

Jerry Pacheco



**Executive
Director**

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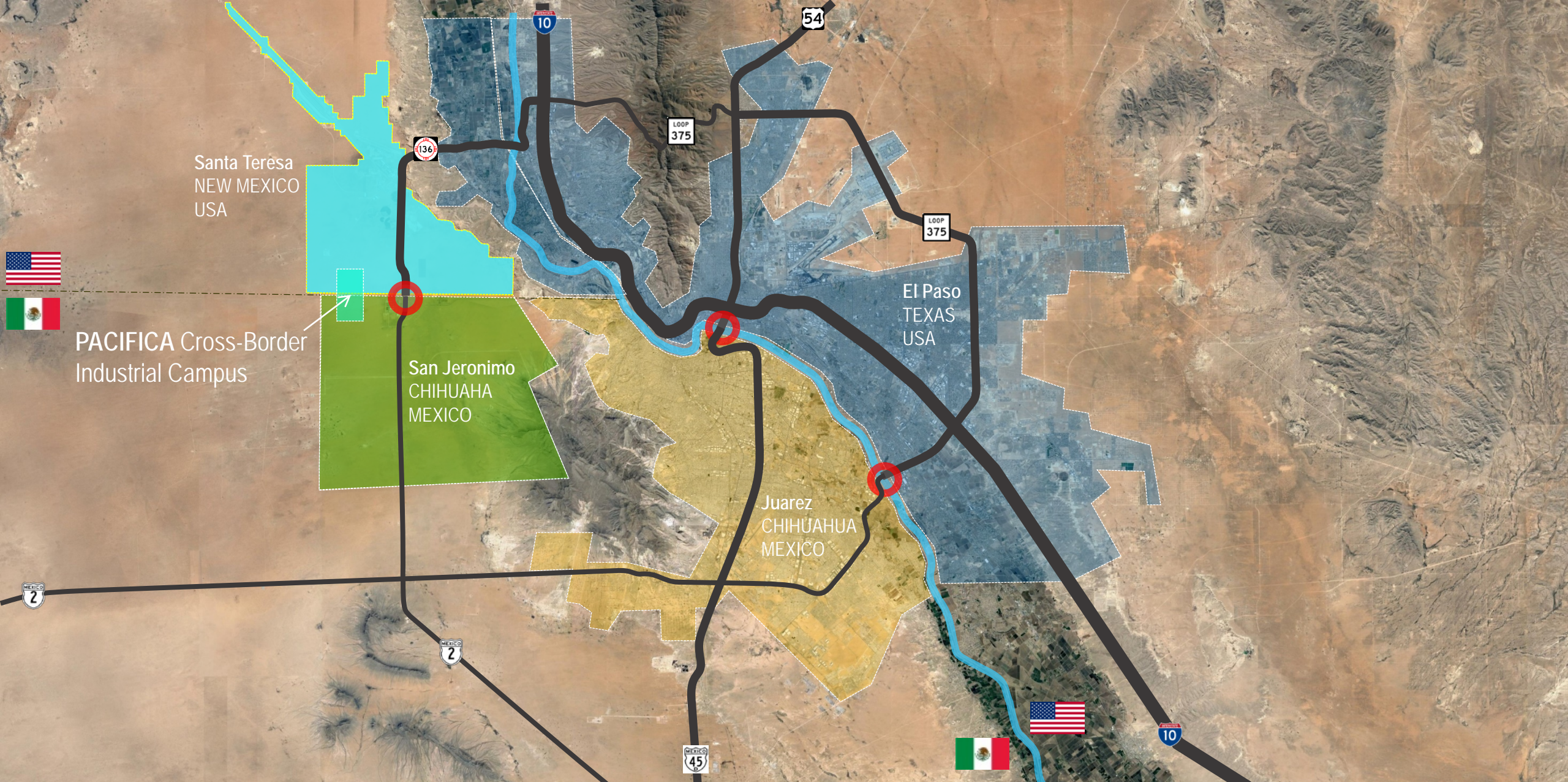
President/CEO

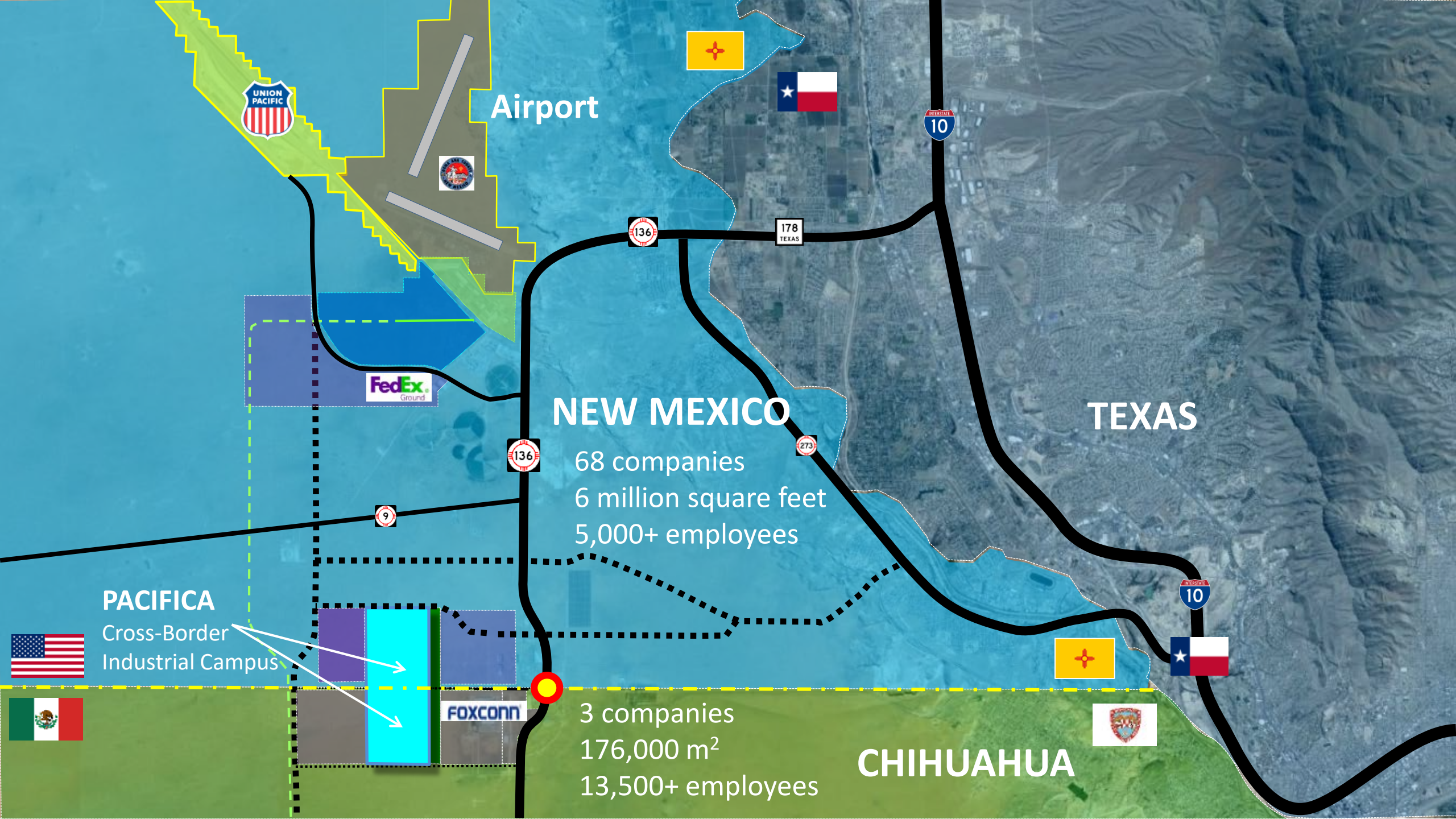
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Airport



NEW MEXICO

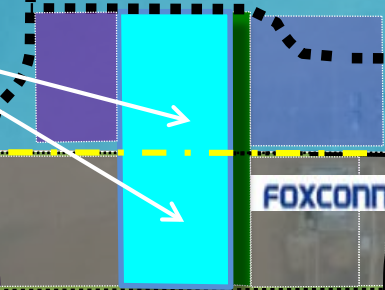
TEXAS

68 companies
6 million square feet
5,000+ employees



PACIFICA

Cross-Border
Industrial Campus



3 companies
176,000 m²
13,500+ employees



CHIHUAHUA



INBOUND CONTAINER TRAFFIC North American Port Volumes

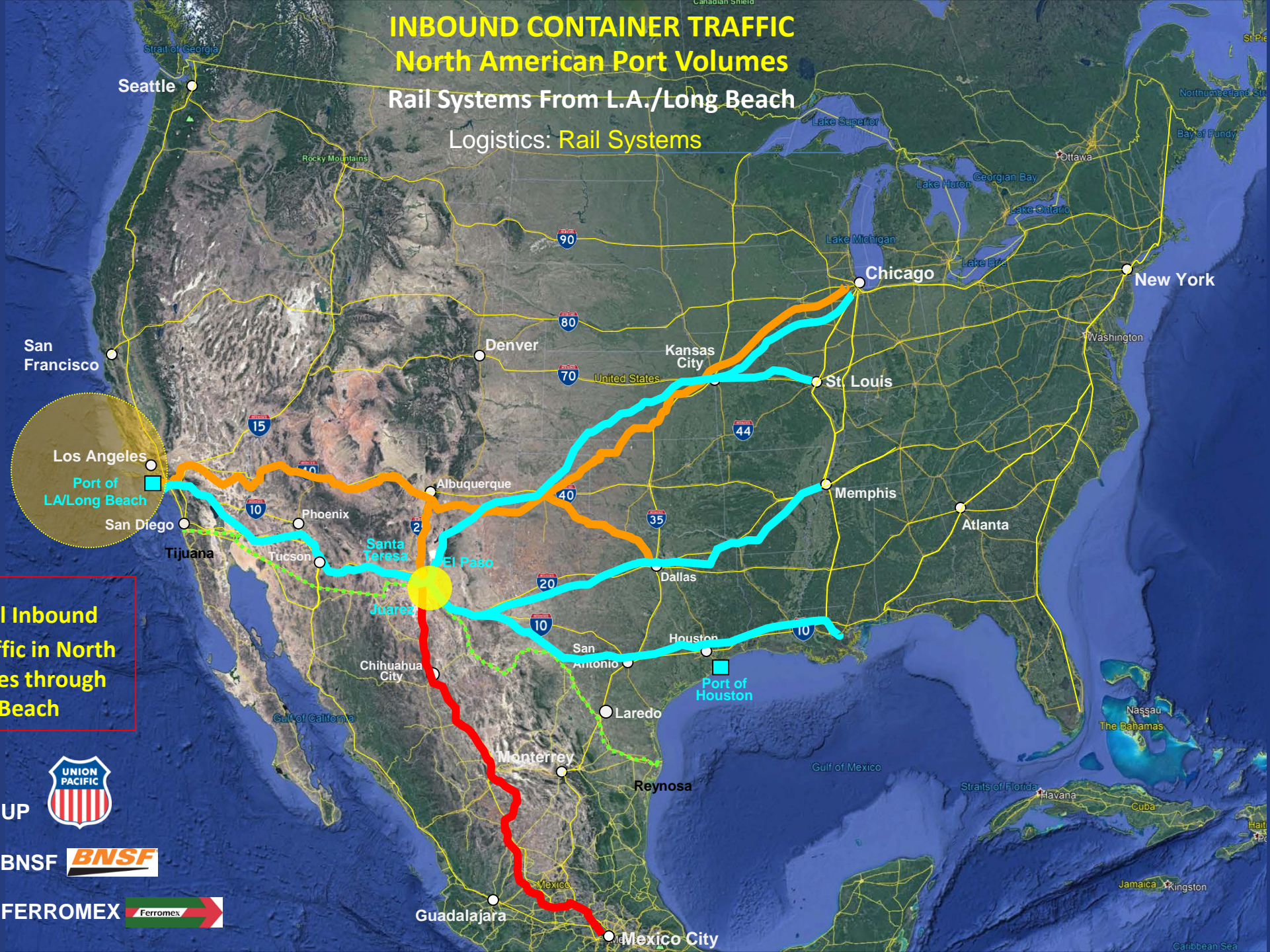
Rail Systems From L.A./Long Beach

Logistics: Rail Systems

30% of All Inbound
Container Traffic in North
America Comes through
LA/Long Beach



-  UP
-  BNSF
-  FERROMEX





1997-2019

Sunset Speedway:

New Double Track

760 miles: LA/LB to Santa Teresa

~100-miles remaining to be double-tracked

\$2.6 Billion USD Investment





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

Santa Teresa

Existing Industrial – 6 Million SF



Santa Teresa

Existing Transportation Infrastructure



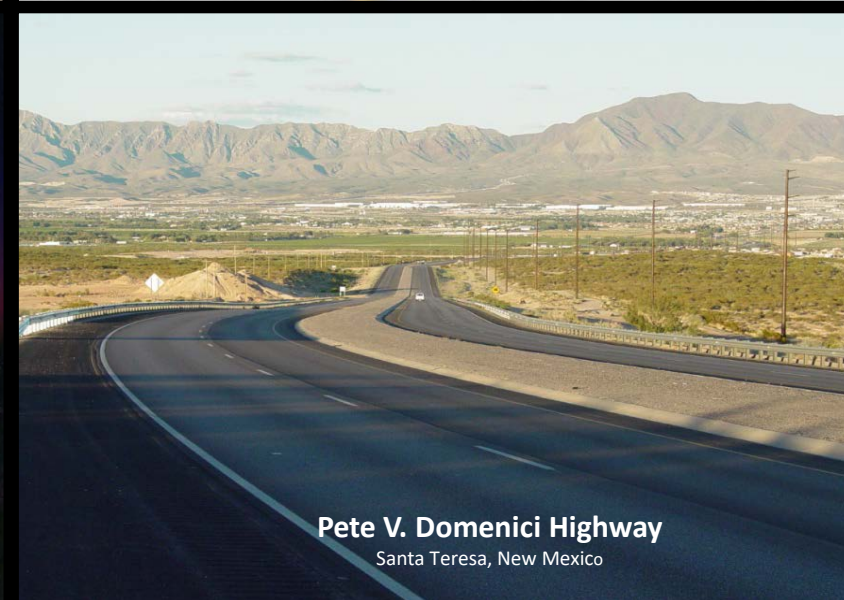
**Dona Ana County
International Jetport**
Santa Teresa, New Mexico



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

Leading Companies in Santa Teresa

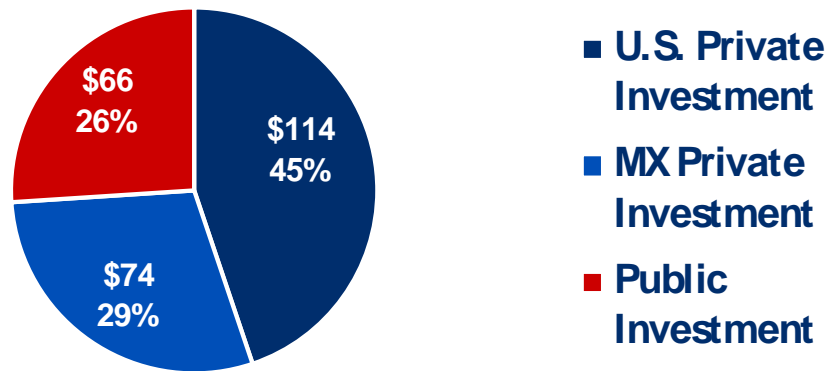


* As of 3Q 2019

Private/Public Sector Investment 2019/2020

- The public sector invested **\$66 million** in new infrastructure along NM's border with Mexico. These investments create a foundation for the private sector to build upon. The private sector invested **\$188 million** in NM's border region, adding **1,032 new jobs**, **1.4 million new square feet of industrial space**, and adding **100 acres** for new development.

2019 Private and Public Investments at the NM/MX Border (millions)



Public Sector Projects	\$ 66,100,000
Pete Domenici Hwy rebuild with concrete between the TX state line and the Mexican border	\$ 46,000,000
Airport Rd. & Industrial Ave rebuild with concrete.	\$ 8,500,000
Santa Teresa International Jetport	\$ 9,800,000
Camino Real Regional Utility Well #14	\$ 1,800,000

Export Growth



Strategic Advantage

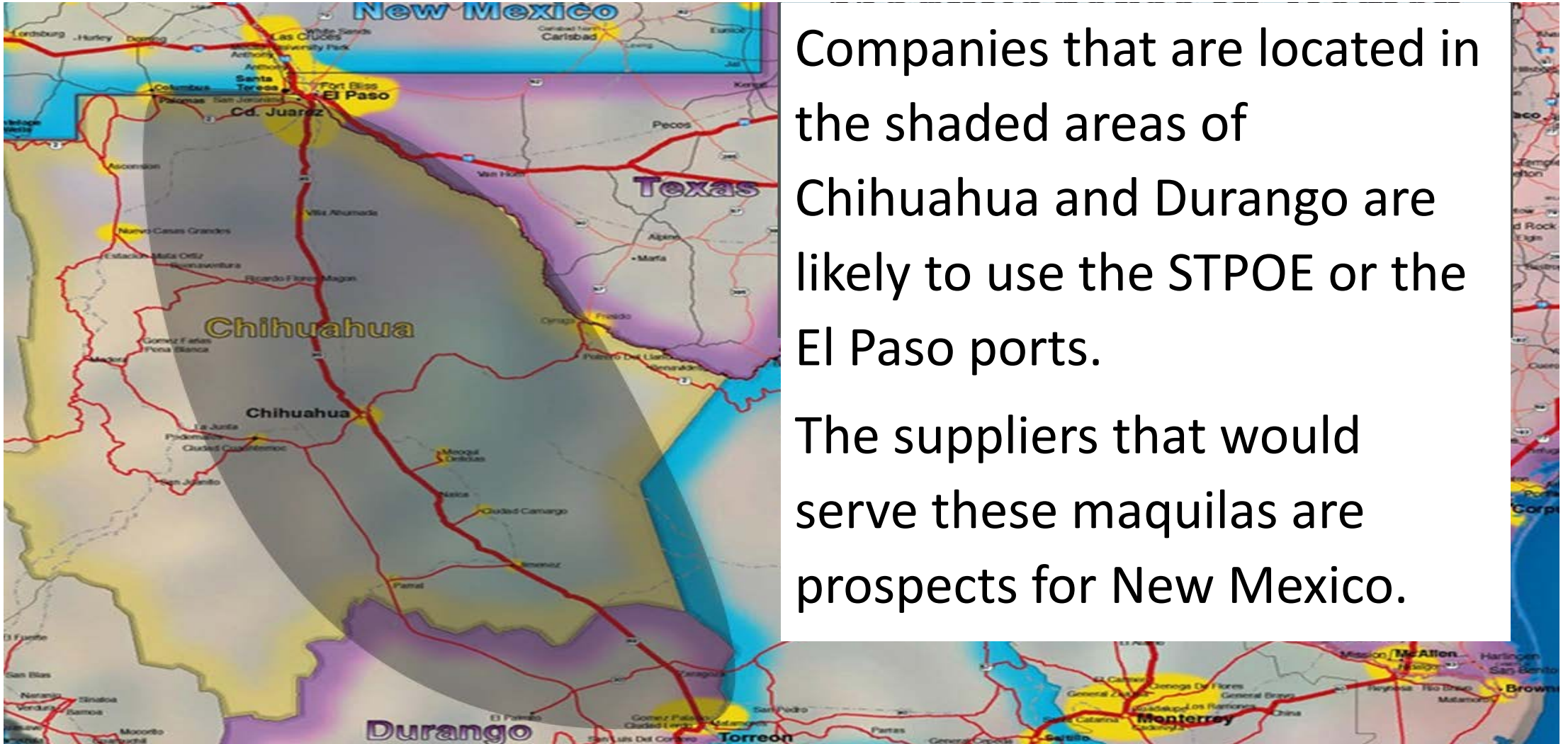
Our geography gives us the opportunity to supply the Mexican Maquila Industry

Chihuahua is Mexico's largest exporter at about \$45 Billion in annual exports – more than 10 times that of NM.

Chihuahua has one of the largest manufacturing sectors in Mexico.

What is Driving Our Export Numbers?

- Cross-border trade with Mexico
- Recruitment to Santa Teresa of out-of-state companies that supply the maquiladora industry (billions of \$s imported by Mexico) or act as distribution centers for Mexican products entering US.
- Private-public partnership in Santa Teresa.



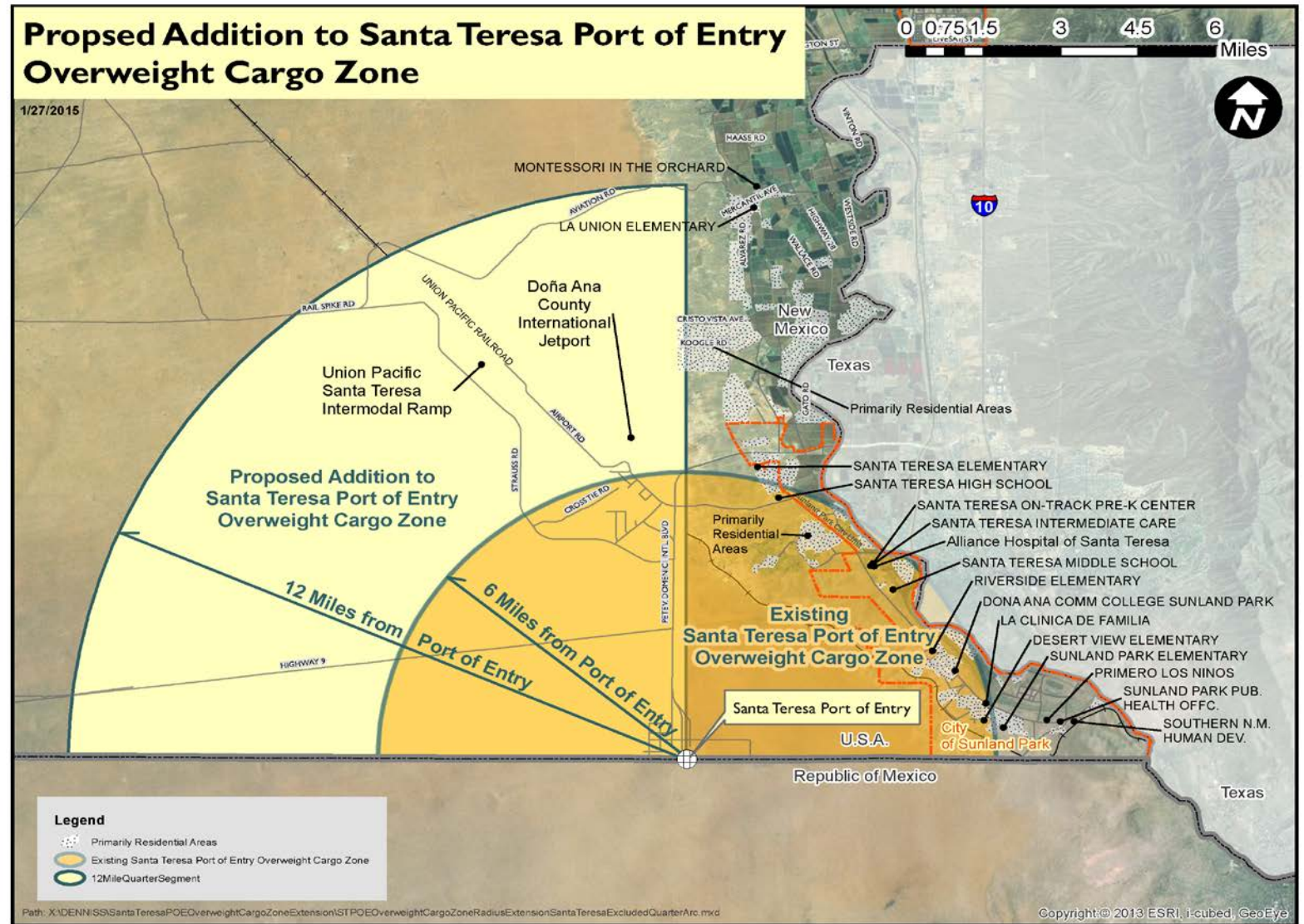
Companies that are located in the shaded areas of Chihuahua and Durango are likely to use the STPOE or the El Paso ports.

The suppliers that would serve these maquilas are prospects for New Mexico.

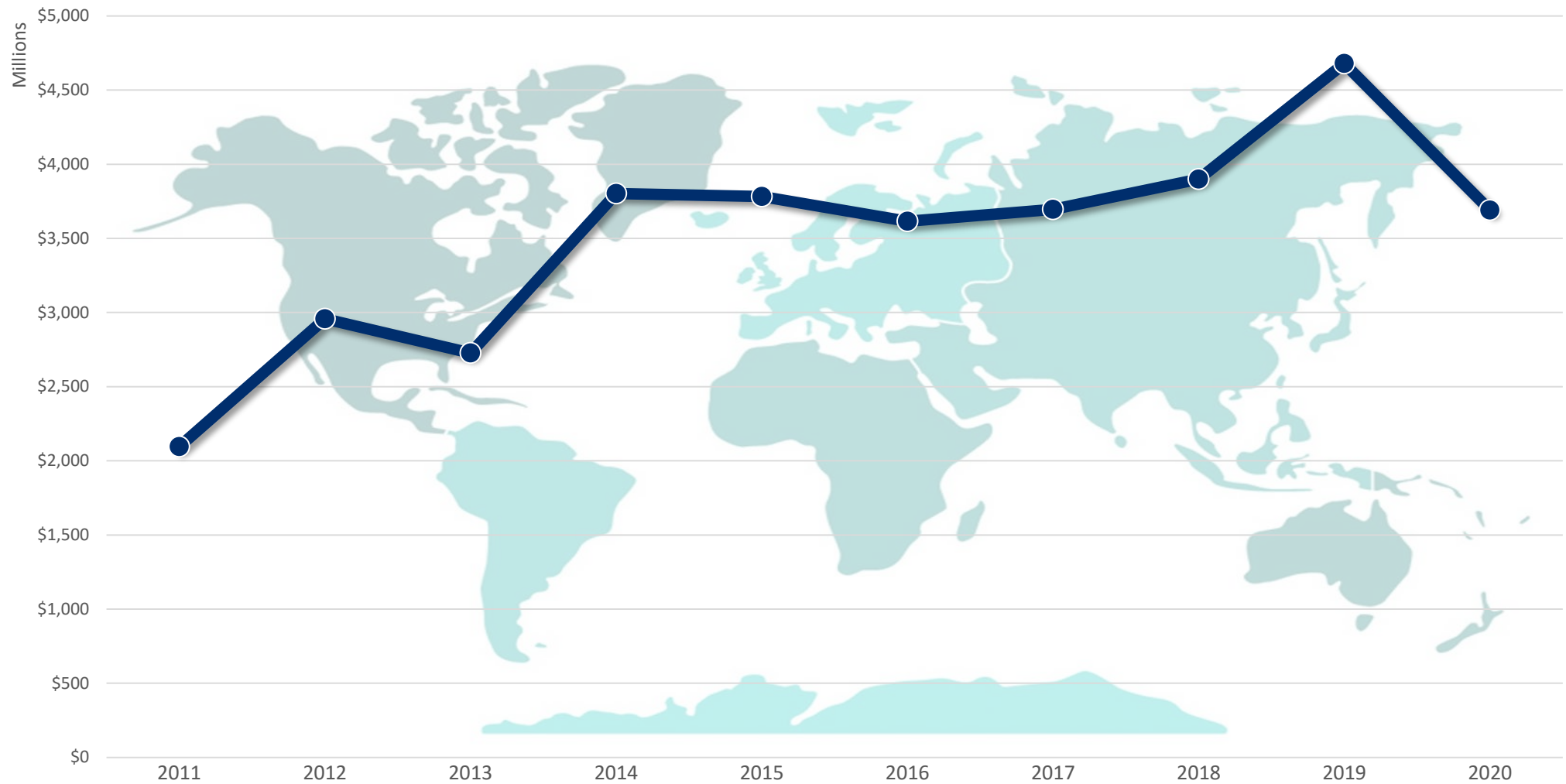
Santa Teresa Overweight Cargo Zone

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
606 jobs are tied to these companies, not including Union Pacific

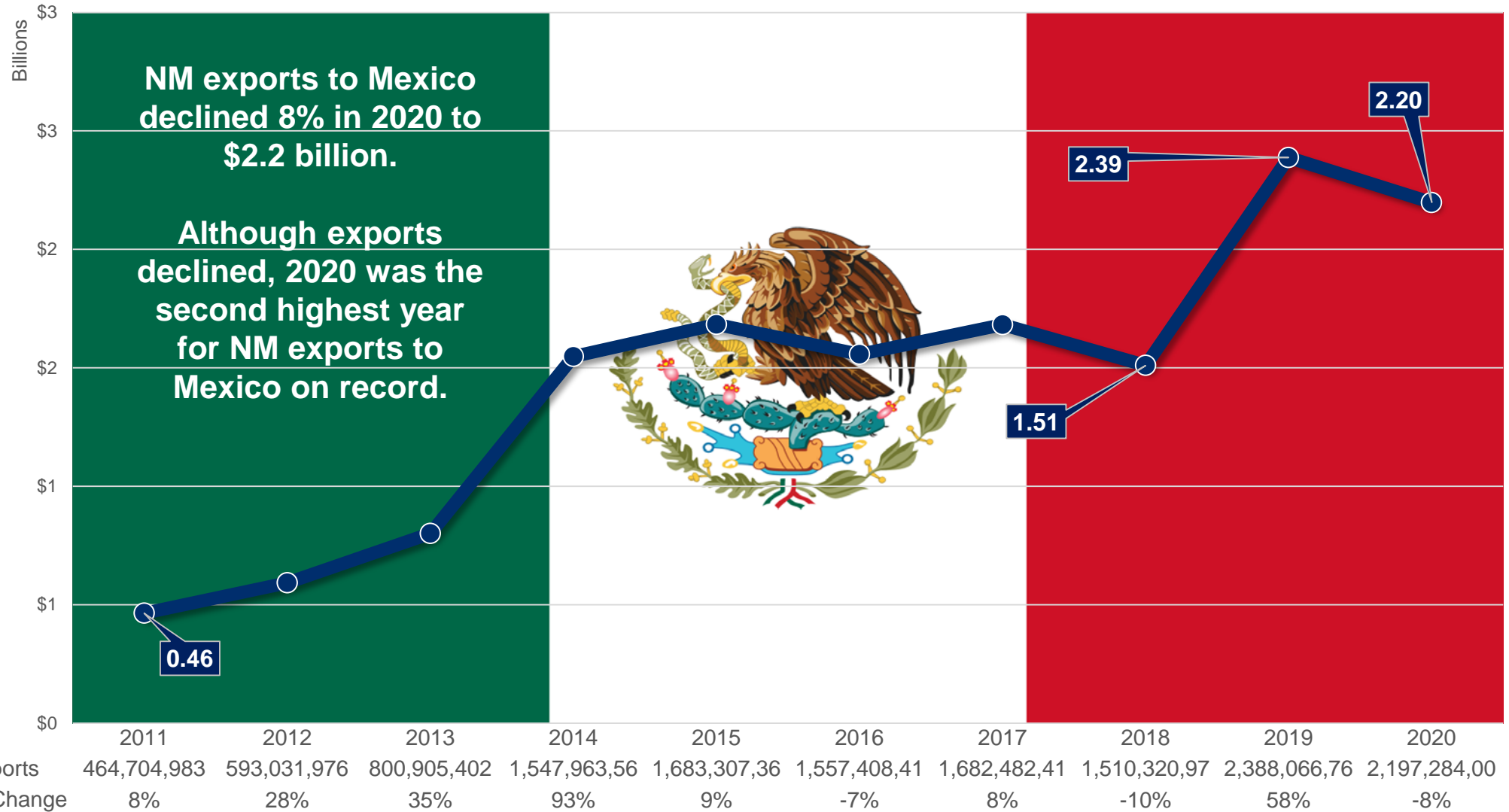


NM Annual Exports to the World with % Change from Previous Year

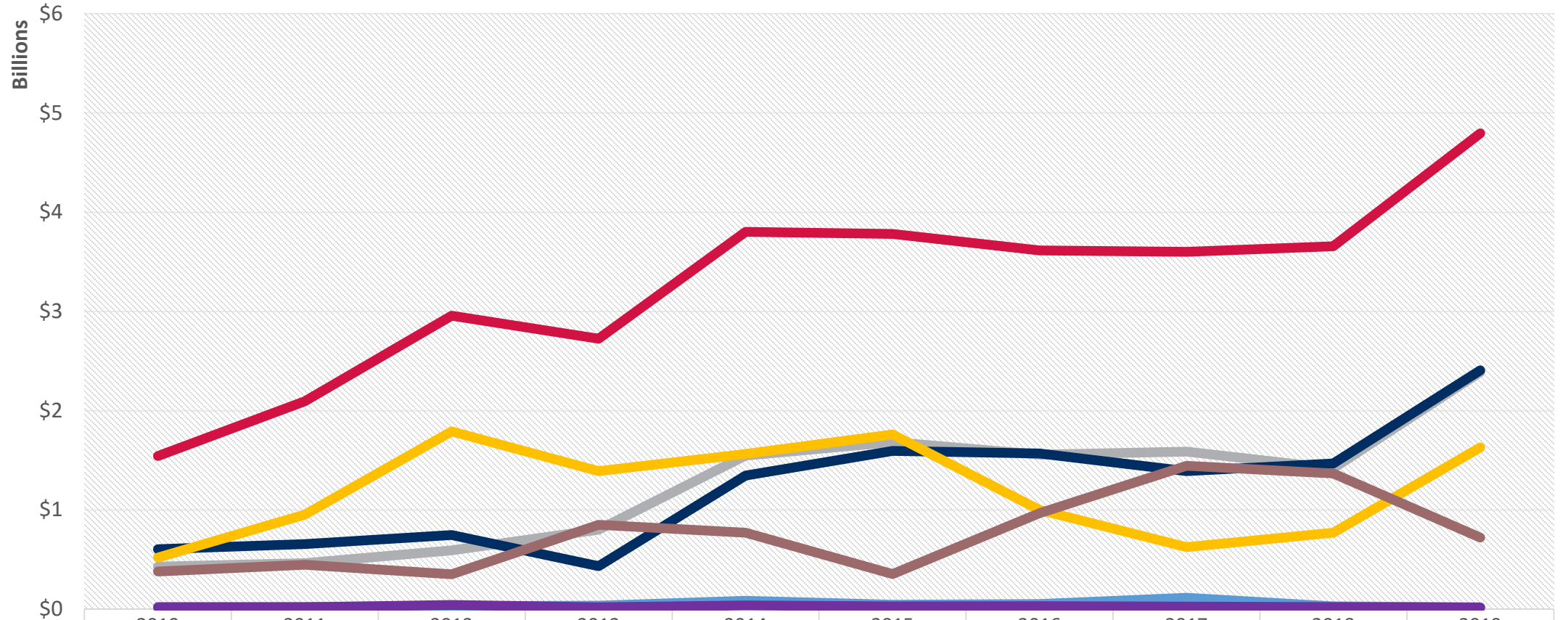


	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Exports	2,095,859,917	2,957,808,347	2,726,138,754	3,801,606,959	3,781,702,640	3,616,162,647	3,695,686,424	3,899,148,731	4,679,188,552	3,691,290,273
% Change	36%	41%	-8%	39%	-1%	-4%	2%	6%	20%	-21%

NM Annual Exports to Mexico with % Change from Previous Year

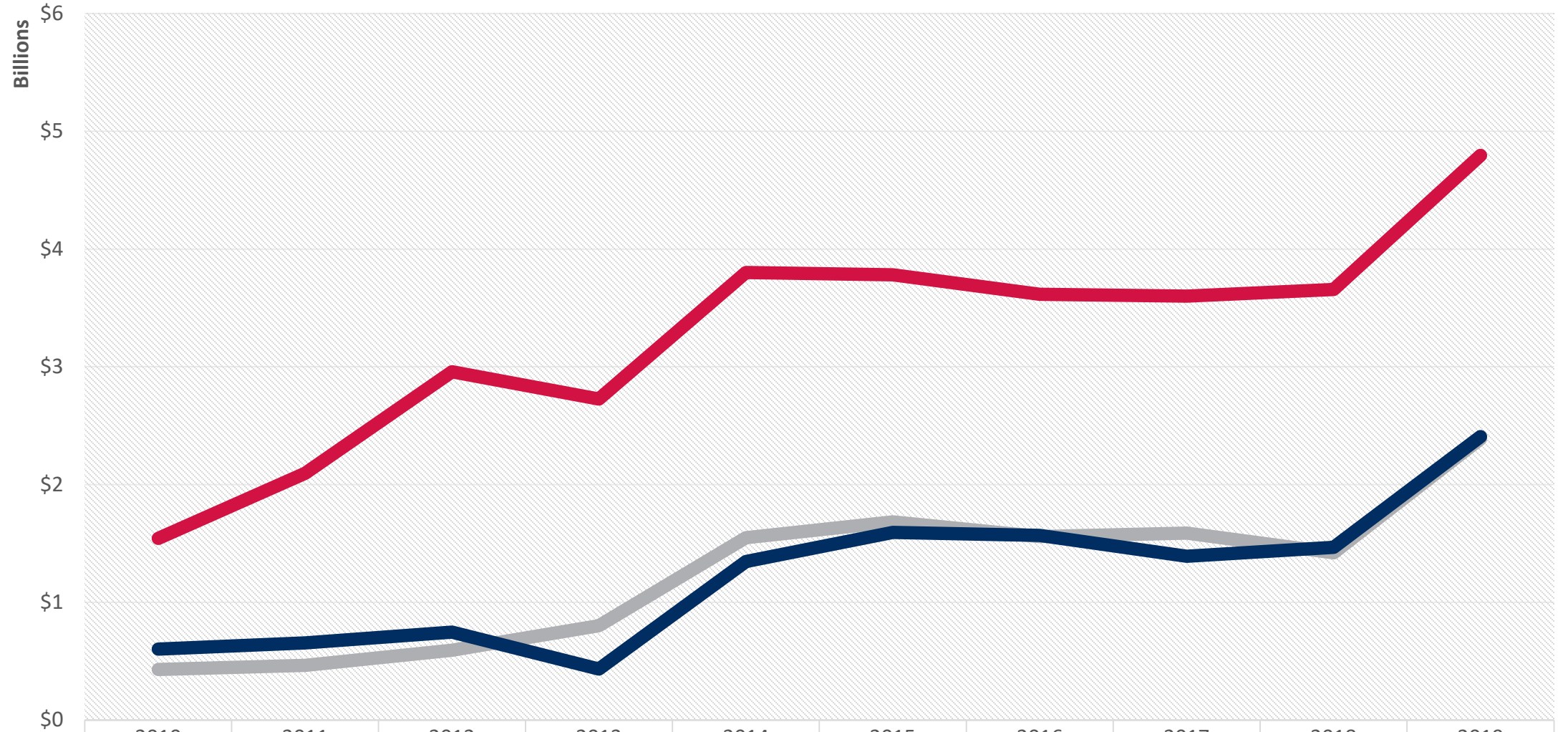


NM Exports to the World, to Mexico, and MSA Exports to the World



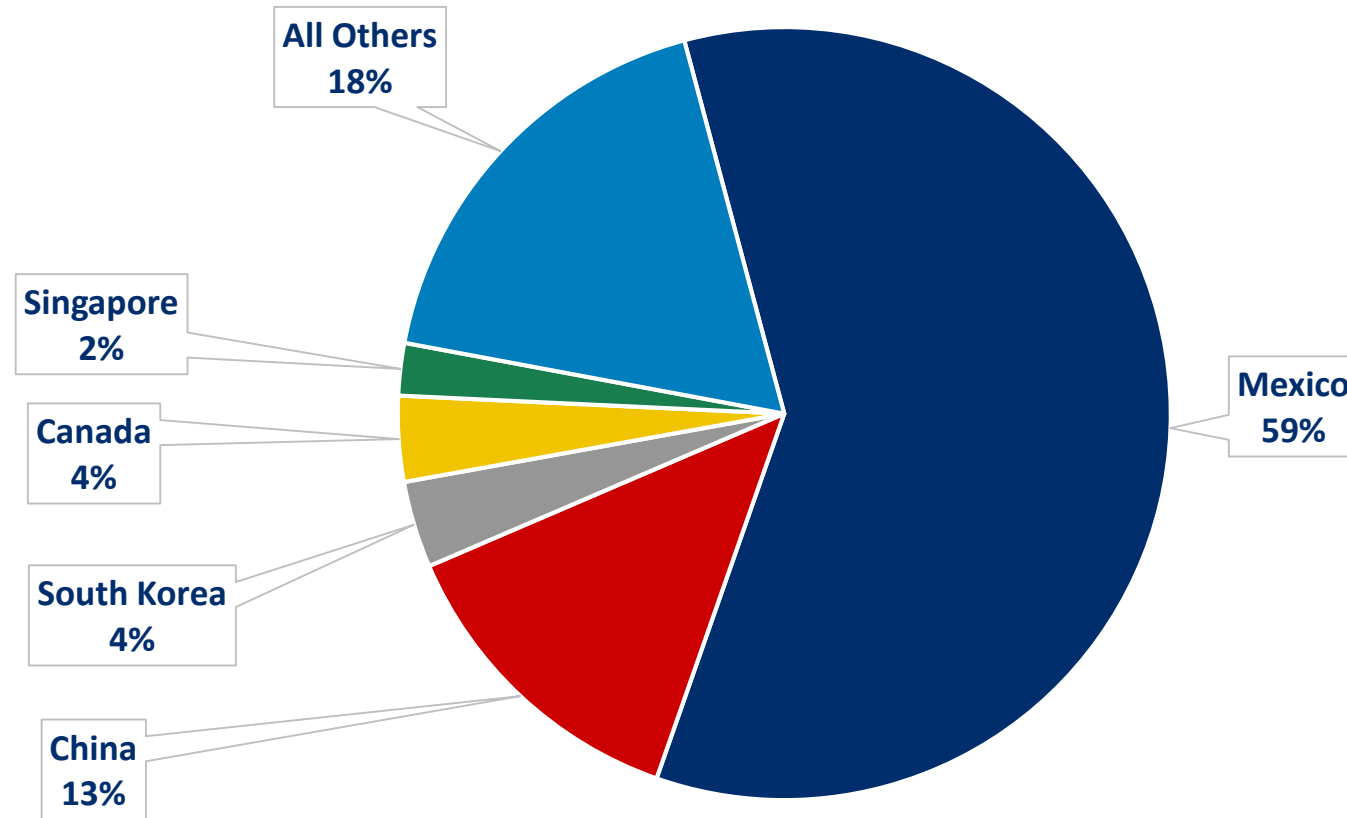
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
■ NM to World	1,542,649,869	2,095,859,917	2,957,808,347	2,726,138,754	3,801,606,959	3,781,702,640	3,616,162,647	3,600,979,233	3,656,825,525	4,796,200,785
■ NM to MX	429,407,229	464,704,983	593,031,976	800,905,402	1,547,963,563	1,683,307,361	1,557,408,418	1,587,766,253	1,419,707,134	2,387,497,076
■ Doña Ana	602,991,454	654,829,801	746,148,796	432,990,135	1,346,343,223	1,593,747,186	1,568,597,942	1,390,175,350	1,467,463,691	2,408,000,000
■ Albuquerque	519,892,958	951,902,729	1,790,610,246	1,389,643,068	1,563,956,935	1,761,198,923	999,733,036	624,156,322	771,485,765	1,629,703,578
■ Farmington	24,081,772	23,823,165	29,559,325	34,785,961	83,477,690	43,762,494	50,582,165	114,032,729	27,959,548	19,448,234
■ Santa Fe	15,923,712	19,149,490	41,249,504	18,694,409	37,825,768	28,662,693	31,309,109	26,892,756	21,962,865	17,564,539
■ Rest of the State	379,759,973	446,154,732	350,240,476	850,025,181	770,003,343	354,331,344	965,940,395	1,445,722,076	1,367,953,656	721,484,434

NM Exports to the World, to Mexico, and Doña Ana Exports to the World



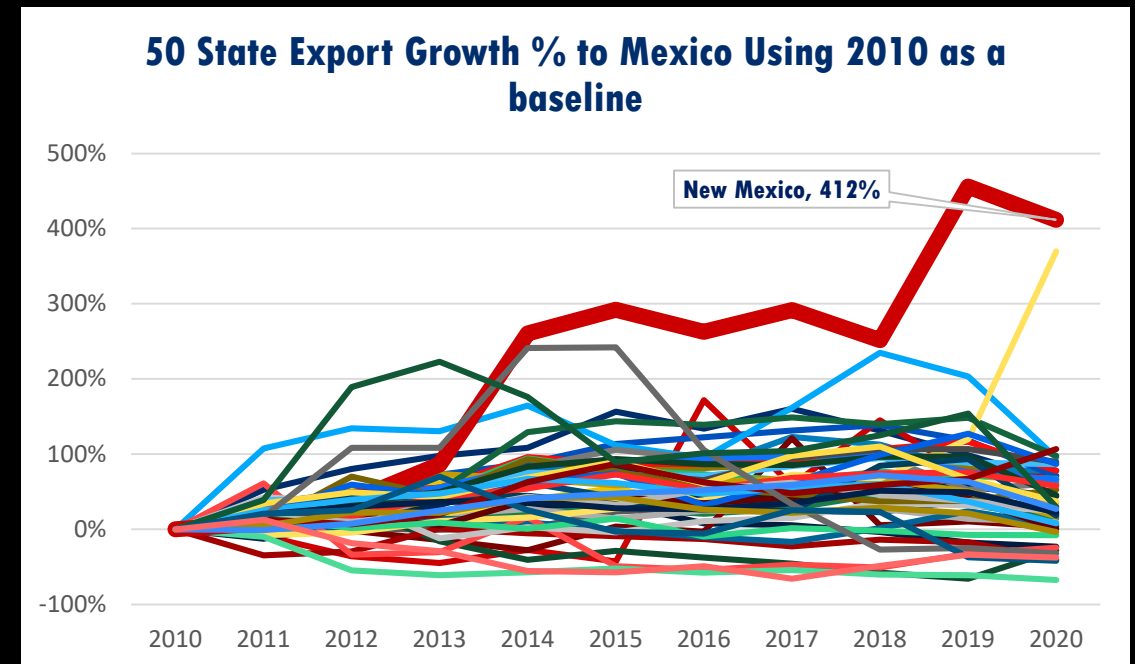
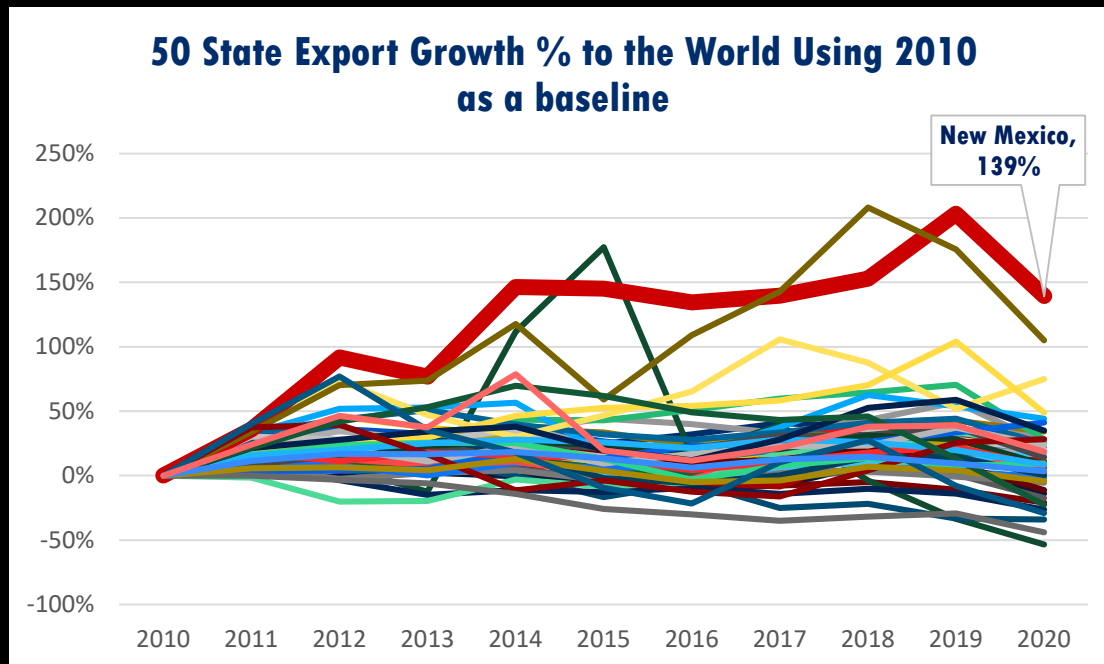
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■ Doña Ana	602,991,454	654,829,801	746,148,796	432,990,135	1,346,343,223	1,593,747,186	1,568,597,942	1,390,175,350	1,467,463,691	2,408,000,000

NM's Top 5 Export Destinations and their % of Total Exports 2020



Comparisons

- NM has had the highest growth % of exports to the world and to Mexico for the past 11 years. Since 2010, NM exports to the world have grown 139% and exports to Mexico have grown 412%. In 2010, NM ranked 47th in exports to the world and by 2020 reached 43rd. Similarly, in 2010 NM ranked 35th in exports to Mexico and in 2020 reached 17th.



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

POE		2020 TOTAL		2020 EXPORTS		2020 IMPORTS	
1	Laredo, TX (Port)	205,875,226,937	-11%	80,006,632,411	-16%	125,868,594,526	-8%
2	Otay Mesa, CA (Port)	46,002,459,223	-6%	15,056,544,441	-11%	30,945,914,782	-4%
3	Ysleta, TX (Port) ‡	42,641,877,751		13,799,650,675		28,842,227,076	
4	Hidalgo, TX (Port)	33,051,301,745	-10%	11,478,762,335	-13%	21,572,539,410	-8%
5	El Paso, TX (Port) ‡	29,980,326,994		15,190,524,591		14,789,802,403	
	El Paso and Ysleta ‡	72,622,204,745	-8%	28,990,175,266	-9%	43,632,029,479	-8%
6	Eagle Pass, TX (Port)	28,131,729,177	-5%	7,570,882,949	2%	20,560,846,228	-7%
7	Santa Teresa, NM (Port)	24,001,435,295	-21%	9,917,815,982	-30%	14,083,619,313	-14%
8	Nogales, AZ (Port)	22,413,360,403	-14%	8,478,563,440	-19%	13,934,796,963	-11%
9	Brownsville, TX (Port)	17,378,770,967	-8%	8,483,748,089	-9%	8,895,022,878	-8%
10	Calexico-East, CA (Port)	15,791,318,893	-11%	5,531,339,370	-17%	10,259,979,523	-8%
11	Del Rio, TX (Port)	4,201,997,857	-19%	1,632,288,004	-21%	2,569,709,853	-17%
12	Calexico, CA (Port)	378,278,030	-8%	378,278,030	-8%	0	-100%
	Columbus, NM (Port)	144,625,541	3%	9,123,273	-62%	135,502,268	16%

Project Updates

New Spec Building – Blue Road Investments

315,000 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 Waste. High Efficiency.

Industrial Ave.

 **BLUE ROAD INVESTMENTS**

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

Lot 4b

Lot 6a

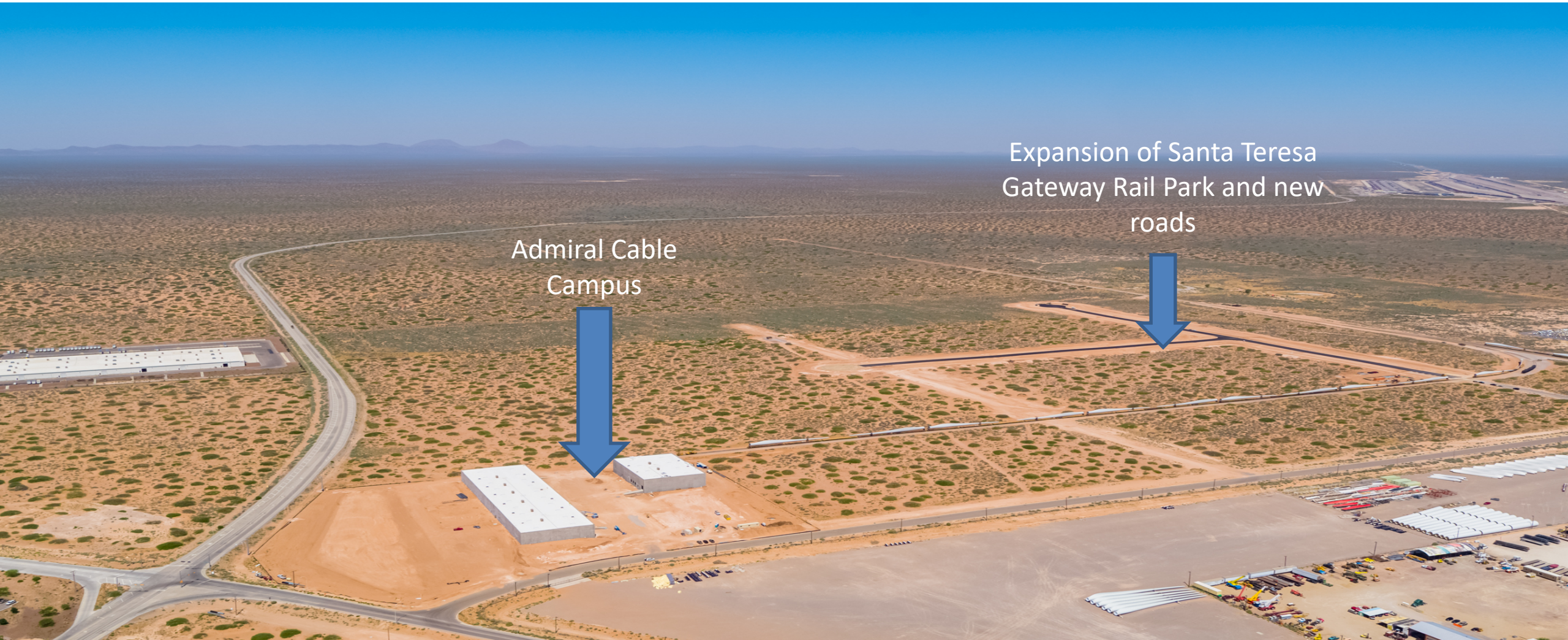
Road Construction for Xxentria



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.



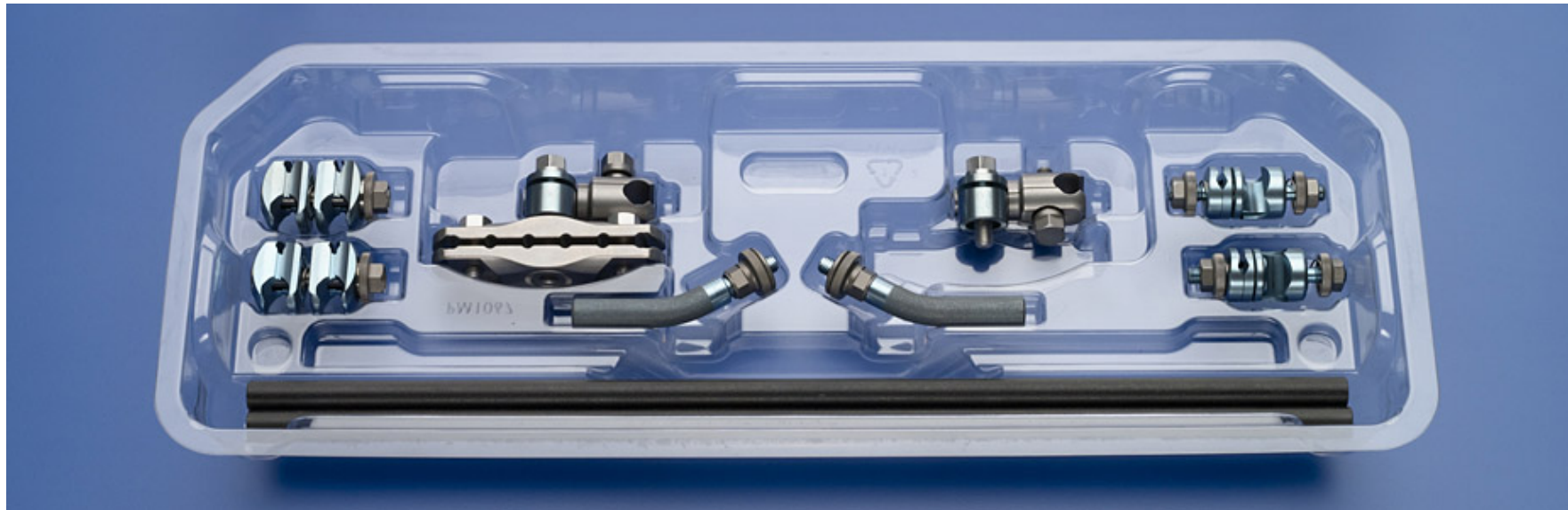
Admiral Cable
Campus

Expansion of Santa Teresa
Gateway Rail Park and new
roads

Admiral Cable



Prent Thermoforming



W Silver Recycling

120,000 sf building



Two Mexican Produce Importers

Airport Park

32,000 sf and 67,000 sf



San Jeronimo - Sunrise Confections

200,000 sf

500 employees



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

A Shot at Reshoring/Near-shoring New Mexico Trade Office in Taiwan



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