OUR BORDER

- National negative perception of the border
- National and global perception of Arizona
  - Mexico’s perception of Arizona
- Arizona’s border perceived to be the hotbed on the battle against narcotrafficking, human smuggling, money laundering, and the flow of weapons into Mexico
- Dwindling resources committed to the ports of entry
- Most critical: Increasing wait times to cross legally!!!!!!!
A SINGLE DAY ON OUR BORDER

- $7.3 million/day spent by Mexican visitors
- $54.8 million/day in bilateral trade
- 40,400 cars/day
- 1,880 trucks/day
- 44,090 pedestrians/day
- 140,058 people/day
DOUGLAS – THE SITUATION

Southbound traffic
SAN LUIS I – THE SITUATION

- Line of cars from Mexico into US
- Mexican inspection
- US Inspection Facilities
- Pedestrian
- Southbound inspections
Vehicular back up leaving the US at San Luis, Arizona
SAN LUIS I – THE SOLUTION

Friendship Park

MASTERPLAN DESIGN FROM 24 JUNE 2009
INVESTMENTS ON OUR BORDER - SAN LUIS II

San Luis Rio Colorado II - $15 million

ADOT/FMCA - $11 million

San Luis II - $42 million
INVESTMENTS ON OUR BORDER - LUKEVILLE
NOGALES

Line of trucks

Inspection facilities
INVESTMENT ON OUR BORDER - NOGALES
INVESTMENTS ON OUR BORDER - MARIPOSA
## OUR PORT OF ENTRY SYSTEM

<table>
<thead>
<tr>
<th></th>
<th>Trucks</th>
<th>POVs</th>
<th>Pedestrians</th>
<th>Buses</th>
<th>Bus Pass.</th>
<th>Trains</th>
<th>Total People</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Douglas</strong></td>
<td>25,142</td>
<td>1,459,963</td>
<td>1,178,738</td>
<td>2,048</td>
<td>13,271</td>
<td>-</td>
<td>4,206,035</td>
</tr>
<tr>
<td><strong>Lukeville</strong></td>
<td>137</td>
<td>312,835</td>
<td>68,669</td>
<td>521</td>
<td>2,646</td>
<td>-</td>
<td>780,465</td>
</tr>
<tr>
<td><strong>Naco</strong></td>
<td>2,171</td>
<td>267,869</td>
<td>76,281</td>
<td>49</td>
<td>1,284</td>
<td>-</td>
<td>595,058</td>
</tr>
<tr>
<td><strong>Nogales</strong></td>
<td>309,308</td>
<td>2,660,610</td>
<td>3,926,801</td>
<td>10,320</td>
<td>167,094</td>
<td>602</td>
<td>11,158,704</td>
</tr>
<tr>
<td><strong>San Luis</strong></td>
<td>38,639</td>
<td>2,091,908</td>
<td>2,516,427</td>
<td>48</td>
<td>968</td>
<td>-</td>
<td>6,595,435</td>
</tr>
<tr>
<td><strong>Sasabe</strong></td>
<td>6</td>
<td>23,044</td>
<td>986</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>40,484</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td>375,403</td>
<td>6,816,229</td>
<td>7,767,902</td>
<td>12,986</td>
<td>185,703</td>
<td>602</td>
<td>23,376,181</td>
</tr>
</tbody>
</table>

(*) Source: Customs and Border Protection
## WHAT DOES MEXICO MEAN FOR ARIZONA?

<table>
<thead>
<tr>
<th>Year</th>
<th>Trucks</th>
<th>POVs</th>
<th>Pedestrians</th>
<th>Buses</th>
<th>Bus Pass.</th>
<th>Trains</th>
<th>Total People</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>368,436</td>
<td>8,302,507</td>
<td>11,863,293</td>
<td>16,897</td>
<td>318,703</td>
<td>610</td>
<td>31,550,882</td>
</tr>
<tr>
<td>2008</td>
<td>375,850</td>
<td>7,735,264</td>
<td>10,517,482</td>
<td>15,658</td>
<td>259,714</td>
<td>640</td>
<td>29,206,996</td>
</tr>
<tr>
<td>2009</td>
<td>343,761</td>
<td>7,388,233</td>
<td>8,046,635</td>
<td>14,035</td>
<td>192,719</td>
<td>563</td>
<td>25,560,796</td>
</tr>
<tr>
<td>2010</td>
<td>375,403</td>
<td>6,816,229</td>
<td>7,767,902</td>
<td>12,986</td>
<td>185,703</td>
<td>602</td>
<td>23,376,181</td>
</tr>
</tbody>
</table>

(*) Source: Customs and Border Protection
## COMPARISON WITH CALIFORNIA

<table>
<thead>
<tr>
<th>Mode of Transportation (2010)*</th>
<th>Trucks</th>
<th>POVs</th>
<th>Pedestrians</th>
<th>Buses</th>
<th>Bus Pass.</th>
<th>Trains</th>
<th>Total People</th>
</tr>
</thead>
<tbody>
<tr>
<td>San Ysidro</td>
<td>-</td>
<td>14,698,806</td>
<td>6,722,567</td>
<td>78,435</td>
<td>555,267</td>
<td>-</td>
<td>37,238,944</td>
</tr>
<tr>
<td>Otay Mesa</td>
<td>731,497</td>
<td>4,255,781</td>
<td>2,321,519</td>
<td>35,274</td>
<td>142,527</td>
<td>242</td>
<td>11,585,557</td>
</tr>
<tr>
<td>Tecate</td>
<td>49,693</td>
<td>899,274</td>
<td>528,391</td>
<td>243</td>
<td>4,479</td>
<td>14</td>
<td>4,414,152</td>
</tr>
<tr>
<td>Andrade</td>
<td>-</td>
<td>443,255</td>
<td>1,180,316</td>
<td>-</td>
<td>-</td>
<td>602</td>
<td>4,162,122</td>
</tr>
<tr>
<td>Calexico</td>
<td>-</td>
<td>4,711,698</td>
<td>4,492,398</td>
<td>0</td>
<td>-</td>
<td>253</td>
<td>14,203,783</td>
</tr>
<tr>
<td>Calexico East</td>
<td>299,174</td>
<td>2,903,376</td>
<td>46,552</td>
<td>1,999</td>
<td>41,217</td>
<td>-</td>
<td>5,787,867</td>
</tr>
<tr>
<td>Totals</td>
<td>1,080,364</td>
<td>27,912,160</td>
<td>15,291,743</td>
<td>115,951</td>
<td>743,490</td>
<td>1,111</td>
<td>77,392,425</td>
</tr>
</tbody>
</table>

(*) Source: Customs and Border Protection
NAFTA trade is booming

- Volumes back to pre-2008 levels!

- New records at Nogales for number of trucks processed

- Almost 2,000 trucks in one day!

Source: Ministry of the Economy of Mexico
Mexico’s GDP Growth and Forecasts

Source: Banco de Mexico and INEGI
CHINA-NORTH AMERICA TRADE ROUTES

TRANSPORT PACIFIC SHIPPING ROUTES AND APPROXIMATE TRAVEL TIMES

Pacific Ocean
AREAS OF OPPORTUNITY

• Leverage our location
• Unique relationship with Sonora (Arizona-Mexico Commission)
• Growing trend of relocations from China to Mexico
• Quality of life
• Sample Sectors for Consideration:
  ▪ Manufacturing
  ▪ Tourism
  ▪ Renewable Energy
  ▪ Produce
  ▪ Global Logistics
  ▪ Security

• Asia-North America Trade
  • Punta Colonet
AREAS FOR ADVOCACY

- Increased funding for infrastructure
  - Ports of entry
  - Transportation
- Staffing at Ports of Entry
  - Arizona needs 500 additional officers (Staffing to Need!!)
- Resources to support new inspection procedures
  - Southbound inspections
- Additional resources for first responders
  - Operation Stonegarden
- Increased coordination with Mexico
THANK YOU!

QUESTIONS OR COMMENTS

Luis E. Ramirez Thomas
Ramirez Advisors Inter-National, LLC
ramirezadvisors@cox.net
(602) 820-3931