yvette Peña  
Chief Financial Officer



Joseph Mendiola  
Vice President  
Business Attraction and Retention



Rey Reyes  
Vice President  
International Business Recruitment



Ana L. Benavides - Del Bosque  
Administrative Support Specialist



Recognition from

## INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL

The **Laredo Economic Development Corporation** (LEDC) was first certified as the 17th Accredited Economic Development Organization (AEDO) in the nation, and first in Texas, by the International Economic Development Council (IEDC) in 2000. The LEDC has maintained its international standing with its most recent re-certifications in 2014, 2018 and **2022**, and is **1 of only 74** in the nation as an accredited economic development organization out of more than 9,800 in the country.



This prestigious accreditation highlights the LEDC's unwavering commitment to excellence in economic development practices. The organization's ability to consistently meet the rigorous standards set by the IEDC demonstrates its leadership and dedication to fostering economic growth in the region. The LEDC's achievements serve as a testament to its strategic vision and the hard work of its team, who strive to create a thriving business environment that attracts investment and enhances the overall prosperity of Laredo and Webb County.



In addition, the LEDC and MileOne were nationally recognized in 2023 with 2 **Silver Awards** at **IEDC's Excellence in Economic Development Award ceremony** in Dallas, Texas for its annual **"Innovation in Economic Development Week"** and **"Entrepreneurship"** (MileOne) programs, respectively. It is to say that these awards are not easy to obtain, the LEDC and MileOne staff have worked diligently to stand out at the national level and continues its mission to promote and foster the economic and industrial development of the Laredo and Webb County region.

Our commitment to excellence and innovation has not only earned us recognition but has also played a vital role in the growth and success of the local community. By nurturing an environment that promotes entrepreneurship and creativity, the LEDC and MileOne have empowered businesses to flourish, resulting in new job opportunities and improved quality of life for residents. Looking ahead, the LEDC is dedicated to forging strong partnerships, utilizing resources effectively, and executing strategic initiatives to guarantee long-term economic vitality and resilience for the future.

# THE LEDC HAS TRANSFORMED LAREDO INTO A DYNAMIC COMMUNITY WITH A ROBUST ECONOMY OVER THE PAST DECADE



Since 2011, the Laredo Economic Development Corporation (LEDC) has played a crucial role in enhancing the community's economic landscape. It has successfully facilitated close to **\$1.5 billion in capital investments**, leading to the **creation of more than 6,600 new jobs**, the **retention of over 500 positions**, and an **increase of over \$239 million in new expansions**.

In just the **last three years alone**, the LEDC has **secured \$696 million in capital investments**, resulting in the **addition of over 1,400 new jobs**, the **retention of more than 120 jobs**, and **more than \$100 million in new expansions**. These achievements highlight the LEDC's commitment to fostering economic growth and sustainability within the Laredo and Webb County region. The organization's strategic initiatives have not only attracted new businesses but have also supported existing enterprises, ensuring a resilient economic infrastructure.

There's no doubt the community's transformation over the past decade is a testament to the power of strategic planning and collaborative effort, showcasing how targeted investments can lead to substantial economic benefits. Through these efforts, the LEDC has helped

position Laredo as a vibrant hub for commerce and industry, drawing attention from national and international investors. The focus on infrastructure improvements, workforce development, and community engagement has created a thriving ecosystem.

As Laredo continues to grow, the LEDC remains committed to its mission of economic empowerment, striving to create a prosperous future for generations to come.

**\$1,493,084,700**  
**BILLION**  
in capital investments

**\$239,300,000**  
**MILLION**  
in new expansions

6,601 NEW JOBS  
and  
531 RETAINED JOBS





## Board of Directors for 2025

### Executive Committee

IGNACIO URRABAZO, JR.  
Commerce Bank  
Chairman

JAMES NOTZON  
PNC Bank  
Vice Chairman

JOHN VILLARREAL  
IBC Bank  
Treasurer

HECTOR ALANIZ  
Re/Max Commercial Division  
Secretary

STEVE WHITWORTH  
Whitworth Cigarroa  
Attorney

DR. ROLANDO G. ORTIZ  
Killam Development, Ltd.  
Officer

OLIVIA VARELA  
SANTOS  
Officer

TONY ARCE, JR  
Officer

GENE LINDGREN  
Talise Development  
Officer

BILL GREEN  
Laredo Morning Times  
Past Chairman

LUPITA R. CANALES  
A.R. Canales Int'l Brokers  
Immediate Chair

### Elected Board of Directors

EDDIE ALDRETE  
Canadian Pacific  
Kansas City

ANDREW CARRANCO  
South Webb County,  
Ltd.

JUSTIN HEATHER  
Killam Development,  
Ltd.

KURT AJ. KRAUS  
Pinnacle Industry  
Center

ELMO LOPEZ  
Gateway Community  
Health Center, Inc.

REAGAN MACDONALD  
Texas Community  
Bank

DR. DIANA Y. ORTIZ  
Laredo College

EDWARD SHERWOOD  
Falcon Bank

RUBEN SOTO, JR  
Regional Mobility  
Authority

GUILLERMO TREVIÑO  
Southern Enterprises

# Appointed Board of Directors

**RICARDO GARZA**  
Councilman, District 4  
City of Laredo Appointee

**DR. TYLER KING**  
Councilman, District 6  
City of Laredo Appointee

**JOSE A. VALDEZ, JR.**  
Assistant City Manager  
City of Laredo Appointee

**JAMES FLORES**  
Webb County Appointee

**MONICA Y. MARTINEZ**  
Laredo Chamber of  
Commerce Appointee

**GILBERT SANCHEZ**  
Laredo International  
Airport Appointee

**DR. LUIS PEREZ BATRES**  
Texas A&M International University  
Chairman Appointee

**ALMA ACEVEDO**  
Global Tooling Specialties, Inc.  
Chairman Appointee

## Special Advisors

**MIRIAM CASTILLO**  
City of Laredo Economic  
Development

**JORGE CAVAZOS**  
Laredo Licensed U.S.  
Customs Brokers Association

**DR. DANIEL COVARRUBIAS**  
Texas A&M International  
University

**J.D. GONZALEZ**  
JD Gonzalez, CHB

**ELIA GUEVARA**

**CHRIS HAYNES**  
Haynes Properties

**DEVORAH KAREN IBARRA**  
State of Nuevo Leon and  
Port Colombia

**CARLOS MARTINEZ**  
Association of Logistics and  
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Medline Industries

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Laredo Motor Carriers  
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hands!**

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# LEDC Committees



## Strategic Planning

The mission of the Strategic Planning Committee is to engage the membership, committee chairs, staff, and community partners in a comprehensive, strategic and integrated planning process to envision Laredo's long-range future and identify medium and short-range goals and objectives.



## Membership & Networking

The mission of the Membership Committee is to plan and execute an ongoing recruitment and engagement program to increase the membership base, grow the organization quantitatively and qualitatively and engage our talent pool in meaningful networking opportunities.



## Transportation Infrastructure

The mission of the Transportation and Infrastructure Committee is to evaluate the roads, rail, air and water serving Laredo, recommend/ support policies and help implement programs and projects that improve the flow of commerce and our quality of life.



## Workforce & Education

The Workforce & Education Committee's mission is to take inventory of Laredo's workforce and educational assets, needs and opportunities and engage the community to support business retention, expansion and recruitment.



## Governmental Relations

The mission of the Governmental Relations Committee is to monitor the public policy issues impacting Laredo, be aware of proposed and pending legislation and/or administrative policies, identify public policy solutions and be an advocate for Laredo on issues.



## Healthcare

The mission of the Healthcare Committee is to evaluate the community health and medical care status of Laredo, be aware of facilities, programs and providers, evaluate public policy positions, policies and proposed solutions and/ or recommend community action events, policies and solutions as appropriate.



## Special Projects

The mission of the Special Projects Committee is to evaluate, strategically plan and execute community events, educational programs and conferences that promote economic development, foster networking and generate revenue for LEDC.



## Bi-National Committee

The Bi-National Committee's mission is to monitor private sector and public policy factors influencing trade and bilateral relations between Mexico and the United States, focusing on Los Dos Laredos and the states of Tamaulipas and Nuevo Leon.



Special thanks to  
**AEP Texas**  
for their commitment to  
the Laredo Economic  
Development Corporation



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For more information, please reach out to the LEDC Staff at (956) 722-0563.

# Honoring His Unwavering Dedication: Carlton C. Whitworth: A Pioneer Leader in Economic Development



**CARLTON C. WHITWORTH**

In 1960, the Laredo Morning Times bestowed its prestigious "Man of the Year" title upon Carlton C. Whitworth, a name that had become synonymous with progress and transformation in Laredo. The honor was no surprise to those who had witnessed his relentless pursuit of economic development. As Ramon Garces, the city editor of the Laredo Morning Times, noted:

"Carlton C. Whitworth, strong in his belief that a city never stands still, three and a half years ago was the choice of Laredo leaders to break the industry status quo. Today, Whitworth has pushed a solid industry campaign onto the greatest, most aggressive height it has ever achieved at this border city."

Whitworth arrived in Laredo in 1955 as the Commercial Manager of Central Power and Light Company. By 1957, he had taken the helm as Industrial Chairman of the Laredo Chamber of Commerce, setting in motion a dynamic era of economic growth. His tenure marked a turning point for the city, shifting the focus from discussion to action.

## **The Laredo Morning Times further highlighted his contributions:**

Under Whitworth's civic responsibility and leadership, a campaign for industry was taken off the talking stage and transformed into a grinding, rolling, mushrooming project which, if carried through, can result in a new era of progress for the entire Laredo area.

Ultimately, Carlton's project was carried through, and it did result in a new era of progress for the Laredo area. During the early 1960's, Carlton had a lot of help. The serious drought of the 1950's, and Laredo's reliance on Laredo Air Force Base led many local leaders to realize the need for a professional approach to diversifying Laredo's economic base. People like Max Mandel, Tom Herring, J. W. Kraemer of the Texas-Mexican Railroad, J.J. Richter and Robert Trautmann, all of whom would later be listed among the founders of the Laredo Development Foundation, were joined by Harry Sames, John Snyder and Cecil Wade in the economic development campaign.

## A Professional Economic Developer

Carlton C. Whitworth was a skilled and certified economic developer. He completed his training at the Industrial Development Institute (I.D.I.) at the University of Oklahoma and earned certification from the American Industrial Development Council. His thesis at I.D.I. was titled: "The Economy of South Texas and Its Potential for Future Development."

Remarkably, at a time when total U.S.-Mexico trade via Laredo was under \$500 million, Carlton foresaw that increasing trade flows would become vital for Laredo. By 2002, the value of U.S.-Mexico trade through the Port of Laredo had skyrocketed to nearly \$80 billion, averaging over \$400 million in merchandise and capital goods transiting Laredo each day.



## Carlton C. Whitworth: A Pioneer Leader in Economic Development

Because of Mexico's entry into the General Agreement of Tariffs and Trade (GATT) in 1986, the growth of the maquiladora (twin-plant) program during the late 1980, and the passage of North American Free Trade Agreement (NAFTA) in 1993, Laredo's location – which earlier had been an obstacle because of its distance from U.S. markets – had become a tremendous advantage in the cross border trade handling and distribution industry. In other words, Laredo had gone from the geographic bottom of the continental U.S. (located at mile marker #1) to the center or "hub" of the primary U.S.-Mexico trade route.



### Transforming Challenges into Opportunities

Upon assessing Laredo's industrial potential, Whitworth and his team identified both strengths and weaknesses. Laredo boasted a plentiful labor force, rich natural resources, a picturesque atmosphere, and a welcoming business climate. However, challenges included geographic isolation from U.S. markets, low average income levels, and a lack of dedicated industrial sites.

#### To address these hurdles:

- Industrial sites were designated, with Robert Trautmann developing a key industrial tract near the railway.
- The Chamber's Industrial Committee attracted Laredo Manufacturing Company, which produced Youngland dresses.
- A city street paving initiative was launched.
- A City Parks and Recreation Board was established under H. David Hachar, Jr.
- Local businesses contributed \$1,500 to fund an industrial survey led by Texas A&M's Engineering Experiment Station, laying the groundwork for future community improvements.



# Laredo Development Foundation

*Serving Los Dos Laredos Since 1966*



On September 16, 2005, LDF Past Presidents and Founders honored Carlton Whitworth at the 50th Anniversary Economic Development Luncheon held at the Monte Carlo Reception Hall. Mr. Whitworth was honorably recognized for his dedication to economic development and the establishment of the Laredo Development Foundation.

# Historical Development and Significant Milestones of the Laredo Development Foundation

The momentum culminated in the formation of the Laredo Development Foundation (LDF), officially incorporated on November 17, 1966. The founding members were:

- Max Mandel – Laredo National Bank
- Honore Ligarde – International Bank of Commerce
- Byron Miller – Union National Bank

The founding board members included:

- Robert Benavides
- G. R. Peck
- Robert Freeman
- Robert Pratt
- Tom Herring
- J. J. Richter
- J. W. Kraemer
- Robert Trautmann
- J. C. Martin, Jr.
- W. L. Webber



## Laredo Development Foundation

1955

Carlton Whitworth arrived in Laredo as Commercial Manager at Central Power and Light Company.

1960

Carlton Whitworth was named by the Laredo Morning Times as "Man of the Year". Nobody was surprised, and the reason was clear. Ramon Garces, the Laredo Morning Times city editor of the daily paper wrote: Carlton C. Whitworth, strong in his belief that a city never stands still, three and a half years ago was the choice of Laredo leaders to break the industry status quo.

1993

Laredo's location became a tremendous advantage in the cross border trade handling and distribution industry. In other words, Laredo had gone from the geographic bottom of the continental U.S. (located at mile marker #1) to the center or "hub" of the primary U.S.-Mexico trade route.

2002

The value of U.S.-Mexico trade through the Port of Laredo had reached nearly \$80 billion -- an average of over \$400 million in merchandise and capital goods go through Laredo each day.

2017

In a move defining the 'Next Chapter' for a long-standing organization, the Laredo Development Foundation has rebranded itself to become the **Laredo Economic Development Corporation (LEDC.)** The rebranding comes as part of a major outreach program to expand the organization's promotion of the city's benefits to companies and industries considering where to locate their operations



The new logo design features scaling bars that represent growth and experience, both for the 51 year old organization and the community. Additionally, the four scaling bars and the relative curve along the base of the design allude to Laredo's four international bridges.



## Austin Texas Legislative Trip

Representing the Laredo Economic Development Corporation, David A. Stedman, Sr., President and CEO, joined forces with the City of Laredo and the Laredo Chamber to advocate for the Laredo, Texas region. He had the chance to engage with key state leaders, including Texas Economic Development Director Adriana Cruz, Texas Workforce Commissioners Joe Esparza and Alberto Treviño III, State Representatives Richard Peña Raymond and Don McLaughlin, Texas Workforce Investment Council Chairman Rick Rhodes, and discussing the vital importance of promoting economic growth and progress in Laredo.



Photo courtesy of the Laredo Chamber of Commerce

# Washington Legislative Trip



Photo courtesy of the Laredo Chamber of Commerce



The Laredo Economic Development Corporation, in partnership with the Laredo Chamber of Commerce and the City of Laredo, held very productive meetings in Washington D.C. with Congressmen Henry Cuellar, Roger Williams, Senators John Cornyn and Ted Cruz. Representing the LaredoEDC at these meetings were Ignacio Urrabazo, Jr., Chairman, and David A. Stedman, Sr., President & CEO, pictured left.

Additionally, Laredo Day in D.C. was celebrated with Mayor Dr. Victor Trevino and representatives from the City of Laredo, Webb County, the Laredo Economic Development Corporation, the Laredo Chamber of Commerce and the Laredo Convention and Visitors Bureau.

The legislative trip emphasized building strong relationships with federal lawmakers to support economic growth and infrastructure in the region. Key topics included trade, transportation, and border security, Laredo's significance as a U.S.-Mexico trade hub and initiatives to enhance cross-border commerce. Meetings highlighted Laredo's community vibrancy and strategic importance, allowing representatives to discuss challenges and opportunities for border cities. Overall, the trip reinforced alliances and laid the foundation for future collaborations benefiting Laredo and the region.



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Special thanks to **International Bank of Commerce and Commerce Bank** for their commitment to the Laredo Economic Development Corporation

**Complimentary Advertisement - This space will be available in the next issue.**  
**For more information, please reach out to the LEDC Staff at (956) 722-0563.**

# STOTAN INDUSTRIAL BREAKS GROUND

## PORT LAREDO TRADE CENTER, A MAJOR \$100 MILLION INDUSTRIAL PROJECT

Stotan Industrial celebrated a significant milestone on Tuesday with the groundbreaking ceremony for the Port Laredo Trade Center, a large-scale industrial project in north Laredo.

This \$100 million venture is the company's largest to date and has been in development for the past two years, as noted by Bobby Patterson, Stotan Industrial's vice president and market officer for Texas.



Upon completion, the Port Laredo Trade Center will consist of three cutting-edge buildings, providing a total of 932,600 square feet of premium industrial space.

The project aims to enhance trade and logistics capabilities in the area, with a completion target set for April 2026.

This initiative highlights Laredo's increasing importance as a logistics and trade hub, further solidifying its role as a vital contributor to North American commerce.



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## CONSULADO GENERAL DE MÉXICO Laredo, Texas.



In a significant step toward fostering cross-border collaboration, President and CEO of the Laredo Economic Development Corporation (LEDC), David Stedman, met with the Consul General of Mexico in Laredo, Juan Carlos Mendoza Sanchez, at the historic Consulate in downtown Laredo. This meeting provided a valuable opportunity to discuss shared economic goals and explore future cooperation with Mexico.

Joining the meeting were Rey Reyes, LEDC Vice President of International Business Recruitment, and Deputy Consul Martin Alcala Salgado. Their participation underscored the importance of collaborative efforts in addressing cross-border economic opportunities and facilitating international business.



The Laredo Economic Development Corporation and the Laredo Chamber of Commerce recently had the honor of hosting Norman Garza, Jr. Executive Director of the Texas Space Commission for a strategic planning dialogue with community leaders. This important meeting, held at Otilla's, provided a platform for local business leaders to engage with state-level experts on the future of space-related initiatives and their potential impact on the region.

His visit underscored the value of engaging with local communities to align state and regional efforts in fostering innovation and economic diversification.

*Let's Welcome*

## OUR NEWEST MEMBERS!



LOGISTICS SERVICES, INC.



TONY ARCE, JR.

MERCURIO  
MARTINEZ, III



HERSH FAMILY  
— INVESTMENTS —



# THE LEDC AND KILLAM DEVELOPMENT, LTD WELCOMES FRENCH AMBASSADOR TO LAREDO



Photo courtesy of Killam Development, Ltd.

At the request of Carlos Ealy of the Texas Secretary of State's office, the Laredo Economic Development Corporation (LEDC) warmly welcomed French Ambassador Laurent Bili and Consul General Valérie Baraban of France for a tour of Laredo on March 12, 2025. Their visit featured a special luncheon and discussions that emphasized Laredo's immense potential for Foreign Direct Investment in the foremost U.S. international trade port, boasting an impressive trade value of \$339 billion in 2024.

LEDC Vice President Joseph Mendiola met the French Delegation, who toured Laredo and then visited community and business leaders at the luncheon. Rey Reyes, the LEDC Vice President of International Business Recruitment, presented "The Laredo Advantage" along with Dr. Daniel Covarrubias from Texas A & M International University and Mr. Gerry Schwebel of IBC Bank as part of the program. Mr. Reyes emphasized that "one of the primary goals of the LEDC is to identify, develop, and promote growth opportunities for both new and existing businesses in the Dos Laredos region and beyond." Achieving this vision relies on fostering long-term international relationships with organizations, clients, and speed to markets, all of which continues to play a crucial role in shaping the future of Laredo.

A distinguished group of Laredo business leaders came together for the event. "I wish to personally thank Mr. Cliffe Killam for his willingness to host the French delegation," said David A. Stedman, Sr., LEDC President & CEO.



"Recognizing the importance of international collaboration, the Killam team welcomed these distinguished representatives to South Texas to foster discussions on trade, investment, and opportunities. This partnership reflects our shared commitment to expanding global connections that enhance economic growth and opportunity in the region. The LEDC expresses its appreciation to Dr. Rolando G. Ortiz and the entire Killam Development Team, Mexican Consul General Juan Carlos Mendoza, along with Dr. Daniel Covarrubias, Dr. Diana Y. Ortiz, Carlo Molano, Guillermo Trevino and Imelda Navarro for making this a memorable event."

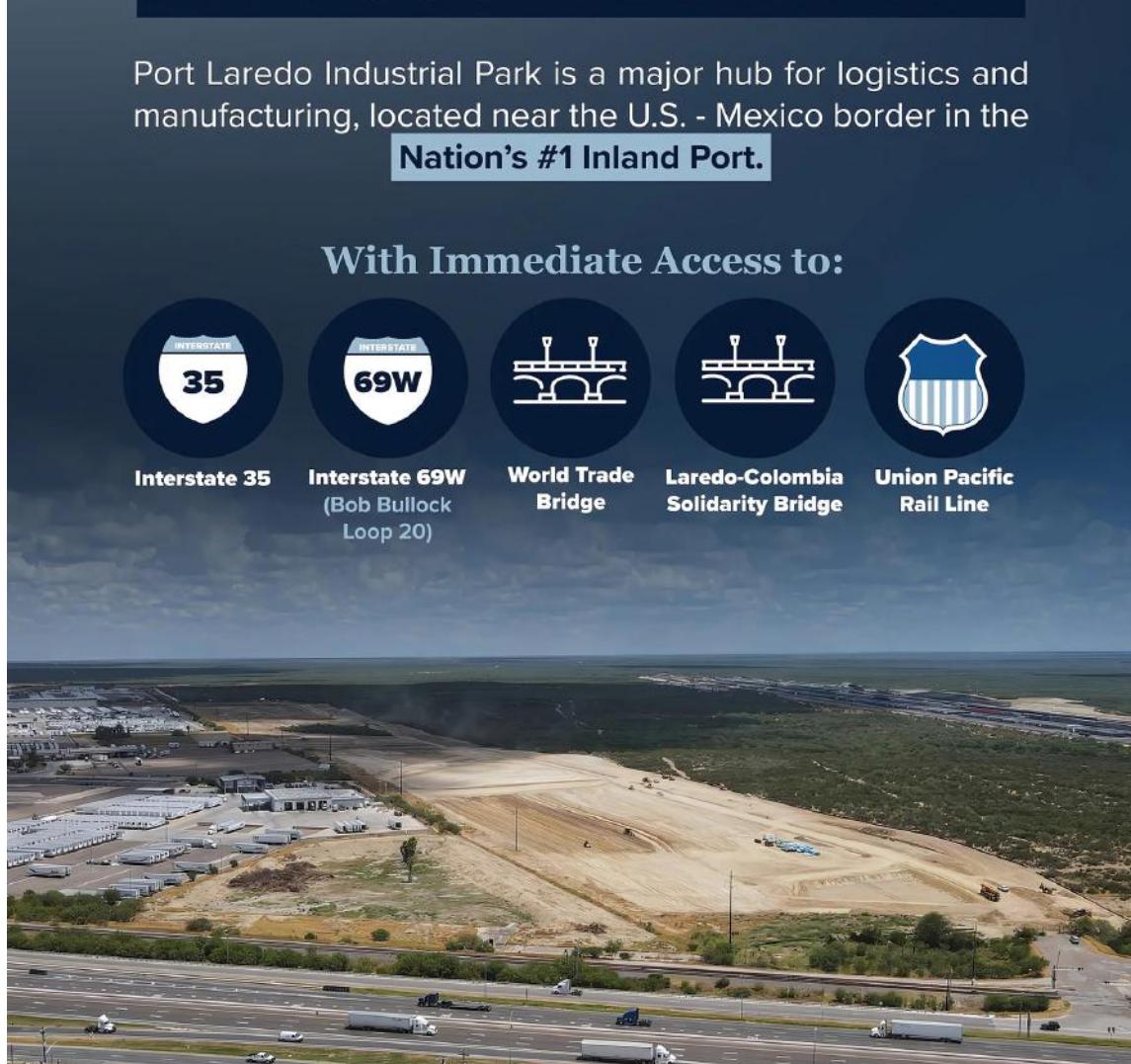
**Special thanks to Killam Development, Ltd  
for their commitment to the Laredo Economic Development Corporation**



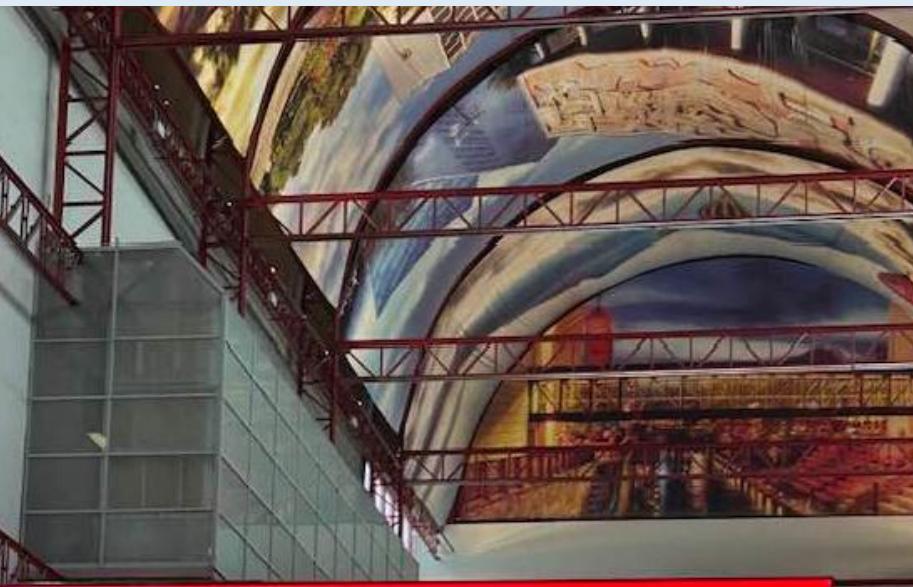
Port Laredo Industrial Park is a major hub for logistics and manufacturing, located near the U.S. - Mexico border in the **Nation's #1 Inland Port.**

**With Immediate Access to:**

- Interstate 35
- Interstate 69W (Bob Bullock Loop 20)
- World Trade Bridge
- Laredo-Colombia Solidarity Bridge
- Union Pacific Rail Line



**Complimentary Advertisement - This space will be available in the next issue.  
For more information, please reach out to the LEDC Staff at (956) 722-0563.**



The LEDC Team, David A. Stedman, Sr., President & CEO, and Rey Reyes, Vice President of International Business Recruitment, participated in the EXPO Manufactura held at the Cintermex Convention Center in Monterrey, Nuevo Leon, where Los Tres Laredos showcased their presence. The event was inaugurated by the Honorable Samuel García, Governor of Nuevo Leon, who highlighted the significant economic opportunities available as industrial companies are moving their supply chains from China to Mexico. Additionally, the LEDC Team delivered a presentation to 15 members of NASCO.

The presentation focused on the strategic advantages of investing in the region, emphasizing the robust infrastructure, skilled workforce, and favorable trade agreements that make Nuevo Leon an attractive destination for international business. Throughout the event, the LEDC Team engaged with industry leaders, exploring partnership opportunities and discussing future initiatives to bolster economic growth. Their presence at the EXPO Manufactura underscored their commitment to fostering a dynamic environment for businesses to thrive, further strengthening the ties between Mexico and global markets.



# LEDC Participates in the Area Development Consultants Forum



The Area Development Corporate Forum took place at the Westin Riverwalk in San Antonio, Texas. This exclusive workshop commenced on Wednesday evening with a reception and dinner. The agenda for Thursday featured six 45-minute sessions led by consultants. In addition, the forum allowed participants to interact and engage directly with up to 20 site consultants. The event concluded on Friday with several roundtable discussions and a closing lunch.

David A. Stedman, LEDC President & CEO, says, "It was fantastic to meet and learn from some of the site selection experts at Area Development Consultants San Antonio Forum." The Laredo Economic Development Corporation was proud to serve as a sponsor for the event.

Furthermore, the forum provided an invaluable opportunity for networking and collaboration, fostering new relationships and strengthening existing ones among industry leaders and economic development professionals. Attendees were able to gain insights into the latest trends and strategies in economic development, with a focus on innovation and sustainable growth. The sessions were designed to address pressing challenges faced by communities in attracting and retaining businesses, with experts sharing best practices and case studies from various regions.

The engaging discussions and interactive panels equipped participants with actionable knowledge and tools to enhance their local economies. The forum not only highlighted the importance of strategic planning and effective communication in site selection but also underscored the role of community involvement in driving successful economic outcomes.

Overall, the Area Development Corporate Forum was a resounding success, leaving participants inspired and equipped with fresh perspectives to apply in their respective regions. The LEDC looks forward to continuing its involvement in future forums, furthering its commitment to fostering economic growth and prosperity.

# LEDC Staff Connects with PGT Trucking

In January 2025, LEDC Vice Presidents Rey Reyes and Joseph Mendiola met with representatives from PGT Trucking, Inc. During LEDC's visit, they toured the facility and discussed the company's recent expansion in Laredo.

They were impressed by the state-of-the-art technology and efficient logistics processes that PGT Trucking had implemented. The meeting provided an excellent opportunity for both parties to explore potential collaborations that could further enhance economic growth in the region.



The discussions also highlighted the importance of fostering strong partnerships with the City of Laredo and with local businesses and economic development entities to ensure sustainable progress. As the visit concluded, both the LEDC team and PGT Trucking representatives expressed optimism about future projects and initiatives that could benefit the community and bolster the region's position as a key logistics hub.

## LEDC Participated in a NAIOP Panel Discussion on Nearshoring and the Border Economy



On March 25, 2025, David Stedman, President and CEO of the Laredo Economic Development Corporation (LEDC), represented the organization in a distinguished panel discussion on Nearshoring & the Border Economy at the National Association of Industrial and Office Parks (NAIOP) event.

The discussion took place at The Austin Club, bringing together industry leaders to explore the economic opportunities and challenges surrounding nearshoring along the U.S.-Mexico border.

Stedman joined an esteemed panel of experts, including Blake Brown, Tyler Buckler, Andres Sandoval, and Rick Garcia, to share insights on the growing role of border economies in global trade and industrial development.



# LEDC EMPLOYER OF THE MONTH

**Laredo EDC proudly recognizes a distinguished Member  
in its monthly Border Insight for:**

- The company's commitment to the betterment of the community
- Special Efforts above and beyond the normal scope of job and performance services



Commerce Bank's slogan "We Make It Happen" reflects the bank's dedication to the growth and success of the customers and community it serves. Commerce Bank has been serving the Laredo community since 1982 and currently has three locations.

We congratulate **Commerce Bank** as the Laredo EDC Employer of the Month for their contribution to the development efforts in our region.

*Thank you for making a difference!*



ECONOMIC  
DEVELOPMENT WEEK



INTERNATIONAL  
ECONOMIC DEVELOPMENT  
COUNCIL

# Calendar of Events

MAY 06

## PRESS CONFERENCE

9:30 - 10:30 AM

Workforce Solutions for  
South Texas  
1406 Jacaman Rd Suite A

In Collaboration with

WORKFORCE SOLUTIONS  
SOUTH TEXAS

A proud partner of the American JobCenter network

MAY 12

## PROCLAMATION DAY

PENDING

Proclamation Ceremony  
with the City of Laredo at  
the City Council Chambers

PENDING

Proclamation Ceremony with  
the Webb County at the  
Webb County  
Commissioners Courtroom

MAY 13

## STATE OF TRANSPORTATION & INFRASTRUCTURE

11:00 AM - 1:00 PM

Laredo College Main  
Campus, Falcon Executive  
Conference Room  
(By Invitation Only)

Sponsored by

FiberLight



KILLAM

GTSI

MAY 14

## GOVERNMENT CONTRACTING 101: SMALL BUSINESS

10:00 - 11:00 AM

TAMIU Academic Innovation Center  
AIC 125

## WOMEN ENTREPRENEURS ROCK SERIES KICKOFF

11:00 AM - 1:00 PM

TAMIU Academic Innovation Center  
AIC 125

Sponsored by



PNC BANK

MAY 15

## LEDC MEMBERSHIP SPRING NETWORKING EVENT

6:00 - 8:00 PM

Laredo Country Club,  
"The Plantation Room"  
(Members Only)

Sponsored by

ARCO  
MURRAY  
DESIGN BUILD

MAY 16

## SHOP LOCAL INITIATIVE AND JOB FAIR

12:00 - 3:00 PM

The Outlet Shoppes Event  
Center, 2nd Floor  
(East Bldg., across from  
Coach)

Sponsored by

The Outlet  
Shoppes at Laredo



# SHOP LOCAL & JOB FAIR



Networking opportunities, resume building,  
and on-the-spot interviews.



DATE

**FRIDAY, MAY 16, 2025**



TIME

**AT 12.00 - 3.00 PM**



**THE OUTLET SHOPPES AT LAREDO EVENT CENTER**  
SECOND FLOOR (ACROSS FROM COACH)



**MUSIC**

**PRIZES**

**EXHIBITORS**



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# Pathways for Trade

The Logistics & Manufacturing Symposium

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August 27-28, 2025  
Laredo Country Club



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# Save the Date

# Boots 'n Bling Gala

FRIDAY, OCTOBER 17 | 7-12 MIDNIGHT

THE BARN AT LOS PATIOS  
4653 Casa Blanca Lake Rd.  
Laredo, Texas





For more information contact:  
Ana L. Benavides – Del Bosque at  
[abenavides@laredoedc.org](mailto:abenavides@laredoedc.org)

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**All ads must be in png format and due by the specified closing date.**

## UPCOMING ISSUES

Month	Featured Article	Topics	Closing Date
April 2025	<b>MileOne - International Business Assistance Center</b>	<ul style="list-style-type: none"><li>History</li><li>Outlook</li><li>Services</li><li>Success Stories</li></ul>	<b>April 18th</b>
May 2025	<b>The Trio Border Region Outlook</b>	<ul style="list-style-type: none"><li>Port Laredo</li><li>Municipio de Nvo. Ldo.</li><li>Puerto Colombia</li></ul>	<b>May 16th</b>



Pathways For Trade  
Symposium



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International Economic Development Council