

Jerry Pacheco



**Executive
Director**

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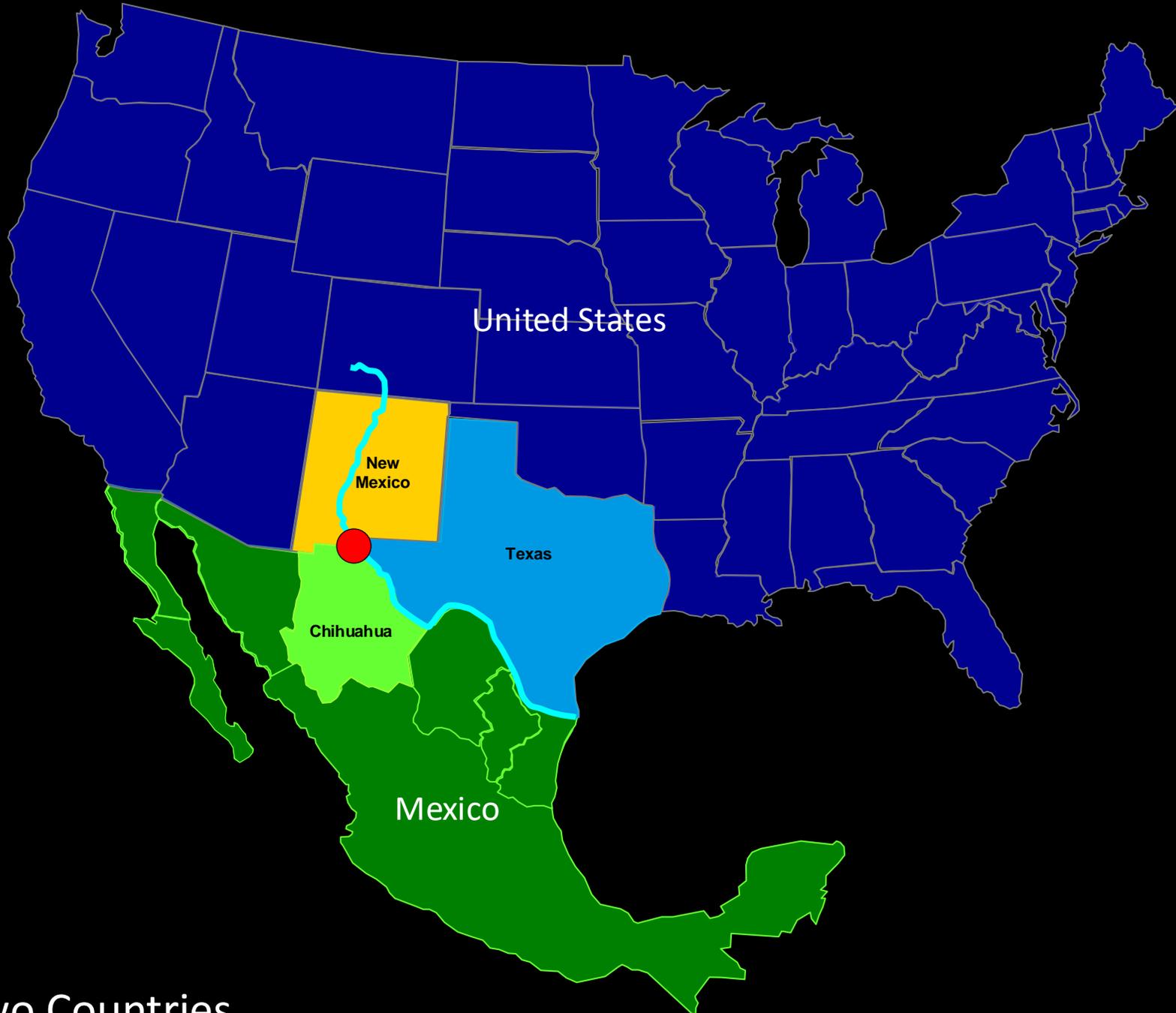
President/CEO

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Three States - Two Countries

Two Nations, One Community

A North American Manufacturing and Logistics Hub

Los Santos

Bi-National Community



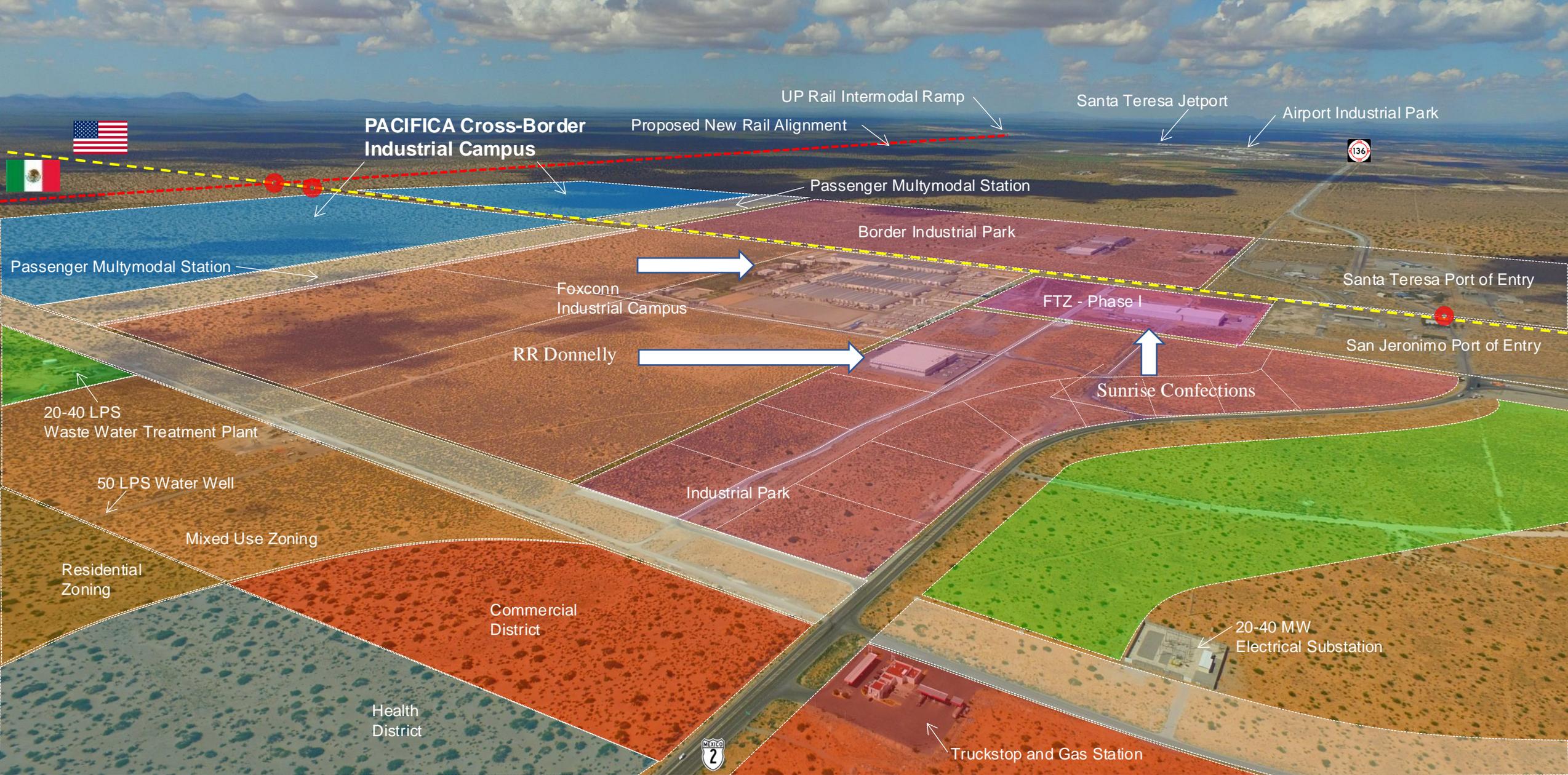
Santa Teresa

New Mexico

Chihuahua

San Jeronimo

2019

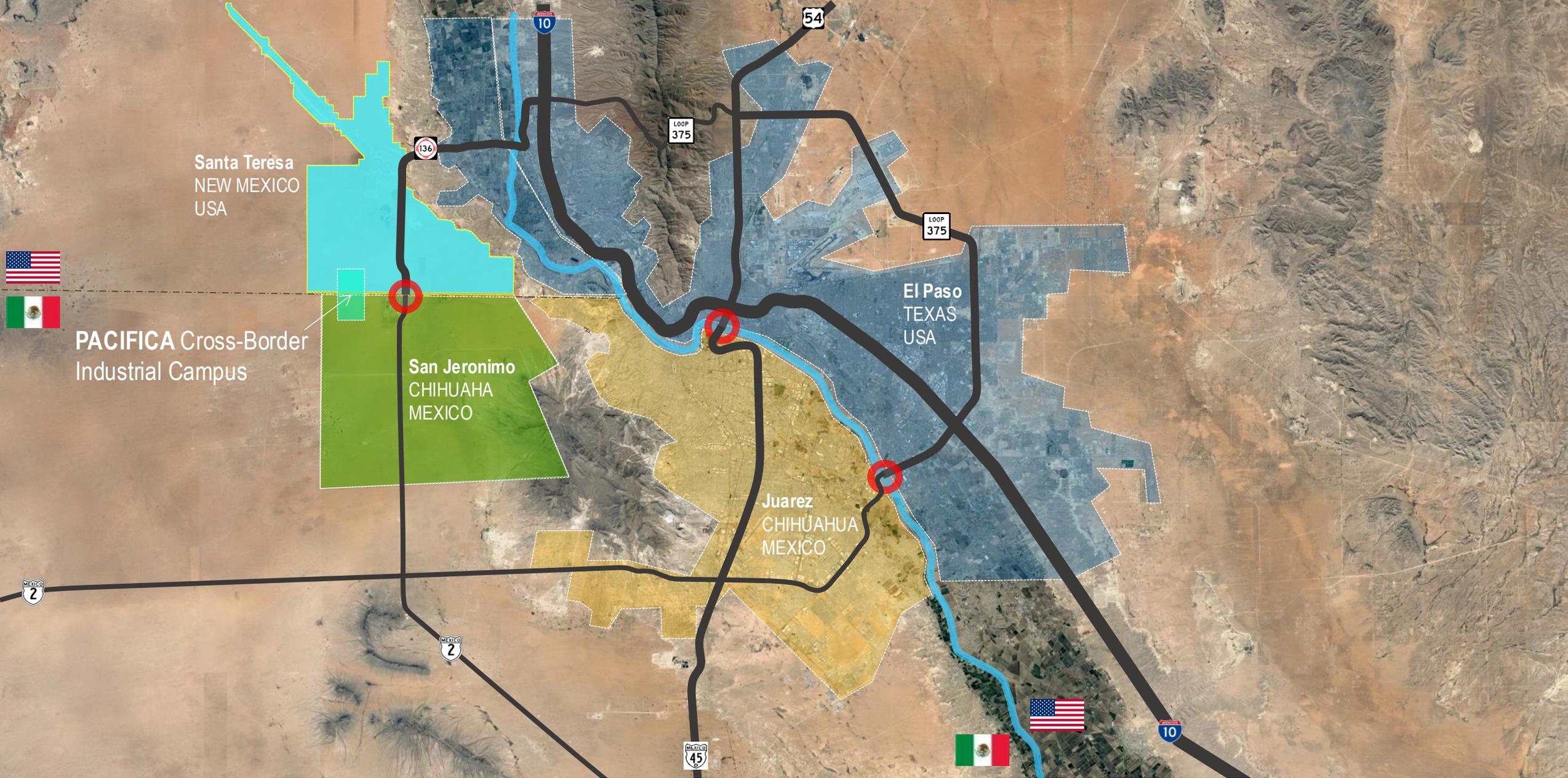


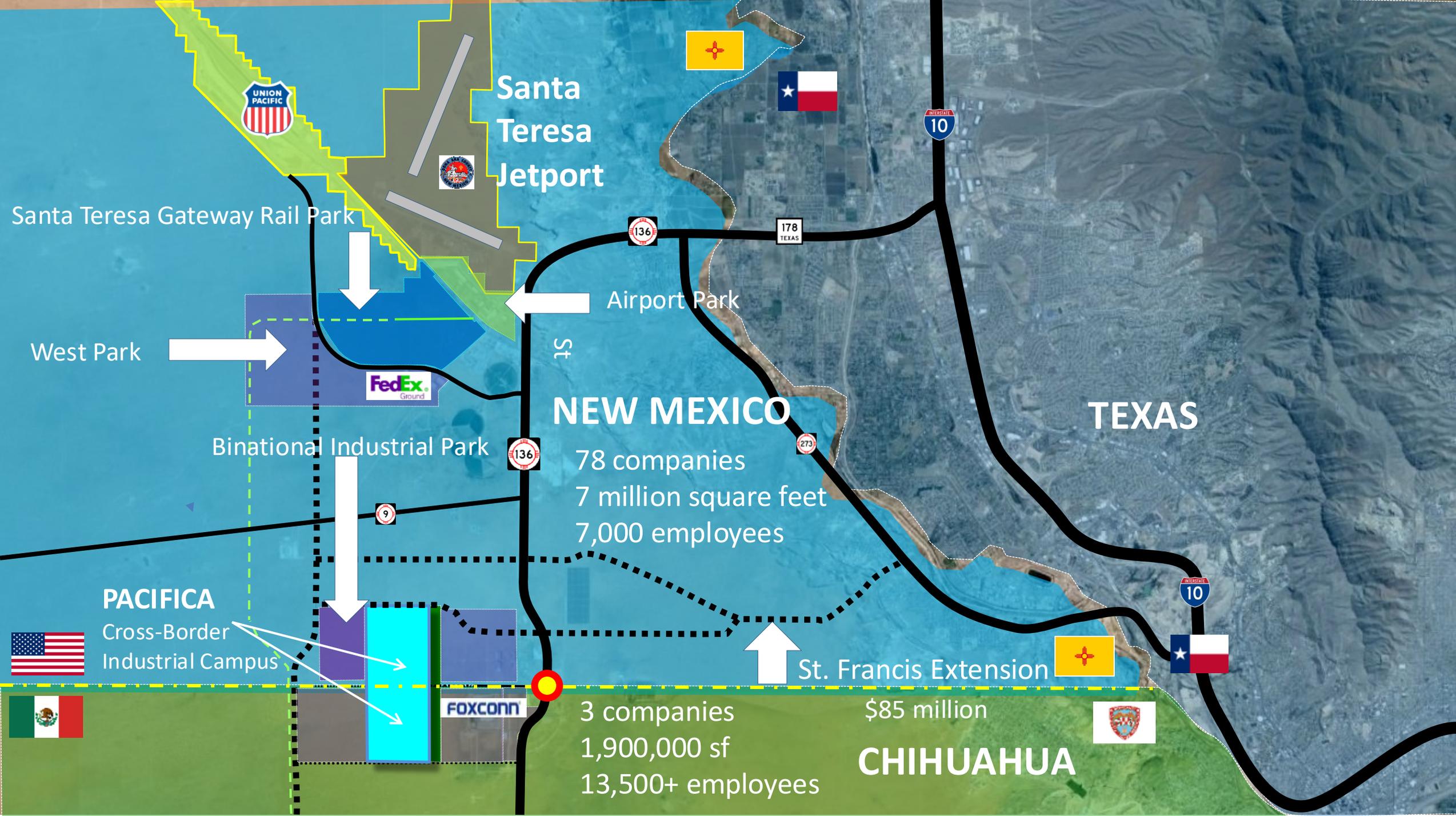


Santa Teresa



New Mexico





Santa Teresa Jetport



Santa Teresa Gateway Rail Park

West Park



Airport Park

St

NEW MEXICO

TEXAS

Binaltional Industrial Park



78 companies
7 million square feet
7,000 employees

PACIFICA

Cross-Border Industrial Campus



St. Francis Extension



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

\$85 million

CHIHUAHUA





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)



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

Santa Teresa

Existing Transportation Infrastructure



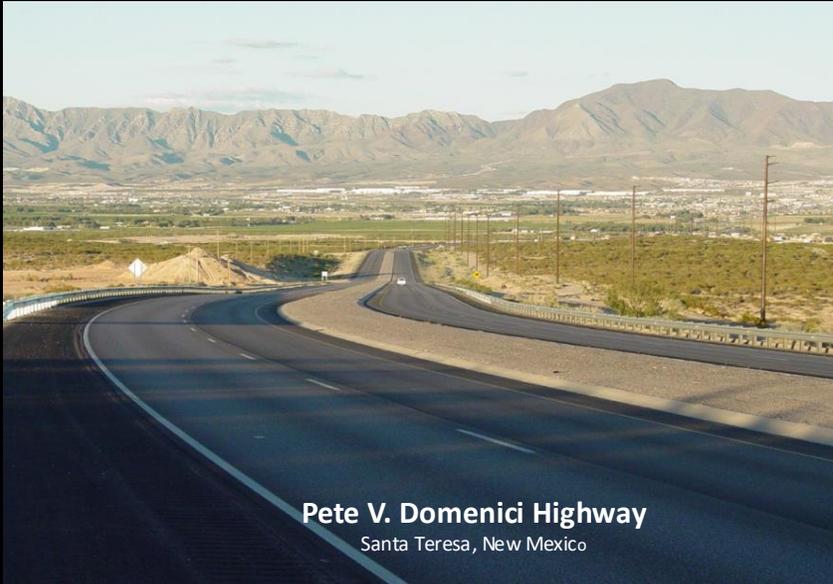
**Dona Ana County
International Jetport**
Santa Teresa, New Mexico



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

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'S IMPACT ON NM

NMSU's Center for Border Economic Development just updated an economic impact analysis on the industrial activity of Santa Teresa and found that **Santa Teresa contributes \$2 Billion to NM's economy**, \$47M in state and local taxes, and \$108M in federal taxes.



Economic Impact of the Santa Teresa Port of Entry and the Santa Teresa Industrial Parks, 2023



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

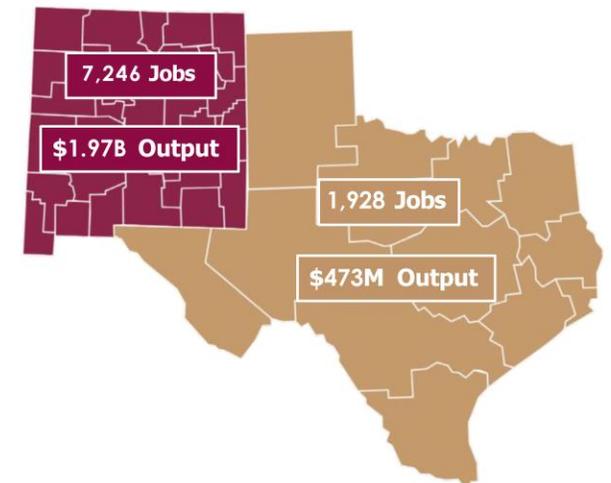
Our study has found the employment and construction activities at Santa Teresa Port of Entry and the Santa Teresa Industrial Parks produced the following impacts in 2023:

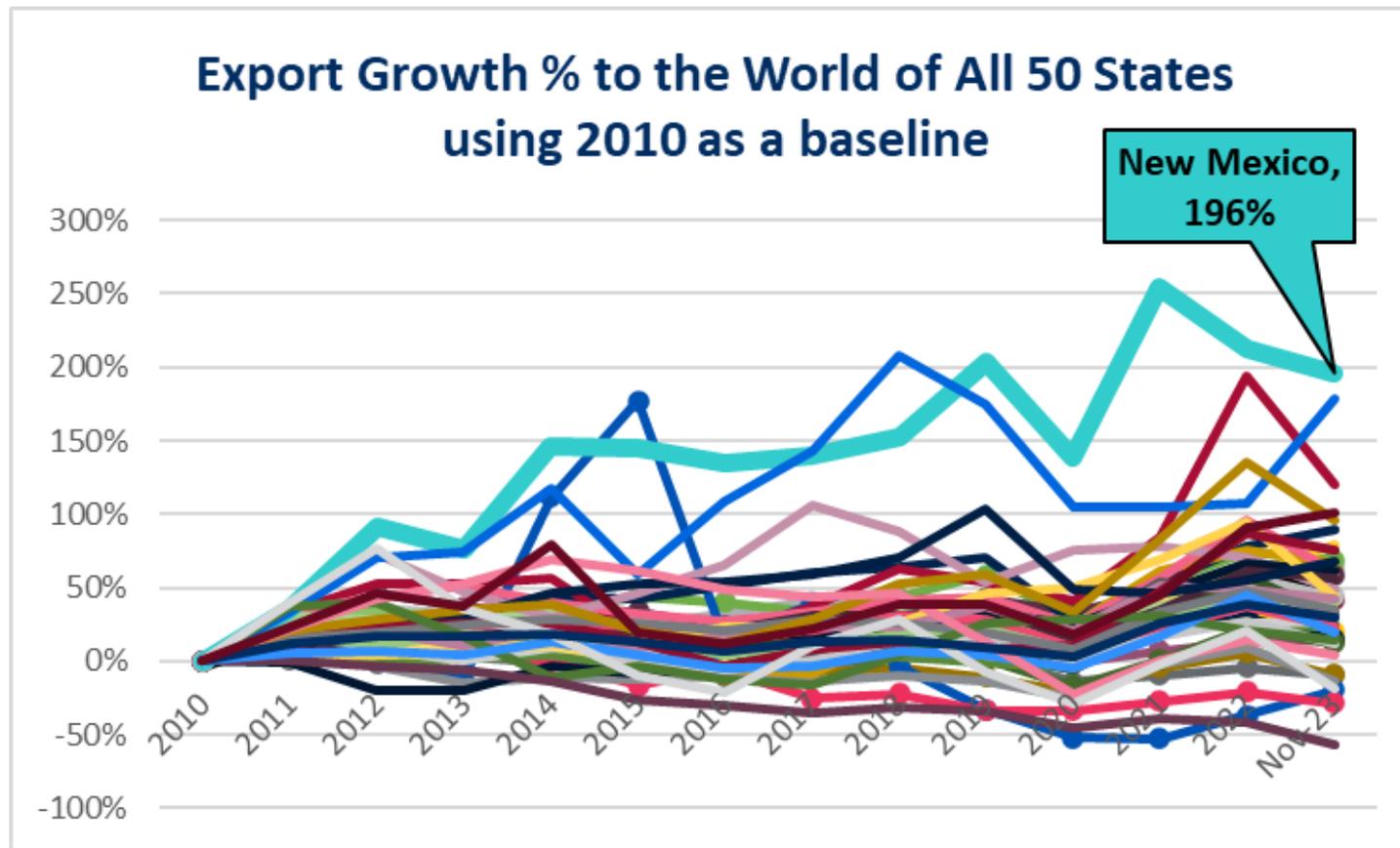
- 4,442 direct jobs, 9,174 total jobs
- \$2.45 billion in total output, \$955 million in value-added production
- \$176 million in taxes generated, \$108 million in federal taxes, \$47 million in taxes in New Mexico and \$21 million in taxes in Texas
- \$31.5 billion in international trade facilitated in 2022, equal to 14.8% average growth per year in 2021-2022
- Approximately 80% of the economic benefits of Santa Teresa accrue to New Mexico, with the remainder to Texas

Santa Teresa Industrial Parks Economic Impact in New Mexico and Texas, 2023

	New Mexico	Texas	Total
Total Jobs Supported	7,246	1,928	9,174
Labor Income	\$321M	\$102M	\$423M
Value Added	\$750M	\$205M	\$955M
Economic Output	\$1.97B	\$473M	\$2.45B
State and Local Taxes	\$47M	\$21M	\$68M
Federal Taxes	\$83M	\$25M	\$108M
Total Tax Generated	\$130M	\$46M	\$176M

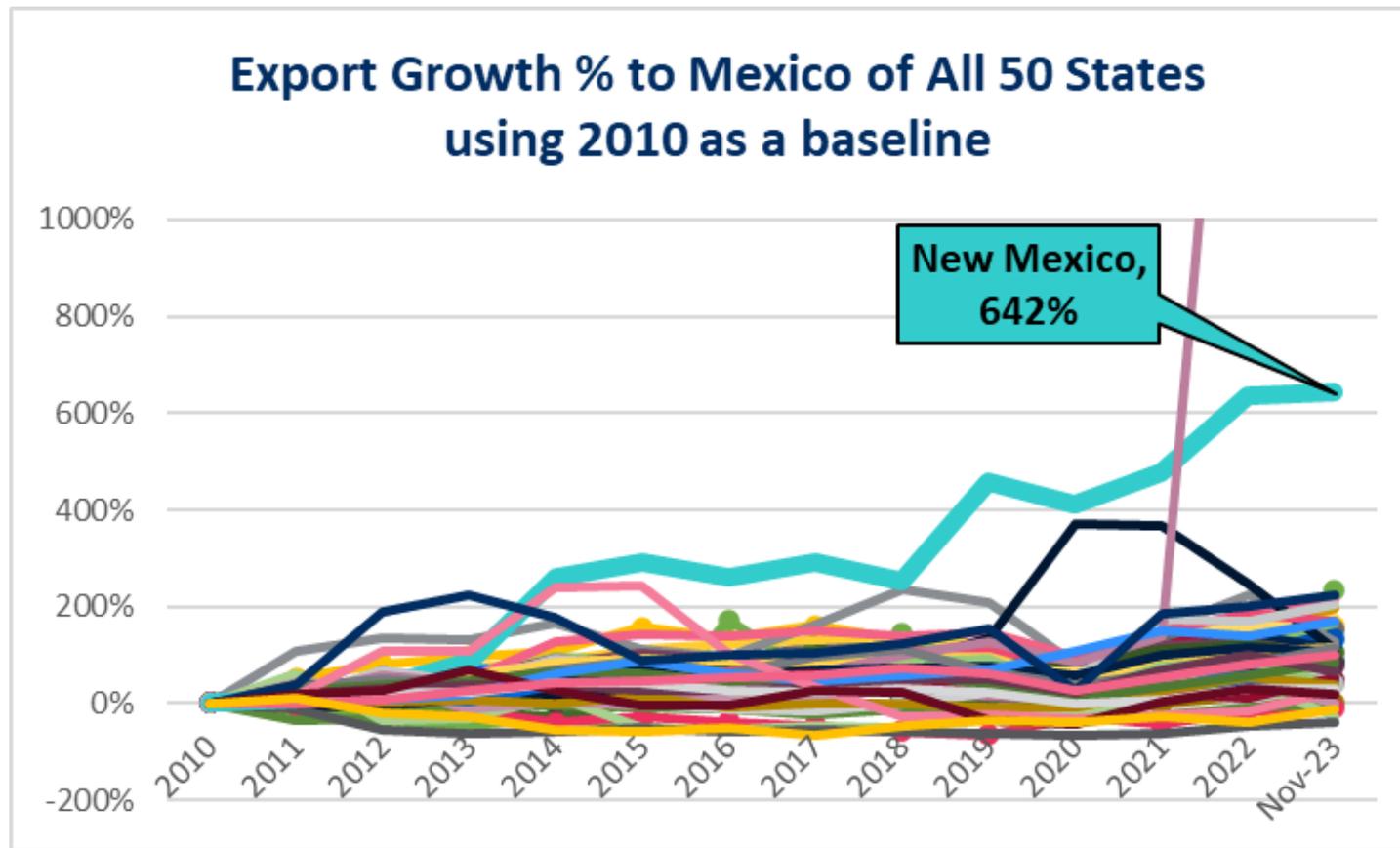
*components may not sum to totals due to rounding.





NM has had the highest growth percentage of exports to the world for the past 14 years.

Since 2010, NM exports to the world have grown **196%**. In 2010, NM ranked 46th in exports to the world and by 2023 reached **42nd**. 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 14 years. Since 2010, NM exports to the Mexico have grown **642%**. In 2010, NM ranked 35th in exports to Mexico and through Nov 2023 reached **21st**. The pink 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.

Comparing Selected Region's Exports



	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
NM to World	\$2,72	\$3,80	\$3,78	\$3,61	\$3,69	\$3,89	\$4,67	\$3,68	\$5,46	\$4,80	\$4,56
NM to MX	\$800,	\$1,54	\$1,68	\$1,55	\$1,68	\$1,51	\$2,38	\$2,19	\$2,47	\$3,15	\$3,18
Doña Ana MSA	\$432,	\$1,34	\$1,59	\$1,56	\$1,39	\$1,46	\$2,40	\$2,14	\$2,408,	\$3,04	
ABQ MSA	\$1,38	\$1,56	\$1,76	\$999,	\$624,	\$771,	\$1,62	\$1,26	\$2,215,	\$939,	

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 Foods: 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



Ross Dress for Less
70,000 sf



Valley Cold Storage Expansion

135,000 sf



New Spec Buildings Under Construction

Blue Road Spec 3
220,895 sf



Blue Road Spec 4
425,368



Abyacsa
Spec 1:
135,000



Abyacsa
Spec 2:
135,000



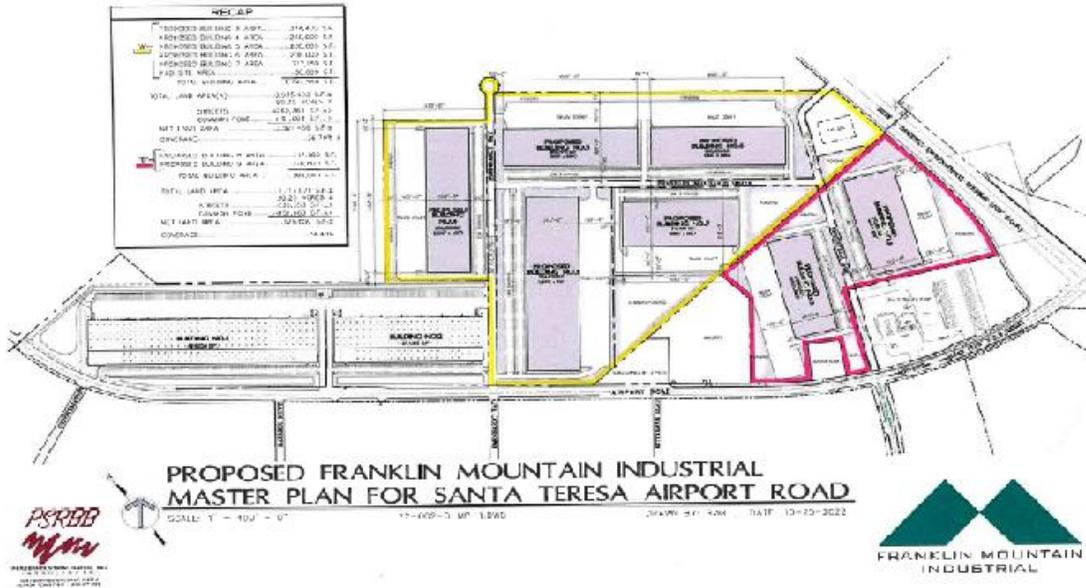
Border Spec 1: 120,000 sf



Panamerican Realty Spec
116,000 sf



Master Plan



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

3,300 Feet of New Rail Being Constructed In Santa Teresa Gateway Rail Park





Milagro Solar Farm

150 MW of solar and 75 MW battery
Approximately 1,200 acres



San Jeronimo Projects

Foxconn Expansion
1.2 million sf



JMC Paper Tech USA
55,000 sf (Phase 1) 120 employees



Sunrise Confections Plant 2
280,000 sf 400 employees



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	151,728 sf
Monti, Inc.	80,000 sf
Coast Aluminum	75,000 sf
Oro, Inc.	80,000 sf
Louisiana Pepper Exchange	45,000 sf
Panamerican Realty Spec.	116,000 sf
Valley Cold Storage expansion	135,000 sf
TOTAL SANTA TERESA	1,718,991 sf

San Jeronimo Space Under Construction



Foxconn 1,200,000 sf

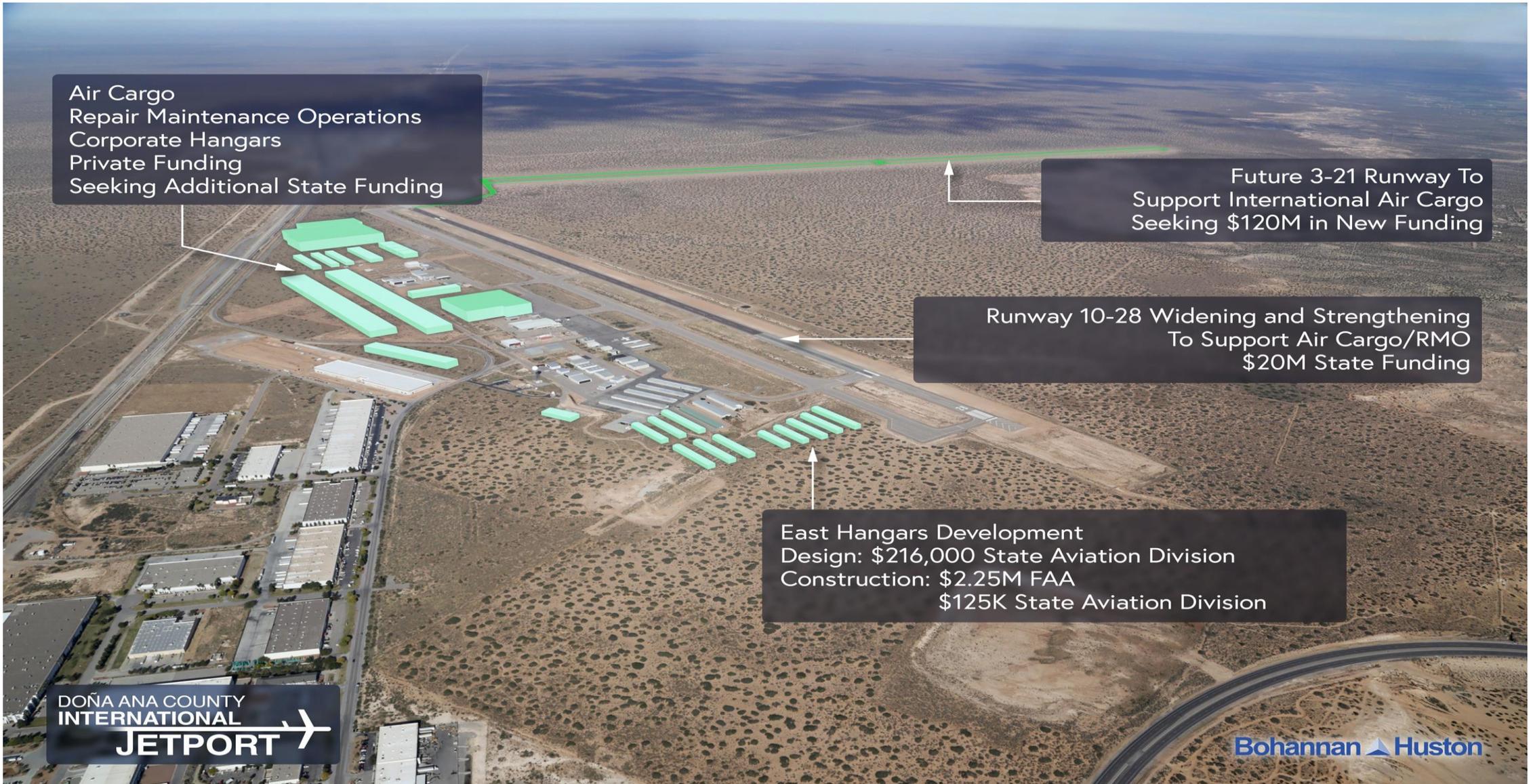
Sunrise Confections 280,000 sf

JMC 55,000 sf

TOTAL San Jeronimo 1,535,000 sf

TOTAL SANTA TERESA/SAN JERONIMO: 3,253,991 sf

Jetport Improvements: \$22.5 million



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



Other Infrastructure



- \$38 million for rail overpass
- \$8.5 million for elevated water tank
- \$1.2 million for new Border Authority public parking lot
- \$650k for private Border Authority parking lot and path to port
- \$500k for port redesign/modernization study

Other Infrastructure Needs

- Schools
- Housing
- Daycare

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