

# NM Export Update:

Presented by:



**NMIBA**

INTERNATIONAL BUSINESS ACCELERATOR  
New Mexico Small Business Development Center Network

The **New Mexico International Business Accelerator (or IBA)** is part of the NM Small Business Development Center Network and administered by Western NM University.



Although part of the **NMSBDC** network, the IBA is 100% funded by the state and therefore can help businesses of all sizes in the state. As a state funded program, the IBA's services are provided free of charge.



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# **Transforming New Mexico's Economy by Connecting it to the World**

- In support of the mission above, the IBA is charged by the state to:
  - **Grow New Mexico's Exports**
  - **Be NM's International Trade and Border Expert**



# Grow New Mexico's Exports

the IBA does **5** things:

## 1. **Recruit**

export industries to NM.

## 2. **Counsel**

our clients on international trade.

## 3. **Assist**

our clients with navigating federal, state, and local governments and agencies.

## 4. **Build**

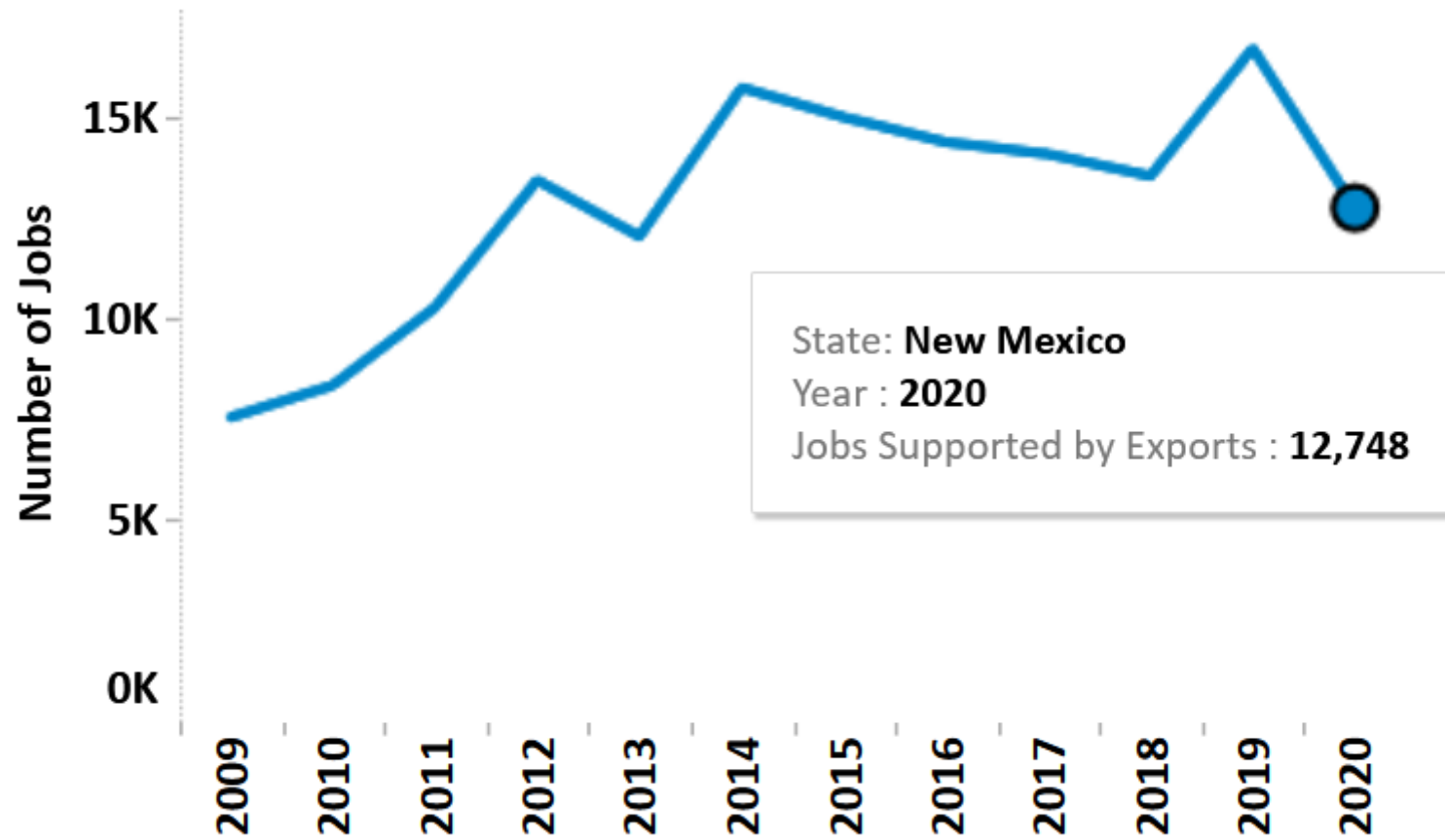
a statewide supply chain through the Supply the Supplier program.

## 5. **Grow**

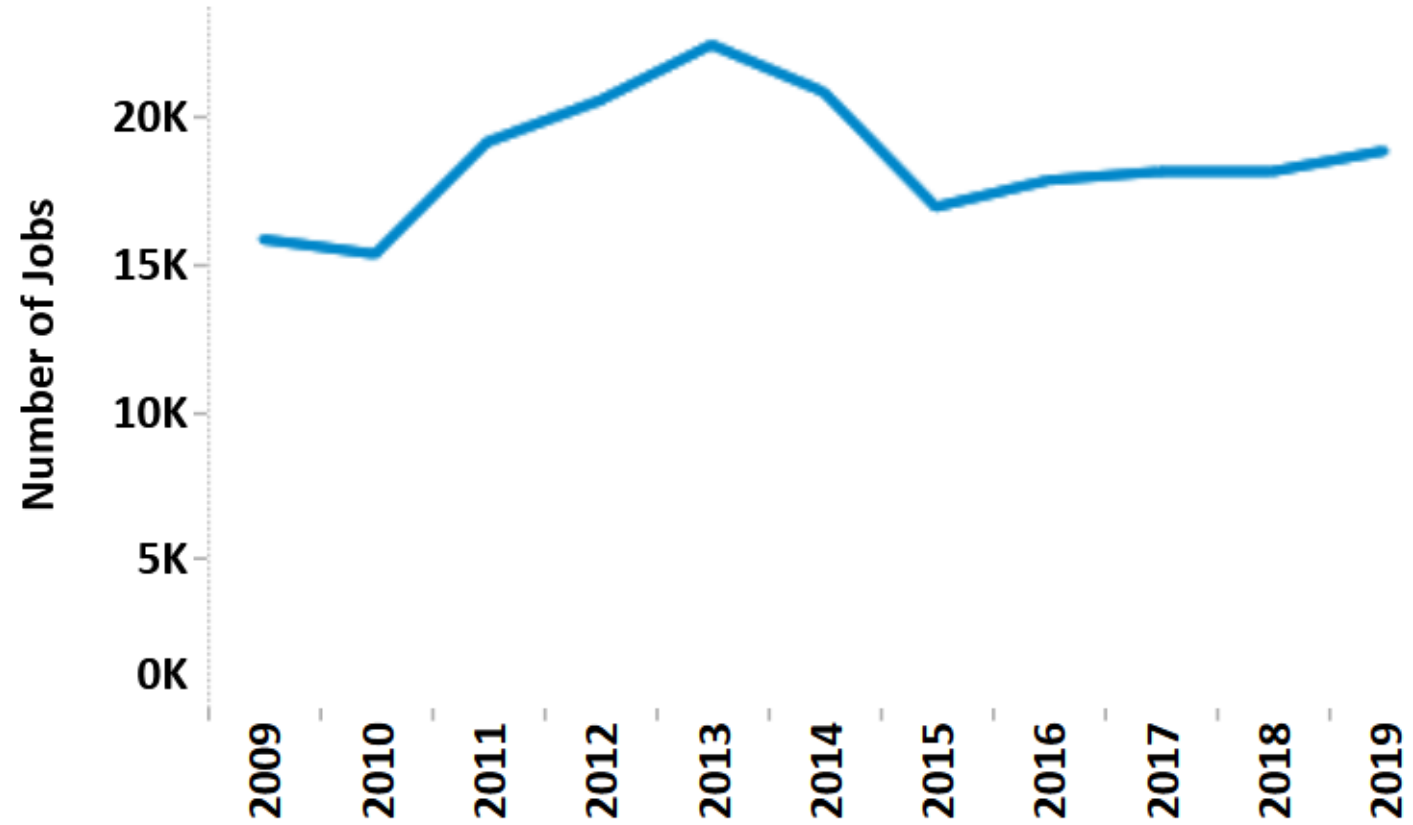
and identify international markets for NM industry and businesses through research and trade missions.



# Jobs Supported by NM Exports



# NM Jobs in Foreign-Owned Firms



# NM Exporters

EXPORTERS

1,075

New Mexico companies exported goods in  
2019

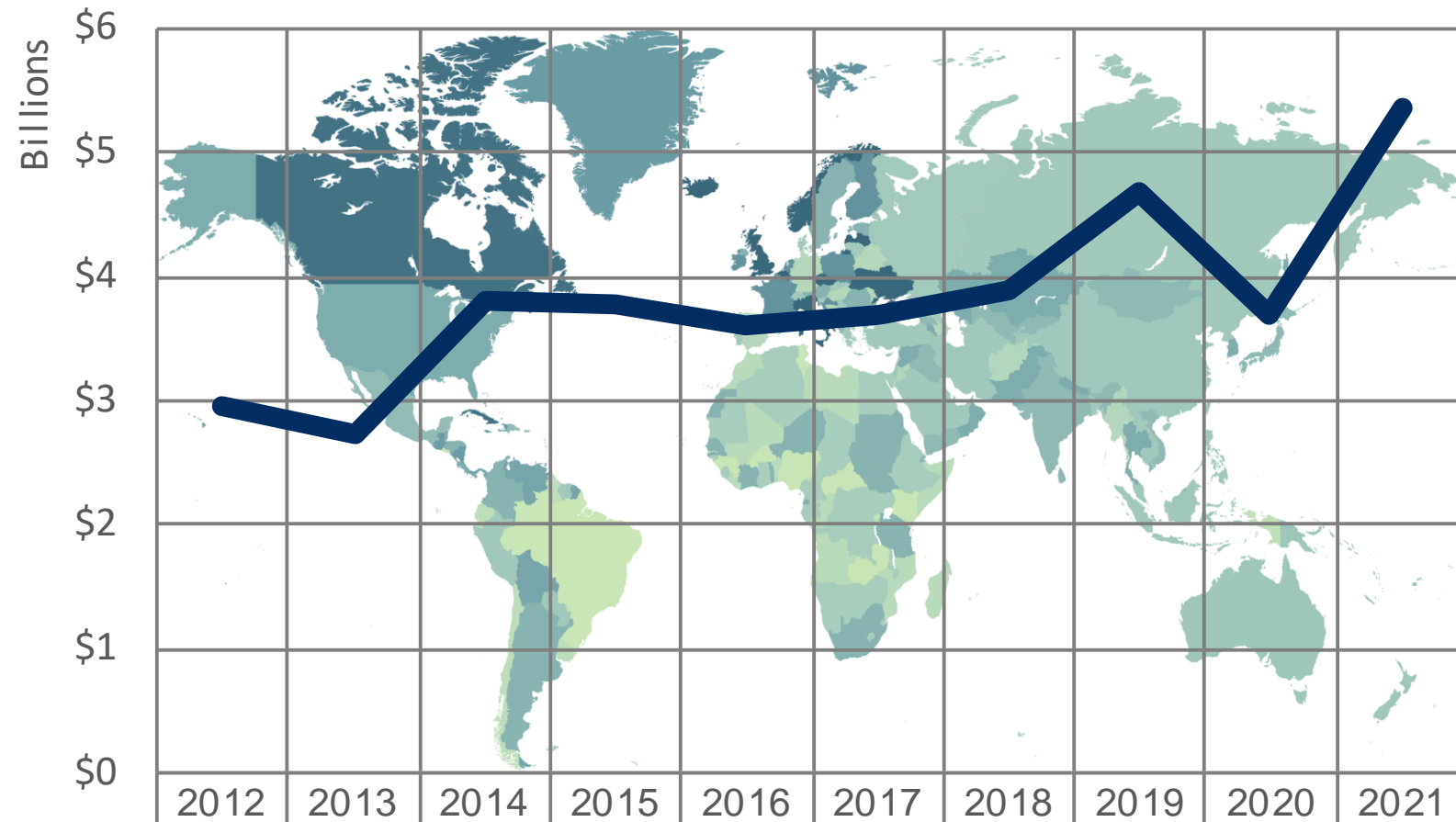
86%

of them were small- and medium-sized  
enterprises (SMEs)\*

\* SMEs are businesses that employ fewer than 500 employees.



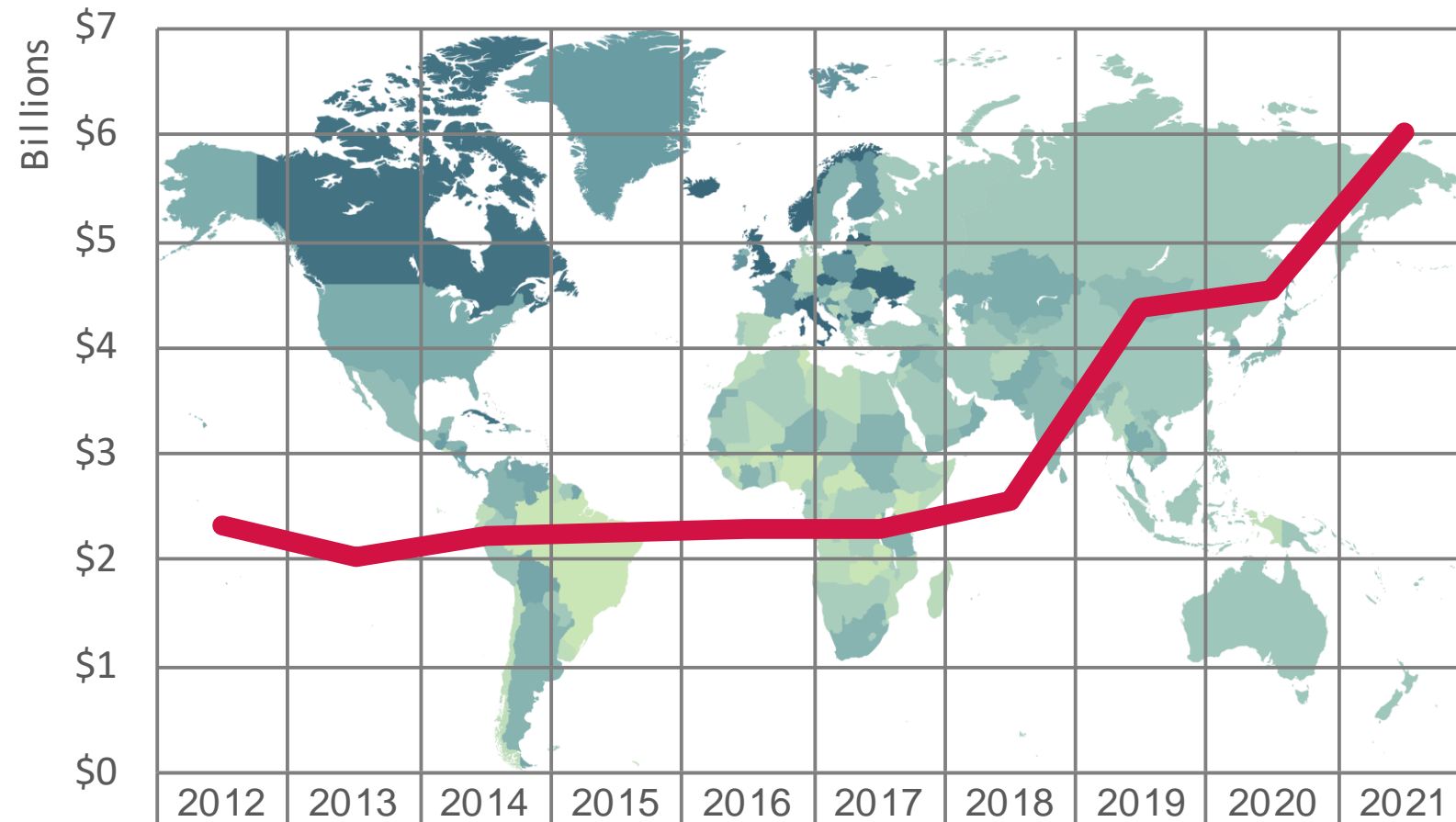
# NM Exports to the World



**2021 was a record year for NM's exports at \$5.4 Billion.**

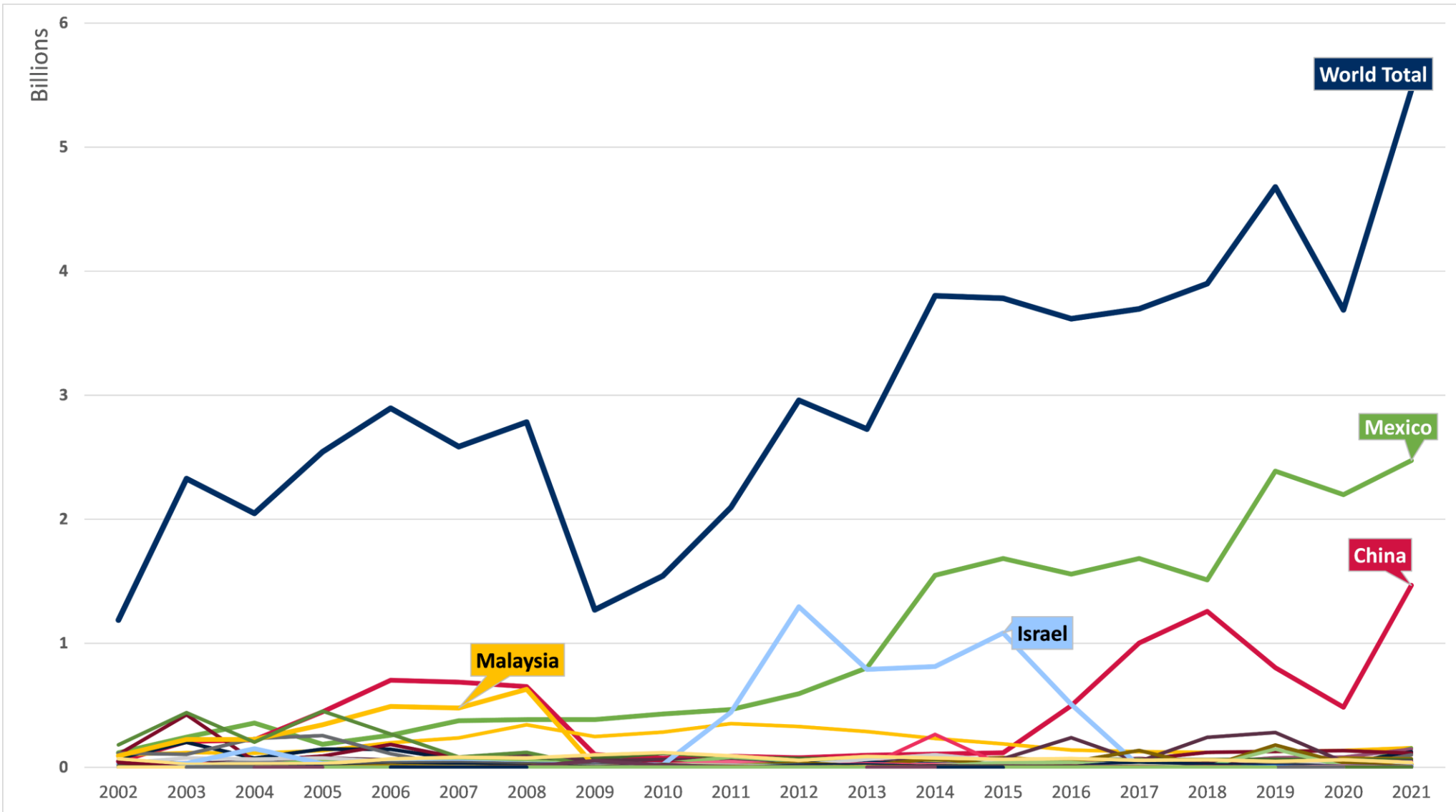
NM Exports	2,957	2,726	3,801	3,781	3,616	3,695	3,899	4,678	3,688	5,378
% Change	41%	-8%	39%	-1%	-4%	2%	6%	20%	-21%	46%

# NM Imports from the World

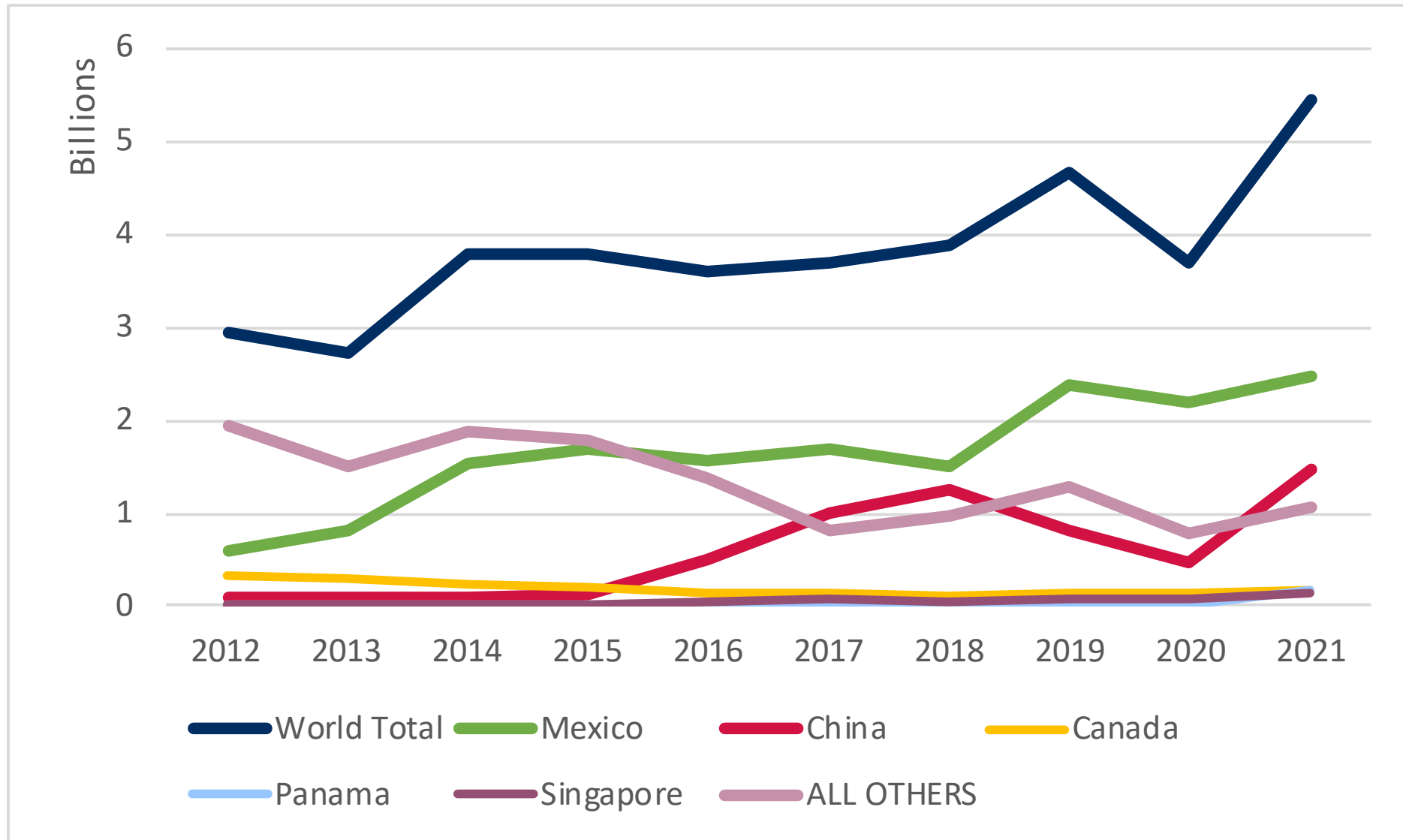


	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
NM Imports	2,325	2,016	2,232	2,248	2,290	2,277	2,558	4,388	4,546	6,029
% Change	-8%	-13%	11%	1%	2%	-1%	12%	72%	4%	33%

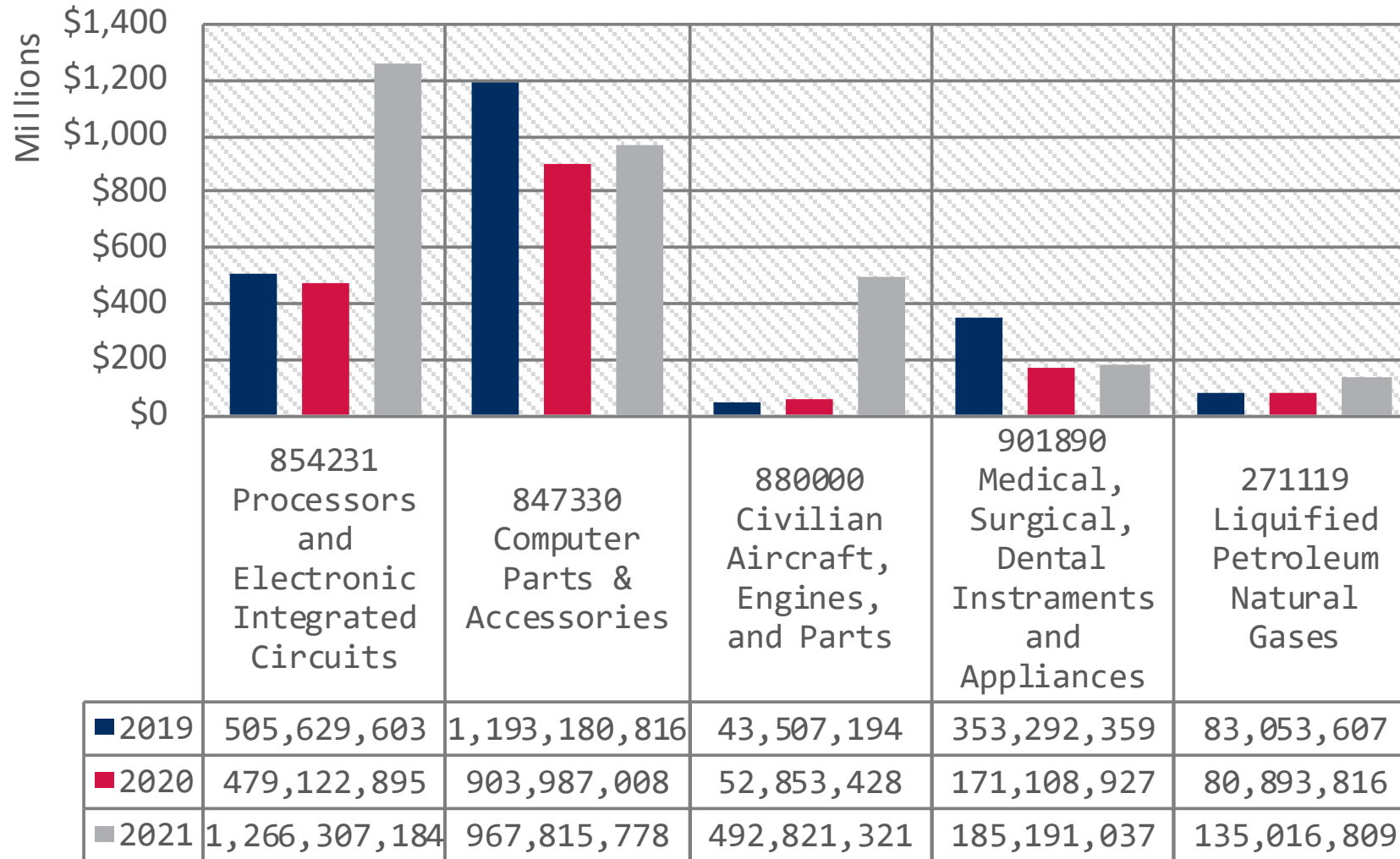
# NM Exports to All Countries



# NM's Top 5 Export Destinations



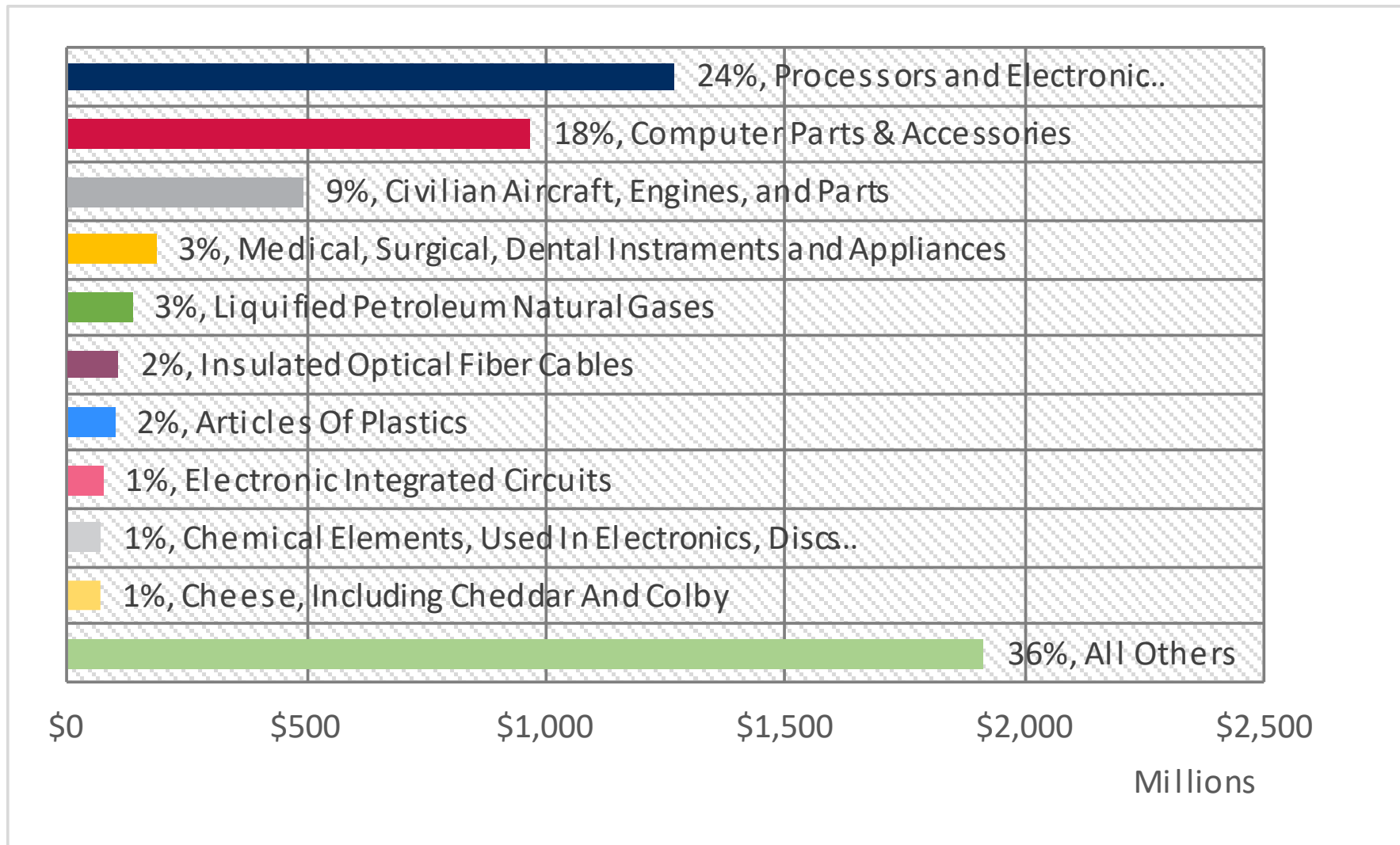
# NM's Top 5 Export Products



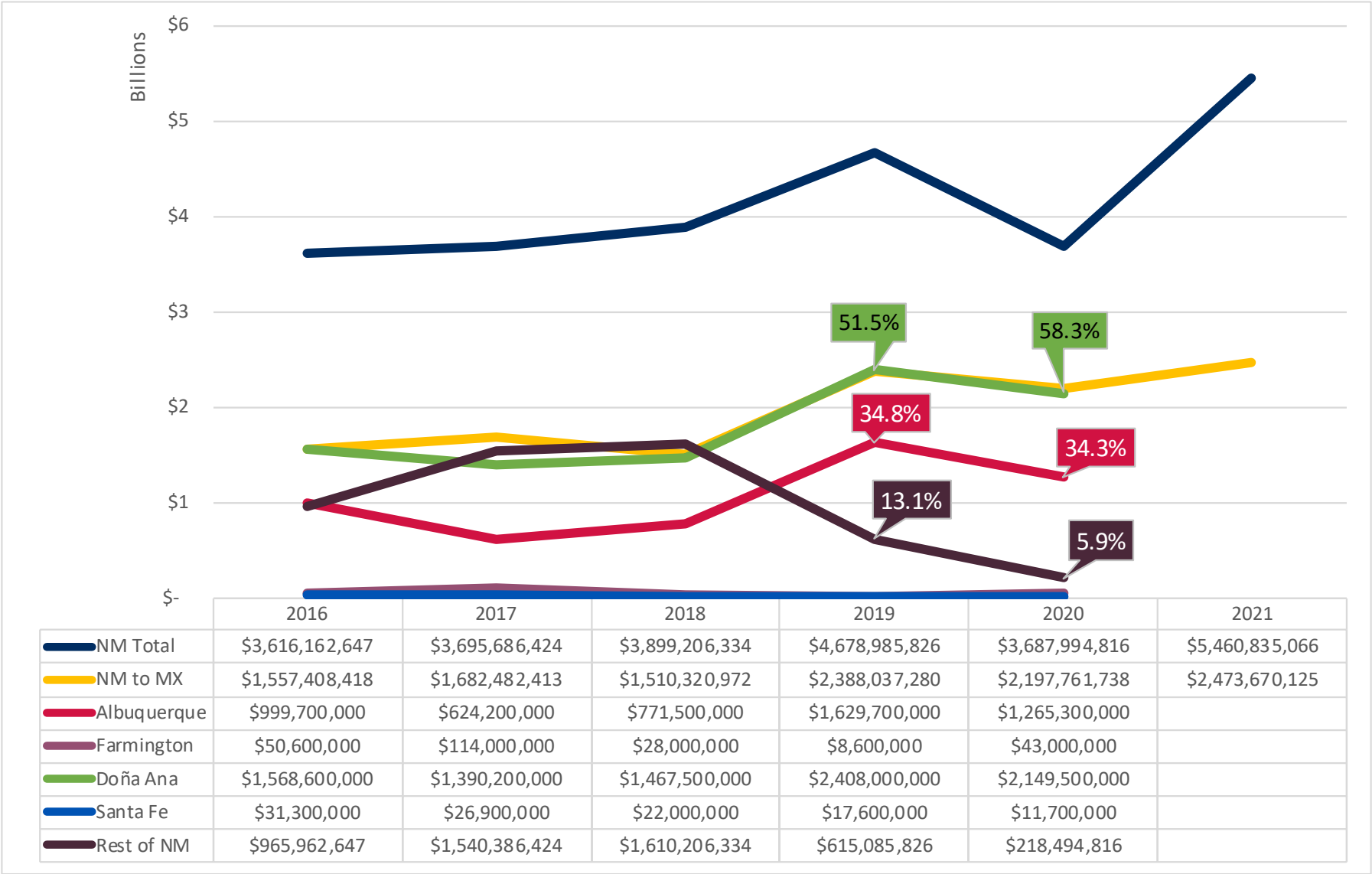
**Generally speaking, processors are going to China and computer parts are going to Mexico.**

**Natural Gas exports are going entirely to Mexico via two pipelines in Santa Teresa**

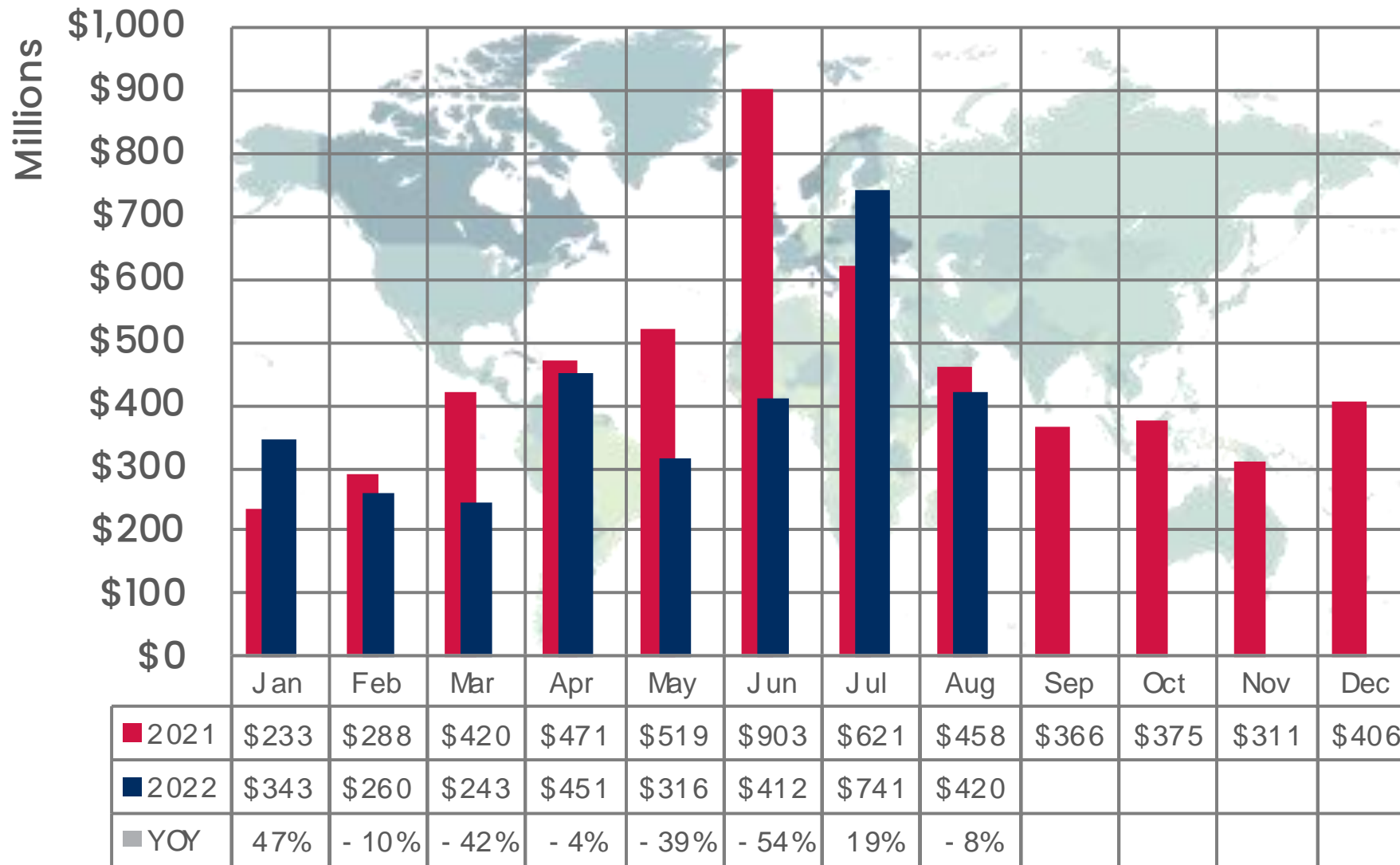
# NM's Top 5 Export Products



# Exports by Municipal Statistical Area



# NM Monthly Exports to the World



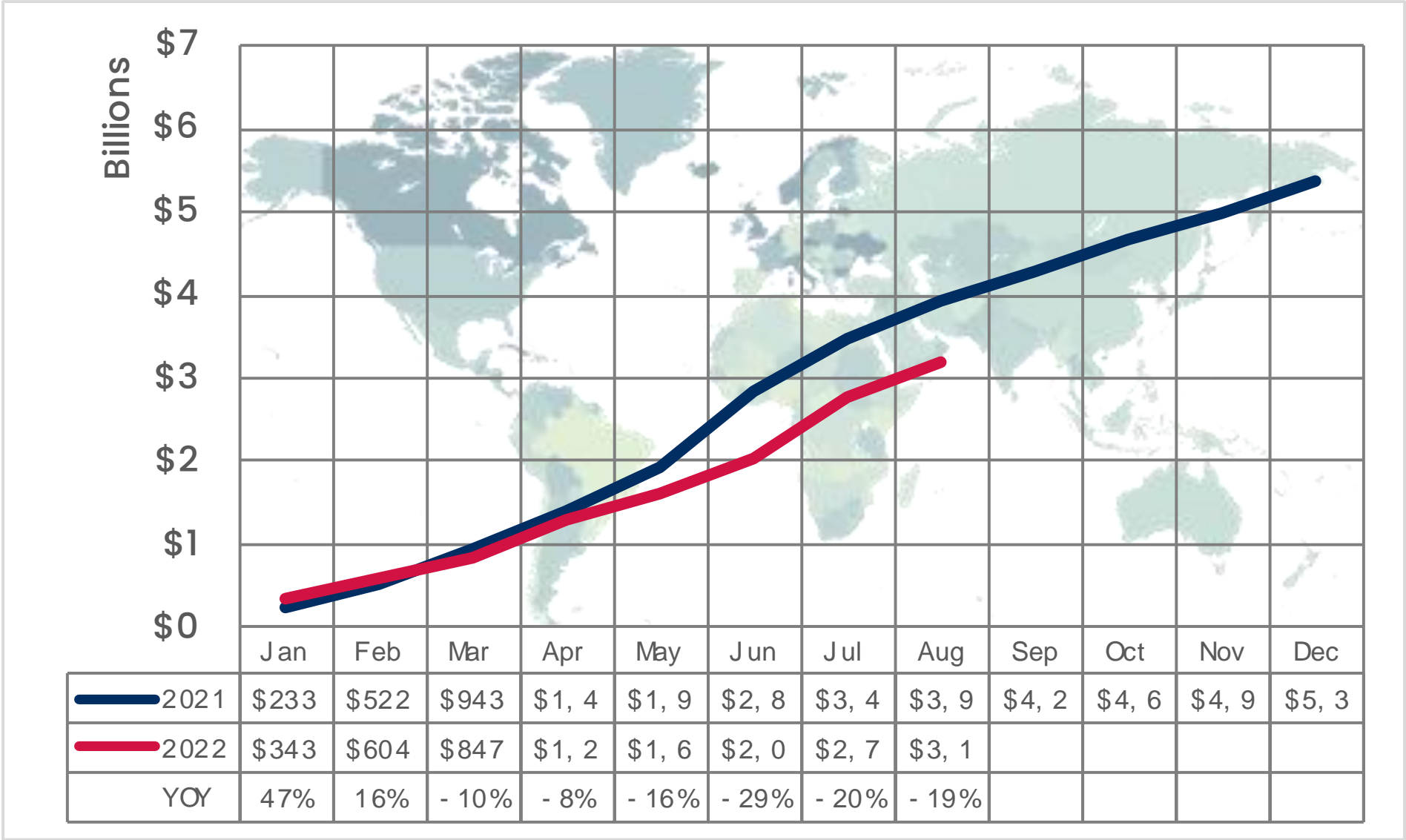
**Of all states and territories, NM ranks 43<sup>rd</sup> in exports to the world.**

Source: U.S. Census Bureau





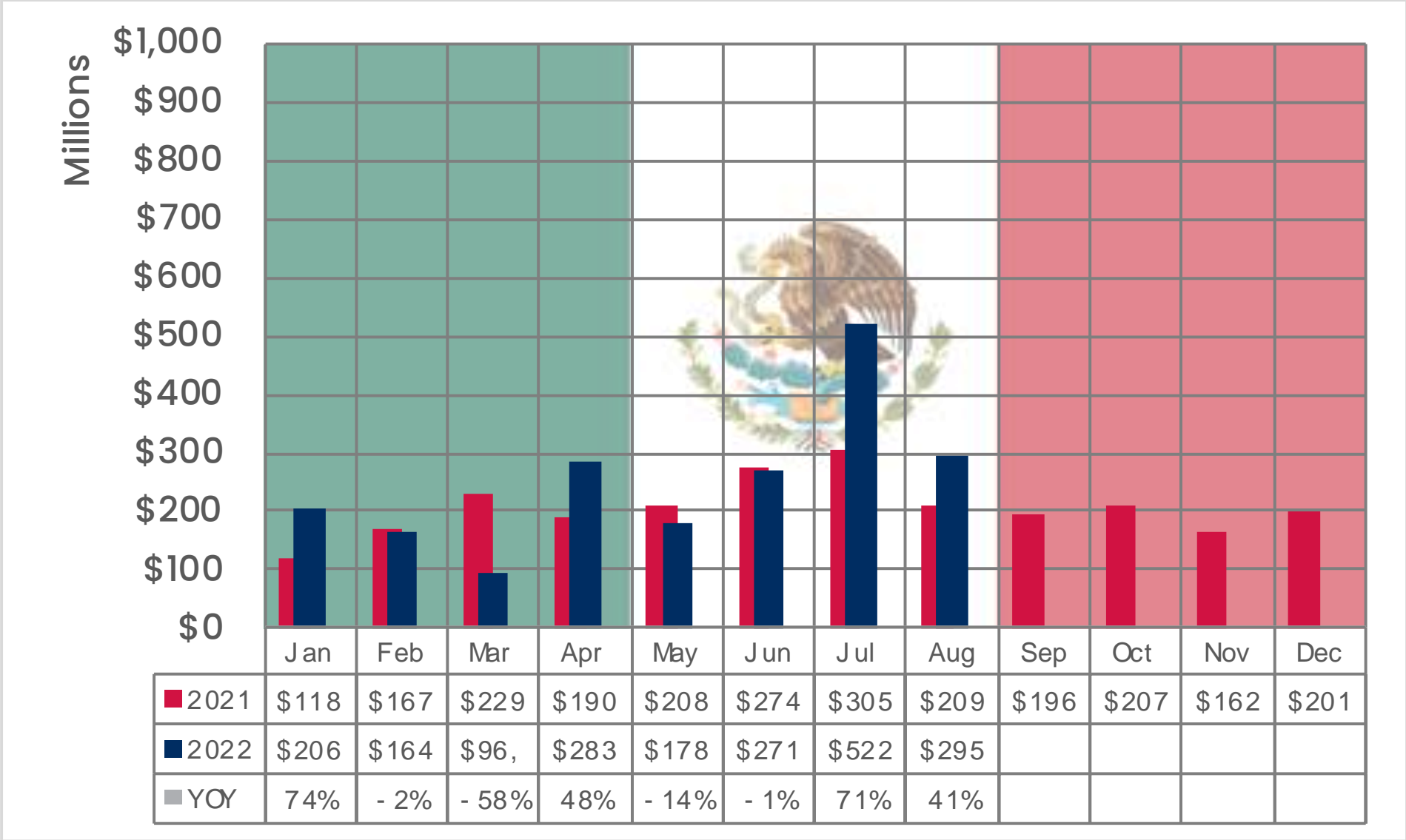
# NM Year To Date Exports to the World



Source: U.S. Census Bureau



# NM Monthly Exports to Mexico

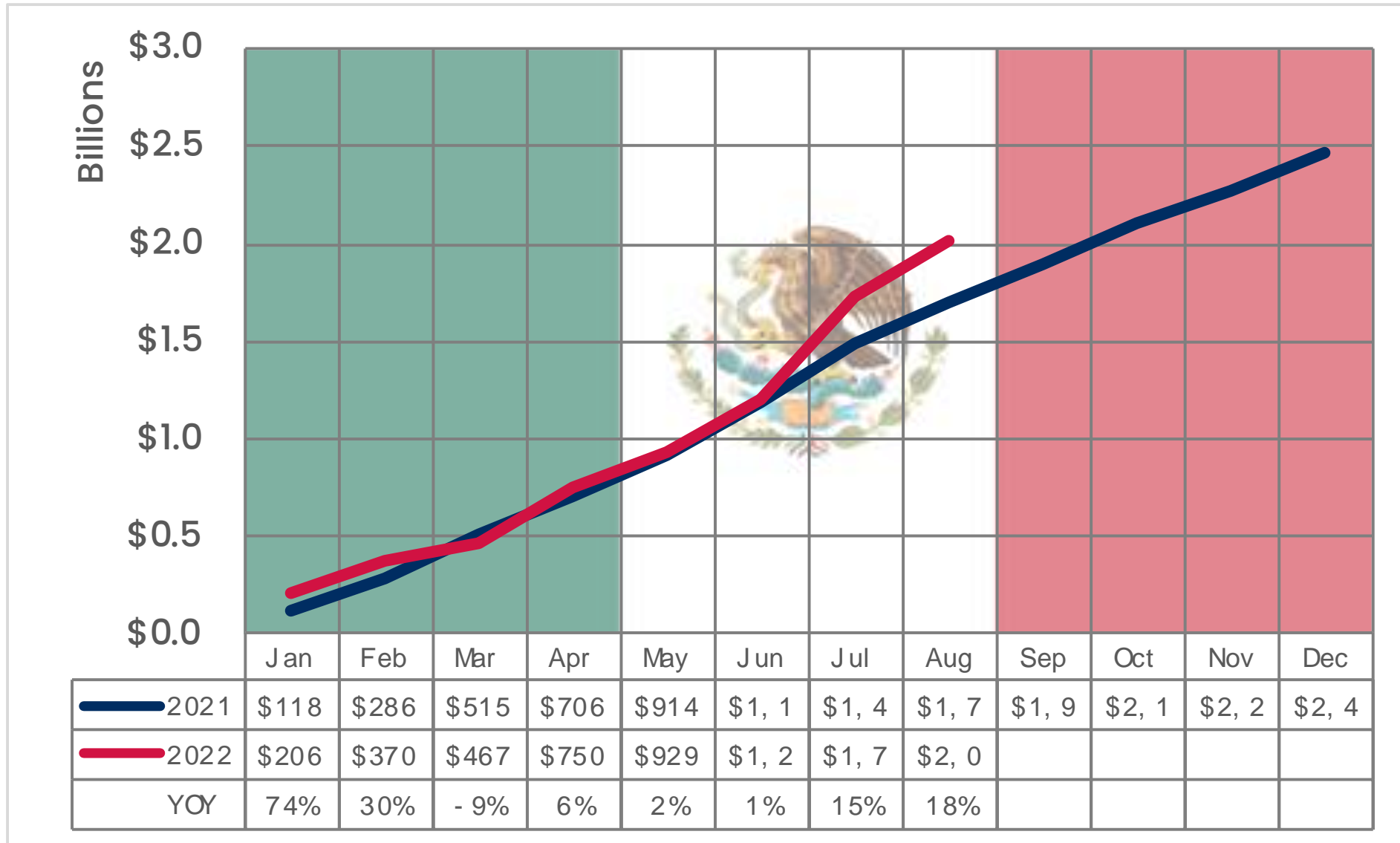


Of all states and territories, NM ranks 21<sup>st</sup> in exports to Mexico.

Source: U.S. Census Bureau

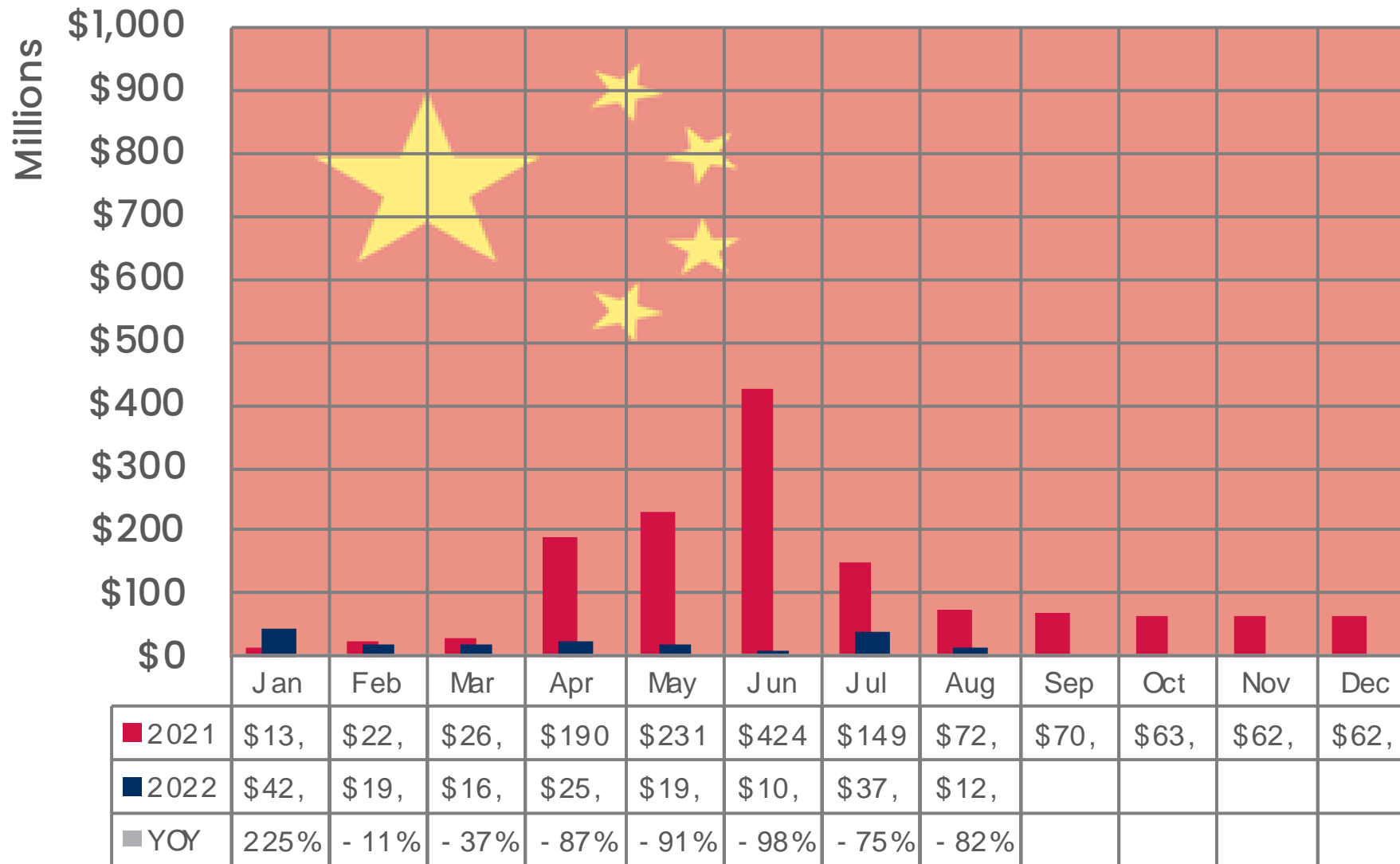


# NM Year To Date Exports to Mexico



Source: U.S. Census Bureau

# NM Monthly Exports to China

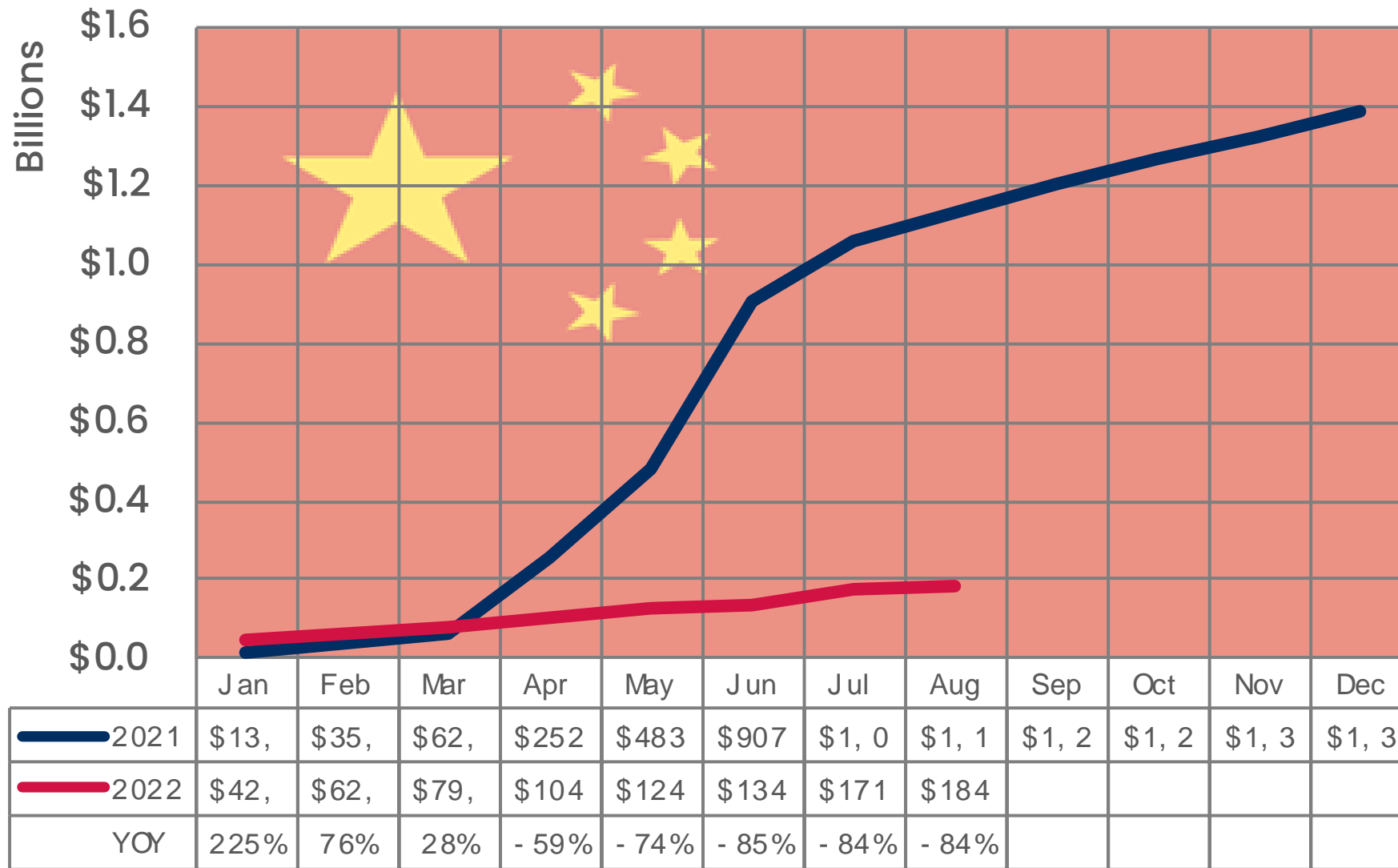


Of all states and territories, NM ranks **46<sup>th</sup>** in exports to China.

Source: U.S. Census Bureau



# NM Year To Date Exports to China



Source: U.S. Census Bureau

# Source:

All data in this presentation is from USA Trade Online, part of the U.S. Census Bureau.  
<https://usatrade.census.gov/>

The screenshot shows the USA Trade Online website. At the top, it says "An official website of the United States government" and "United States Census Bureau". The main navigation bar includes "USA Trade® Online", "Subscribers Sign-In", "SIGN-UP NOW", "LOG IN", "ACCOUNT", and "Forgot Account Information?". The main content area features a "NEW U.S. and World Population Clock" with a world map and various data visualizations. Below this, there are navigation tabs for "About USA Trade® Online", "Trade Resources", "Release Schedule", and "Help and FAQs". The "About USA Trade® Online" section is expanded, showing the text: "The Official Source of Trade Statistics", "Provided by the U.S. Census Bureau, USA Trade® Online is a dynamic data tool that gives users access to current and cumulative U.S. export and import data. With multiple data sets and capabilities, USA Trade® Online can assist different types of customers from a wide range of industries and fields. Manufacturers and other businesses wishing to expand their business globally can utilize USA Trade® Online to identify new markets, evaluate existing markets, and perform other market research tasks. The data available through this tool can also support economists in interpreting economic news and performing academic research, as well as assist governments and federal agencies in analyzing domestic and international trade policies.", "Data are updated each month with the release of the latest U.S. International Trade in Goods and Services Report. Data release schedule can be accessed [here](#).", and "List of Available Data" with a link to "For a list of available data [click here](#)."

United States Border Station  
Santa Teresa, New Mexico

# Any Questions?

Let us know on Facebook or by emailing us  
at [info@nmiba.com](mailto:info@nmiba.com)



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