

# New Mexico's Border: Status, Vision and Action



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# NM's Exports to the World

	2014	2013	% Change 2013 - 14	% of Total
World	3,788,924,922	2,727,517,226	39%	100%
1 Mexico	1,549,325,025	800,733,264	93%	41%
2 Israel	811,517,188	788,477,431	3%	21%
3 Italy	264,129,615	9,403,901	2709%	7%
4 Canada	218,665,051	288,918,108	-24%	6%
5 China	105,663,463	96,356,470	10%	3%
6 Ireland	100,881,314	64,299,308	57%	3%
7 Japan	73,795,766	40,498,106	82%	2%
8 Saudi Arabia	72,108,429	11,796,907	511%	2%
9 Germany	63,453,669	67,861,053	-6%	2%
10 Belgium	59,196,098	44,667,235	33%	2%
11 South Korea	41,712,731	21,232,040	96%	1%
12 Brazil	33,272,207	40,999,601	-19%	1%
13 United Kingdom	30,026,241	37,620,398	-20%	1%
14 Australia	28,079,578	40,398,360	-30%	1%
15 Singapore	26,120,059	23,298,559	12%	1%

# NM's Exports to Mexico Category Breakdown 2014

## **New Mexico Exports to Mexico (top 12 categories):**

<b>TOTAL</b>	<b>1,549,325,025</b>
334--COMPUTER AND ELECTRONIC PRODUCTS	755,344,129
335--ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	114,713,367
332--FABRICATED METAL PRODUCTS, NESOI	113,930,475
324--PETROLEUM & COAL PRODUCTS	108,627,797
336--TRANSPORTATION EQUIPMENT	91,014,258
326--PLASTICS & RUBBER PRODUCTS	66,407,257
930--USED OR SECOND-HAND MERCHANDISE	63,658,176
311--FOOD MANUFACTURES	51,977,950
333--MACHINERY, EXCEPT ELECTRICAL	42,665,342
322--PAPER	37,899,317
325--CHEMICALS	32,760,363
331--PRIMARY METAL MFG	19,118,719

# Exports to Mexico by State Rank 2014

Rank	State	2014 Exports
1	Texas	102,634,656,412
2	California	25,419,172,467
3	Michigan	10,803,992,075
4	Arizona	8,638,207,759
5	Illinois	7,924,398,678
6	Louisiana	7,320,418,131
7	Unallocated	7,024,470,955
8	Ohio	5,988,395,588
9	Indiana	5,023,259,103
10	Tennessee	4,771,373,510
11	Pennsylvania	3,732,479,367
12	North Carolina	3,011,731,437
13	Georgia	2,977,795,598
14	New York	2,875,881,299
15	Wisconsin	2,836,449,325
16	Washington	2,735,990,556
17	New Jersey	2,657,844,799
18	Missouri	2,349,639,780
19	Alabama	2,338,179,985
20	Iowa	2,331,764,476
21	Massachusetts	2,319,558,654
22	Kentucky	2,309,461,541
23	Minnesota	2,240,371,806
24	Florida	2,213,669,798
25	South Carolina	2,115,217,057
26	Kansas	1,783,343,183
27	New Mexico	1,549,325,025

Rank	State	2014 Exports
28	Nebraska	1,339,377,608
29	Connecticut	1,280,832,296
30	Mississippi	1,225,378,071
31	Virginia	1,218,591,594
32	Colorado	1,068,517,516
33	Utah	741,436,714
34	Arkansas	737,553,437
35	Oklahoma	610,322,201
36	Puerto Rico	573,106,993
37	Maryland	461,651,469
38	New Hampshire	449,556,845
39	Nevada	405,299,283
40	Oregon	372,485,319
41	South Dakota	343,691,408
42	North Dakota	320,104,430
43	Idaho	301,060,445
44	West Virginia	238,015,231
45	Vermont	213,043,052
46	Rhode Island	195,892,470
47	Delaware	108,461,395
48	Montana	92,840,181
49	Maine	53,505,266
50	Wyoming	30,783,996
51	Alaska	9,808,637
52	District of Columbia	4,800,436
53	Hawaii	1,544,640
54	Virgin Islands	1,472,080

# Facts:

- Until recently, Intel has accounted for up to 60% of NM's total exports
- NM led the nation in export growth percentage in 2012 (42%), but saw a net decrease in exports in 2013 (\$2.96B to \$2.71B)
- In 2014, NM exports increased by 39% or \$1B to \$3.789 ):
  - Las Cruces MSA led nation in increase of exports during last three years (210%: \$433M to \$1.346B)
  - Farmington MSA was #2 in nation (140%: \$35M to \$83.4M)
  - Santa Fe MSA was #5 in nation (102%: \$18.7M to \$37.8)  
=> *NM has more than doubled total exports over the past four years*
- NM exports to Mexico grew 33% (\$603M to \$802M) in 2013.
- NM led the nation in export growth percentage to Mexico in 2014 (93%: \$800.7M to \$1.55B):
- Most of Dona Ana County's exports go to Mexico – most of the county's exports originate in Santa Teresa (assume \$1B comes from Santa Teresa = 65% of total)
- More than \$1 to 1.5 billion of products crosses the Santa Teresa Port monthly – three years ago this was \$1 billion per year.
- Intel is now accounting for between 30% and 35% of total state exports
- Largest exporters (by city) to Mexico:
  - #1 Detroit
  - #2 Los Angeles
  - #3 Houston
  - #4 El Paso
  - #5 San Diego

# Meat and Potatoes:

Lion's share of the state's exports to Mexico is comprised of industrial inputs/components that New Mexico's industrial base is exporting to Mexico's maquiladora industry:

- ▶ Manufactured steel components
- ▶ Plastic injection components
- ▶ Packaging materials
- ▶ Other production inputs

## Number and Location of Maquiladoras in Region

City	Number of Maquiladoras
Juarez	260
Chihuahua City	85
Delicias	7
Camargo	3
Jiménez	2
Cuauhtemoc	5
Nvos. Casas Grandes	3
Gomez Palacio	20
Cd. Lerdo	3
Torreon	32
<b>TOTAL</b>	<b>420</b>

### Major Land Routes

Corridor Highways

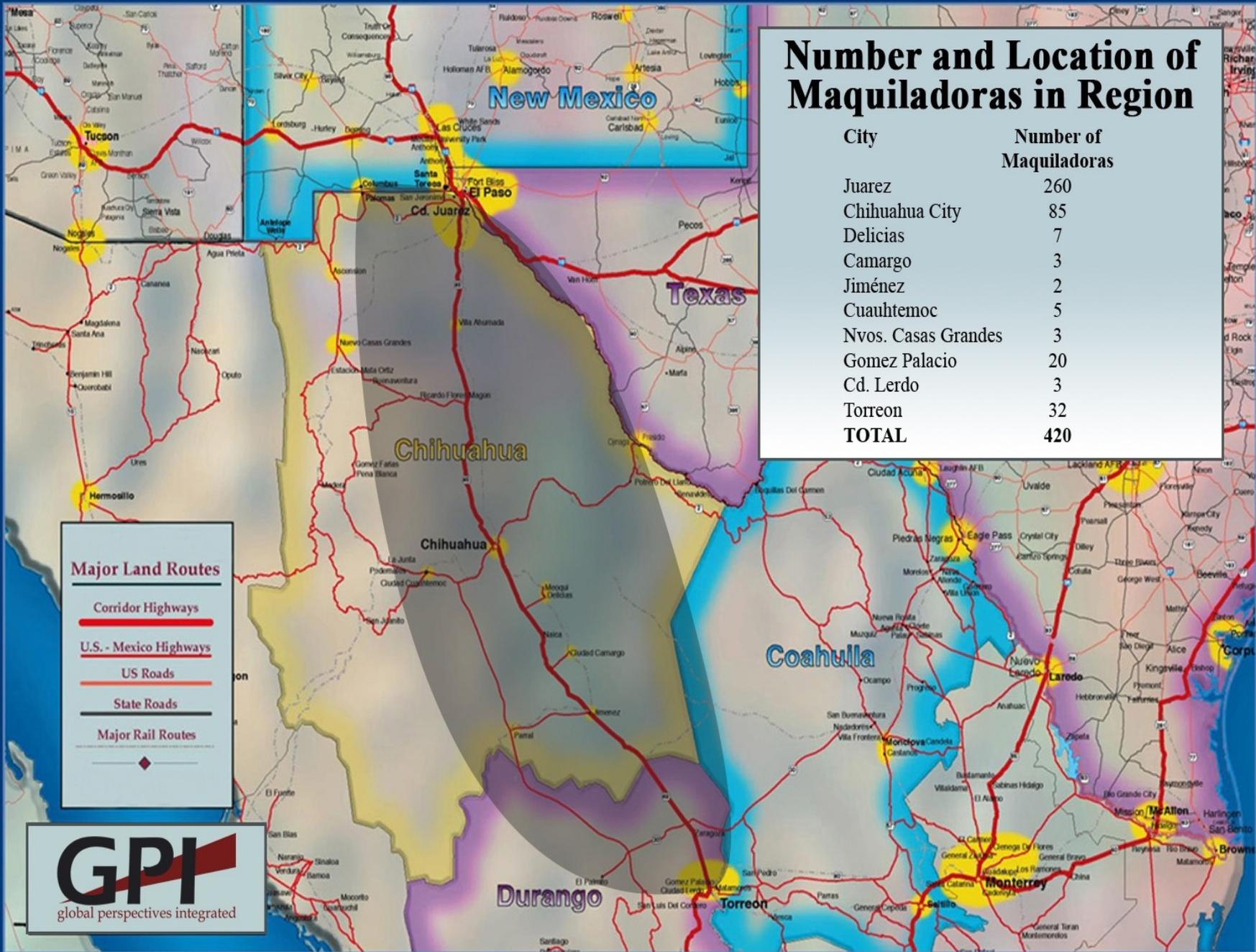
U.S. - Mexico Highways

US Roads

State Roads

Major Rail Routes

**GPI**  
global perspectives integrated



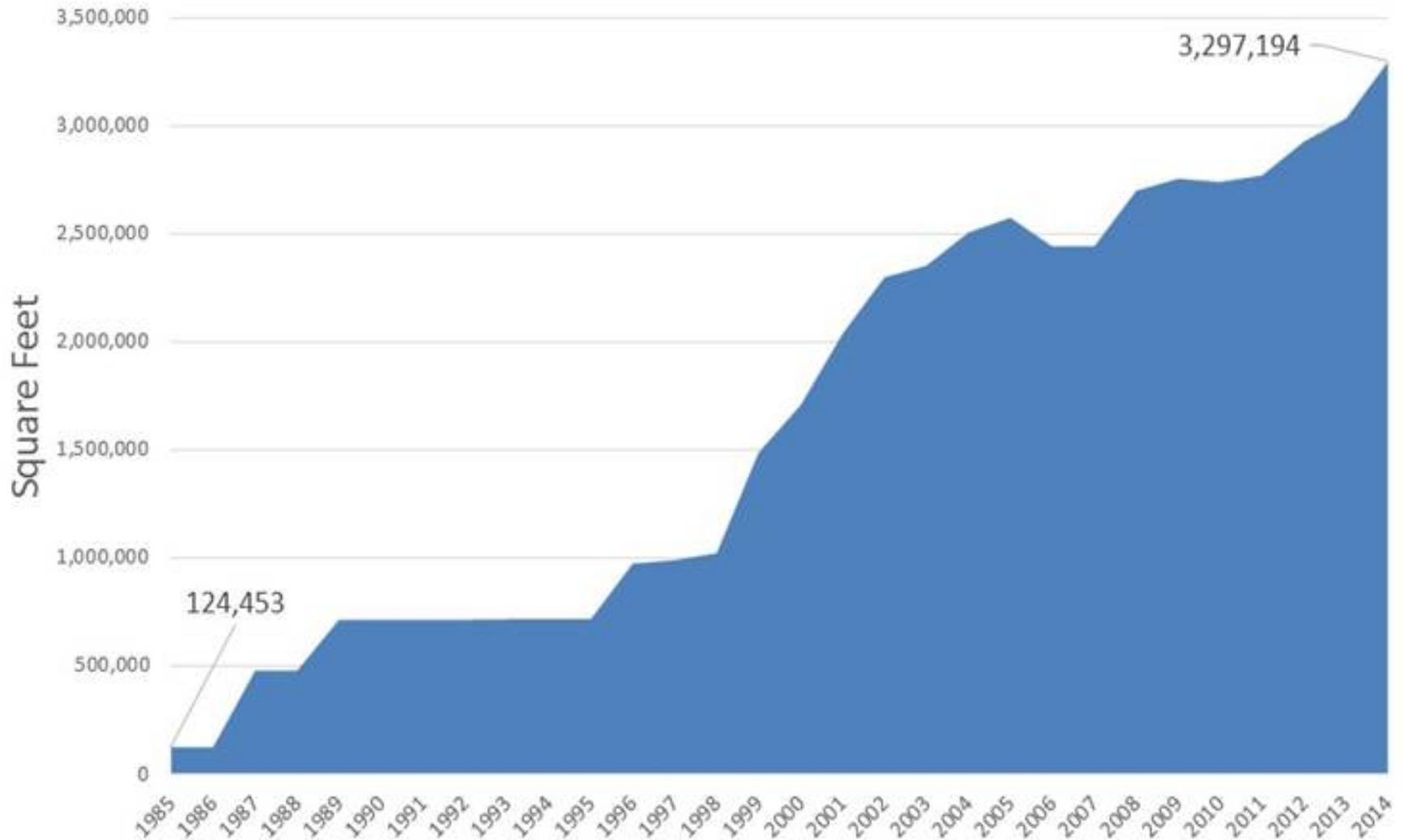


## **Santa Teresa Region Overview:**

- Vacancy in the Santa Teresa industrial parks has gone from 800,000 s.f. six years ago, to 8,000 s.f.
- Four company expansions just completed
- \$12.5 M water/wastewater funding has been committed by the governor and legislature
- \$8.3M recently committed for Santa Teresa's roads
- Other than the oil patches, the Santa Teresa region is one of the bright economic development spots in the state
- Recruitment pipeline as big as it has ever been

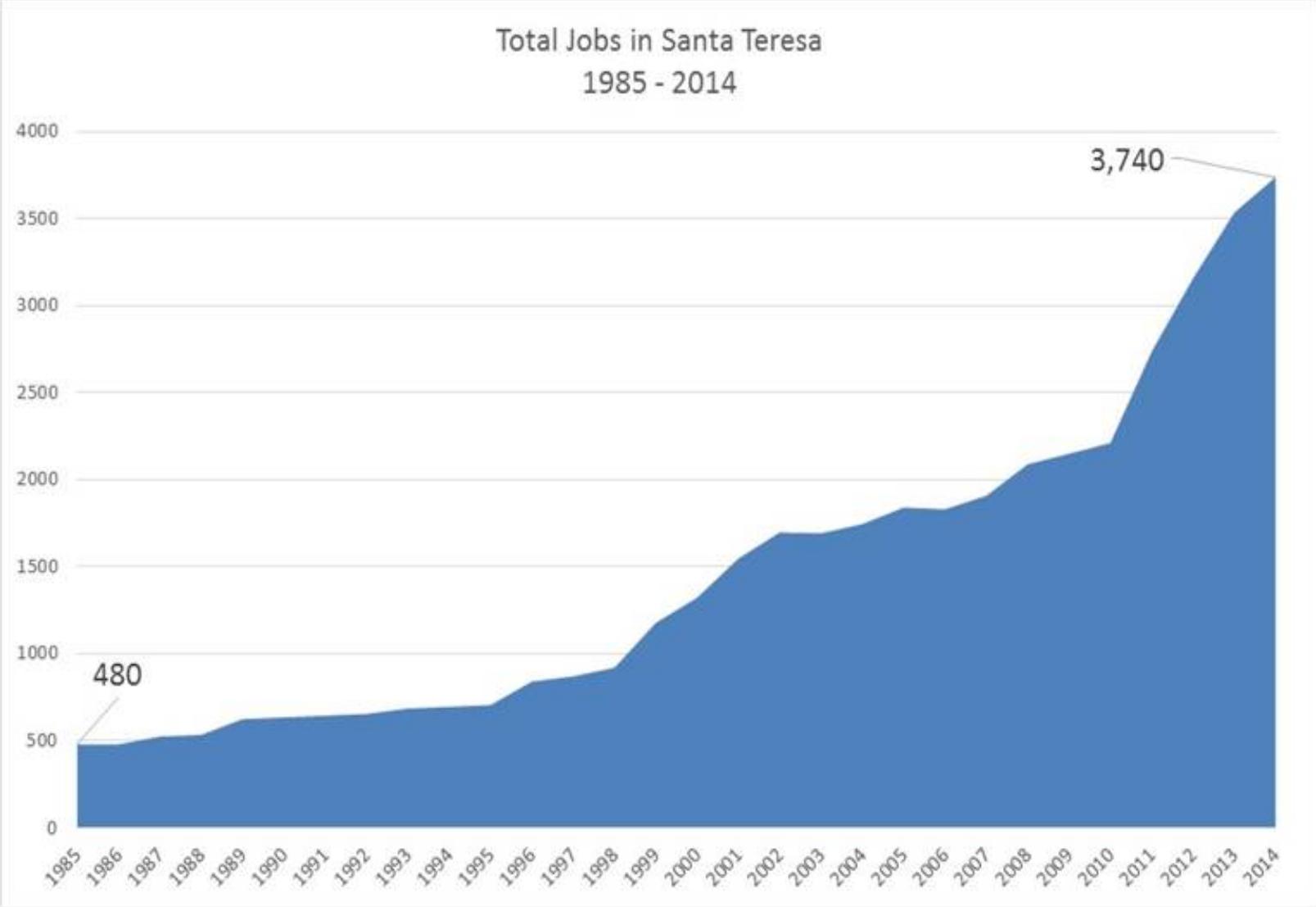
	<u>Year Recruited</u>	<u>Jobs Created</u>	<u>Location</u>	<u>Geographic Location</u>	<u>Activity</u>
<b><u>Company</u></b>					
Lasershield	2007	120	Las Cruces	Urban	alarm systems
D.A., Inc.	2007	42	Santa Teresa	Rural	plastic injection
JH Rose Logistics	2007	26	Santa Teresa	Rural	third-party logistics
MCS	2008	60	Santa Teresa	Rural	frames
Schaefer Outfitter	2008	50	Mesilla Park	Rural	western wear
Menlo Logistics	2008	66	Santa Teresa	Rural	third-party logistics
Expeditors	2009	30	Santa Teresa	Rural	third-party logistics
Universal Plastics	2010	25	Anthony	Rural	plastic recycling
JBC International	2010	12	Chaparral	Rural	plastic recycling
Products USA, LLC	2010	10	Santa Teresa	Rural	food processing
IECSA & Plastics, LLC 10	2010	10	Chaparral	Rural	plastic recycling
Snap Green Industries	2011	40	Chaparral	Rural	plastic recycling
Kalisch	2011	60	Santa Teresa	Rural	metals recycling
TE Connectivity (expansion)	2011	100	Santa Teresa	Rural	telecommunications
	2012	15	Santa Teresa	Rural	Steel slitter and steel coils
Southwest Steel Coil (expansion)					
Interceramic	2012	30	Santa Teresa	Rural	tile distribution center
	2012	12	Santa Teresa	Rural	shortline railroad/logistics services
Southern NM Shortline Railroad (Ironhorse)					
Bizlink	2012	70	Santa Teresa	Rural	wire harnesses
Ferza	2012	30	Santa Teresa	Rural	Transloading/transpotting
	2012	20	Santa Teresa	Rural	third-party logistics
JH Rose Logistics (expansion)					
	2013	30	Santa Teresa	Rural	Steel slitter and steel coils
Southwest Steel Coil (expansion)					
Mallory Metals (expansion)	2013	20	Santa Teresa	Rural	Metal fabrication
CMP	2013	15	Chaparral	Rural	Metal recycling
Twin Cities	2013	50	Santa Teresa	Rural	Transloading/transpotting
W Silver Recycling	2013	20	Santa Teresa	Rural	Metal recycling
Stagecoach	2014	9	Santa Teresa	Rural	Trucking/logistics
ERO Resources	2014	50	Santa Teresa	Rural	Logistics
Transmaritime	2014	15	Santa Teresa	Rural	Logistics
CN Wire	2014	300	Santa Teresa	Rural	Wire manufacturing
CertoPlast	2014	100	Las Cruces	Urban	Automotive tape manufacturing
	2014	12	Santa Teresa	Rural	Steel slitter and steel coils
Southwest Steel Coil (expansion)					
Thrush, LLC	2014	5	Santa Teresa	Rural	Warehousing of sawhorses
Omega Trucking	2014	TBD	Santa Teresa	Rural	Trucking/logistics
	2014	4	Alamogordo	Rural	Unmanned ground vehicle/systems company
Emerging Technology Ventures					
Felhaber and Associates	2014	15	Santa Teresa	Rural	Cold storage and cross-docking
MCS Expansion	2015	20	Santa Teresa	Rural	frames
<b>SUB-TOTAL</b>		<b>1493</b>			
<b>OTHERS:</b>					
Union Pacific	2011	600			
Oak Tree Inn Hotel and Penny's Restaurant	2013	34			
<b>TOTAL</b>		<b>2127</b>			

## Total Occupied Space in Santa Teresa 1985 - 2014



\* Note does not include the UP project or Foxconn

# Santa Teresa Historical Job Creation (Industrial)



# Foxconn:

- Largest maquila in the 45-year history of the industry.
- Assembly of Dell computers – 55,000 per day
- 9,700 employees – approximately 300 northbound trucks through STPOE
- Eventually: 3 million square feet/20,000 employees
- Just announced that it is shutting its Juarez HP operations down and moving them to San Jeronimo
- Customs preclearance project

# Foxconn



Pre-clearance program  
New manufacturing (HP and flat screens)

# Union Pacific





- CUSTOMERS
- EMPLOYEES
- SUPPLIERS
- INVESTORS
- MEDIA
- ABOUT US
- SEARCH

A year after UP's intermodal terminal and locomotive fueling facility officially opened in April 2014, Santa Teresa has become one of New Mexico's hottest industrial areas, building upon the momentum that began when the railroad started planning the new facility years earlier. [Find out more.](#)



# Forget Disneyland: I'm Going to Santa Teresa



Union Pacific operates North America's premier railroad franchise, covering 23 states in the western two-thirds of the United States.

- > Safety
- > Annual Report
- > Industrial Dev./ Real Estate
- > Contact
- > Environment
- > Jobs at UP

**AAR Statement on New Rules Governing Flammable Liquids Moved by Rail**

**New to Rail?**  
Learn More

**¿Nunca ha transportado por ferrocarril?**  
Leer Más

## Latest News

5/13/2015 Union Pacific Railroad Recognized for Superior Service by Hyundai GLOVIS

## Community Ties

5/12/2015 **Forget Disneyland: I'm Going to Santa Teresa**

# Union Pacific



- Recruitment opportunities:
  - Logistics companies
  - Manufacturers
  - Support companies
  
- Residential/commercial opportunities

# West Park

166 acres

## MCS – 1<sup>st</sup> Tenant

To Port of LA/Long Beach  
UP Sunset Route Speedway



Santa Teresa Terminal Office Complex

Union Pacific Santa Teresa Intermodal Facility



Dona Ana County International Jetport

### Airport Park

- Tyco
- Acme Mills
- Erickson Metals
- Northwire International Wire
- Georgia Pacific
- Southwest Steel Coil
- Glaz-Tech
- Foamex

Twin Cities Services

Pete V. Domenici Highway



(7 miles)



Village 1  
Future SmartCode  
Masterplanned Community

Santa Teresa Port of Entry  
(4 miles)



Future Rail Spur to San Jeronimo Industrial Park

Future West Truck By-Pass

### Westpark

Planned Westpark Avenue (2015)

Strauss Road

### Rail Park

Santa Teresa Southern Railroad

Industrial Road

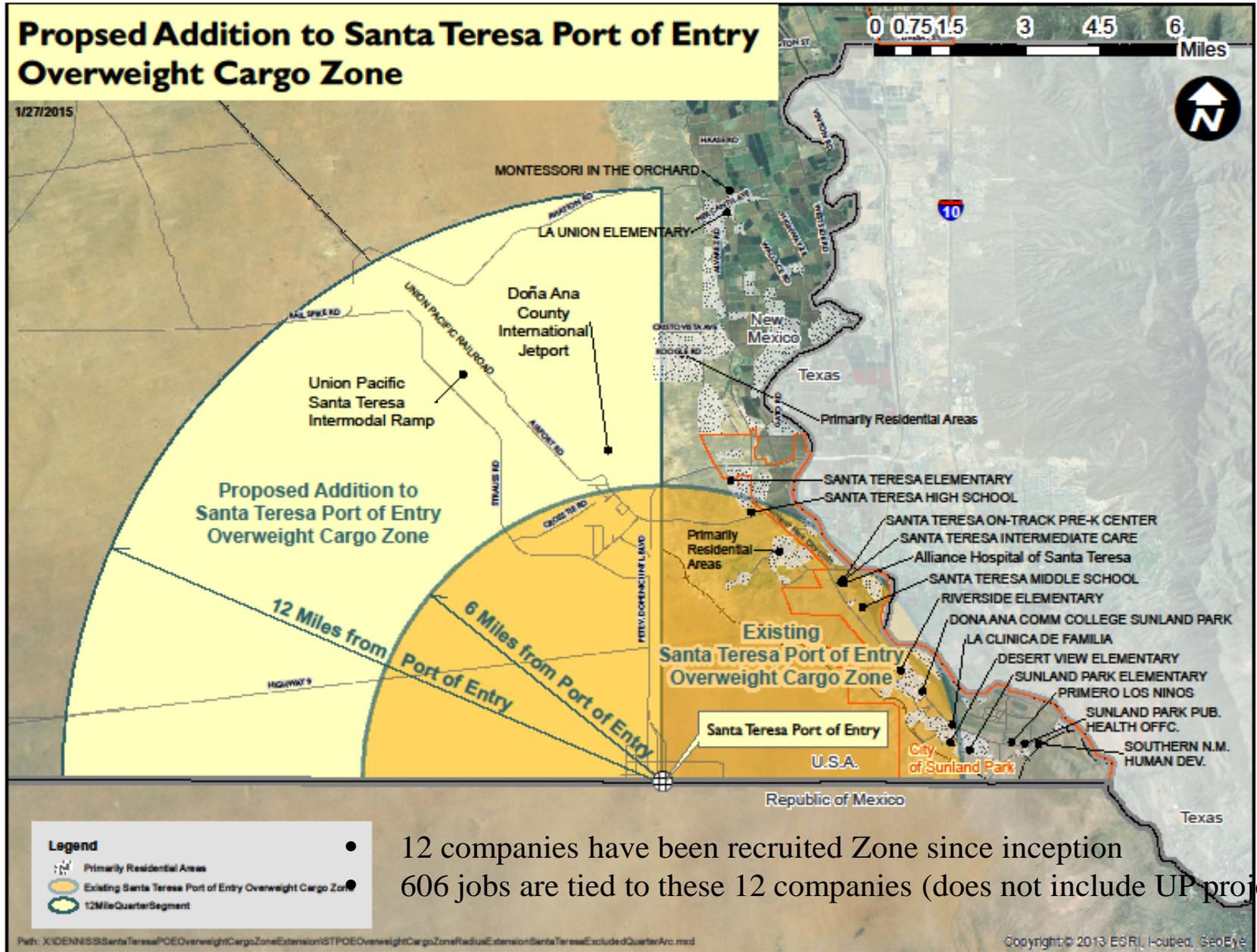
MCS



Strauss Road

- Stagecoach Trucking
- ERO Services
- Omega Trucking
- Stagecoach Trucking
- Ironhorse Tranload facility
- J.H. Rose
- Monarch Litho

# Overweight Zone



12 companies have been recruited Zone since inception  
606 jobs are tied to these 12 companies (does not include UP project)

## New Developments/Progress

- Extended POE hours
- \$8.3M for road improvements
- New 166-acre industrial park (MCS: 265,000 sf building)
- Improved water/wastewater infrastructure
- Border Industrial Association:
  - 105 members
  - Represents 4,000 jobs
  - Hundreds of millions in investment
  - Millions in annual taxes
  - Billions in annual production
  - Members are responsible for most of NM's increase of trade with Mexico



# *San Jeronimo - Santa Teresa*

Bi-National Community

Chihuahua Governor Cesar Duarte and New Mexico Governor Susana Martinez

**Signed a Bilateral Agreement to Begin Promotion in 2013**

to Facilitate Economic Development of both Border States by Consolidating  
a New Industrial Anchor to Boost the Region's Economy at the San Jeronimo-Santa Teresa Port of Entry



# Binational Community San Jeronimo/Santa Teresa Master Plan



## **Jobs Estimates:**

ST estimate: 200 to 500 industrial jobs per year (could be higher if SJ follows through with development plans)

### **Contingencies:**

Maquiladora industry (booming auto and aviation industries)

Additional infrastructure

New spec space in Santa Teresa

New housing/commercial projects (est. 2016 – could result in 200-500 jobs per year)

### **Union Pacific Project:**

Currently 300 FT employees

Within 3-4 years, 600 FT employees

Block-swap operations in near future (additional employees)

With Foxconn, huge multiplier effect – (est. 50)

# San Jeronimo

- New housing for thousands of workers
- New industries
- New gas station/convenience store
- Investment in SJ rail hub
- Pre-clearance program
  
- Est. 2020 Population base: 10,000