Bi-National Edge
Imperial Valley and Mexicali Valley
and the Cali Baja Bi-National Mega Region
Imperial Valley & Mexicali Valley
Two Valleys – One Region
Imperil County, California
Imperial Valley

- Population
  + 180,000 people (2014 estimate)
  + Labor force 77,600
  + GDP (2010) 4.7 Billion

- Square miles 4,176.60

- Agribusiness in the Imperial Valley had a $4 billion in total economic impact in 2009

- Imperial County is fast becoming a renewable energy hot-bed with companies like Synthetic Genomics, Tenaska, Pattern Energy and Cal Energy focused on algae-to-biofuel, solar, wind, and geothermal developments

- Universities
  + Imperial Valley College (Two Year Institution)
  + San Diego State University (Four Year Institution)
  + University of Phoenix
  + National University

- Transborder culture and people
Mexicali, Baja California
Mexicali

• Population
  + 978,000 people (2013 government estimate)
  + 1,300,000 people (2014 estimate)

• Industrial Parks
  + 13 Industrial Park Developers with more than 20 industrial parks
  + Various local companies provide support services to the maquiladora manufacturing including IT
  + Major companies such as Bimbo, Maseca, Vitro, Sidek, Televisa, Nestlé, Kenworth, Sabritas, Sanyo, Allied Signal Aerospace Corp., Wslock, Goldstar Co. of America, Itt, Hikam of America, Kuroń and Cooper Industries

• Aerospace Companies include:
  Rockwell Collins
  Gulfstream
  Mexmil
  Chromalloy
  Honeywell MRTC
  UTAS
  GKN Aerospace
Mexicali

- GKN Aerospace
- LMI Aerospace
- Volare Engineering
- Honeywell Aerospace
- Nex - Tech Aerospace
- Empresas L.M.
- Suntek Manufacturing Technologies
- Aerospace Coatings International
- B/E Aerospace
- Jonathan Engineered Solutions
- Americas Plating Company
- Goodrich Aerostructures
- Allied Tool & Die Company
- US Tooling (STADCO)
- Aluminium & Steel Casting and Welding
Mexicali

• C & D Zodiac
  Suntron Corp.
  Crissair
  Delphi Connection Systems
  Lockheed Martin Aeronautics
  Leach International
  Mahetsa Máquinas, Accesorios y Herramientas de Tijuana
  Tyco Electronics
  Lat-Aeroespace
  Parker
  Ap Parpro
  Eaton Power Systems
  Cobham
  Rkern Manufacturing
  Seacon Global Production
  Bourns and more.......
Mexicali

• Education
  + 562,000 working people
  + 15,000 graduate engineers
  + 29,000 graduates
  + 1,200 businesses serving the industry

• Universities
  + Universidad Autonoma de Baja California
  + Centro de Enseñanza Tecnica y Superior
  + Universidad del Valle de México
  + Instituto Tecnológico Mexicali
  + Universidad Politécnica de Baja California

• Areas of Educational Study
  + Engineering – Mechanical – Industrial – Manufacturing
  + Administrative – Accounting – Business – Legal – Other
  + Software – Systems – Programming – Development – Other

• Cooperation within the educational institutions in the region IVC-SDSU-CETYS-City University of Seattle
Top 5
Top destination countries where students participated in a mobility program.
1. USA
2. Spain
3. Czech Republic
4. China
5. India

Regions
Major regions where students participated in a mobility program.

- **50%** Americas
- **39%** Europe
- **11%** Asia-Pacific
Where is the Cali Baja Mega-Region?

• Combines bi-national region of San Diego County, Imperial County, and Baja California...
Baja California

- Population
  + 3,251,054 people (2011 estimate)
  + Labor force 77,600
  + GDP (2011) 20.1 Billion

- Square miles 20,274

- Baja California has the largest concentration of aerospace companies in Mexico

- Baja provides a competitively-priced workforce, a steady supply of engineers, and established medical device, automotive, aerospace, commercial electronics and logistics clusters

- Baja has one of Mexico’s highest levels of education with 115 technical schools, 29 universities and 17 research centers. Labor availability is plentiful due to the high population growth rate, which is 4.15%

- Baja California receives the third most foreign investment in Mexico

- Baja California has the busiest border crossing in the world
The Competitive Edge...for Tech & Innovation

- **Over 3,600 advanced manufacturing companies** – employing more than 280,000 workers in binational region
- **Top mfg and R&D region in North America** – for aerospace/defense, electronics, telecom, life sciences
- **Critical blend of industry assets** – leading research institutions, world-class JIT production, strong IP protections
Cali Baja: the Perfect DNA for a Healthy ROI

• **From R&D to hardware, over 800 biotech & life sciences companies** – employing nearly 90,000 workers

• **Major eco-system for applied life sciences** – top center for biotech & genomics, NA’s leader in medical device mfg

• **Unique binational benefits** – 80+ research institutions, mature VC networks, lower cost FDA/EU-compliant mfg expertise, strong IP protections (both sides of border)
A Diverse Climate for Agribusiness...

• From aquaculture to algae, broccoli to beer, and cattle to cotton – over 200 types of crops and livestock are farmed in the Mega-Region

• More than 1,000 agribusiness and food companies in cluster – with 100,000+ workers in agriculture alone

• Food products regularly shipped throughout North America – via truck and air
A Bright Place for Getting Green

• **One of North America’s strongest cleantech clusters** – with R&D, manufacturing and 900+ firms

• **Existing utility-scale cleantech projects** – plus 47,000 MW of geothermal, solar, wind & biomass potential

• **The center of some of North America’s highest average annual solar radiation** – plus proximity to 6 of 18 Federally-designated Solar Energy Zones (SEZs)
Just in Time: North America’s “here-shore” option for NAFTA…and the Pacific Rim

- **Over 1,200 logistics and distribution cluster companies** – employing more than 90,000 workers
- **Truck access to Southern California in hours** – to 60 million-strong market of West Coast w/in 1-3 days
- **Highly integrated w/ SoCal Ports** – sea & air
Connected – for Competitiveness

- 3 international airports
- 3 commercial border crossings
- 2 major marine ports
- Extensive road & rail connectivity

http://calibaja.sandag.org
Thank You

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