

Jerry Pacheco



**Executive
Director**

www.nmiba.com



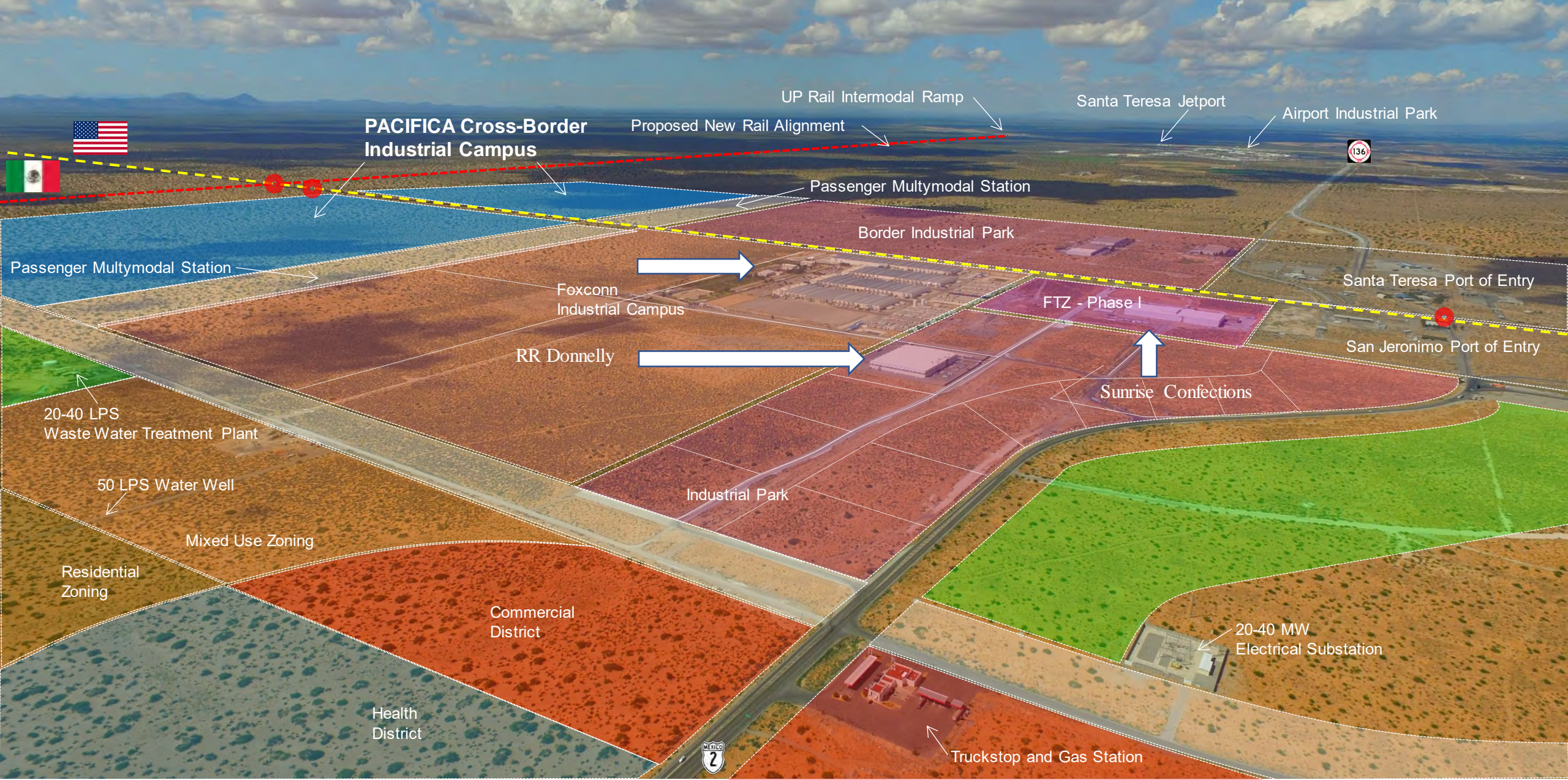
President/CEO

www.nmbia.org



**Senior Business
Recruiter**

www.nmpartnership.com

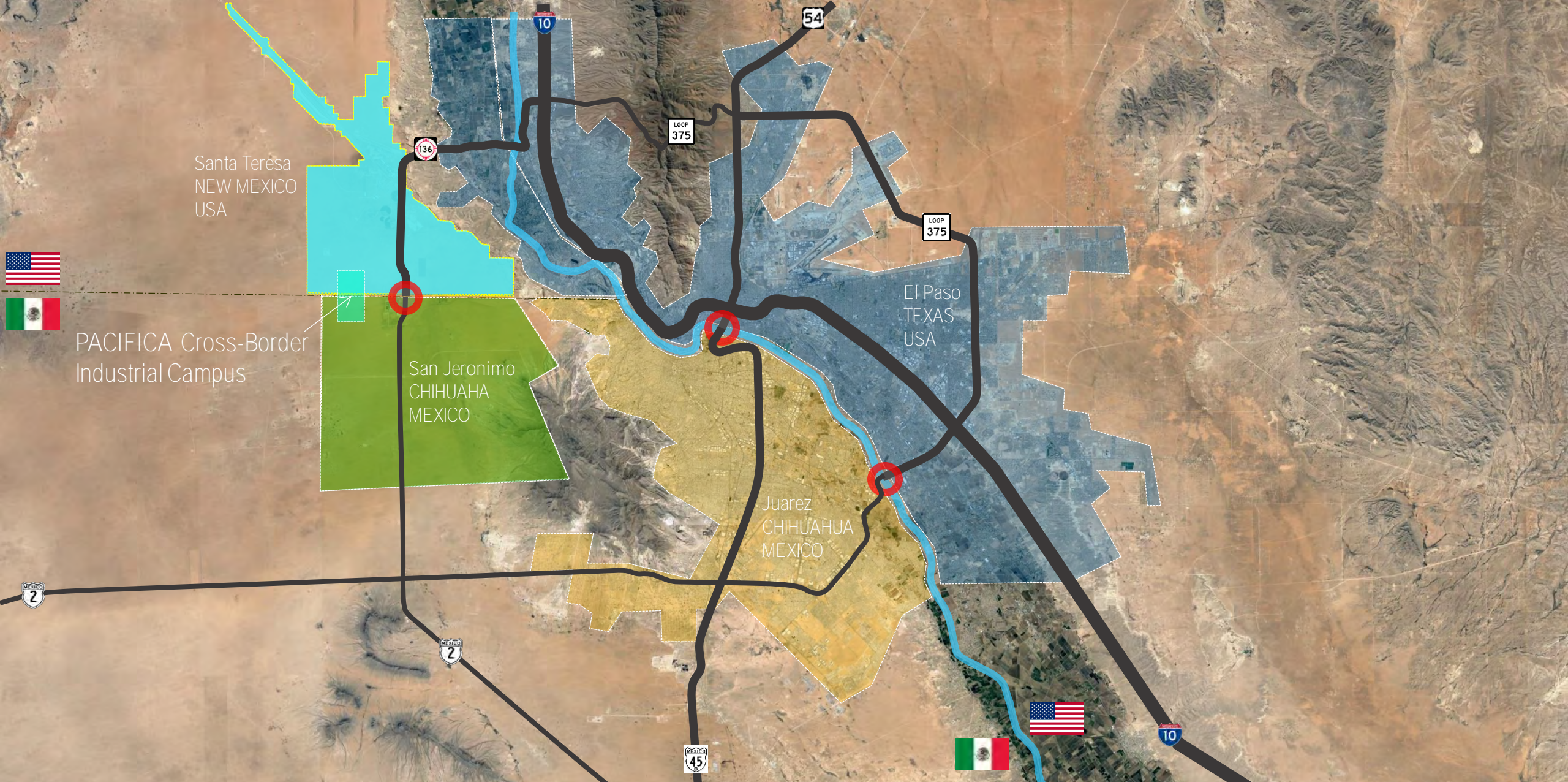


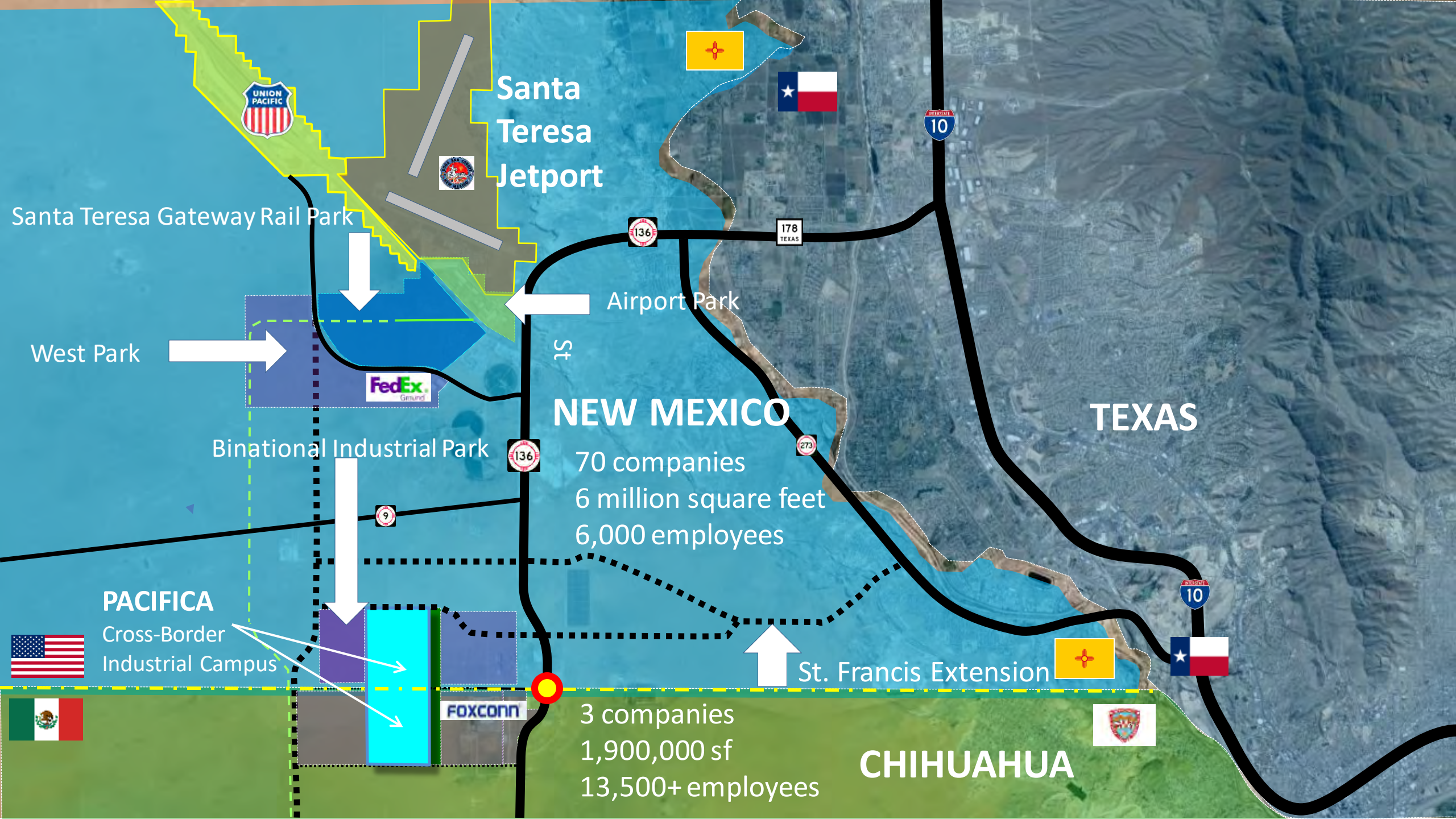


Santa Teresa



New Mexico





Santa Teresa Jetport



Santa Teresa Gateway Rail Park



Airport Park

West Park



NEW MEXICO

TEXAS

Binational Industrial Park

70 companies
6 million square feet
6,000 employees

PACIFICA

Cross-Border Industrial Campus

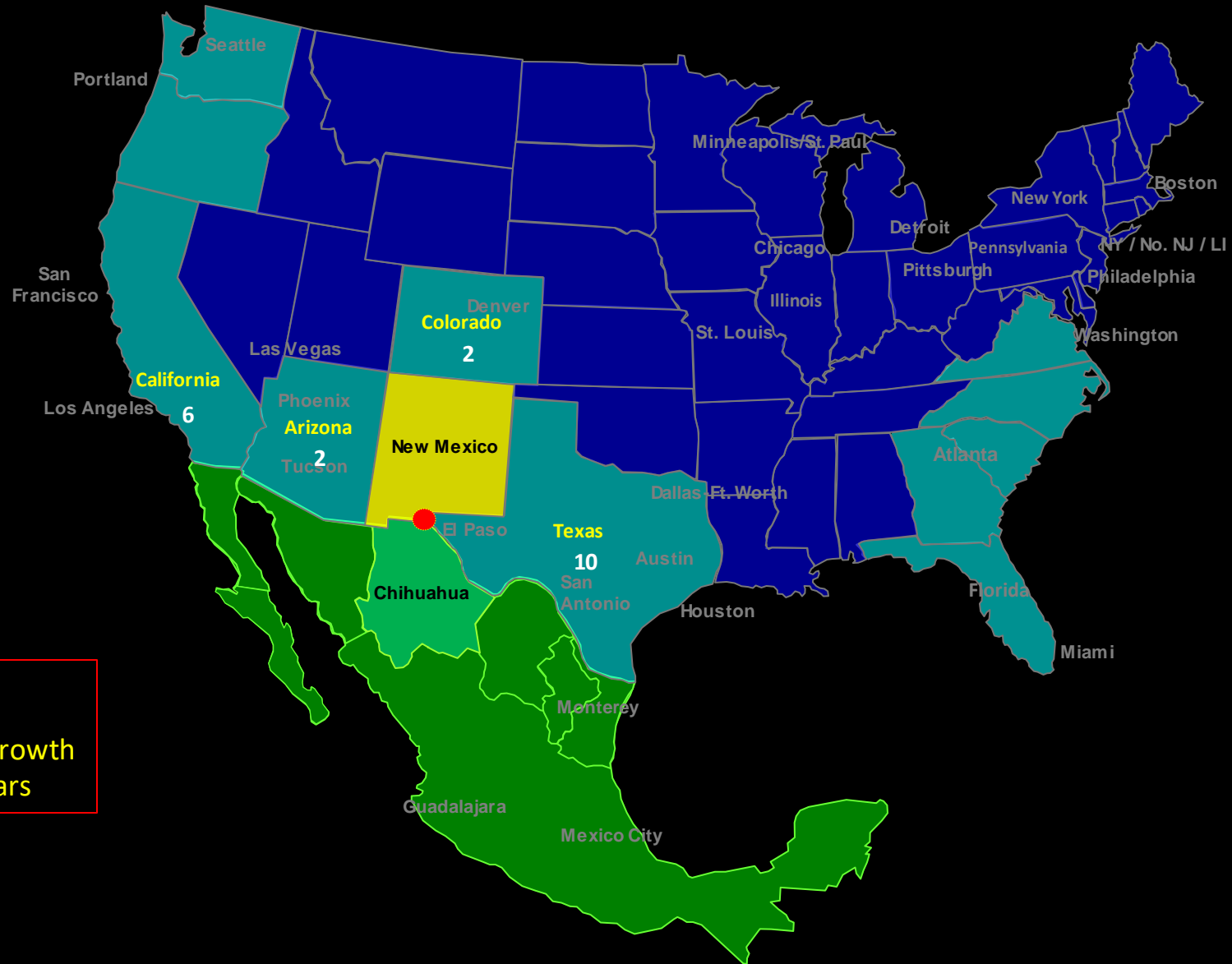


St. Francis Extension



CHIHUAHUA

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

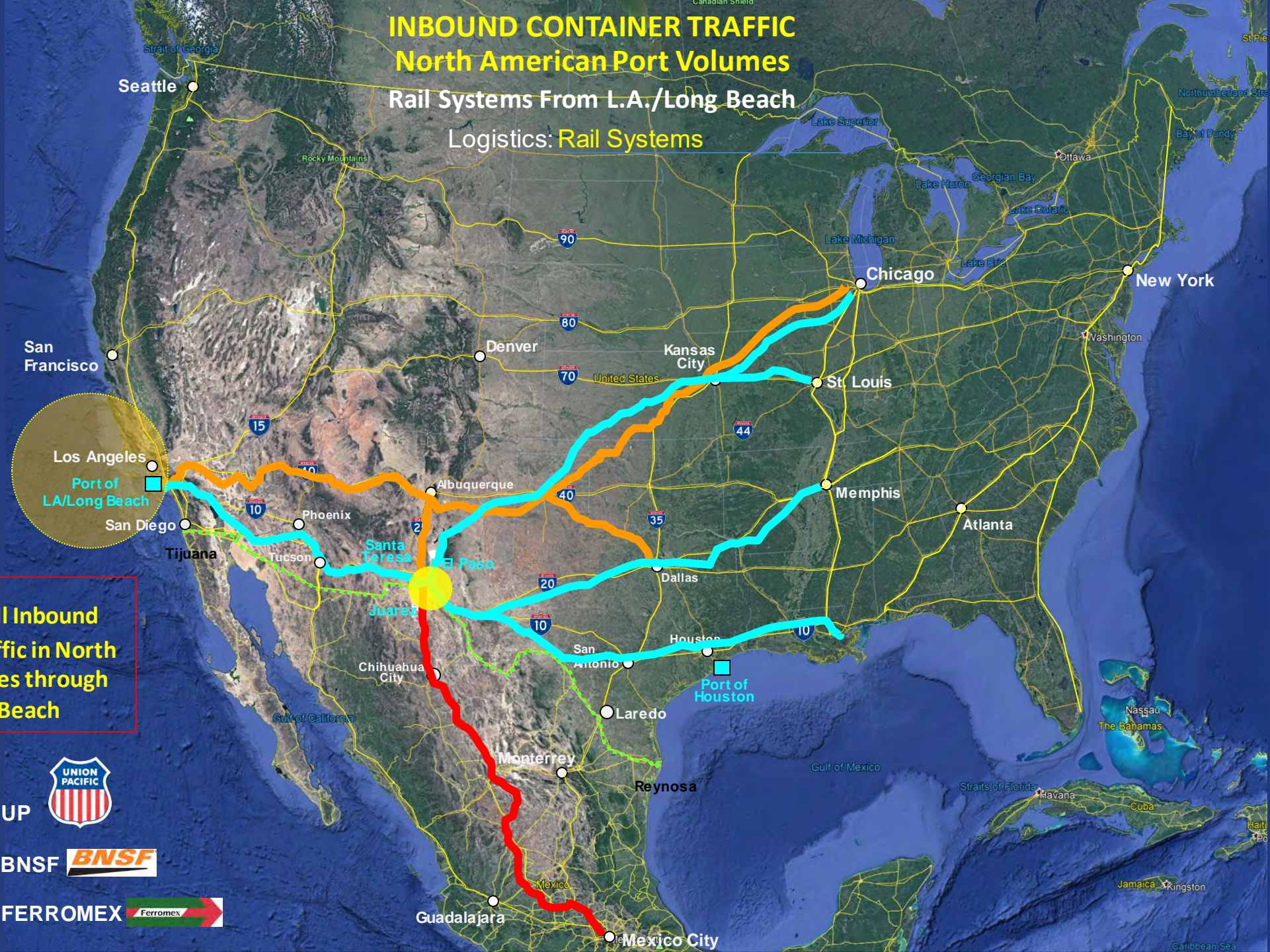


95%
of total US population growth
over the next 20 years

INBOUND CONTAINER TRAFFIC North American Port Volumes

Rail Systems From L.A./Long Beach Logistics: Rail Systems

40% of All Inbound
Container Traffic in North
America Comes through
LA/Long Beach



-  UP 
-  BNSF 
-  FERROMEX 



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

Federal Land

Federal Land

Santa Teresa Intermodal Facility



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



Union Pacific Santa Teresa Terminal – Intermodal Ramp



Intermodal Lift Capacity: 225,000 units expandable to 700,000 units
Container and Trailer Parking: 1,266 stalls expandable to 4,380 stalls

Logistics: Highway Systems

-  El Paso / Juarez / Los Santos
-  US / MEXICO BORDER



Santa Teresa

Existing Transportation Infrastructure



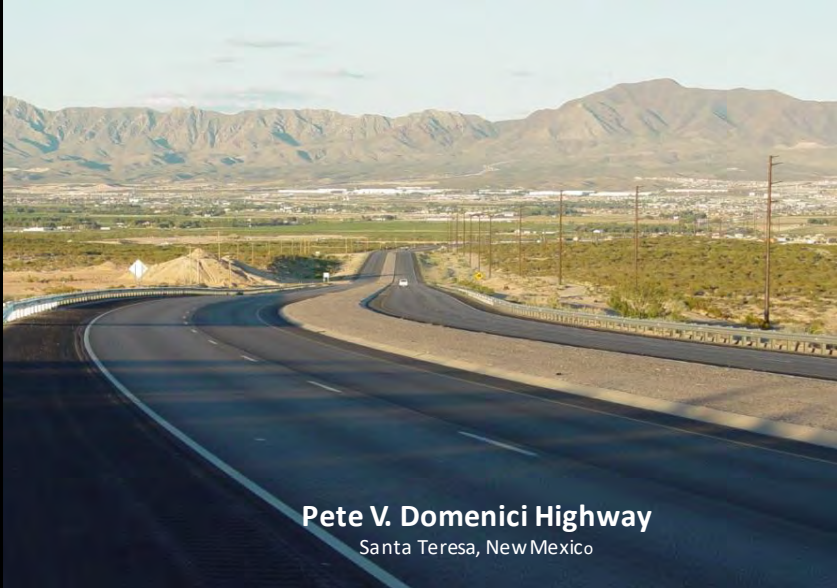
**Dona Ana County
International Jetport**
Santa Teresa, New Mexico



Union Pacific Railroad Intermodal Facility
Santa Teresa, New Mexico



United States Port-of-Entry
Santa Teresa, New Mexico



Pete V. Domenici Highway
Santa Teresa, New Mexico

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

Leading Companies in Santa Teresa

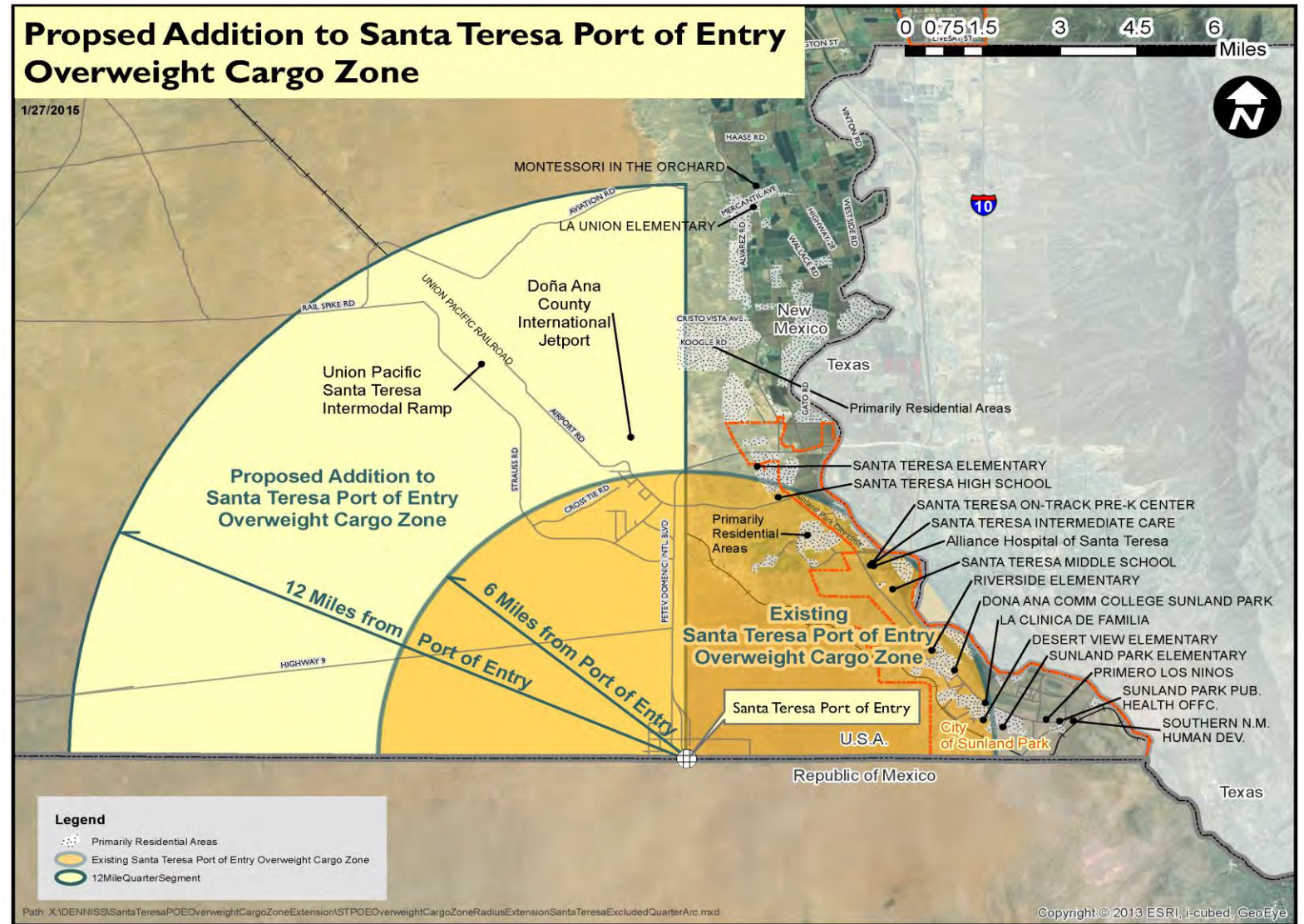


* As of 3Q 2019

Santa Teresa Overweight Cargo Zone

Originally a six-mile half-circle zone extending from STPOE
Expanded to include a 12 mile quarter-circle zone

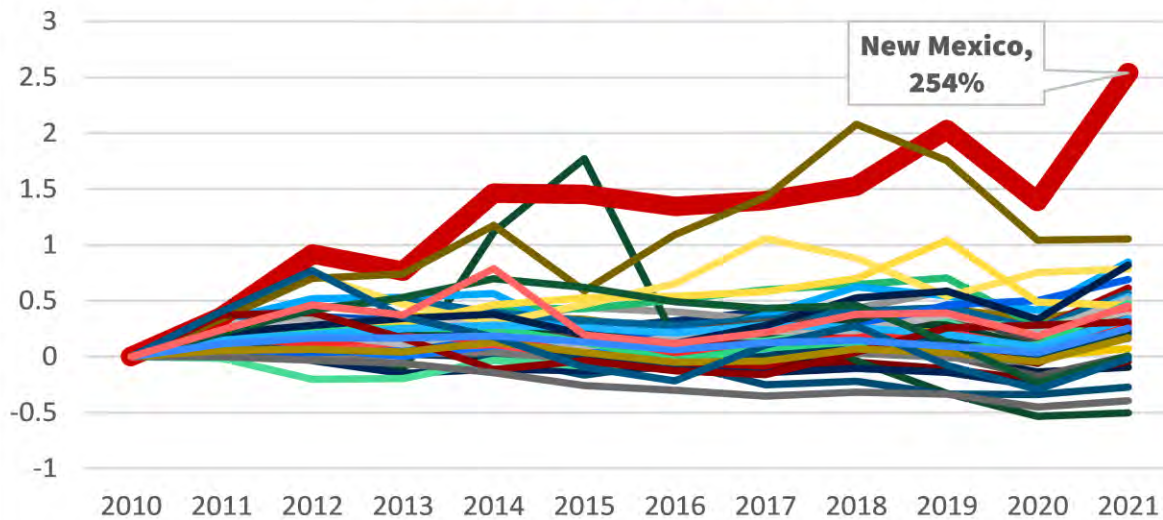
15 companies have been recruited as a result of this zone
800 jobs are tied to these companies, not including Union Pacific



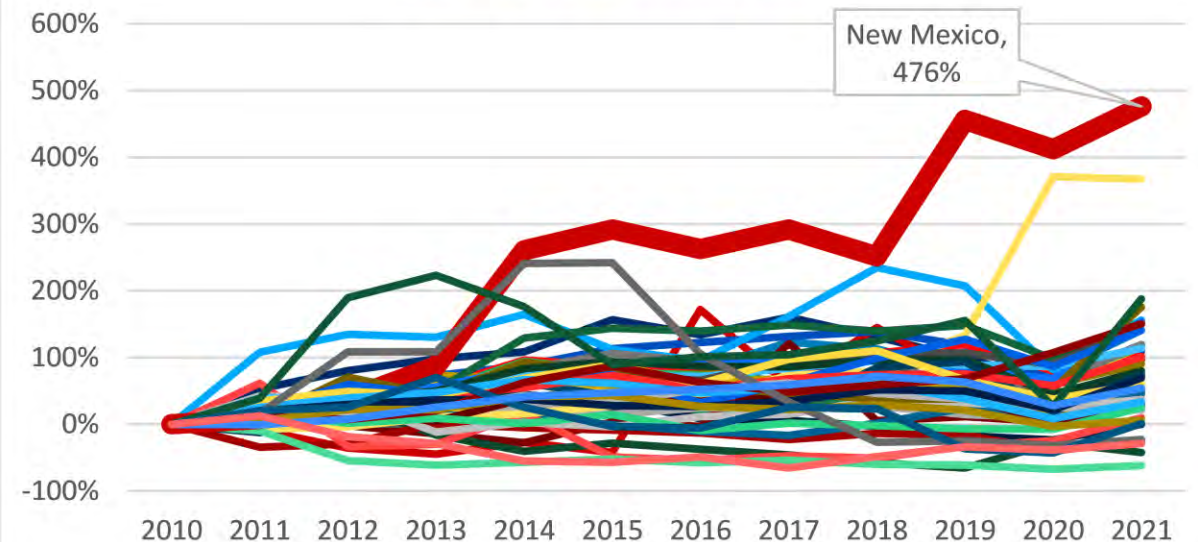
Comparisons

- NM has had the highest growth % of exports to the world and to Mexico for the past 12 years. Since 2010, NM exports to the world have grown 254% and exports to Mexico have grown 476%. In 2010, NM ranked 47th in exports to the world and by 2021 reached 40th. Similarly, in 2010 NM ranked 35th in exports to Mexico and in 2021 reached 23rd.

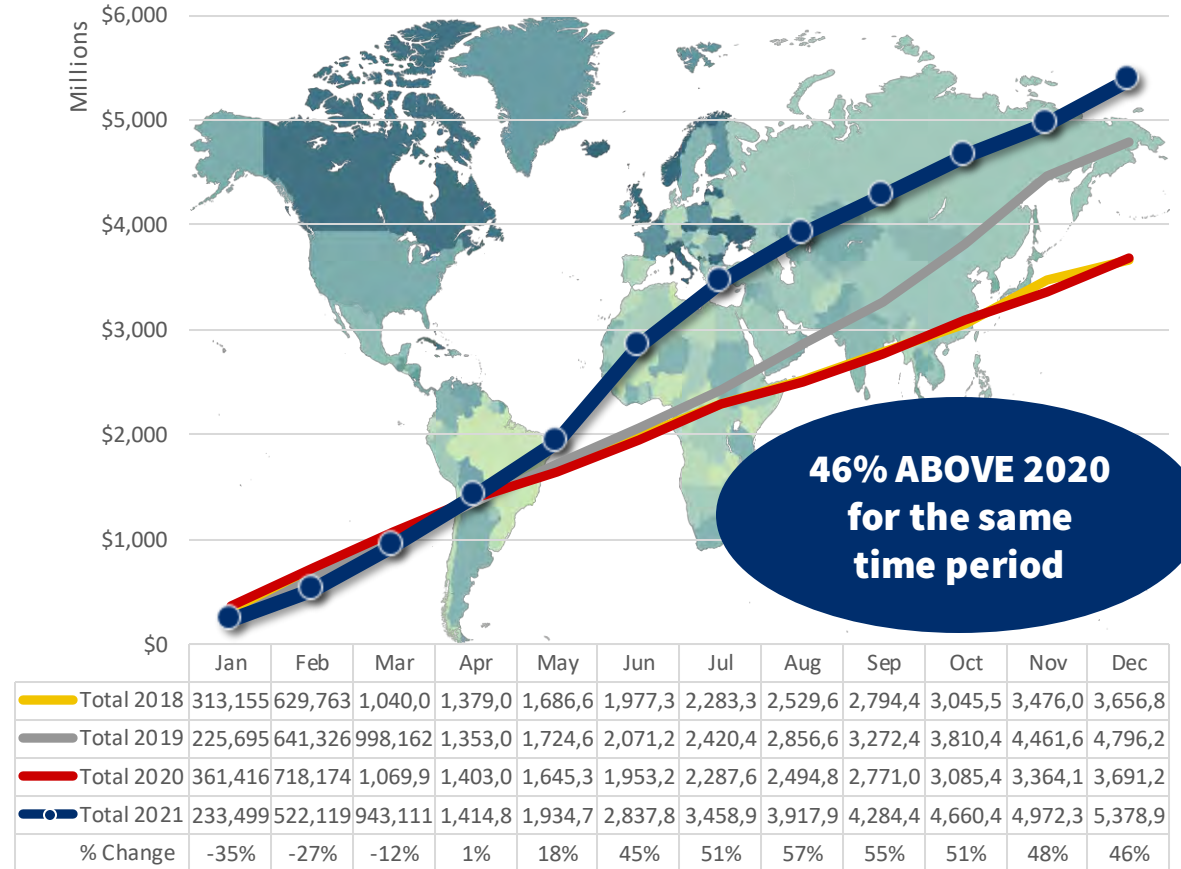
50 State Export Growth % to the World Using 2010 as a Baseline



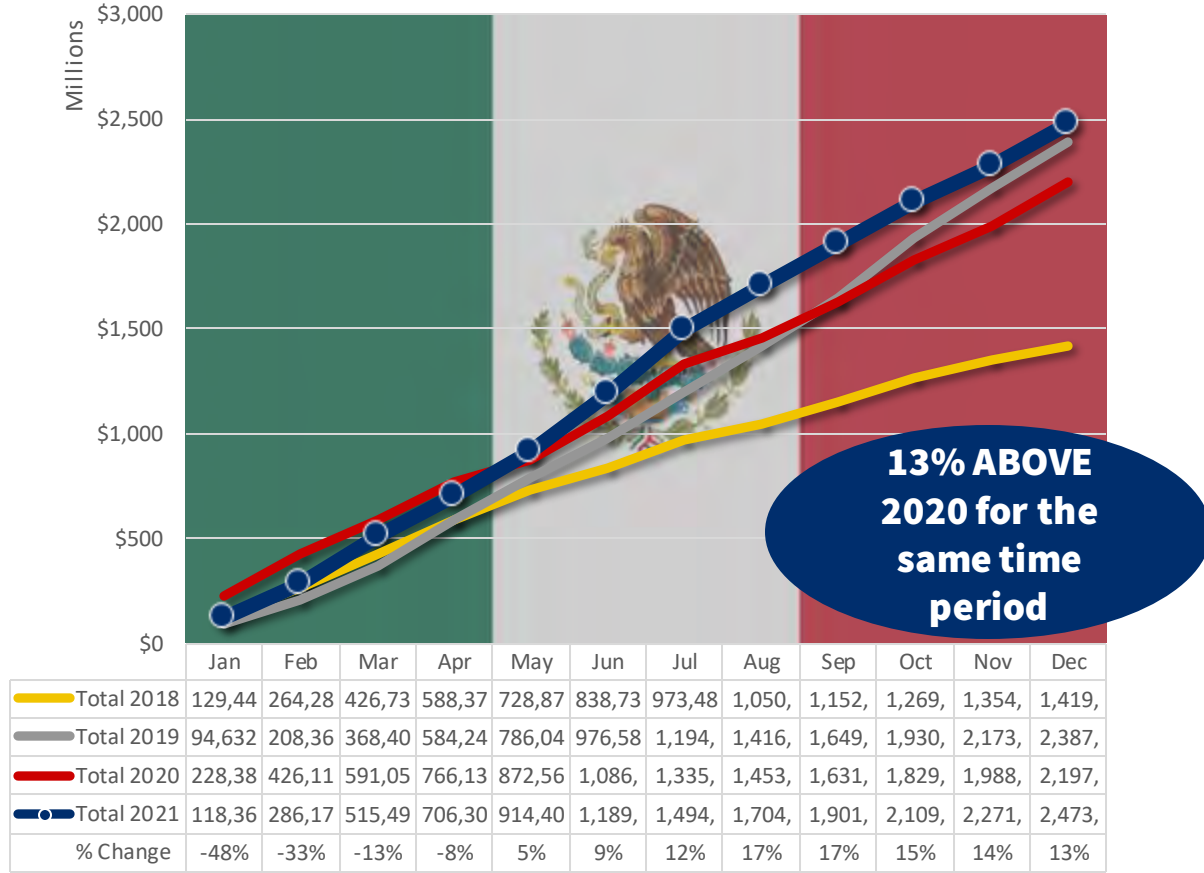
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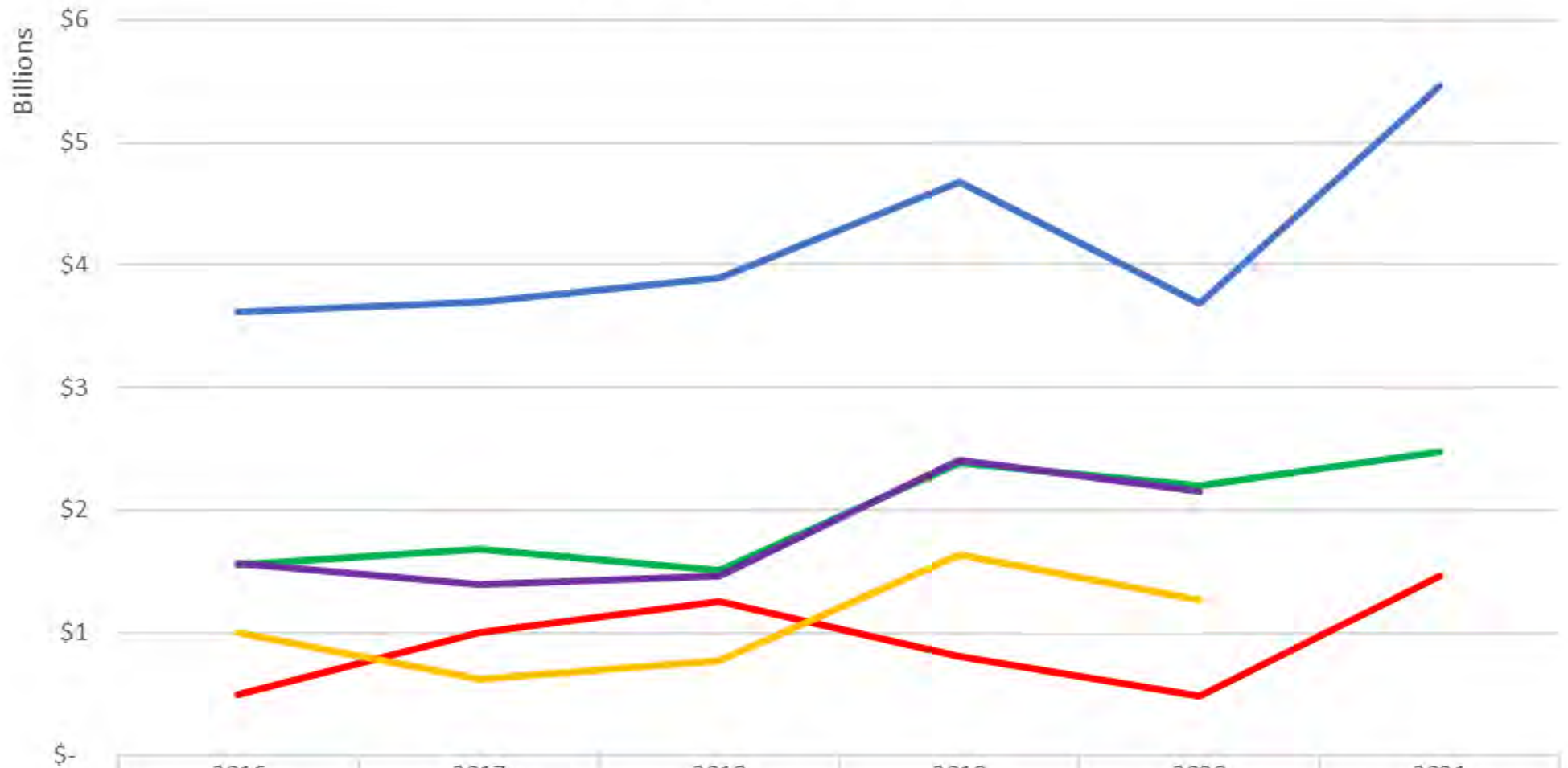
NM Year to Date Exports to the World, 2018 - 2021



NM Year to Date Exports to Mexico, 2018 - 2021

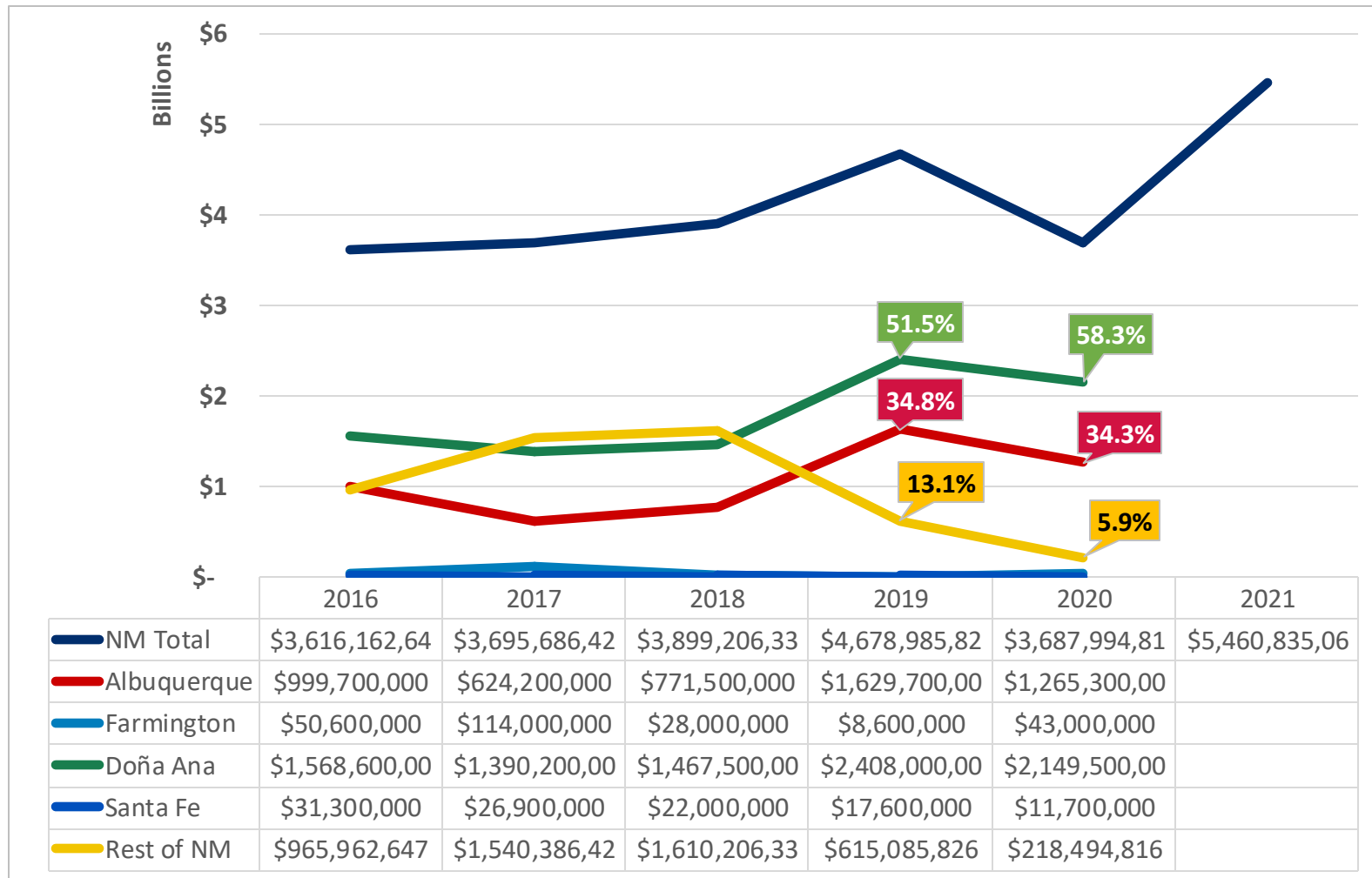


NM Exports by Total and MSA



	2016	2017	2018	2019	2020	2021
NM Total	\$3,616,162,647	\$3,695,686,424	\$3,899,206,334	\$4,678,985,826	\$3,687,994,816	\$5,460,835,066
NM to MX	\$1,557,408,418	\$1,682,482,413	\$1,510,320,972	\$2,388,037,280	\$2,197,761,738	\$2,473,670,125
NM to CH	\$496,888,553	\$1,002,092,882	\$1,256,727,089	\$802,790,575	\$484,048,812	\$1,466,710,621
Albuquerque	\$999,700,000	\$624,200,000	\$771,500,000	\$1,629,700,000	\$1,265,300,000	
Doña Ana	\$1,568,600,000	\$1,390,200,000	\$1,467,500,000	\$2,408,000,000	\$2,149,500,000	

NM Exports by Total and MSA



Source: U.S. Census Bureau

Import/Export Traffic at U.S./Mexico Ports of Entry

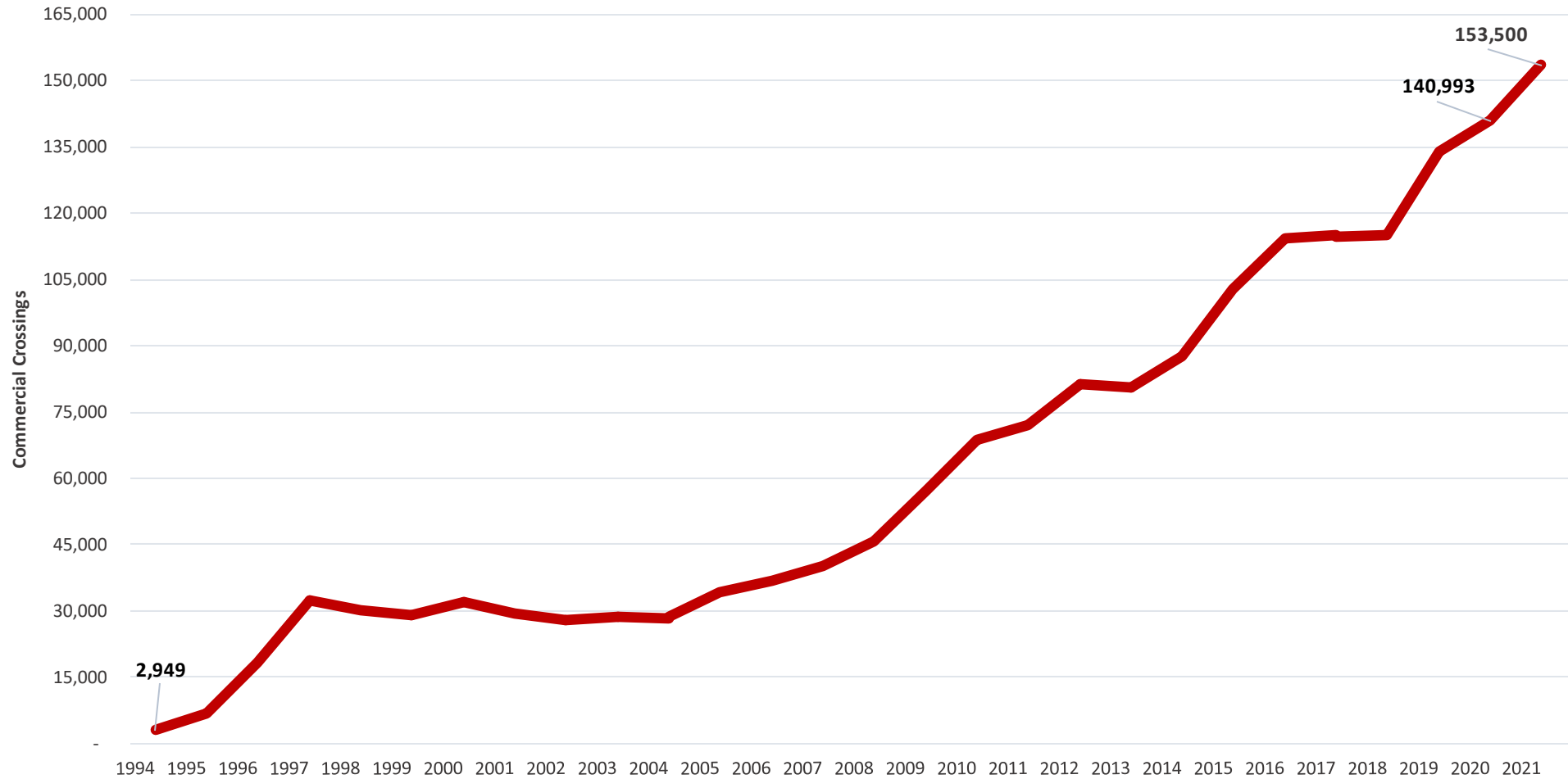


Rank	Port	Total Land Trade, 2021 (billions)
1	Laredo, TX	\$242.86
2	Ysleta, TX	\$61.27
3	Otay Mesa, CA	\$53.51
4	Hidalgo, TX	\$40.82
5	Eagle Pass, TX	\$33.73
6	Santa Teresa, NM	\$27.00
7	Nogales, AZ	\$24.58
8	El Paso, TX	\$23.67
9	Brownsville, TX	\$20.39
10	Calexico-East, CA	\$18.56

SOURCE: USA Trade® Online, U.S. Census Bureau.

Annual Northbound Commercial Crossings at The Santa Teresa Port of Entry from 1994-2021

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



SANTA TERESA'S IMPACT ON NM

NMSU's Center for Border Economic Development just completed an economic impact analysis on the industrial activity of Santa Teresa and found that Santa Teresa contributes \$959 million to NM's economy, \$26M in state and local taxes, and \$47M in federal taxes.



The Center for Border Economic Development (C-BED) and Arrowhead Center (Arrowhead) at New Mexico State University have prepared a study of the economic impact arising from border-related economic activity associated with the Santa Teresa Port of Entry and with the Santa Teresa Industrial Parks. The purpose of this analysis is to estimate the economic impact of business and international trade activities enabled by the Santa Teresa Port of Entry and the Santa Teresa Industrial Parks.

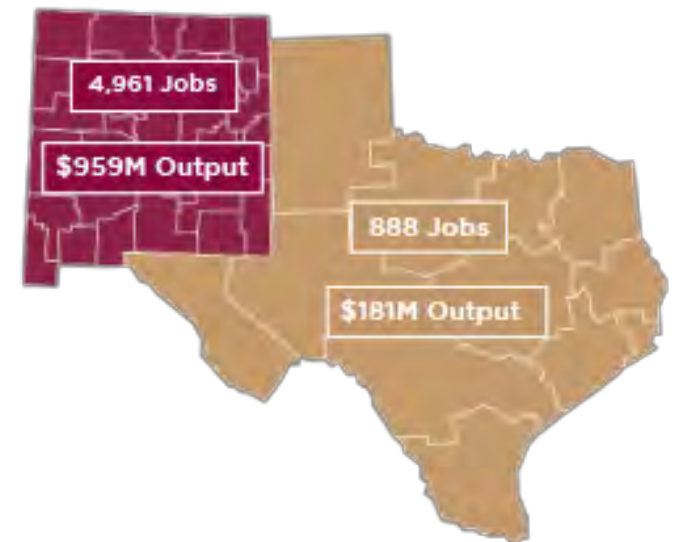
Our study has found the employment and construction activities at Santa Teresa Port of Entry and the Santa Teresa Industrial Parks produced the following impacts in 2020:

- 3,262 direct jobs, 5,849 total jobs.
- \$1.1 billion in total output, \$411 million in value added production.
- \$90 million in taxes generated, \$57 million in federal taxes, \$26 million in taxes in NM and \$8 million in taxes in TX.
- \$24 billion in international trade facilitated, growing at 5.8% compound annual growth rate from 2010-2020.
- Approximately 80% of the economic benefits of Santa Teresa accrue in New Mexico, with the remainder in Texas.

Santa Teresa Industrial Parks Impact in New Mexico and Texas, 2020

	New Mexico	Texas	Total
Total Jobs Supported	4,961	888	5,849
Labor Income	\$228M	\$42M	\$271M
Value Added	\$333M	\$78M	\$411M
Economic Output	\$959M	\$181M	\$1.1B
State & Local Tax	\$26M	\$8M	\$33M
Federal	\$47M	\$9M	\$57M
Tax Generated	\$73M	\$17M	\$90M

*components may not sum to totals due to rounding.



Supply the Supplier Program



Through this program, the IBA accomplishes 3 things:

1. More communities directly benefit from the growth occurring in Santa Teresa.
2. NM exports increase through the growth of indirect exports.
3. As more NM businesses supply a supplier, more businesses will be comfortable exporting directly.

Since inception, the Supply the Supplier program has generated \$60 million in new revenue for businesses across NM.

Project Updates

New Spec Building – Blue Road Investments



Total of 315,000 sf
Ergomotion: 165,000 sf
Tecma: 150,000 sf
Santa Teresa West Park



Franklin Mountain Industrial Spec 2

183,000 sf



Santa Teresa: Westpark Logistics Center




Santa Teresa
Intermodal Facility


214,667 SF

Lot 10

Admiral Cable
(under construction)

Future flex/commercial
Lot 11


215,000 SF


storage + transportation

203,283 SF

Lot 3a


Low Work. High Efficiency.

Industrial Ave.

 BLUE ROAD INVESTMENTS

315,000 SF Spec Building
(Construction Start: June 2020)

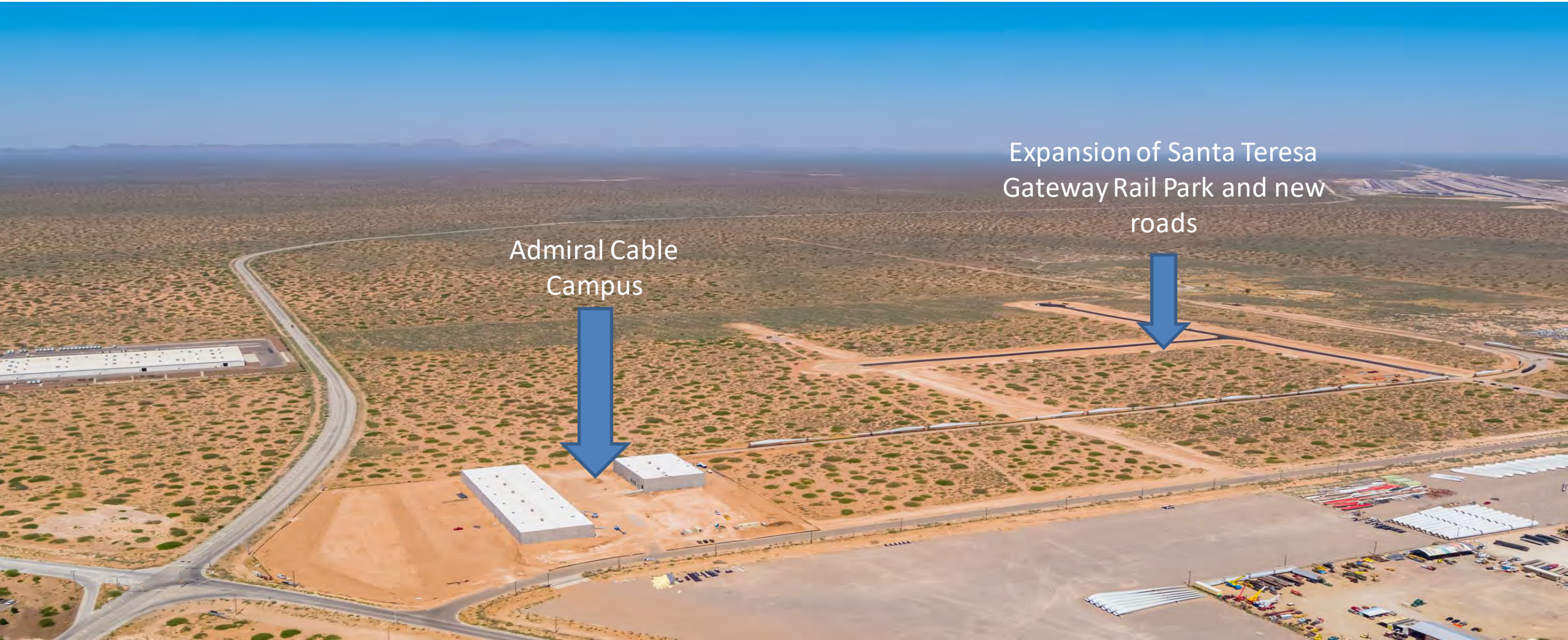
Lot 4b

Lot 6a

Santa Teresa Gateway Rail Park: Phase IIA



The rail is being extended 5,200 linear feet as the Santa Teresa Gateway Rail Park is expanded by 100 acres.



Admiral Cable
Campus

Expansion of Santa Teresa
Gateway Rail Park and new
roads

Admiral Cable



W Silver Recycling

120,000 sf building



Two Mexican Produce Importers

Airport Park:

Sierra Madre Foods: 32,000 sf

Rio Blue: 67,000 sf



San Jeronimo - Sunrise Confections

220,000 sf

500 employees

Expanding by 280,000 sf in 2022



Union Pacific block-swap yard

\$20 million



Second Natural Gas Line into San Jeromimo, MX



Santa Teresa Jetport

\$9.9M upgrades



Santa Teresa Jetport new construction

Blue Road Spec 2

365,000 sf



Abyacsa Spec- 2

135,000 SF specs



120,000 sf Spec Building in Border Industrial Park



Ironhorse Resources

2.5 miles of new rail



Loves Truck Stop Santa Teresa





T-hangar Expansion

- Seven new hangars to hold 126 aircraft
- Expected completion: June 2023



Taxiway Additions

- Widen the runway from 100 ft to 150 ft
- Increase weight capacity to accommodate 737 aircraft
- Expected completion- mid-March 2023





Burrell Aviation
Construct new air cargo facility, cold storage, distribution center and aircraft maintenance hangars (estimated completion 2025)

- 30-year lease
- Annual Jetport revenue- \$372,860
- Estimate completion for cargo jet landing- Fall 2025

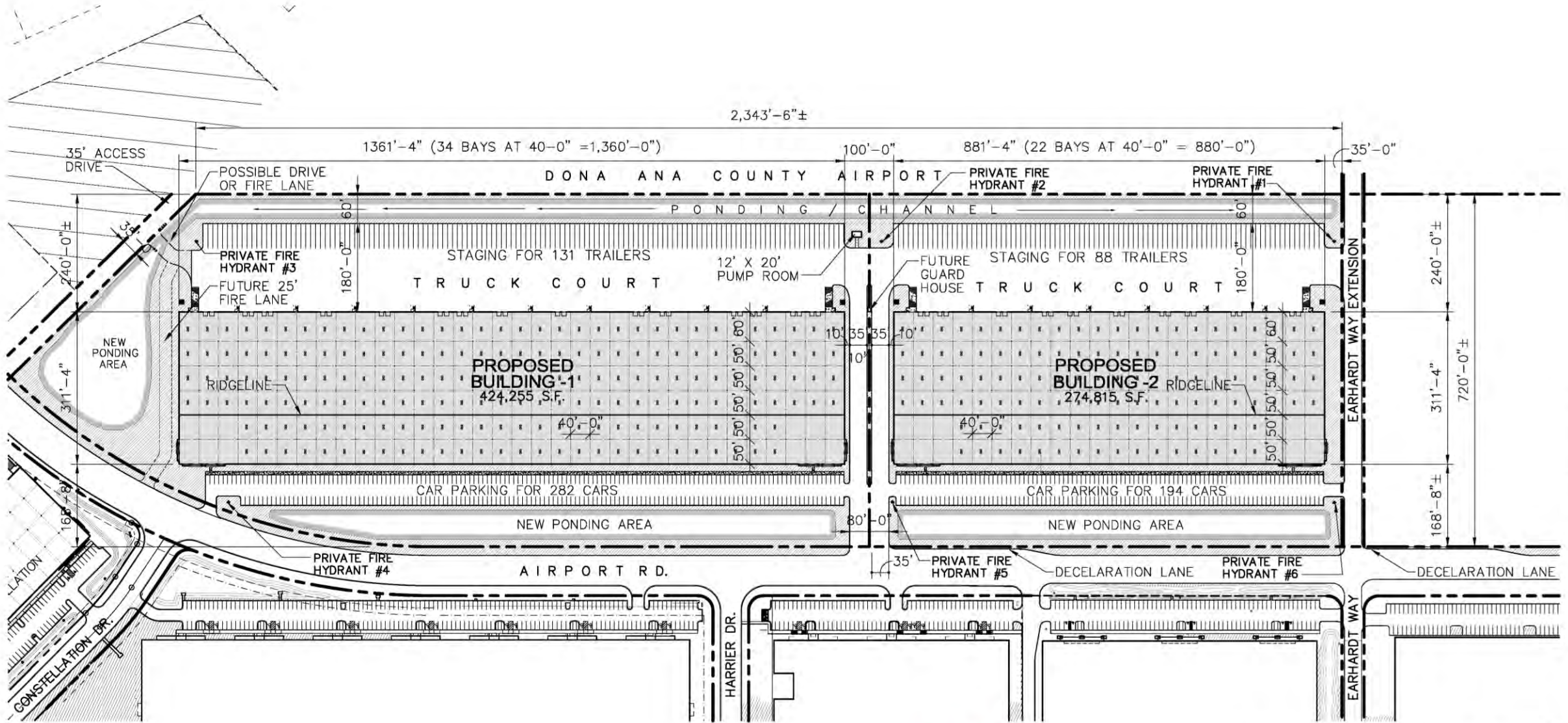




Franklin Mountain Management

- Land exchange that will add two industrial buildings to be built by Spring of 2023
- Will add an additional 650,000 sq ft
- Phase II-Jan. 2023- Lease additional airport property for construction of up to nine additional warehouses





**PROPOSED BTS
MASTER PLAN – AIRPORT LOGISTICS PARK for**

SCALE: 1" = 200'-0" 22-002-E_AIRPORT LOG-(MASTER PLAN)(OPTION-7).DWG DRAWN BY: RAM DATE: 08/31/22 DONA ANA COUNTY AIRPORT



MASTER PLAN RECAP	
BUILDING AREA	
BUILDING-1	424,255 S.F.±
BUILDING-2	274,815 S.F.±
TOTAL BUILDING AREA	699,070 S.F.±
LAND AREA	
GROSS LAND AREA	1,813,502 S.F.± 41.63 ACRES ±
BUILDING-1(LAND)	1,081,847 S.F.± 24.83 ACRES ±

PSRBB
M.M.



Tradeport

- \$1.1 grant from the USDOT Regional
The New Mexico Trade Regional
Infrastructure Accelerators Program will:
- Guide and Implement the creation of the New Mexico TradePort through its planning, project structuring, construction and operating stages.
- Include building new infrastructure that will accelerate the County and region's transition to a low carbon economy
- Develop expansion opportunity for allied trade and transportations service providers.



Santa Teresa Veterans' Memorial Park



Santa Teresa/ San Jeronimo Space Under Construction



1,200,000 sf



280,000 sf



365,000 sf



270,000 sf

CBRE Client Spec

120,000 sf

Total sf Under Construction:

2,235,000 sf

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