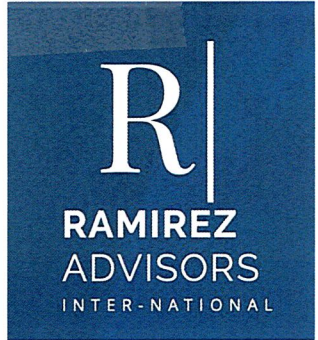


AGENDA MATERIAL

DATE 4-2-24 ITEM NO. RIA3



Pima County

By: Luis Ramirez Thomas, MSFS
Tucson, Arizona
April 2, 2024

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Border Crossing Data

Arizona Northbound Border Crossings(*) 2022 vs 2023

Statewide Totals

Port	Mode	2022	2023	Difference	Change
State Totals	Trucks	452,848	460,183	↑ 7,335	↑ 1.6%
	Personal Vehicles	9,404,110	9,310,854	↓ -93,256	↓ -1.0%
	Personal Vehicle Passengers	16,978,897	17,031,240	↑ 52,343	↑ 0.3%
	Pedestrians	5,466,508	6,158,876	↑ 692,368	↑ 12.7%
	Buses	7,998	9,827	↑ 1,829	↑ 22.9%
	Bus Passengers(*)	230,224	193,280	↓ -36,944	↓ -16.0%
	Trains	810	889	↑ 79	↑ 9.8%
	Total People(*)	22,677,657	23,383,396	↑ 705,739	↑ 3.1%

SOURCE: US Department of Transportation, Bureau of Transportation Statistics. All data provided herein subject to change without prior notice.

(*) NOTE: Total People is comprised of the number of passengers for buses, cars, trains, and pedestrians.
Ramirez Advisors does not have the ability to verify the accuracy of the data published by USDOT.
We have observed some unexplained variances that we believe impact our analysis of the data trends.

Updated 1/30/2024

Port	Mode	2022	2023	Difference	Change
Douglas	Trucks	29,436	27,272	↓ -2,164	↓ -7.4%
	Personal Vehicles	1,557,946	1,566,671	↑ 8,725	↑ 0.6%
	Personal Vehicle Passengers	2,792,761	2,834,632	↑ 41,871	↑ 1.5%
	Pedestrians	683,612	776,065	↑ 92,453	↑ 13.5%
	Buses	168	177	↑ 9	↑ 5.4%
	Bus Passengers (*)	1,552	4,898	↑ 3,346	↑ 215.6%
	Total People (*)	3,477,925	3,615,595	↑ 137,670	↑ 4.0%
Nogales	Trucks	370,773	381,969	↑ 11,196	↑ 3.0%
	Personal Vehicles	3,687,883	3,689,661	↑ 1,778	↑ 0.05%
	Personal Vehicle Passengers	7,090,262	7,149,833	↑ 59,571	↑ 0.8%
	Pedestrians	2,565,614	2,934,216	↑ 368,602	↑ 14.4%
	Trains	810	889	↑ 79	↑ 9.8%
	Buses	7,136	9,002	↑ 1,866	↑ 26.1%
	Bus Passengers (*)	225,346	185,293	↓ -40,053	↓ -17.8%
	Total People (*)	9,883,250	10,269,342	↑ 386,092	↑ 3.9%
San Luis	Trucks	48,883	47,188	↓ -1,695	↓ -3.5%
	Personal Vehicles	3,378,455	3,282,795	↓ -95,660	↓ -2.8%
	Personal Vehicle Passengers	5,504,367	5,450,988	↓ -53,379	↓ -1.0%
	Pedestrians	2,058,032	2,290,808	↑ 232,776	↑ 11.3%
	Buses	95	99	↑ 4	↑ 4.2%
	Bus Passengers (*)	93	99	↑ 6	↑ 6.5%
	Total People (*)	7,562,492	7,741,895	↑ 179,403	↑ 2.4%
Lukeville	Trucks	835	808	↓ -27	↓ -3.2%
	Personal Vehicles	442,171	416,372	↓ -25,799	↓ -5.8%
	Personal Vehicle Passengers	978,219	933,047	↓ -45,172	↓ -4.6%
	Pedestrians	71,707	71,769	↑ 62	↑ 0.1%
	Buses	599	549	↓ -50	↓ -8.3%
	Bus Passengers (*)	3,233	2,990	↓ -243	↓ -7.5%
	Total People (*)	1,053,159	1,007,806	↓ -45,353	↓ -4.3%
Naco	Trucks	2,921	2,946	↑ 25	↑ 0.9%
	Personal Vehicles	310,609	330,407	↑ 19,798	↑ 6.4%
	Personal Vehicle Passengers	561,854	615,911	↑ 54,057	↑ 9.6%
	Pedestrians	86,760	85,585	↓ -1,175	↓ -1.4%
	Total People	648,614	701,496	↑ 52,882	↑ 8.2%
Sasabe	Personal Vehicles	27,046	24,948	↓ -2,098	↓ -7.8%
	Personal Vehicle Passengers	51,434	46,829	↓ -4,605	↓ -9.0%
	Pedestrians	783	433	↓ -350	↓ -44.7%
	Total People	52,217	47,262	↓ -4,955	↓ -9.5%

Arizona's Trade with USMCA Partners

Arizona Trade with Mexico and Canada

2022 vs 2023

Arizona Trade with Mexico

	2022	2023	Difference	% Change
Exports to Mexico	\$ 8,737,432,393	\$ 8,014,983,446	↓ \$ (722,448,947)	↓ -8.3%
Imports from Mexico	\$ 10,901,925,871	\$ 11,760,514,976	↑ \$ 858,589,105	↑ 7.9%
Total Trade with Mexico	\$ 19,639,358,264	\$ 19,775,498,422	↑ \$ 136,140,158	↑ 0.7%

Arizona Trade with Canada

	2022	2023	Difference	% Change
Exports to Canada	\$ 2,607,435,906	\$ 2,740,358,713	↑ \$ 132,922,807	↑ 5.1%
Imports from Canada	\$ 2,585,047,724	\$ 2,587,653,525	↑ \$ 2,605,801	↑ 0.1%
Total Trade with Canada	\$ 5,192,483,630	\$ 5,328,012,238	↑ \$ 135,528,608	↑ 2.6%

Arizona Trade with Mexico and Canada

	2022	2023	Difference	% Change
Exports to Mex. & Can.	\$ 11,344,868,299	\$ 10,755,342,159	↓ \$ (589,526,140)	↓ -5.2%
Imports from Mex. & Can.	\$ 13,486,973,595	\$ 14,348,168,501	↑ \$ 861,194,906	↑ 6.4%
Total Trade with Mex. & Can.	\$ 24,831,841,894	\$ 25,103,510,660	↑ \$ 271,668,766	↑ 1.1%

Source: US Census Bureau. Data (\$USD) represents value of trade where Arizona is the origin or destination.
Data subject to change without notice.
Updated 02/07/2024

\$25.1 billion

Port of Entry Value of Goods (IM&EX)

Arizona Port-Level Trade with Mexico

2022 vs 2023

Port-Level Exports to Mexico

Port	2022	2023	Difference	% Change
Douglas	\$ 1,071,205,034	\$ 853,472,400	↓ \$ (217,732,634)	↓ -20.3%
Nogales	\$ 10,256,261,921	\$ 10,347,739,992	↑ \$ 91,478,071	↑ 0.9%
San Luis	\$ 625,789,231	\$ 640,759,343	↑ \$ 14,970,112	↑ 2.4%
Other Ports	\$ 102,385,369	\$ 92,115,035	↓ \$ (10,270,334)	↓ -10.0%
Total	\$ 12,055,641,555	\$ 11,934,086,770	↓ \$ (121,554,785)	↓ -1.0%

Port-Level Imports from Mexico

Port	2022	2023	Difference	% Change
Douglas	\$ 1,444,444,682	\$ 1,273,157,413	↓ \$ (171,287,269)	↓ -11.9%
Nogales	\$ 18,295,535,691	\$ 21,272,362,292	↑ \$ 2,976,826,601	↑ 16.3%
San Luis	\$ 1,073,897,012	\$ 1,060,153,512	↓ \$ (13,743,500)	↓ -1.3%
Other Ports	\$ 247,780,345	\$ 213,019,506	↓ \$ (34,760,839)	↓ -14.0%
Total	\$ 21,061,657,730	\$ 23,818,692,723	↑ \$ 2,757,034,993	↑ 13.1%

Port-Level Total Trade with Mexico

Port	2022	2023	Difference	% Change
Douglas	\$ 2,515,649,716	\$ 2,126,629,813	↓ \$ (389,019,903)	↓ -15.5%
Nogales	\$ 28,551,797,612	\$ 31,620,102,284	↑ \$ 3,068,304,672	↑ 10.7%
San Luis	\$ 1,699,686,243	\$ 1,700,912,855	↑ \$ 1,226,612	↑ 0.1%
Other Ports	\$ 350,165,714	\$ 305,134,541	↓ \$ (45,031,173)	↓ -12.9%
Total	\$ 33,117,299,285	\$ 35,752,779,493	↑ \$ 2,635,480,208	↑ 8.0%

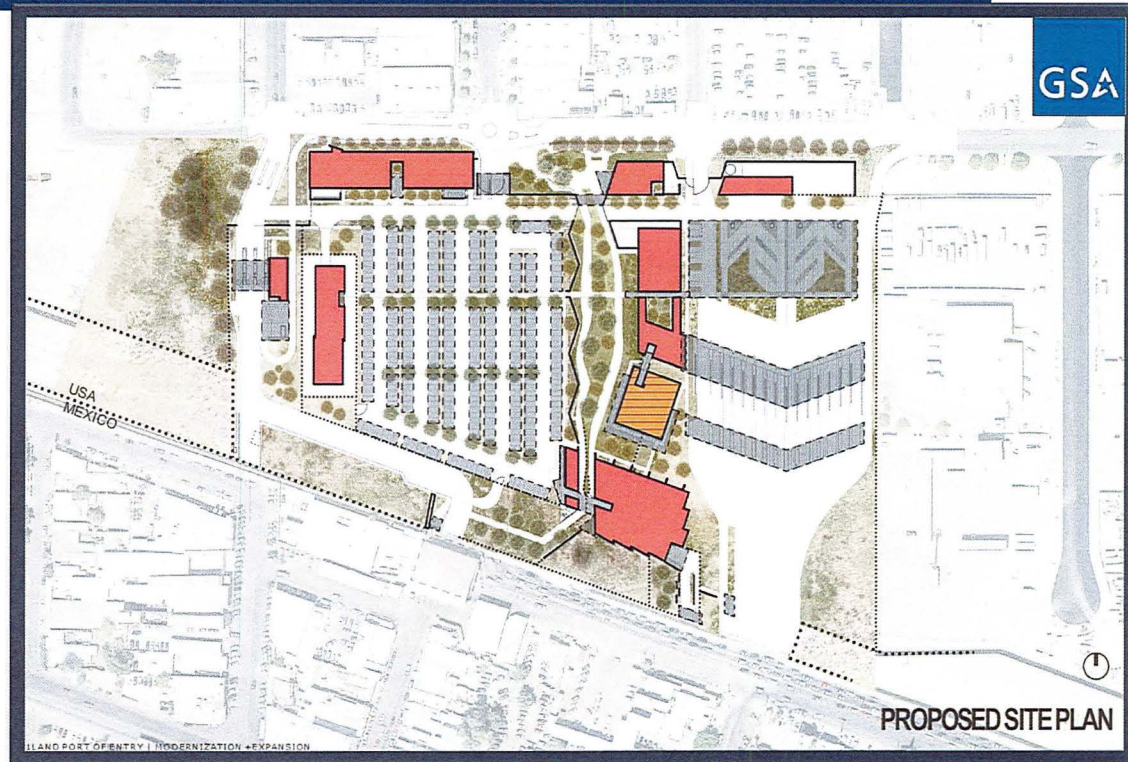
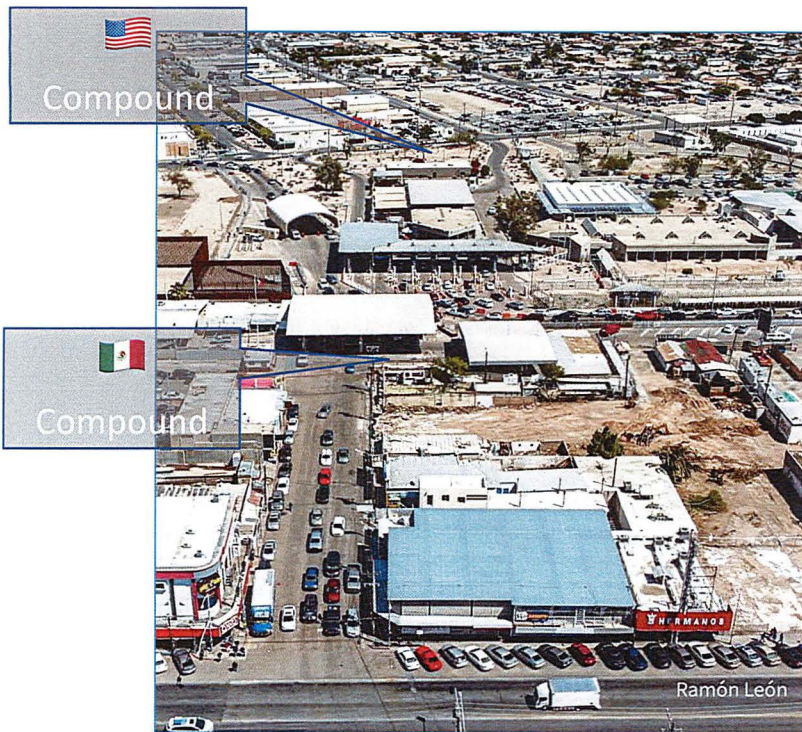
Source: US Census Bureau.

Data represents the value of trade (\$USD) that flows through the port of entry, regardless of destination.

"Other Ports" include Lukeville, Naco, Phoenix and Tucson airports. Data subject to change without notice.

Updated 02/07/2024

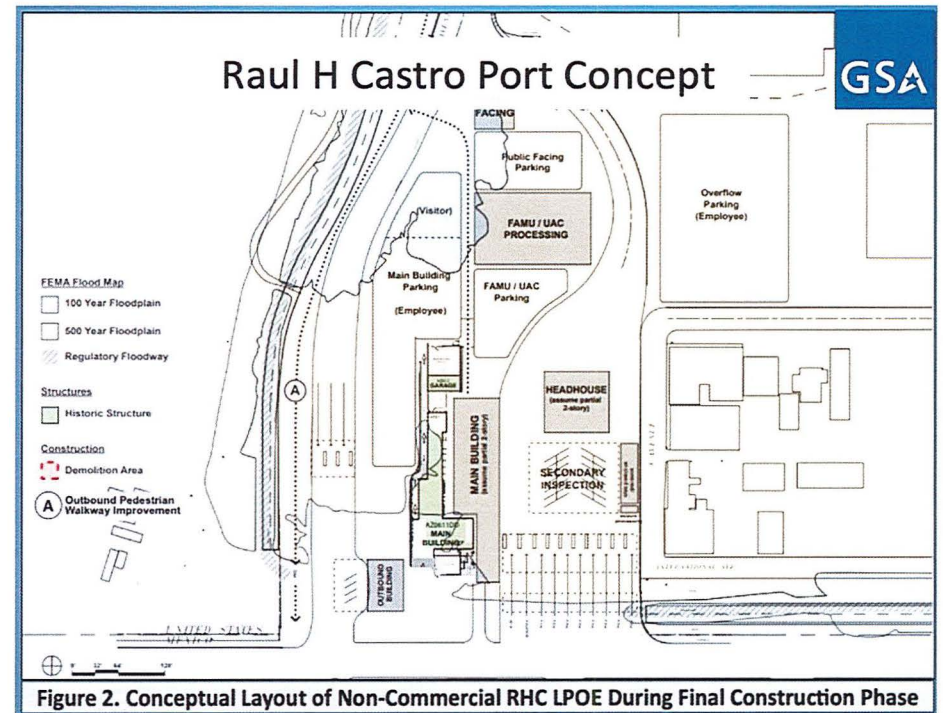
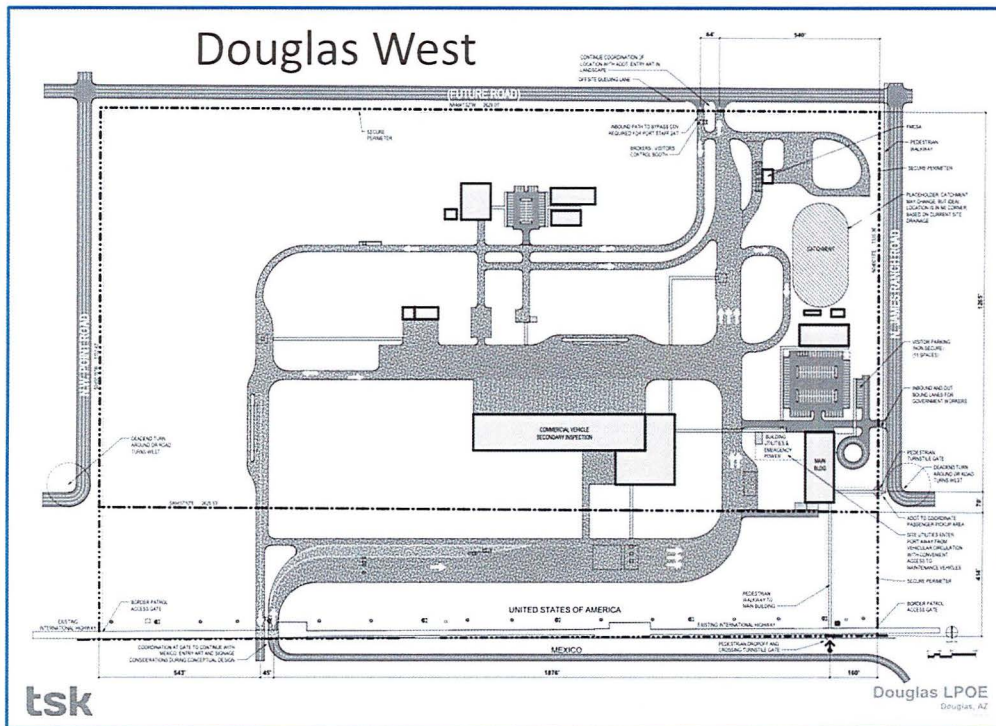
Investments: San Luis 1 (\$307 Million)



Investments: Douglas Two Port Solution

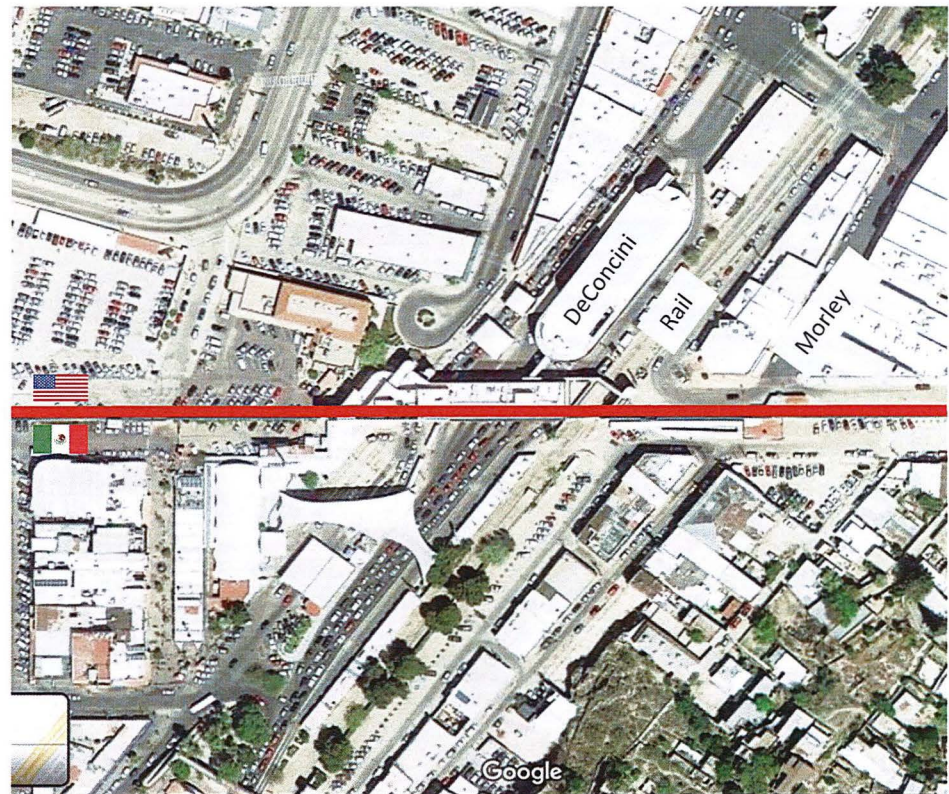


Investments: Douglas Two Port Solution (\$400 million)



Investments: Nogales DeConcini

- No longer meets CBP's Mission Requirements
 - Flooding
 - Rail
 - Built on the international boundary
- Feasibility Study underway
 - Conceptual design
 - Modification of footprint
 - Cost estimates
- Requires binational coordination



Joint Resolutions by Border Communities

Latest Joint Resolution – Recommendations (December 4, 2023):

- Update the workforce model that determines the appropriate staffing levels to reflect the changes to mission requirements and conditions at each port of entry.
- Implement a pilot program that allows the Field Offices and Port Directors to recruit local talent to fill support and clerical positions without having to rely on the USAJOBS.gov national system.
- Conduct an analysis and implement recommendations to streamline the recruitment and hiring process for CBP personnel.
- Eliminate the deployment of CBP personnel to support Border Patrol operations unless the federal government declares a national emergency.
- Renew the incentive program that provides financial and educational incentives for officers that select to be assigned to Arizona's ports of entry.
- Support for the Border Enforcement, Security and Trade Facilitation (BEST) Act that seeks to provide the necessary resources for US Customs and Border Protection to properly monitor technology deployed at the ports of entry.

Mexico



ENCUESTAS ÚLTIMOS 30 DÍAS



ENCUESTADORA	Claudia Sheinbaum	Xóchitl Gálvez	Jorge Álvarez	Fecha y Tipo
REFORMA	58.0%	34.0%	8.0%	19 mar / Vivienda
Massive Caller	51.9%	43.9%	4.2%	19 mar / Telefónica
RUBRUM	60.9%	34.6%	4.5%	19 mar / Telefónica
MÉXICO Sup	51.9%	44.7%	3.4%	13 mar / Facebook
DEMOSCOPIA DIGITAL	63.0%	31.3%	5.7%	12 mar / Whatsapp
enkoll.	63.0%	33.0%	4.0%	4 mar / Vivienda
EL HERALDO Cooperativas y Asociados	64.0%	30.2%	5.8%	4 mar / Vivienda
EL FINANCIERO	54.9%	36.3%	8.8%	1 mar / Telefónica
Poligrama.	58.0%	35.8%	6.2%	1 mar / Telefónica
MITOFSKY ENCUESTAS	61.1%	32.9%	6.0%	29 feb / Vivienda
Encuestas	59.0%	34.9%	6.1%	29 feb / Vivienda
DE LAS HERAS	61.0%	35.0%	4.0%	28 feb / Vivienda
EL UNIVERSAL b6m	59.0%	36.0%	5.0%	26 feb / Vivienda
PROMEDIO	58.9%	35.6%	5.5%	

Fuente: Página de las diferentes encuestadoras, solo se presentan preferencias efectivas.

Trends

World of Statis... @stats_feed Subscribe

Average monthly salary after tax:

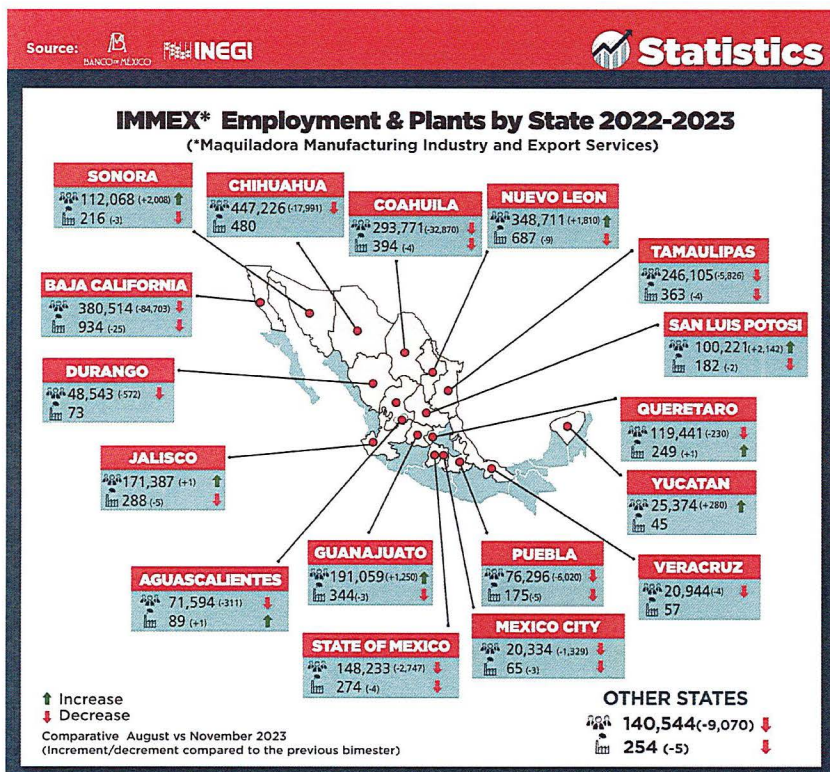
1. Switzerland 🇨🇭: \$6,233	20. Sweden 🇸🇪: \$2,529
2. Luxembourg 🇱🇺: \$4,966	22. Israel 🇮🇱: \$2,474
3. Singapore 🇸🇬: \$4,921	23. France 🇫🇷: \$2,456
4. USA 🇺🇸: \$4,693	24. South Korea 🇰🇷: \$2,423
5. Qatar 🇶🇦: \$4,270	27. Japan 🇯🇵: \$2,208
6. UAE 🇦🇪: \$3,585	28. Saudi Arabia 🇸🇦: \$1,943
7. Denmark 🇩🇰: \$3,490	29. Spain 🇪🇸: \$1,920
8. Netherlands 🇳🇱: \$3,444	30. Italy 🇮🇹: \$1,679
9. Norway 🇳🇴: \$3,335	38. Poland 🇵🇱: \$1,218
10. Australia 🇦🇺: \$3,186	40. South Africa 🇿🇦: \$1,204
11. Germany 🇩🇪: \$2,970	45. China 🇨🇳: \$969
14. Canada 🇨🇦: \$2,921	54. Mexico 🇲🇽: \$723
15. UK 🇬🇧: \$2,893	62. India 🇮🇳: \$607
20. Sweden 🇸🇪: \$2,529	68. Russia 🇷🇺: \$512
22. Israel 🇮🇱: \$2,474	76. Argentina 🇦🇷: \$429
23. France 🇫🇷: \$2,456	77. Brazil 🇧🇷: \$416
24. South Korea 🇰🇷: \$2,423	79. Turkey 🇹🇷: \$408
27. Japan 🇯🇵: \$2,208	89. Indonesia 🇮🇩: \$327
28. Saudi Arabia 🇸🇦: \$1,943	88. Philippines 🇵🇭: \$330
29. Spain 🇪🇸: \$1,920	93. Bangladesh 🇬🇧: \$243
30. Italy 🇮🇹: \$1,679	97. Pakistan 🇵🇰: \$151
38. Poland 🇵🇱: \$1,218	98. Egypt 🇪🇬: \$146
40. South Africa 🇿🇦: \$1,204	99. Syria 🇸🇾: \$46
45. China 🇨🇳: \$969	
54. Mexico 🇲🇽: \$723	
62. India 🇮🇳: \$607	
68. Russia 🇷🇺: \$512	
76. Argentina 🇦🇷: \$429	
77. Brazil 🇧🇷: \$416	
79. Turkey 🇹🇷: \$408	
89. Indonesia 🇮🇩: \$327	
88. Philippines 🇵🇭: \$330	
93. Bangladesh 🇬🇧: \$243	
97. Pakistan 🇵🇰: \$151	
98. Egypt 🇪🇬: \$146	
99. Syria 🇸🇾: \$46	

Latinometrics @L... · 55m [5/12] As of 2021, China's GDP per capita was 25% larger than Mexico's (\$12.5K vs. \$10K).

Additionally, according to @ChinaBriefing, China's average wage in manufacturing (\$840/month) is now higher than Mexico's (\$480/month).

	China	Mexico
Population	1.4 billion	130 million
GDP (current prices)	US\$17.7 trillion	US\$1.25 trillion
GDP per capita	US\$12,531	US\$9,596
National minimum wage	Apex: US\$200 - US\$344 (monthly, 2022)	Apex: US\$180 - US\$290 (monthly, 2022)
Average wage in manufacturing	Apex: US\$840 (monthly, 2022)	Apex: US\$480 (monthly, 2022)
Labour force size	731 million	57 million
Corporate income tax	25%	30%
Total FDI inflow	US\$171.48 billion	US\$11.8 billion
Free trade agreements	23 across 26 countries and regions including RCEP and China-ASEAN	18 across 50 countries and regions including USMCA, CPTPP, and Mexico-EU

Trends



	2019	2020	2021	2022	2023
Net Absorption <small>(millions of occupied square meters (sqm) minus millions of unoccupied sqm in the same period)</small>	2.0 mill sqm	2.1 mill sqm	3.5 mill sqm	4.2 mill sqm	5.0 mill sqm
Vacancy rate <small>(sqm ready for a company to settle)</small>	5.5%	6.3%	3.8%	2.1%	2.2%

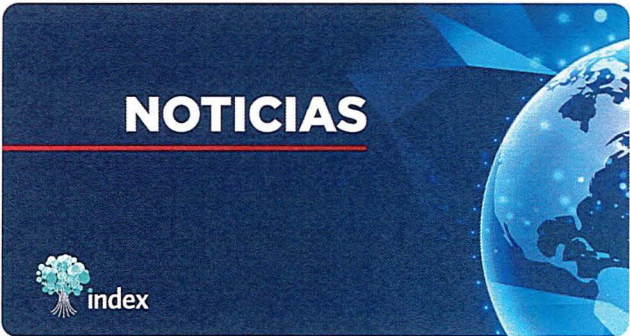
Tenants	Most dynamics markets (% of total)	
	North: 63.1% <small>(Monterrey, Juárez, Saltillo, Tijuana, Reynosa)</small>	
	Bajo - West: 17.3% <small>(Guanajuato, Querétaro, San Luis Potosí, Aguascalientes, Jalisco)</small>	
	Mexico City and metropolitan area: 19.6%	
	Sectors:	
	Manufacturing 51.5%	
	Logistics 23.1%	
	Automotive 16.5%	
	E-commerce 4.4%	
	Food and beverages 1.7%	
	Others 2.8%	
	Origin:	
	Nationals 26%	
	Foreign 74%	

ampip

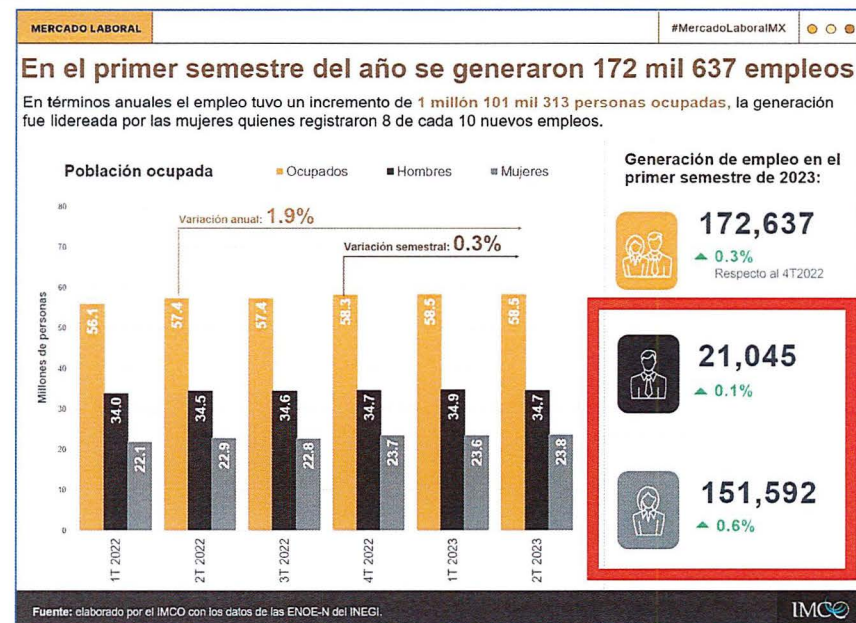
Trends

index Nacional
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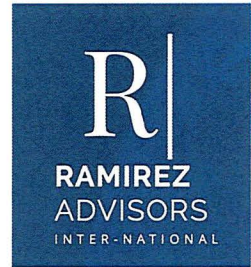
Con la llegada de nuevas empresas y ampliaciones de las plantas actuales, **Jesús Gámez García**, presidente de @Sonoralindex estima que la proyección de crear 15,000 empleos nuevos en el año podría aumentar a 20,000 al final del año. n9.cl/easn4



9:05 AM · Jul 25, 2023 · 25 Views



INDEX NACIONAL: “The biggest challenges to new investments are industrial parks, water, labor and energy...” July 24, 2023



Thank You!

Luis Ramirez Thomas, MSFS
@Luisontheborder

www.ramirezadvisors.com