



MANITOBA



TEXAS

MEMORANDUM OF UNDERSTANDING
ON TRADE, TOURISM AND MUTUAL
ECONOMIC CO-OPERATION

Memorandum of
BETWEEN
THE STATE OF TEXAS
AND
THE PROVINCE OF MANITOBA
*Understanding of Trade,
Tourism and Mutual
Economic Co-operation*

WHEREAS the State of Texas and the Province of Manitoba, in recognition of sharing the Mid-Continent Trade and Transportation Corridor, extending border-to-border-to-border in the Continent of North America, have established an enduring and positive relationship based on mutual interests; and

WHEREAS Texas and Manitoba have a strong and growing trade relationship and wish to build upon the experience of their participation in the Team Canada West Trade Mission to Texas on November 27-29, 2001; and

WHEREAS Texas and Manitoba recognize:

- the dramatic increase in the value of trade between all Mid-Continent Trade and Transportation Corridor partners and the significant 78 percent increase in trade between the state and the province over the last five years;
- the growing overall importance of the Mid-Continent Trade and Transportation Corridor trade relationships between Canada, the United States and Mexico and between Texas and Manitoba;
- the increasing need for interrelationships between all Mid-Continent trading partners;
- the advantages to be derived from strengthening and broadening of mutually beneficial Mid-Continent trade and investment relations;
- the value of close consultations and cooperation on Mid-Continent Trade Corridor issues and the need to ensure open lines of communication and sharing of publicly available information; and
- the importance of working together and in concert with their respective federal governments in matters of international and Mid-Continent corridor trade significance.

NOW, therefore, in the spirit of promoting closer relationships, the State of Texas and the Province of Manitoba intend to work co-operatively to the fullest possible extent consistent with the law and existing treaties between their respective nations to:

1. Promote and Facilitate Bilateral Trade

Bilateral trade between Texas and Manitoba now approaches US \$480 million annually. The Governments of Texas and Manitoba share a strong interest in expanding this economic partnership and building on the shared potential of emerging export opportunities within the Americas and across the globe.

The Governments of Texas and Manitoba, co-ordinated by Texas Economic Development and the Department of Industry, Trade and Mines in Manitoba, therefore propose to:

- 1.1. work together to identify target sectors for joint initiatives including but not limited to agribusiness, aerospace, component manufacturing, film, energy, biotechnology and information and communication technologies;



- 1.2. work together to identify opportunities for strategic partnerships and alliances between private sector companies in Texas and Manitoba which will strengthen their capabilities to compete in international markets;
- 1.3. explore opportunities for joint trade promotions, beginning with the sharing of publicly available information on priority markets and planned promotional activities, followed by the identification of possible joint trade missions to targeted markets;
- 1.4. support regional and federal initiatives to facilitate the border-to-border-to-border movement of goods and people;
- 1.5. share publicly available information on and learn from each other's best practices and the world-class expertise found in both jurisdictions; and promote common goals by encouraging co-operation and understanding between business, municipal, state/provincial and federal governments, and citizens of Texas and Manitoba.

2. Promote and Encourage Co-operation in Tourism

The Governments of Texas and Manitoba intend to work together to expand bilateral tourism opportunities. The Governments' senior tourism officials, who will operate under the direction of the Executive Director of Texas Economic Development and the Minister of Culture, Heritage and Tourism in Manitoba, will explore a tourism strategy that will include:

- 2.1. the identification and sharing of mutually beneficial tourism marketing initiatives;
- 2.2. the facilitation of the development of travel packages that promote the advantages of each jurisdiction.

3. Promote the Mid-Continent Trade and Transportation Corridor

Texas and Manitoba share the Mid-Continent Trade and Transportation Corridor which extends border-to-border-to-border in the North American continent. Officials from Texas and Manitoba will work together to:

- 3.1. establish a seamless transportation infrastructure which includes the harmonization of regulations along the corridor and more efficient and effective border crossings; and,
- 3.2. as a result of the improvements made in the transportation infrastructure along the corridor, create a more competitive environment for private sector companies in both Texas and Manitoba and create an inducement to attract new inward investment to the state and the province.

4. Coordinate Activities in International Development/Co-operation Agreements

The Governments of Texas and Manitoba agree to explore opportunities to co-ordinate their efforts in furthering the goals and objectives of their respective co-operative agreements aimed at strengthening trade and investment links and improving the effectiveness of government services.



5. Promote the Ongoing Relationship

The Governments of Manitoba and Texas recognize the benefits of ongoing, regular contacts between their respective governments to promote trade and economic development and identify areas in which there are opportunities for joint formal or informal co-operation.

Therefore Texas and Manitoba intend to:

- 5.1. monitor progress on the implementation of this Memorandum of Understanding;
- 5.2. designate state and provincial government representatives to serve as principal points of policy contact and liaison to promote co-operation in areas of mutual interest;
- 5.3. encourage the executive departments of the State of Texas and the Province of Manitoba to work together to promote co-operative efforts within their respective areas of responsibility; and,
- 5.4. explore other co-operative initiatives on matters of common interest, such as education, cultural and sports exchanges, animal health, agricultural harmonization, and transportation, that will be considered complementary to this Memorandum of Understanding.

Dated at San Antonio, this 6th day of April, 2002.

The Honorable Gwyn Shea
Secretary of State
State of Texas

The Honourable Gary Doer
Premier
Province of Manitoba