

# Jerry Pacheco



**Executive  
Director**

[www.nmiba.com](http://www.nmiba.com)



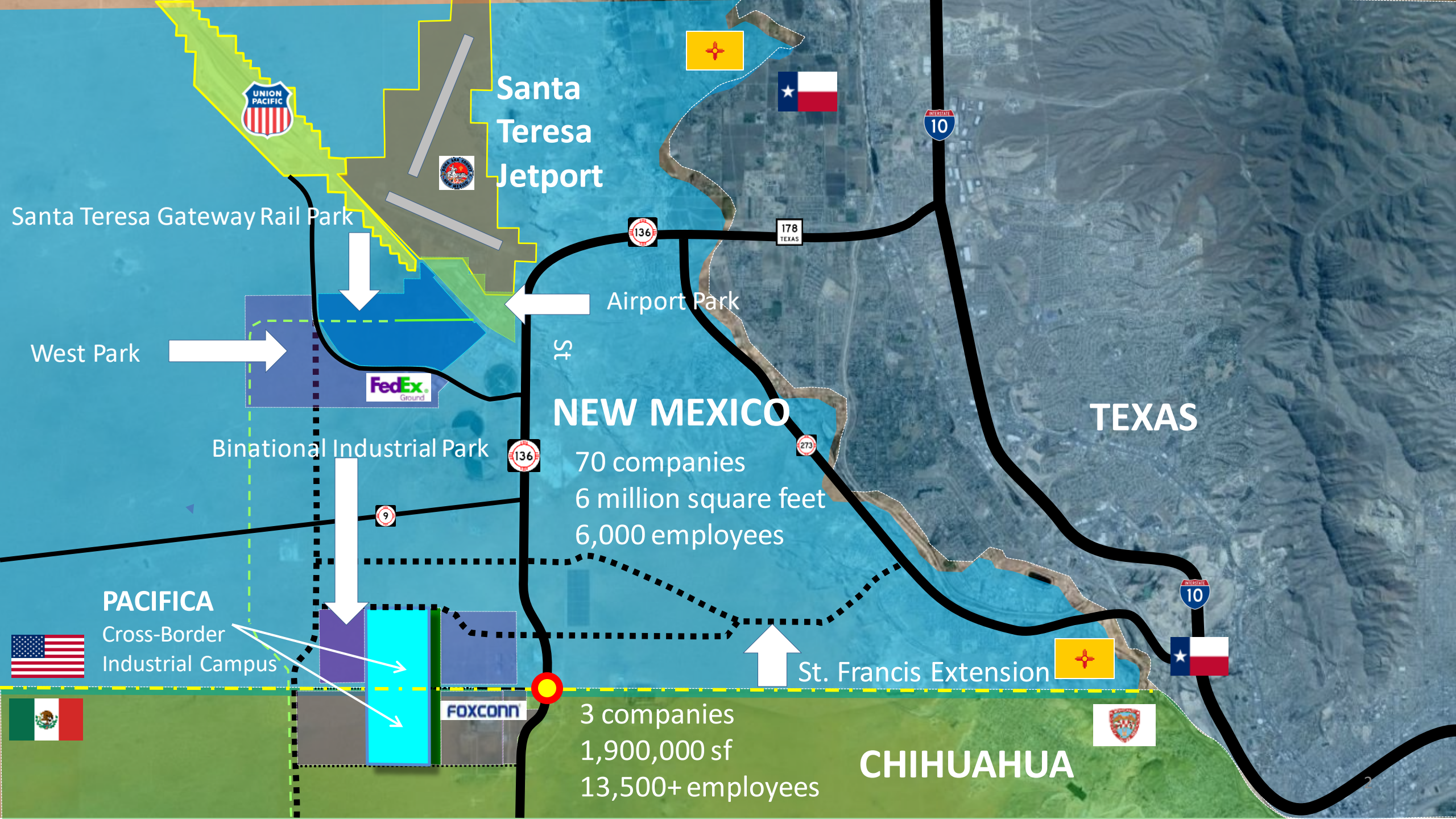
**President/CEO**

[www.nmbia.org](http://www.nmbia.org)



**Senior Business  
Recruiter**

[www.nmpartnership.com](http://www.nmpartnership.com)



Santa Teresa Jetport



Santa Teresa Gateway Rail Park

West Park



Binational Industrial Park



NEW MEXICO

70 companies  
6 million square feet  
6,000 employees

TEXAS

PACIFICA

Cross-Border Industrial Campus

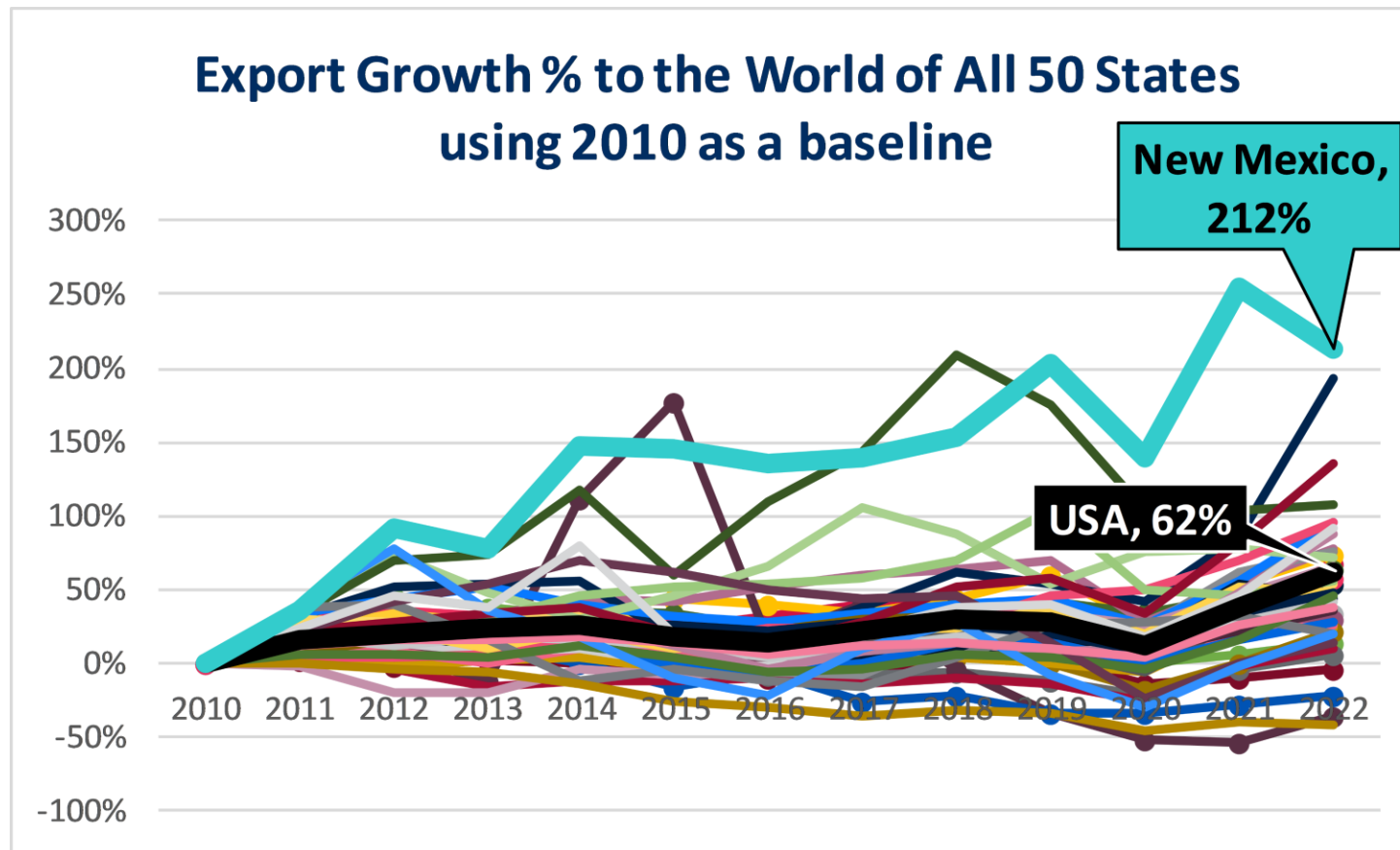


3 companies  
1,900,000 sf  
13,500+ employees

CHIHUAHUA

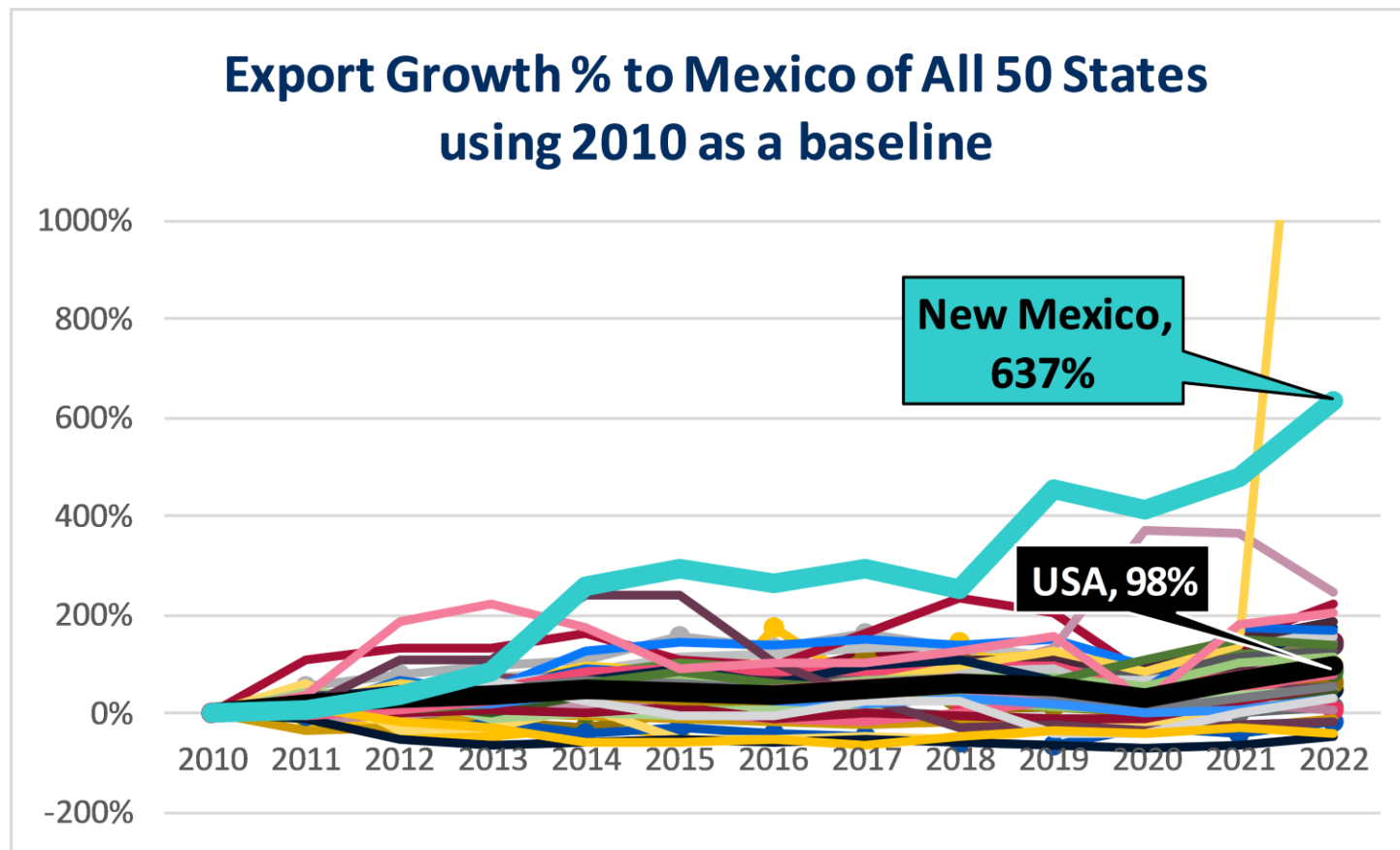
St. Francis Extension





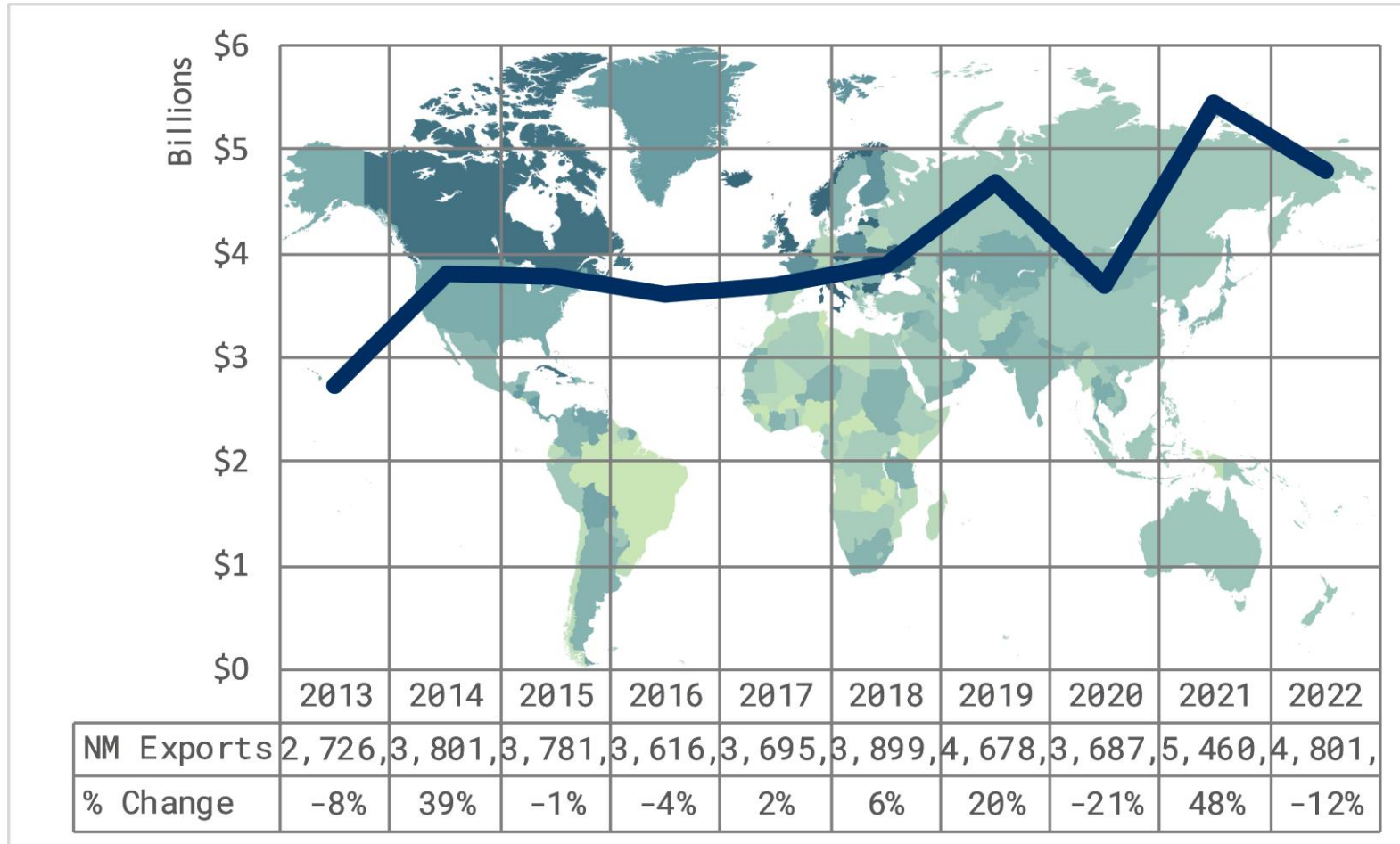
**NM has had the highest growth percentage of exports to the world for the past 13 years.** Since 2010, NM exports to the world have grown **212%**. In 2010, NM ranked 46<sup>th</sup> in exports to the world and by 2021 reached **42<sup>nd</sup>**. By comparison, the US overall has seen its exports grow 62% since 2010. It's important to note that, although there are peaks and valleys in NM's exports, over time there has been consistent growth in our exports.



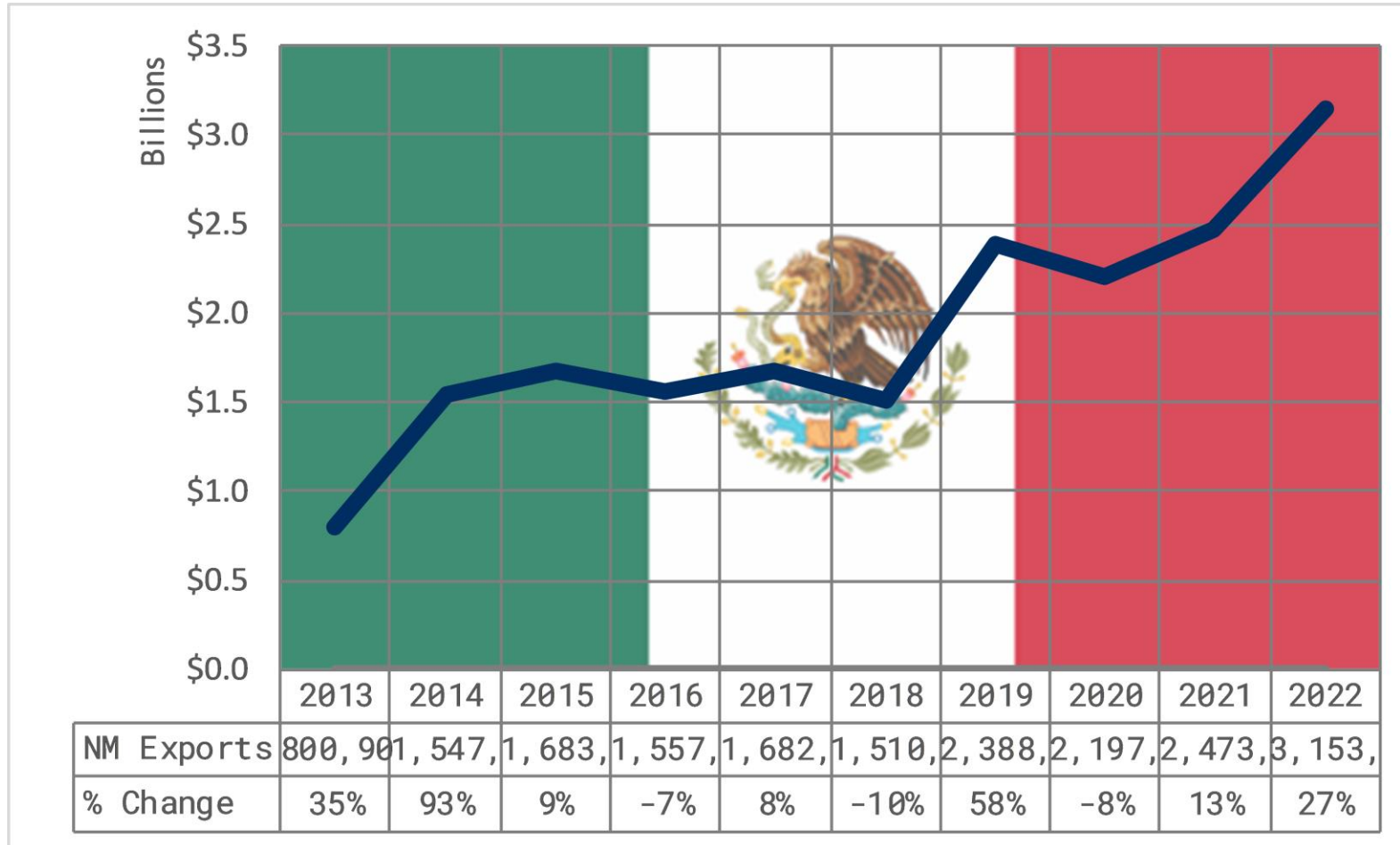


**Similarly, NM has had among the highest growth percentages of exports to Mexico over the last 13 years.** Since 2010, NM exports to the Mexico have grown **637%**. In 2010, NM ranked 35<sup>th</sup> in exports to Mexico and in 2022 reached **21<sup>st</sup>**. The yellow line, which is off the chart, is Oregon. Between 2021 and 2022, Oregon’s exports of automotive parts went from \$9 million to \$2.6 billion greatly impacting their growth percentage upward. By comparison, overall US exports to Mexico have increased 98% since 2010. Again, although NM’s exports have some peaks and valleys, the data shows a consistent growth in our exports to Mexico.

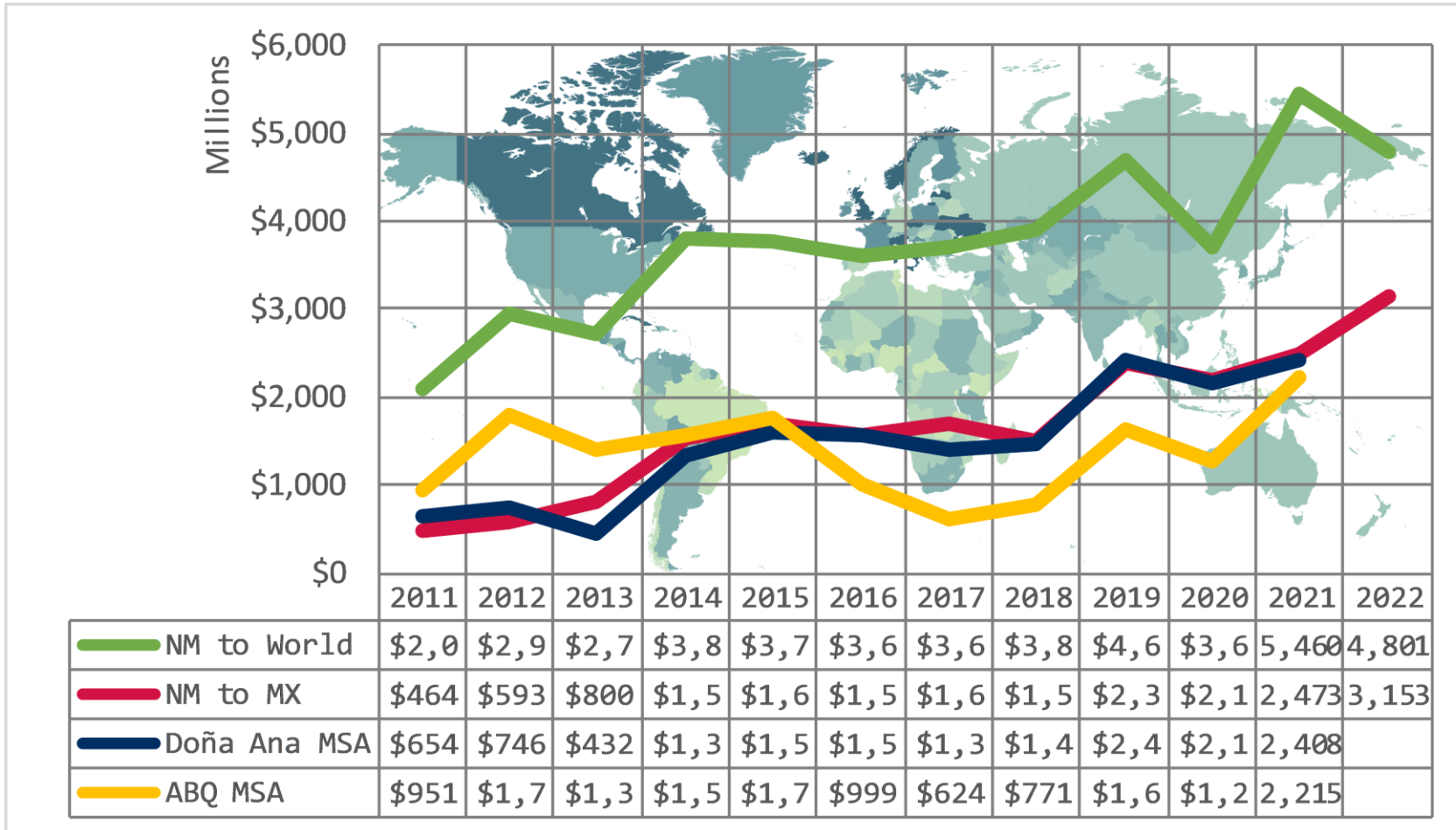
## New Mexico's Exports to the World with Percent change from Previous Year



## New Mexico's Exports to Mexico with Percent change from Previous Year



## Comparing Selected Region's Exports



# Top Ten U.S.-Mexico Border Ports of Entry for Total Trade with World, Million USD

Port of Entry	A 2021	B 2022	B-A	B-A (Δ%)	December 2022	
					MoM	YoY
Laredo, TX	\$248,341	\$299,446	\$51,105	20.6%	-0.3%	14.4%
El Paso, TX	\$88,916	\$103,642	\$14,726	16.6%	-11.7%	5.2%
Otay Mesa, CA	\$55,396	\$62,492	\$7,096	12.8%	-9.5%	6.4%
Hidalgo, TX	\$41,683	\$46,437	\$4,754	11.4%	-8.8%	-2.8%
Eagle Pass, TX	\$33,827	\$34,018	\$191	0.6%	-2.8%	-3.7%
Santa Teresa, NM	\$27,372	\$31,536	\$4,164	15.2%	-5.9%	-13.5%
Nogales, AZ	\$25,103	\$29,169	\$4,066	16.2%	-2.5%	4.9%
Brownsville, TX	\$22,774	\$23,402	\$628	2.8%	-1.2%	-0.6%
Calexico-East, CA	\$19,391	\$21,085	\$1,694	8.7%	-3.1%	0.5%
San Diego, CA	\$7,074	\$7,861	\$787	11.1%	-34.2%	-33.0%

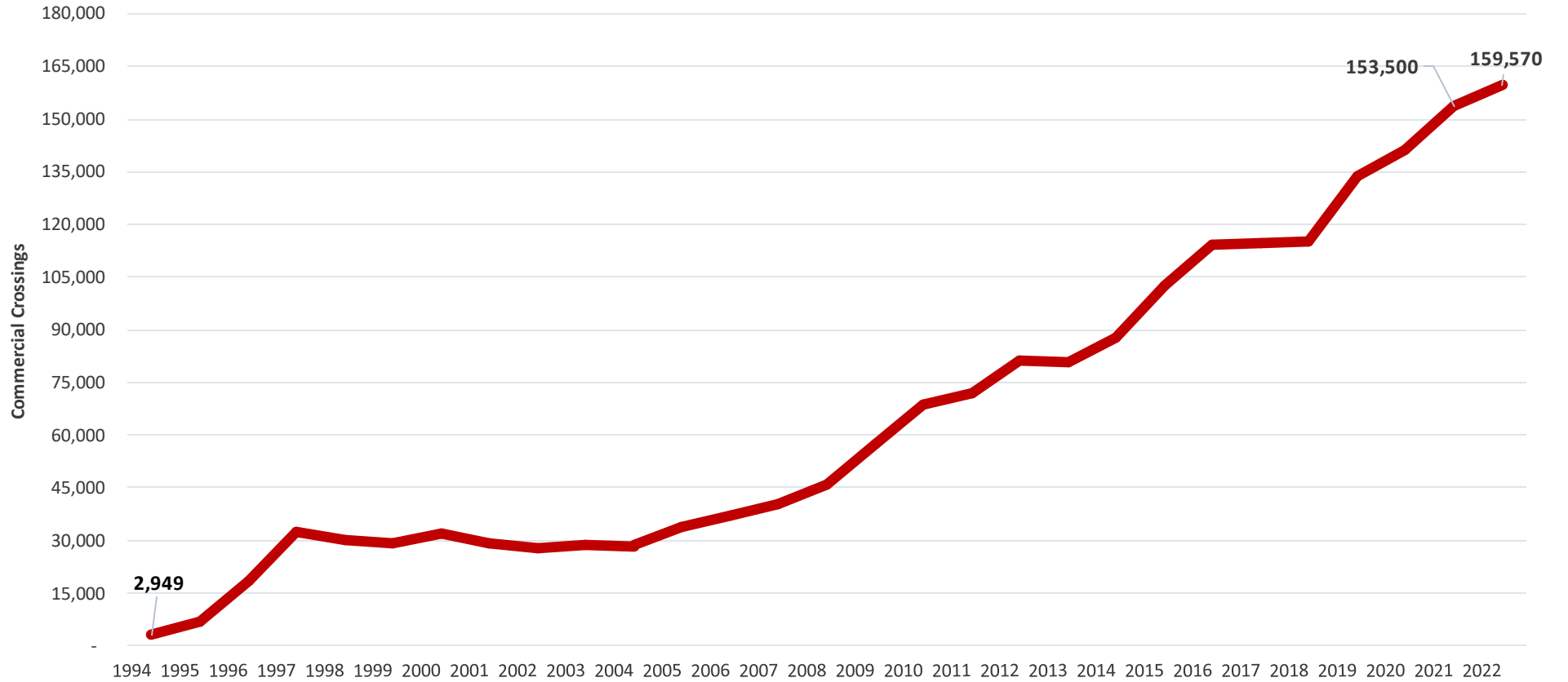
**Note:** Top ten in 2022. El Paso PoE includes Ysleta PoE. YoY denotes year-over-year; MoM denotes month-over-month.

**Source:** Hunt Institute calculations using data from the U.S. Census Bureau.



Santa Teresa Port of Entry	
Year	Commercial Crossings
1994	2,949
1995	6,692
1996	18,463
1997	32,521
1998	29,975
1999	29,140
2000	31,946
2001	29,416
2002	28,020
2003	28,592
2004	28,546
2005	34,072
2006	36,905
2007	40,267
2008	45,856
2009	57,409
2010	68,798
2011	72,166
2012	81,339
2013	80,778
2014	87,677
2015	102,771
2016	114,298
2017	114,921
2018	114,996
2019	133,926
2020	140,993
2021	153,500
2022	159,570

**Annual Northbound Commercial Crossings at  
The Santa Teresa Port of Entry from 1994-2022**



# Recently Completed Projects

Admiral Cable: 140,000 sf



Cymmetrik: 20,000 sf



Ergomotion: 365,000 sf



W Silver Recycling: 120,000 sf



Aries: 145,000 sf



Sierra Madre Produce: 67,000 sf  
Rio Blue: 32,000 sf





# Recently Completed Spec Buildings

## Santa Teresa West Park

Blue Road Investments  
Spec 1: 315,000 sf



Blue Road Investments  
Spec 2: 365,000 sf



Franklin Mountain Industrial:  
Spec 1: 183,000 sf  
Spec 2: 183,000 sf





# Projects Under Construction



30-acre campus



**和大工業**  
HOTA INDUSTRIAL MFG



# New Spec Buildings Under Construction

Blue Road  
Spec 3: 220,895 sf



Blue Road:  
Spec 4: 425,368 sf



Abyacsa  
Spec 1: 135,000



Abyacsa  
Spec 2: 135,000



Border Spec 1: 120,000 sf





# Retail Growth

Loves Truck Stop Santa Teresa



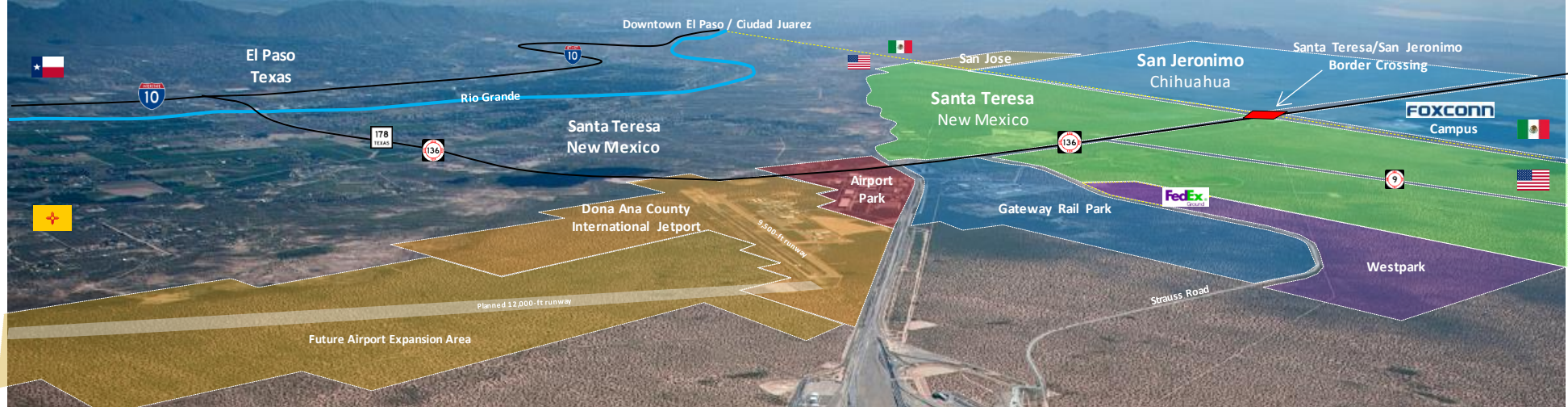
Union Ganadera  
Restaurant



Ricardo's Mexican Cuisine







**Santa Teresa Facility - Key Metrics:**

Site Acreage:	2,200 acres (11.5 miles long by 1 mile wide)
Trackage:	74,000 ft. expandable to 145,000 feet
Intermodal Lift Capacity:	225,000 units expandable to 700,000 units
Container and Trailer Parking:	1,266 stalls expandable to 4,380 stalls
Automated Gate System:	8 lanes expandable to 12 lanes
Refueling:	First 'run-through' locomotive refueling facility Refrigerated Container and Trailer refueling
Initial Phase Opening:	April 2014

**Santa Teresa Intermodal Facility**



**\$500+ Million Investment**  
(Phase I completed May 2014)



# Santa Teresa Cattle Crossing (Union Ganadera)



- Largest cattle crossing on U.S.-Mexico border
- 534,245 head cross per year (growing every year)
- 62% of animals crossed on border cross here
- 20% of all U.S. livestock (imports) exports come through here
- \$625M (import/export) livestock annually







# San Jeronimo Projects



Foxconn Expansion:  
1.5 million sf



Sunrise Confections, Plant 2:  
280,000 sf



JMC Paper tech Plant 1:  
55,000 sf



# Santa Teresa Space Under Construction



Blue Road Investments	220,895 sf
	425,368 sf
Abyacsa	135,000 sf
	135,000 sf
Border Spec 1	120,000 sf
Franklin Mountain Packaging	150,000 sf
Metal Fabrication	80,000 sf
Monti, Inc.	75,000 sf
Diamond Onion	80,000 sf
Louisiana Pepper Exchange	45,000 sf
<b>TOTAL SANTA TERESA</b>	<b>1,440,263 sf</b>

# San Jeronimo Space Under Construction



Foxconn 1,200,000 sf

Sunrise Confections 280,000 sf

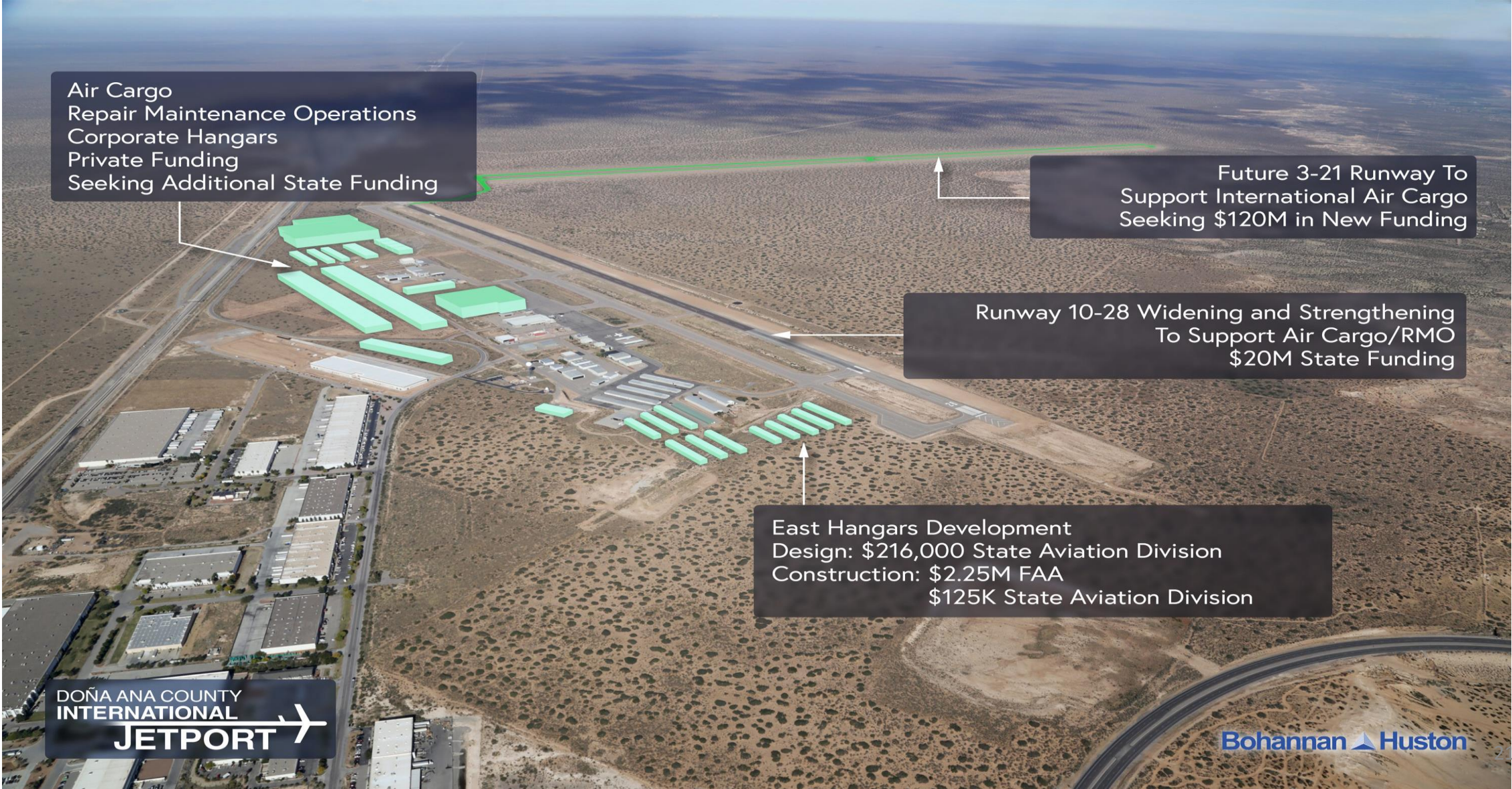
JMC 55,000 sf

**TOTAL San Jeronimo 1,535,000 sf**

**TOTAL SANTA TERESA/SAN JERONIMO: 3,001,263 sf**



# Jetport Improvements



Air Cargo  
Repair Maintenance Operations  
Corporate Hangars  
Private Funding  
Seeking Additional State Funding

Future 3-21 Runway To  
Support International Air Cargo  
Seeking \$120M in New Funding

Runway 10-28 Widening and Strengthening  
To Support Air Cargo/RMO  
\$20M State Funding

East Hangars Development  
Design: \$216,000 State Aviation Division  
Construction: \$2.25M FAA  
\$125K State Aviation Division



# Desalinization Plant

