



INDO-AMERICAN
CHAMBER OF COMMERCE
OF GREATER HOUSTON

Mayor's delegation leads to inbound delegation from India

July 9-10



Business Briefing at
Greater Houston
Partnership



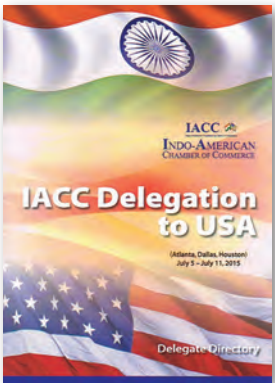
Delegates and guests on the
Houston Ship Channel



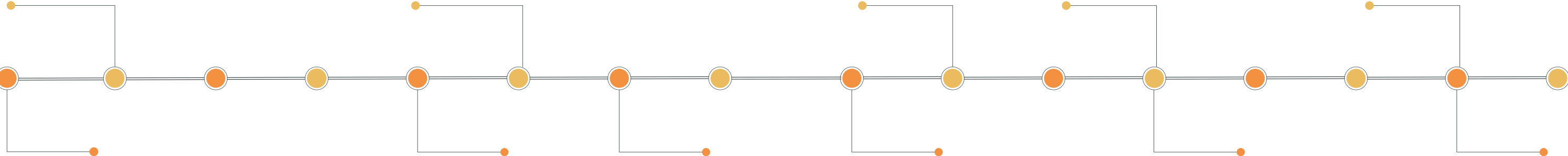
Delegates and guests explore
trade opportunities on the
Houston Ship
Channel



Bayport Container
Terminal



Chamber Board members
and Past Presidents with
the delegation at
Battleship Texas



Mayor Pro Tem
Ed Gonzalez welcomes
Dr.Rajyalakshmi Rao,
President IACC-Mumbai

Walter Van Dvijver
President & CEO
Reliance USA

Jorge Franz
Senior VP
Houston First & Greater
Houston Convention
& Visitors Bureau

Bob Pertierra
of GHP with visiting delegation
at the "top of Houston"

Behind the scenes at
NASA

Bay Area Houston
Economic
Partnership
welcomes IACC-Mumbai
delegation





Hosting inbound Delegation from India July 9-10

IACCGH welcomed and hosted a 10 member delegation from IACC, Mumbai for a lunch meeting which included IACCGH members and guests. The delegation, led by IACC Western Region Council President Rajyalakshmi Rao and VP Sunder Advani, was visiting Houston to explore business opportunities. Nationally renowned NASA scientist Dr. Kamlesh Lulla helped facilitate a meaningful visit to NASA which included a behind the scenes visit of NASA and business briefings on business opportunities leveraging the intellectual property and technology created by NASA, Johnson Space Center and other members of BAHEP. Visits were also arranged to the Technology Accelerator at the Medical Center. A briefing by the Greater Houston Partnership leadership on “Why invest in Houston” and a tour of the Port of Houston on the Sam Houston to understand the impact the Port makes on the Houston economy was held. The three day visit also included a meeting with Dan Seal, Executive Director Special Projects of the Bay Area Houston Economic Partnership (BAHEP) and a presentation/discussion with Charlene Gilbert from the NASA JSC Tech Transfer Office. A dinner was hosted for the delegates by Consul General P. Harish.

Bay Area Houston Economic Partnership

The Bay Area Houston Economic Partnership (BAHEP), is a member-driven organization that provides the leadership to stimulate regional economic development and employment in the Houston Bay Area, proximal to the NASA Johnson Space Center (JSC), frequently leading engagement with investor companies, business professionals, local governments, educational institutions, and International business delegations to bring about prosperity and a high quality of life for the region and its business partners.

Because of this, NASA-JSC relies heavily on BAHEP to facilitate activities for meeting and working with organizations interested in partnering, collaboration, and utilizing, NASA space technology available for licensing.

On July 9 th, BAHEP hosted a distinguished business delegation who traveled to Houston to share India’s Ministerial guidance on their Make-in-India Campaign and to receive information about finding and accessing JSC technology and innovation for potential licensing which was followed by a behind the scenes tour of the NASA Johnson Space Center.



Hosting inbound Delegation from India at NASA July 9-10

NASA is interested in beneficial partnerships with external entities and the facilitation of the transfer of technology and intellectual property for commercial development. NASA works to identify, facilitate and support collaboration and partnership opportunities. NASA maintains relationships with consortia and intermediaries such as the Greater Houston Partnership, Houston Technology Center, Bay Area Houston Economic Partnership (BAHEP) and Bay Area Technology Consortium. NASA liaisons work closely with these organizations to extend our reach and message through the networks of the external organizations.

BAHEP in collaboration with the IACCGH requested NASA to offer a technology focused tour to the delegation from IACC-Mumbai.

The Indian delegation was shown NASA public domain sites such as Robotic Lab (Robonaut, Robotic Hand), International Space Station Mock ups, Mission Control for the International Space Station and a historic Mission control used during the Apollo missions to the Moon.

by Dr.Kamlesh Lulla - Nationally renowned NASA scientist



The Economic Impact of the Port of Houston

The Port of Houston has grown to be one of the world's busiest ports and the nation's leading port in terms of foreign tonnage.

It is an economic engine that produces jobs and economic prosperity for the local and state economy. Throughout its history, whenever the port has grown, Houston has grown. Someone once wisely pointed out that Houston is "the town that built the port that built the city."

As one of the world's busiest ports, the Port of Houston is a large and vibrant component of the regional economy. A 2012 study by Martin Associates says ship channel-related businesses contribute 1,026,820 jobs throughout Texas, up from more than 785,000 jobs cited in a 2007

study. This activity helped generate more than \$178.5 billion in statewide economic impact, up from nearly \$118 billion. Additionally, more than \$4.5 billion in state and local tax revenues are generated by business activities related to the port, up from \$3.7 billion.

The Port of Houston's economic activity helps keep Texas the nation's top exporting state. For the past 13 consecutive years, Texas has outpaced the rest of the country in exports. In 2014, Texas exports totaled more than \$289 billion, up from nearly \$280 billion in 2013, according to annual trade data from the U.S. Department of Commerce. The state's exports out-performed overall U.S. exports, which only grew by 2.4 percent to \$1.62 trillion in 2014 from \$1.58 trillion in 2013.



Port of Houston Trade Summary with India

PHA Market Development

India Rankings

Based on 2014 year-to-date (YTD) June data,
India ranked #13 in total tonnage, #12 in import and #15 in export
India ranked #23 in total Dollar Value, #7 in import and #28 in export

Tonnage growth in 2013 vs. 2009: import up 166%, export down 32%, total up 9%
Tonnage growth 2014 YTD June vs. 2013 YTD June: import down 7%, export up 46%, total up 17%
Cargo value growth in 2013 vs. 2009: import up 314%, export up 1, total up 113%
Cargo value growth 2014 YTD June vs. 2013 YTD June: import down 26%, export down 17%, total down 24%



Top US Shippers and Consignees – India Trade

2014 YTD June - Top US Shippers (Export) Ranked by Tonnage

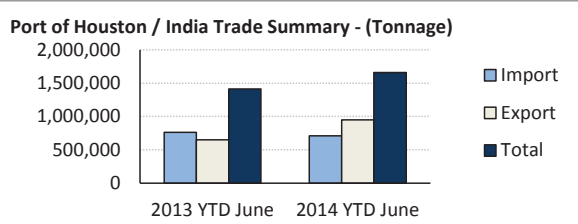
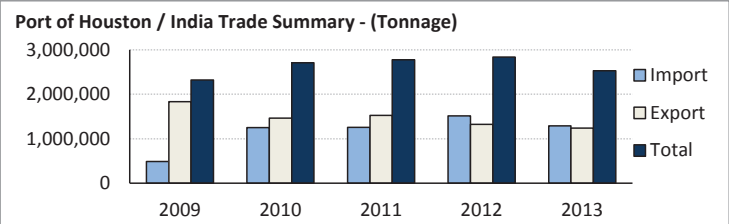
- 1) TCP Petcoke
- 2) Shell Oil Company
- 3) HC Trading Malta
- 4) Gold Star Metals
- 5) Tauber Oil
- 6) Calumet Specialty Products
- 7) Dow Chemical
- 8) Chevron Phillips Chemical
- 9) Petroleum Specialties
- 10) Eastman Chemicals

2014 YTD June - Top US Consignees (Import) Ranked by Tonnage

- 1) Reliance Group - RIL
- 2) Excalibar Minerals
- 3) Credit Suisse AG
- 4) Utexam Logistics
- 5) PFP Technology
- 6) BASF Corp.
- 7) UMW Oilfield International
- 8) Totem Steel International
- 9) New Process Steel
- 10) Sunita Hdocolloids

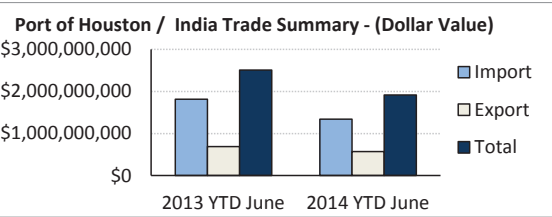
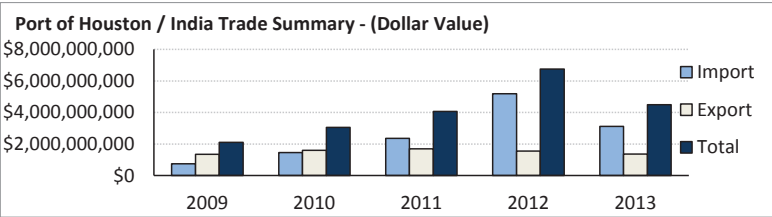
Tonnage Summary (Cargo Weight – Short Tons)

	2009	2010	2011	2012	2013	Change '09 - '13	2013 YTD June	2014 YTD June	% Change
Import	485,993	1,249,289	1,255,197	1,511,397	1,291,477	166%	762,769	711,013	-7%
Export	1,834,342	1,460,838	1,523,878	1,324,799	1,239,444	-32%	651,728	948,447	46%
Total	2,320,334	2,710,127	2,779,075	2,836,196	2,530,921	9%	1,414,496	1,659,461	17%



Value Summary (Cargo Value - \$USD)

	2009	2010	2011	2012	2013	Change '09 - '13	2013 YTD June	2014 YTD June	% Change
Import	\$753,857,035	\$1,465,630,667	\$2,365,961,776	\$5,190,210,000	\$3,124,619,757	314%	\$1,815,669,006	\$1,343,822,261	-26%
Export	\$1,352,755,236	\$1,596,403,355	\$1,694,795,498	\$1,556,886,044	\$1,362,181,897	1%	\$692,439,446	\$572,216,471	-17%
Total	\$2,106,612,271	\$3,062,034,022	\$4,060,757,274	\$6,747,096,044	\$4,486,801,654	113%	\$2,508,108,452	\$1,916,038,732	-24%



Top Imports and Exports – Dollar Value

Leading Import Commodities by Dollar Value (2014 YTD June \$USD)	
Lac;Vegetabl Sap,Extrct	\$484,781,297
Iron/Steel Products	\$160,381,743
Machinery	\$134,801,872
Iron And Steel	\$107,484,986
Organic Chemicals	\$103,642,949

Leading Export Commodities by Dollar Value (2014 YTD June \$USD)	
Machinery	\$153,072,780
Petroleum/Petroleum Products	\$117,454,085
Organic Chemicals	\$83,929,624
Plastic	\$64,580,980
Rubber	\$29,571,188

Leading Import and Export Commodities by Dollar Value (2014 YTD June \$USD)	
Lac;Vegetabl Sap,Extrct	\$485,261,048
Machinery	\$287,874,652
Petroleum/Petroleum Products	\$194,878,594
Organic Chemicals	\$187,572,573
Iron/Steel Products	\$168,469,910

Commodity groups described here based on US HTS (Harmonized Tariff Schedule) 4 digit values. Official HTS4 descriptions may be confusing, so informal plain language commodity descriptions have been developed based on consulting HTS4 and/or HTS6 level data. Details available on request.

Containerized Cargo Only (TEUs)

	2009	2010	2011	2012	2013	Change '09 - '13	YTD June 2013	YTD June 2014	% Change
Imports	18,963	27,686	37,536	45,869	42,748	125%	21,130	25,996	23%
Exports	38,278	39,727	34,359	33,975	27,126	-29%	14,550	11,951	-18%
Totals	57,241	67,413	71,894	79,844	69,874	22%	35,679	37,948	6%

