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Authors:

Dr. Kramer Winingham,  
Arrowhead Center

Dr. Lucinda Vargas, Center for  
Border Economic Development

Dr. Christopher A. Erickson, Center  
for Border Economic Development

New Mexico State University



**Arrowhead Center  
New Mexico State University  
Las Cruces, NM 88003**

[arrowheadcenter.nmsu.edu](http://arrowheadcenter.nmsu.edu)

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# **Economic Impact of the Santa Teresa Port of Entry and the Santa Teresa Industrial Parks**

August 2021

Prepared by

Dr. Kramer Winingham, Arrowhead Center

Dr. Lucinda Vargas, Center for Border Economic Development

Dr. Christopher A. Erickson, Center for Border Economic Development

New Mexico State University

Sponsored by

Arrowhead Center

Center for Border Economic Development

New Mexico State University

Arrowhead Center

New Mexico State University

Las Cruces, NM 88003

Please send comments or questions to [jkramer@nmsu.edu](mailto:jkramer@nmsu.edu)

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# Executive Summary

The Center for Border Economic Development (C-BED) and Arrowhead Center (Arrowhead) at New Mexico State University (NMSU) 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.

The primary economic impacts of the Santa Teresa Port of Entry and the Santa Teresa Industrial Parks are employment with firms located in the Santa Teresa Industrial Parks, employment from new construction in the Santa Teresa Industrial Parks, and additional international trade facilitated based on the logistical and strategic advantages of the Santa Teresa Port of Entry. C-BED and Arrowhead have used available data and trade and employment figures from Santa Teresa to: (1) estimate the economic impact of employment and new construction in the Santa Teresa Industrial Parks and (2) quantify the trade facilitated by the Santa Teresa Port of Entry and associated developments.

Our study has found the employment and construction activities at the 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 merchandise trade facilitated, growing at 5.8% compound annual growth rate from 2010 to 2020
- Approximately 80% of the economic benefits of Santa Teresa accrue in New Mexico, with the remainder in Texas.

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# **Reliances and Limitations**

In the preparation of this report, we used a standard methodology to calculate the economic impact of the Santa Teresa Port of Entry and of the Santa Teresa Industrial Parks. In making these calculations, we relied on data available from public sources and on data provided to us by the Border Industrial Association. Our methodology is limited by the accuracy of the input/output model used, which is based on historical relations among the industrial sectors. To the extent that these relationships have evolved over time, our estimates will be less accurate.

# Introduction

The Center for Border Economic Development (C-BED) and Arrowhead Center (Arrowhead) at New Mexico State University (NMSU) 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 trade activities enabled by the Santa Teresa Port of Entry and the Santa Teresa Industrial Parks.

The primary economic impacts of the Santa Teresa Port of Entry and the Santa Teresa Industrial Parks are employment with firms located in the Santa Teresa Industrial Parks, employment from new construction in the Santa Teresa Industrial Parks, and additional trade facilitated based on the logistical and strategic advantages of the Santa Teresa Port of Entry. C-BED and Arrowhead have used available data, and trade and employment figures from Santa Teresa to: (1) estimate the economic impact of employment and new construction in the Santa Teresa Industrial Parks and (2) quantify the trade facilitated by the Santa Teresa Port of Entry and associated facilities.

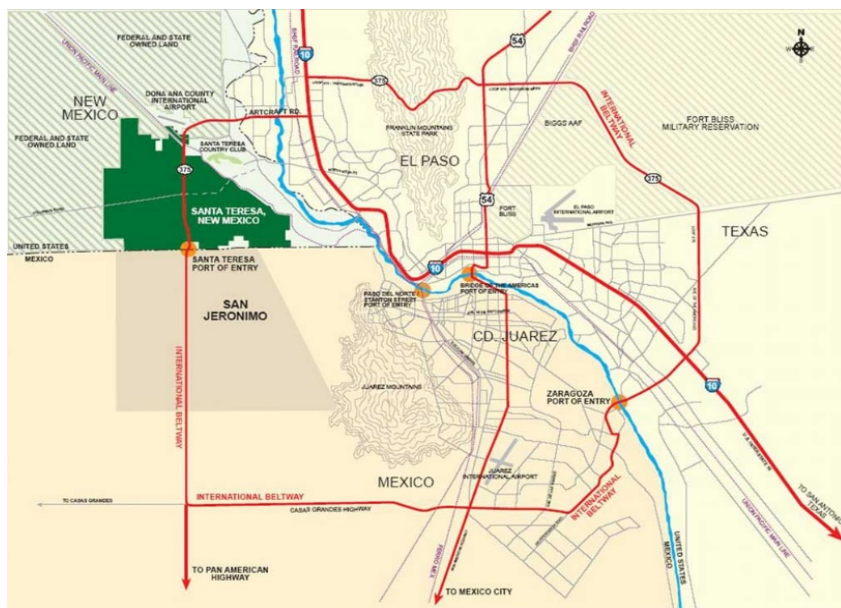
Given Santa Teresa's proximity to Texas and Mexico, there are often questions about the location of the economic benefits of Santa Teresa's activities. To estimate this, we used the Analysis-By-Parts and Multi-Regional Input-Output (MRIO) techniques in IMPLAN economic modeling software to isolate the economic benefits of Santa Teresa to New Mexico and Texas.

# Background

The Santa Teresa Port of Entry has long been a promising economic development opportunity due to its logistical and strategic advantages. Located in Doña Ana County in southern New Mexico (NM), Santa Teresa is directly adjacent to El Paso, Texas (TX), and Mexico (San Jerónimo), as shown in Figure 1. The inland port provides access to major highways and railways running north-south and east-west, including direct access to the ports of Long Beach and Los Angeles.<sup>1</sup> The region currently has a binational population of 2.1 million people.

Significant infrastructure investment and development have been required to make the Santa Teresa Port of Entry a viable economic driver. Many of the key factors appear to be in place, and the area is currently attracting a significant amount of new business locations and new construction.

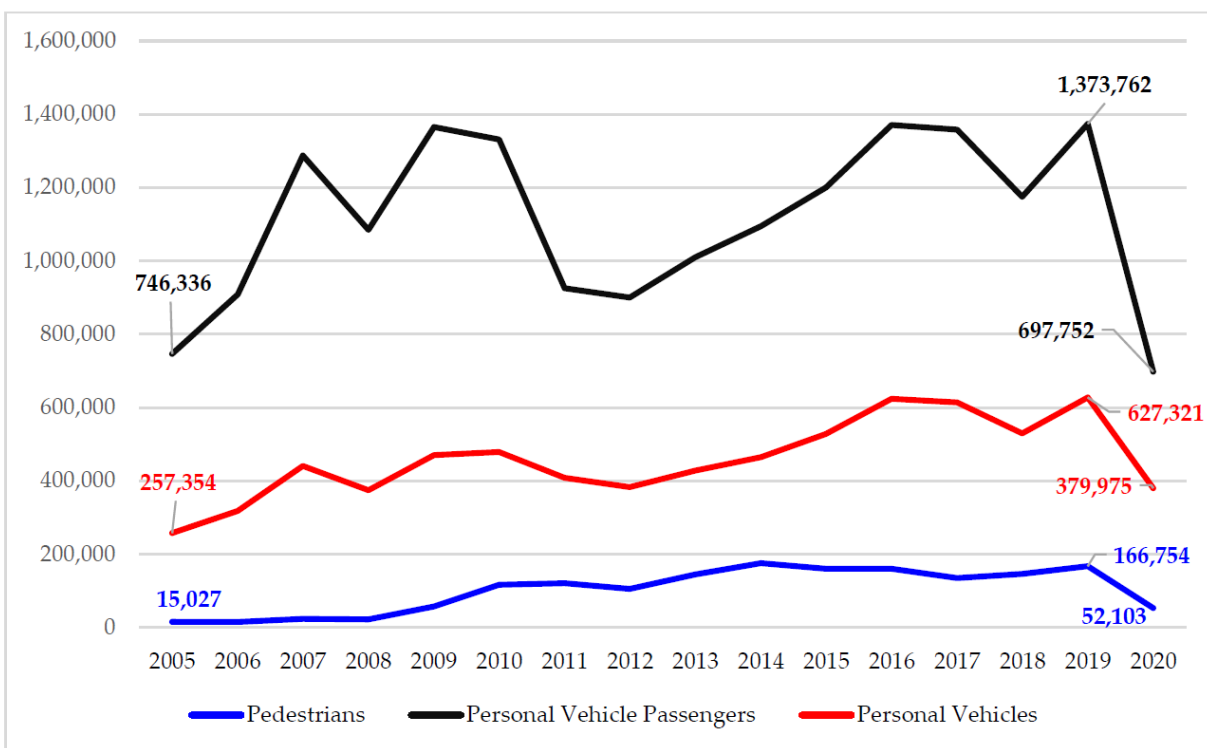
Jobs in the Santa Teresa Industrial Parks have grown rapidly, especially in the last two years, as shown in Figure 2,<sup>2</sup> despite a pandemic that severely damaged the economy of NM and the United States.



Merchandise trade facilitated by the Santa Teresa Port of Entry reached \$24 billion in 2020, up from \$13.7 billion in 2010.<sup>3</sup> The port ranked number 6 in 2020 among land ports for merchandise trade along the U.S.-Mexico border. In livestock trade, Santa Teresa continues to represent the largest port along the U.S.-Mexico border for such trade. The Santa Teresa/San Jerónimo border facilities have the capacity to process 5,000 head of cattle per day.<sup>4</sup>

Border crossings at the Santa Teresa Port of Entry have increased over the years but in 2020 these suffered a pronounced drop due to the pandemic, except for truck crossings which rose in 2020, as shown in Figures 3 and 4.

**Figure 3 - Santa Teresa Port of Entry, Northbound Border Crossings, 2005-2020<sup>5</sup>**

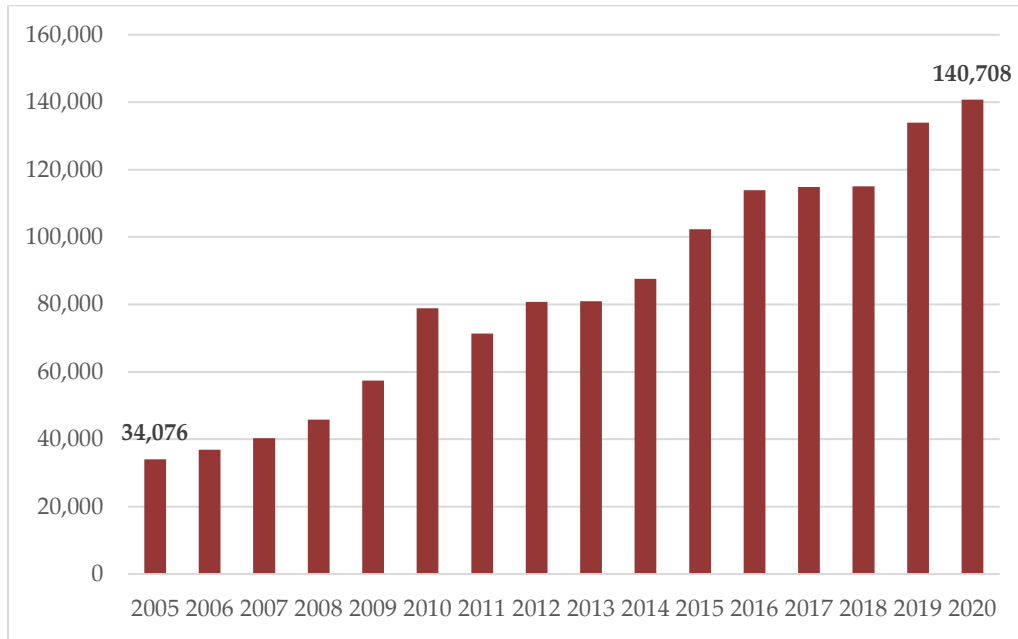


3 (U.S. Census Bureau, 2021)

4 (New Mexico Border Authority, 2021)

5 (U.S. Department of Transportation, 2021)

**Figure 4 - Santa Teresa Port of Entry, Northbound Truck Crossings, 2005-2020<sup>6</sup>**



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<sup>6</sup> (U.S. Department of Transportation, 2021)

# Methodology

The primary economic impacts of the Santa Teresa Port of Entry and the Santa Teresa Industrial Parks are employment at firms located in the Santa Teresa Industrial Parks, employment from new construction in the Santa Teresa Industrial Parks, and additional trade based on the logistical and strategic advantages of the Santa Teresa Port of Entry. C-BED and Arrowhead have used available data and trade and employment figures from Santa Teresa to: (1) estimate the economic impact of employment and new construction in the Santa Teresa Industrial Parks and (2) quantify the trade facilitated by the Santa Teresa Port of Entry and associated activities.

Economic impact analysis seeks to measure the net change in economic activity in a given geographic area arising from an initial change in spending. The primary idea is that a new dollar spent in a local area, results in knock-on spending. For example, a construction worker is paid a wage; the worker then spends locally on groceries. The initial increase in wage paid the construction worker is the new spending; the revenue received by the grocery store is knock-on spending.

The economic impacts of Santa Teresa activities were estimated using IMPLAN Web Version economic modeling software.<sup>7</sup> Economic impacts are measured in terms of changes in output, value added, labor income, and employment. The economic impacts presented include the direct, indirect, and induced impacts for each variable described above. All terms are defined in the Glossary at the end of this document. The impacts are presented for employment activity occurring in Doña Ana County, NM, and spillover effects are estimated for the rest of NM and TX. The results are stated for an individual year, based on employment data collected by the Border Industrial Association (BIA) via a survey distributed in June 2021 to firms located in the Santa Teresa Industrial Parks. Construction impacts are based on 2020 data, the most recent full year available.

Given Santa Teresa's proximity to TX and Mexico, there are often questions about the location of the economic benefits from Santa Teresa's activities. To estimate this, we used the Analysis-By-Parts and Multi-Regional Input-Output (MRIO) techniques in IMPLAN to isolate the economic benefits of Santa Teresa to NM and TX. The Analysis-By-Parts technique allowed for direct job impacts, intermediate spending impact, and labor income spending impacts to be assigned to different locations. Direct job impacts and intermediate spending impacts were assigned to Doña Ana County, NM, the location of the Santa Teresa Industrial Parks. The percentage of employees residing in NM (taken from the BIA survey) was used to assign the Labor Income to Doña Ana

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<sup>7</sup> (IMPLAN, 2021)

County, and the remaining Labor Income was assigned to El Paso County, TX. Using MRIO, we were able to estimate the spillover effects from Santa Teresa's economic activity in Doña Ana County into El Paso County, TX, and the rest of the counties in NM. Spillover effects from El Paso, TX to the rest of TX were not estimated, but these effects are not expected to be significant. For that reason, the results for El Paso County, TX are presented as the spillover effects for all of TX. NM impacts include Doña Ana County and spillover effects in all other counties in NM.

Trade impacts of the Santa Teresa Port of Entry and Santa Teresa Industrial Parks were derived by analyzing export and import data of goods for U.S. ports, and goods export data for U.S. metropolitan areas, as reported by the U.S. Census Bureau.<sup>8</sup>

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<sup>8</sup> (U.S. Census Bureau, 2021)

# **Analysis of Impacts**

The impact of the Santa Teresa Port of Entry and Santa Teresa Industrial Parks is comprised of several components. In the following sections, we individually detail the employment impacts, new construction impacts, trade impacts, total impacts, and tax revenue impacts.



## Employment Impact

The total impact of Santa Teresa employment in NM and TX is shown in Table 1. The individual impacts for NM and TX are shown in Tables 2 and 3, respectively.

**Table 1 - Impact of Santa Teresa Employment in NM and TX**

<b>Impact</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Value Added</b>	<b>Output</b>
<b>1 - Direct</b>	2,504	\$115,280,108	\$162,725,702	\$618,449,480
<b>2 - Indirect</b>	1,331	\$62,051,034	\$105,486,493	\$243,123,777
<b>3 - Induced</b>	918	\$37,721,608	\$69,163,982	\$128,189,105
<b>Total</b>	4,753	\$215,052,750	\$337,376,177	\$989,762,362

84% of the economic output generated by employment in the Santa Teresa Industrial Parks is accrued in NM, with the remaining 16% in TX.

**Table 2 - Impact of Santa Teresa Employment in NM**

<b>Impact</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Value Added</b>	<b>Output</b>
<b>1 - Direct</b>	2,504	\$115,280,108	\$162,725,702	\$618,449,480
<b>2 - Indirect</b>	1,005	\$42,770,267	\$68,834,064	\$147,807,391
<b>3 - Induced</b>	432	\$18,675,786	\$34,680,653	\$60,717,088
<b>Total</b>	3,941	\$176,726,161	\$266,240,419	\$826,973,959

The economic impact in TX shows no direct jobs, as all direct jobs in this study are based in NM. Spillover effects from direct jobs and intermediate spending are shown, as well as spending associated with labor income from TX residents working in Santa Teresa.

**Table 3 - Impact of Santa Teresa Employment in TX**

<b>Impact</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Value Added</b>	<b>Output</b>
<b>1 - Direct</b>	0	0	0	0
<b>2 - Indirect</b>	326	\$19,280,767	\$36,652,429	\$95,316,386
<b>3 - Induced</b>	486	\$19,045,822	\$34,483,329	\$67,472,017
<b>Total</b>	812	\$38,326,589	\$71,135,758	\$162,788,403

## Construction Impact

New construction in Santa Teresa provides a significant economic impact for the area. Construction spending in Santa Teresa in 2019 and 2020 exceeded \$90,000,000 in new construction projects, as shown in Table 4. Our estimate for the construction impact is based on the portion of construction spending that took place in 2020. Given a similar construction total observed in 2019, we can assume the 2020 construction spending was not necessarily an anomaly. However, it is reasonable to expect the amount of construction spending to vary year to year.

**Table 4 - New Construction Spending in Santa Teresa Industrial Parks, by type, 2019-2020**

Construction Type	2019	2020	Total
Commercial	\$6,847,500	\$20,542,500	\$27,390,000
Highways and Streets	\$26,585,300	\$54,128,500	\$80,713,800
Manufacturing	\$83,666,667	\$16,666,667	\$100,333,334
Power and Communication		\$2,000,000	\$2,000,000
<b>Total</b>	<b>\$117,099,467</b>	<b>\$93,337,667</b>	<b>\$210,437,134</b>

IMPLAN provides different industry codes based on the type of construction. These industry codes were used to calculate the impact of construction in Santa Teresa. The data from 2020 with spending by construction type were used to assign the impacts to IMPLAN's industry codes for construction. Table 5 shows the total impacts of the construction spending in NM and TX. Tables 6 and 7 show these impacts for NM and TX individually.

**Table 5 - Impacts of New Construction in Santa Teresa in NM and TX**

Impact	Employment	Labor Income	Value Added	Output
1 - Direct	758	\$40,479,224	\$45,924,459	\$93,337,667
2 - Indirect	130	\$6,134,036	\$12,004,788	\$28,197,788
3 - Induced	208	\$8,856,170	\$16,293,652	\$28,750,801
<b>Total</b>	<b>1,096</b>	<b>\$55,469,430</b>	<b>\$74,222,899</b>	<b>\$150,286,256</b>

**Table 6 - Impacts of New Construction in Santa Teresa in NM**

Impact	Employment	Labor Income	Value Added	Output
1 - Direct	758	\$40,479,224	\$45,924,459	\$93,337,667
2 - Indirect	86	\$3,582,446	\$7,135,545	\$15,180,252
3 - Induced	175	\$7,545,071	\$13,894,593	\$23,951,806
<b>Total</b>	<b>1,020</b>	<b>\$51,606,741</b>	<b>\$66,954,596</b>	<b>\$132,469,725</b>

As with the employment impacts, there is no direct impact from Santa Teresa construction in TX; however, there are spillover impacts from this construction activity.

**Table 7 - Impacts of New Construction in Santa Teresa in TX**

<b>Impact</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Value Added</b>	<b>Output</b>
<b>1 - Direct</b>	0	0	0	0
<b>2 - Indirect</b>	44	\$2,551,590	\$4,869,243	\$13,017,535
<b>3 - Induced</b>	33	\$1,311,098	\$2,399,059	\$4,798,996
<b>Total</b>	76	\$3,862,689	\$7,268,303	\$17,816,531

## Trade Impact

The COVID-19 pandemic brought a contraction in world trade in 2020.<sup>9</sup> For the U.S., exports of goods were the lowest since 2010 at \$1.4 trillion, while imports of goods were the lowest since 2016 at \$2.3 trillion.<sup>10</sup> Trade facilitated in 2020 by the Santa Teresa Port of Entry also contracted, falling by 21.2% between 2019 and 2020 to \$24 billion. The pandemic caused, for example, the partial shutdown of three companies in the Santa Teresa industrial base, contributing to the downturn in production and trade in 2020.

Before 2020, trade facilitated through the port was on an upward trend, as shown in Table 8. In 2018 and 2019, total trade reached \$25.9 billion and \$30.4 billion, respectively. In the two-year 2018-2019 period, annual growth in total trade facilitated averaged 17% per year.

**Table 8 - Merchandise Trade Facilitated by the Santa Teresa Port of Entry, 2018-2020, millions of U.S. dollars<sup>11</sup>**

	2018	2019	2020
<b>Exports</b>	\$11,657	\$14,098	\$9,918
<b>Imports</b>	\$14,287	\$16,345	\$14,082
<b>Total trade</b>	\$25,943	\$30,443	\$24,000

The share of trade the Santa Teresa Port of Entry represents in the El Paso District<sup>12</sup> trade region has seen a significant increase over the years. In 2020, the Santa Teresa Port of Entry facilitated 24.7% of trade through this district, up from under 10% in 2009, and less than 3% in 2003. By comparison, the El Paso Port of Entry,<sup>13</sup> which is the top port in the El Paso District trade region, facilitated 74.7% of total district trade in 2020, down from 89.5% in 2009, and 96.5% in 2003.

Thus, while the dominant port of El Paso has seen its share of trade in the El Paso District erode over the years, the opposite is the case for the Santa Teresa Port of Entry. This reflects Santa Teresa's increasing attractiveness as a strategic and competitive international trade route along the U.S.-Mexico border.

Indeed, trade facilitated by the Santa Teresa Port of Entry has seen robust growth in the last decade, growing at a compound annual growth rate of 5.8% per year during the 2010-2020 period.

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<sup>9</sup> Trade refers to merchandise trade or international trade in goods: goods exports and goods imports.

<sup>10</sup> (U.S. Census Bureau, 2021)

<sup>11</sup> (U.S. Census Bureau, 2021)

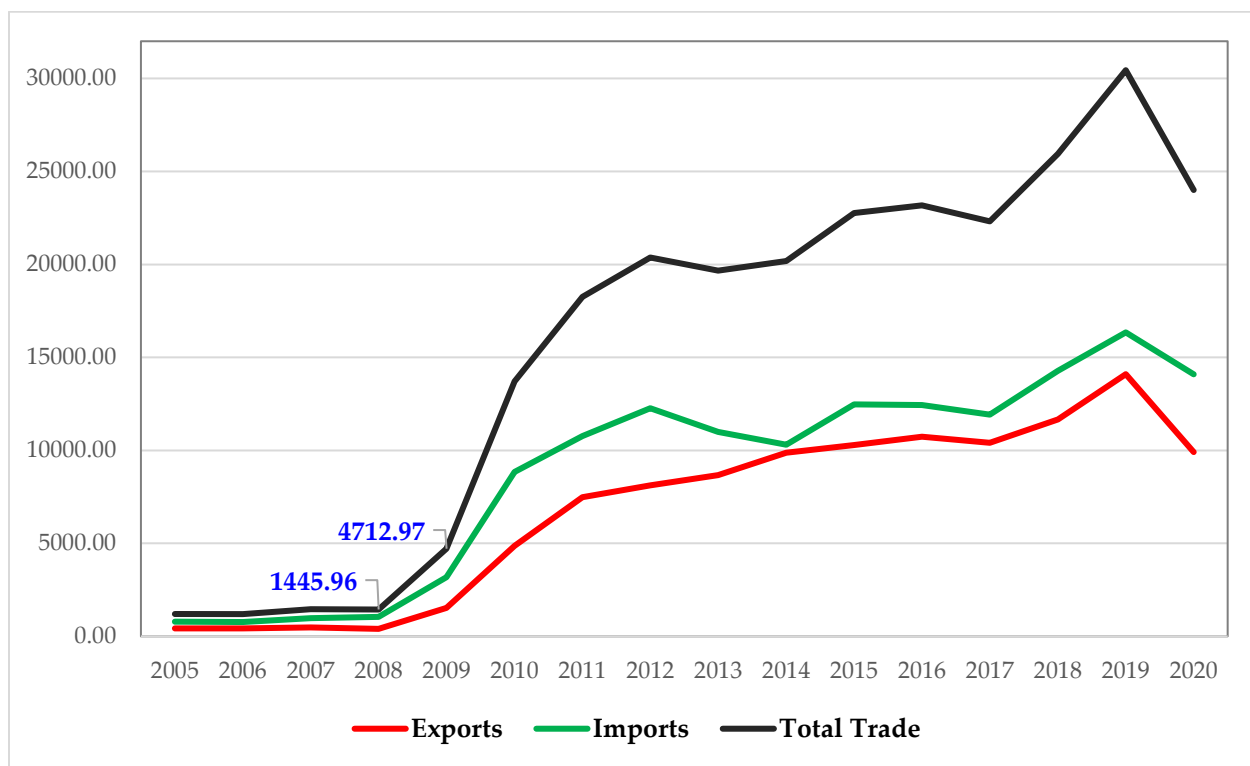
<sup>12</sup> The El Paso District trade region comprises the following ports: in New Mexico—Albuquerque, Columbus, Santa Teresa, and Santa Teresa Airport; in Texas—El Paso, Ysleta, Fabens, and Presidio.

<sup>13</sup> El Paso port-of-entry data are combined with Ysleta port-of-entry data since both ports are in the same county of El Paso.

The port ranked number 6 in 2020 among land ports for merchandise trade along the U.S.-Mexico border, up from number 9 in 2009.<sup>14</sup>

A key catalyst behind the growth in trade facilitated by the Santa Teresa Port of Entry is the 500-acre Foxconn Electronics plant located across the border in San Jerónimo. The company is the largest manufacturer of electronics in the world producing goods such as computers and laptops for top companies like Dell, HP, and Apple. The plant opened in 2009 and, as can be seen in Figure 5, as of that year the jump in trade through the Santa Teresa Port of Entry is clear.

**Figure 5 - Santa Teresa Port of Entry Transborder Trade Flows, 2005-2020, millions of U.S. dollars<sup>15</sup>**



In 2017, a pilot program was set up whereby pre-inspections by U.S. Customs would take place at the Foxconn facilities in Mexico to expedite truck crossings of Foxconn shipments through the Santa Teresa Port of Entry. However, the program has been placed on hold since April 2020, soon after the outset of the pandemic.

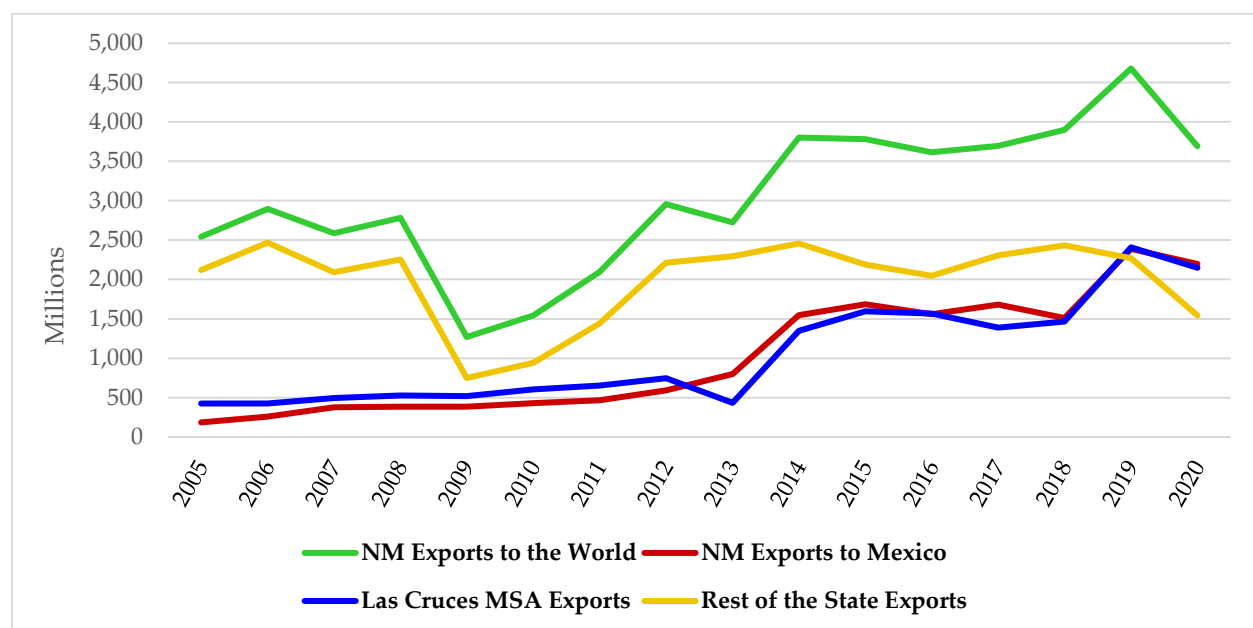
<sup>14</sup> The top 10 land ports for international trade along the U.S.-Mexico border are: Laredo, TX; El Paso, TX (El Paso and Ysleta ports combined, both located in El Paso County); Otay Mesa, CA; Hidalgo, TX; Eagle Pass, TX; Santa Teresa, NM; Nogales, AZ; Brownsville, TX; Calexico-East, CA; and Del Rio, TX.

<sup>15</sup> (U.S. Census Bureau, 2021)

An additional impact stemming from the Santa Teresa Port of Entry infrastructure is the role it has played in boosting NM exports, particularly exports to Mexico, the state's top export market. NM exports to Mexico now represent 60% of total state exports, up from 51% in 2019, and 39% in 2018.

Data on state exports, as reported by the U.S. Census Bureau, are available by major Metropolitan Statistical Area (MSA).<sup>16</sup> Figure 6 shows data on exports from the Las Cruces MSA, which, like Santa Teresa, is in Doña Ana County. The region is growing in importance as a source of NM exports starting in 2014, the year the Union Pacific Intermodal Rail Facility opened in the Santa Teresa Port of Entry. In 2020, the region contributed the majority of the State of NM's exports, at 58%, up from 51% in 2019, and 38% in 2018.<sup>17</sup>

**Figure 6 - NM Exports by Export Location, 2005-2020, millions of U.S. dollars<sup>18</sup>**



<sup>16</sup> (U.S. Census Bureau, 2021)

<sup>17</sup> Even with the significant rise in exports from the Las Cruces MSA-Doña Ana County-Santa Teresa region, export levels may be underestimated. At least one company in the Santa Teresa industrial base has reported sending the totality of its production to its client's warehouse facilities in El Paso, TX, and it is from that point when the product is exported to Mexico. Thus, the official data will consider this export value as erroneously having been generated in El Paso (not Santa Teresa) since El Paso becomes the point of origin of these exports.

<sup>18</sup> (U.S. Census Bureau, 2021)

## Total Impact

Based on the employment and new construction in Santa Teresa Industrial Parks, Table 9 details the estimated total impact to NM and TX. Tables 10 and 11 show the impact for NM and TX individually.

**Table 9 - Total Impact of Santa Teresa Industrial Parks in NM and TX, 2020**

Impact	Employment	Labor Income	Value Added	Output
<b>1 - Direct</b>	3,262	\$155,759,332	\$208,650,161	\$711,787,147
<b>2 - Indirect</b>	1,461	\$68,185,070	\$117,491,281	\$271,321,565
<b>3 - Induced</b>	1,126	\$46,577,778	\$85,457,634	\$156,939,906
<b>Total</b>	5,849	\$270,522,180	\$411,599,076	\$1,140,048,618

**Table 10 - Total Impact of Santa Teresa Industrial Parks in NM, 2020**

Impact	Employment	Labor Income	Value Added	Output
<b>1 - Direct</b>	3,262	\$155,759,332	\$208,650,161	\$711,787,147
<b>2 - Indirect</b>	1,091	\$46,352,713	\$75,969,609	\$162,987,643
<b>3 - Induced</b>	607	\$26,220,857	\$48,575,246	\$84,668,894
<b>Total</b>	4,961	\$228,332,902	\$333,195,015	\$959,443,684

**Table 11 - Total Impact of Santa Teresa Industrial Parks in TX, 2020**

Impact	Employment	Labor Income	Value Added	Output
<b>1 - Direct</b>	0	0	0	0
<b>2 - Indirect</b>	370	\$21,832,357	\$41,521,672	\$108,333,921
<b>3 - Induced</b>	519	\$20,356,920	\$36,882,388	\$72,271,013
<b>Total</b>	888	\$42,189,278	\$78,404,061	\$180,604,934

Table 12 shows a comparison of the total impacts in NM and TX.

**Table 12 - Total Impact of Santa Teresa Industrial Parks, by state, 2020**

	Employment	Labor Income	Value Added	Output
<b>NM</b>	4,961	\$228,332,902	\$333,195,015	\$959,443,684
<b>TX</b>	888	\$42,189,278	\$78,404,061	\$180,604,934
<b>Total</b>	5,849	\$270,522,180	\$411,599,076	\$1,140,048,618

Table 13 shows the percentages of each impact (employment, labor income, value added, and output) attributable to NM & TX.

**Table 13 - Percentage Share of Santa Teresa Industrial Parks Impacts, by type and state, 2020**

	<b>Employment</b>	<b>Labor Income</b>	<b>Value Added</b>	<b>Output</b>
<b>NM</b>	84.82%	84.40%	80.95%	84.16%
<b>TX</b>	15.18%	15.60%	19.05%	15.84%
<b>Total</b>	100.00%	100.00%	100.00%	100.00%



## Tax Revenue Impact

Tables 14 shows the estimated tax revenue generated by employment and new construction in Santa Teresa Industrial Parks, by state.

**Table 14 - Tax Revenue from Employment and New Construction in  
Santa Teresa Industrial Parks, by state, 2020**

	<b>Local Taxes</b>	<b>State Taxes</b>	<b>Federal Taxes</b>	<b>All Taxes</b>
<b>NM</b>	\$7,558,657	\$17,950,573	\$47,678,380	\$73,187,610
<b>TX</b>	\$3,542,526	\$3,998,555	\$9,299,782	\$16,840,863
<b>Total</b>	\$11,101,183	\$21,949,128	\$56,978,162	\$90,028,473

# Conclusion

The Santa Teresa Port of Entry has long been a promising economic development opportunity due to the logistical and strategic advantages offered by its location. Significant infrastructure and development have been required to make the Santa Teresa Port of Entry a viable economic driver. Many of these key factors appear to be in place, and the area is currently attracting a significant amount of new business locations and new construction. Trade facilitated through the area continues to grow rapidly.

The economic impact of the Santa Teresa Port of Entry and Santa Teresa Industrial Parks can be summarized as follows:

- 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 merchandise trade facilitated, growing at 5.8% compound annual growth rate from 2010 to 2020
- Approximately 80% of the economic benefits of Santa Teresa accrue in New Mexico, with the remainder in Texas.

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# Glossary

**Analysis-By-Parts** is a technique in which each component of an economic impact activity can be analyzed individually. This is typically used for activities that span multiple regions; for example, when businesses are located in one region and employees live in another. Analysis-By-Parts allows for labor income to be placed in areas where the employees live, while business impacts may be located in other areas.

**Direct effects** are the immediate (or first-round) consequences of a change in economic activity or policy. For example, if a firm spends \$1 million on construction of a new building, the direct effect on output (sales) in the construction sector is \$1 million. If eight workers are employed on the construction of the building, then those eight workers are also a direct effect.

**Employment** refers to jobs. Jobs may be full- or part-time and a single worker may be employed at multiple jobs.

**Indirect effects** occur as industries purchase inputs from other industries. If a construction project requires steel beams, there will be indirect effects on iron mining and coke producing industries.

**Induced effects** result from households spending the wage and salary income received by those employed directly or indirectly on a new activity.

**Input-output model** refers to a type of economic model designed to capture relationships among industries and ultimate consumers.

**Intermediate spending** refers to the demand of industry for the goods and services produced by other industries that will be used in the production process.

**Labor income** consists of employee compensation (including benefits), supplements to wages and salaries (such as employer contributions to pension funds), and proprietor's income.

**Merchandise trade** refers to international trade in goods: goods exports and goods imports.

**Multi-Regional Input-Output (MRIO)** expands the region of study to include more than one region of study, allowing for spillover effects to be calculated between regions.

**Output** refers to gross industry sales or expenditures, depending on the consequences.

**Total effects** refer to the sum of direct, indirect, and induced effects.

**Value added** refers to the change in value of a good or service during each stage of production. Gross Domestic Product is a value-added concept.<sup>19</sup>

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<sup>19</sup> (Bureau of Economic Analysis, 2020)

# Appendix 1 - Employment Impact Inputs

IMPLAN Code	IMPLAN Description	Total Employees	Employees residing in NM	Employees residing in TX
55	Construction of new commercial structures, including farm structures	5	0	5
147	Paperboard container manufacturing	70	49	21
191	Urethane and other foam product (except polystyrene) manufacturing	40	10	30
193	Other plastics product manufacturing	110	33	77
215	Iron and steel mills and ferroalloy manufacturing	75	25	50
224	Copper rolling, drawing, extruding, and alloying	53	8	45
239	Sheet metal work manufacturing	31	6	25
247	Machine shops	27	16	11
259	Other fabricated metal manufacturing	185	134	51
262	Construction machinery manufacturing	45	9	36
303	Other communications equipment manufacturing	221	55	166
351	Motor vehicle metal stamping	45	7	38
392	Wholesale - Motor vehicle and motor vehicle parts and supplies	76	38	38
396	Wholesale - Other durable goods merchant wholesalers	133	76	57
398	Wholesale - Grocery and related product wholesalers	605	240	365
417	Truck transportation	411	411	0
420	Scenic and sightseeing transportation and support activities for transportation	119	27	92
421	Couriers and messengers	130	52	78
422	Warehousing and storage	50	31	19
447	Other real estate	5	1	4
457	Architectural, engineering, and related services	12	4	8
462	Management consulting services	6	4	2
478	Other support services	50	12	38
<b>Grand Total</b>		2,504	1,248	1,256

## Appendix 2 - Construction Impact Inputs

IMPLAN Code	Description	Industry Output
55	Construction of new commercial structures, including farm structures	\$20,542,500
54	Construction of new highways and streets	\$54,128,500
51	Construction of new manufacturing structures	\$16,666,667
52	Construction of new power and communication structures	\$2,000,000
	Total	\$93,337,667

## Appendix 3 - Tax Impact Details

**Table 15 - Tax Impact of Santa Teresa Employment and Construction in NM & TX**

<b>Impact</b>	<b>Sub County General</b>	<b>Sub County Special Districts</b>	<b>County</b>	<b>State</b>	<b>Federal</b>	<b>Total</b>
<b>Direct</b>	\$1,562,498	\$664,427	\$847,247	\$8,459,426	\$32,410,620	\$43,944,218
<b>Indirect</b>	\$2,010,067	\$1,337,908	\$1,227,861	\$7,967,378	\$14,492,843	\$27,036,057
<b>Induced</b>	\$1,457,362	\$1,088,613	\$905,200	\$5,522,324	\$10,074,697	\$19,048,196
<b>Total</b>	\$5,029,926	\$3,090,948	\$2,980,308	\$21,949,128	\$56,978,161	\$90,028,471

**Table 16 - Tax Impact of Santa Teresa Employment and Construction in NM**

<b>Impact</b>	<b>Sub County General</b>	<b>Sub County Special Districts</b>	<b>County</b>	<b>State</b>	<b>Federal</b>	<b>Total</b>
<b>Direct</b>	\$1,562,498	\$664,427	\$847,247	\$8,459,426	\$32,410,620	\$43,944,218
<b>Indirect</b>	\$1,389,415	\$652,242	\$802,488	\$6,010,900	\$9,659,691	\$18,514,736
<b>Induced</b>	\$808,140	\$371,524	\$460,677	\$3,480,248	\$5,608,068	\$10,728,658
<b>Total</b>	\$3,760,053	\$1,688,193	\$2,110,411	\$17,950,573	\$47,678,380	\$73,187,611

**Table 17 - Tax Impact of Santa Teresa Employment and Construction in TX**

<b>Impact</b>	<b>Sub County General</b>	<b>Sub County Special Districts</b>	<b>County</b>	<b>State</b>	<b>Federal</b>	<b>Total</b>
<b>Direct</b>	\$0	\$0	\$0	\$0	\$0	\$0
<b>Indirect</b>	\$620,651	\$685,666	\$425,373	\$1,956,479	\$4,833,152	\$8,521,322
<b>Induced</b>	\$649,222	\$717,088	\$444,524	\$2,042,076	\$4,466,630	\$8,319,538
<b>Total</b>	\$1,269,874	\$1,402,755	\$869,897	\$3,998,555	\$9,299,782	\$16,840,860

# Appendix 4 - Trade Impact Details

**Table 18 - Merchandise Trade, El Paso District, U.S. dollars, 2003-2020**

<b>El Paso, TX (District)<sup>1</sup></b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
Exports	17,533,621,633	19,336,864,880	19,905,014,886	21,937,148,321	20,940,105,492	21,138,732,674	19,762,442,173	29,326,287,356	34,793,848,683
Imports	24,489,436,731	27,025,336,513	26,820,804,926	28,589,965,489	32,161,741,041	30,528,610,745	28,699,502,352	41,910,177,485	45,329,877,555
Total trade	42,023,058,364	46,362,201,393	46,725,819,812	50,527,113,810	53,101,846,533	51,667,343,419	48,461,944,525	71,236,464,841	80,123,726,238
<b>El Paso, TX (Port)<sup>2</sup></b>									
Exports	17,018,631,750	18,630,783,199	19,207,243,530	21,141,470,122	20,111,594,656	20,221,175,373	17,999,607,873	24,243,959,930	26,978,258,231
Imports	23,528,281,482	26,023,302,791	25,849,607,016	27,634,686,915	30,996,203,131	29,187,682,083	25,362,152,205	32,864,325,484	34,330,502,383
Total trade	40,546,913,232	44,654,085,990	45,056,850,546	48,776,157,037	51,107,797,787	49,408,857,456	43,361,760,078	57,108,285,414	61,308,760,614
<b>Santa Teresa, NM (Port)</b>									
Exports	346,079,107	416,206,244	423,117,076	426,140,517	479,830,654	403,591,150	1,536,944,480	4,874,954,933	7,488,750,787
Imports	754,054,834	769,556,164	785,460,849	771,145,574	978,543,935	1,042,367,431	3,176,030,322	8,841,604,148	10,771,567,677
Total trade	1,100,133,941	1,185,762,408	1,208,577,925	1,197,286,091	1,458,374,589	1,445,958,581	4,712,974,802	13,716,559,081	18,260,318,464

<b>El Paso, TX (District)<sup>1</sup></b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Exports	38,290,102,773	39,564,476,259	41,940,904,957	41,904,281,156	42,477,958,890	40,561,410,665	44,046,832,237	46,107,644,070	39,129,287,180
Imports	49,573,963,381	48,831,409,880	47,797,540,647	54,392,487,696	56,774,411,277	58,610,624,955	63,452,910,335	63,479,604,528	57,948,481,993
Total trade	87,864,066,154	88,395,886,139	89,738,445,604	96,296,768,852	99,252,370,167	99,172,035,620	107,499,742,572	109,587,248,598	97,077,769,173
<b>El Paso, TX (Port)<sup>2</sup></b>									
Exports	29,747,531,806	30,464,039,874	31,657,866,695	31,234,147,637	31,353,046,516	29,828,144,784	32,127,835,054	31,728,826,718	28,968,060,528
Imports	37,083,960,627	37,671,471,473	37,283,378,704	41,742,435,879	44,128,092,838	46,500,747,167	48,926,046,234	46,813,525,645	43,578,031,750
Total trade	66,831,492,433	68,135,511,347	68,941,245,399	72,976,583,516	75,481,139,354	76,328,891,951	81,053,881,288	78,542,352,363	72,546,092,278
<b>Santa Teresa, NM (Port)</b>									
Exports	8,114,562,275	8,669,504,000	9,866,613,342	10,292,294,296	10,739,472,879	10,404,559,345	11,656,545,553	14,098,068,953	9,918,003,217
Imports	12,261,385,064	11,001,120,516	10,309,468,074	12,467,838,801	12,444,579,969	11,914,805,411	14,286,761,525	16,344,737,527	14,082,348,907
Total trade	20,375,947,339	19,670,624,516	20,176,081,416	22,760,133,097	23,184,052,848	22,319,364,756	25,943,307,078	30,442,806,480	24,000,352,124

Source: U.S. Census Bureau

Notes:

- 1) The El Paso District trade region comprises the following ports: in New Mexico—Albuquerque, Columbus, Santa Teresa, and Santa Teresa Airport; in Texas—El Paso, Ysleta, Fabens, and Presidio.
- 2) El Paso port-of-entry data are combined with Ysleta port-of-entry data since both ports are located in the same county of El Paso.



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Arrowhead Center  
New Mexico State University  
Las Cruces, NM 88003

[arrowheadcenter.nmsu.edu](http://arrowheadcenter.nmsu.edu)