



# Imperial Valley International Trade & Logistics



Imperial Valley is emerging as Southern California's newest hot spot for growth. Its unique culture blends two different countries, the United States with Mexico due to its geographic location along the international border.

Imperial Valley Economic Development Corporation (IVEDC) is seeking to maximize the county's position in the global marketplace through its proud partnership with the **Cali Baja Bi-National Mega-Region**. Since 2008, IVEDC conforms Calibaja along with 5 economic development agencies: San Diego Regional, Tijuana, Ensenada, Tecate and Mexicali. Calibaja offers strategic assets, infrastructure and industry sectors that no other region in the U.S.-Mexico border can.

IVEDC is also a key player of the **Imperial-Mexicali Bi-National Alliance** a work forum that discuss matters of U.S.-Mexico border infrastructure, economic development and environment. In addition, IVEDC pioneers in bi-national internships and workforce development strategies to elevate the competitive edge of the region.

## Imperial Valley's Advantages:

**Over 8.1 Billion gallons allocated for Industrial use from Colorado River**

**California Competes Tax Credit to business that wish to invest in California**

**Lowest Electricity Rate in the state of California depending on energy usage or demand**

**#1** **Producer of Renewable Energy in North America!**

**Production of Geothermal, Wind, Solar, Hydroelectric, Biomass and Bio-Fuel Energy**

**Available 4.19% R&D /Manufacturing Tax Credit**

### Foreign Trade Zone #257

Available industrial and commercial land with Foreign Trade Zone status. Imported materials or merchandise imported into the zone are excluded from customs duty and excise taxes until they leave the foreign trade zone. Materials and goods exported outside the U.S. are excluded from being charged duty.

### International Logistics

- Three ports of entry with Mexico. One of them under expansion worth 98,000,000 USD
- Specific planned areas: Mesquite Lake (5,100 acres) and Gateway to Americas (1,700 acres)
- Railway access to Los Angeles, San Diego, Arizona, and mainland Mexico and road access to 1-8 and 1-10

### Immigration

EB-5 Visa Program consist of a minimum investment of \$500,000 USD in the Imperial Valley. Qualifying investors and their spouse and minor children (under 21) will be granted U.S. Lawful Permanent Residency (Green Card)

### Export & Imports

EX-IM Bank export credits, Small Business Administration (SBA) consulting, and partnership with the U.S. Commercial Service for bi-national trade shows, and other support activities

## Value of Trade between United States & Mexico through Calexico Ports of Entry

Year	Total (USD)
2013	\$7,764,563,729
2014	\$8,174,247,575
2015	\$8,042,720, 813

Source: U.S. Department of Transportation, Bureau of Transportation Statistics, TransBorder Freight Data

## 3 Ports of Entry Connecting U.S.A. with Latin American Markets utilizing the North American Free Trade Agreement (NAFTA)



## Border Crossings at the Calexico-Mexicali Ports of Entry 2014 & 2015

Calexico - Ports	2014	2015
Trucks	325,243	337,474
Trains	252	245
Personal Vehicles	7,088,640	7,493,005
Passengers	13,659,465	14,388,548
Pedestrians	4, 877,677	4,721,696

Source: U.S. Department of Transportation, Research and Innovative Technology Administration, Bureau of Transportation Statistics, based on data from the Department of Homeland Security, U.S. Customs and Border Protection, Office of Field Operations

## Resources:

San Diego World Trade Center [www.sdwtc.org](http://www.sdwtc.org)  
General Service Administration [www.gsa.gov](http://www.gsa.gov)

San Diego and Imperial District Export Council [www.sdidec.org](http://www.sdidec.org)  
U.S. Citizenship and Immigration Services [www.uscis.gov](http://www.uscis.gov)

U.S. Census Bureau [www.census.gov](http://www.census.gov)  
U.S. Export-Import Bank [www.exim.gov](http://www.exim.gov)



The Imperial Valley Economic Development Corporation (IVEDC) is a private corporation designed to assist businesses in expanding or relocating to the Imperial Valley region of California. Our investors include a host of private and public corporations that benefit from the growth of the economy.



# IMPERIAL VALLEY<sup>SM</sup>

## At-A-Glance

### Foreign Trade Zones

A Foreign Trade Zone (FTZ) provides incentives for domestic manufacturers that utilize imported raw material and are located inside the designated areas of the FTZ. Imperial Valley has seven areas in FTZ #257. These areas are considered outside the United States by U.S. Customs. Imported material or merchandise imported into the zones is excluded from customs duties and excise taxes until it leaves the FTZ. Materials and goods exported outside the U.S. are excluded from being charged a duty. Additional benefits include:

- Reduced tariffs
- Duty exemptions
- Weekly entry fee savings
- Duty deferral

### EB-5 Visa Program

The EB-5 Program allows foreign investors to obtain immigration benefits for having made an investment.

- The EB-5 Program calls for a minimum investment of \$1,000,000 USD. This sum may be reduced currently to \$500,000 USD if the enterprise that receives the investment is situated in a Targeted Employment Area (TEA). Imperial Valley is a TEA.
- To qualify as an EB-5 investor, each investor must demonstrate that 10 full-time, year-round jobs will be created on account of the investment.

### Benefits of the EB-5 Visa Program

- Qualifying investors and their spouse and minor children (under 21) will be granted U.S. Lawful Permanent Residency (Green Card).
- No minimum requirements as to age, to speak English, employment experience, or education.
- Investor and family may live/work anywhere in the United States.
- Education benefits including admission of Universities at U.S. resident costs.
- After five years, the investor and their family may obtain U.S. citizenship, subject to meeting all immigration requirements, as required under law.

### Physical Characteristics

Imperial Valley extends over 4,597 square-miles in Southeastern California, bordering Baja California, Mexico to the south, Riverside County to the north, San Diego County to the west, and Arizona to the east. The elevation varies from 253 feet below sea level at the Salton Sea, to 4,854 feet at Blue Angel Peak. Imperial Valley has a largely flat terrain with mountains toward the west. Its central portion has been irrigated with water from the Colorado River since nearly the turn of the century. Today, the economy is driven by logistics firms, warehousing, retail trade, and light manufacturing.

### Transportation

Imperial Valley has three ports of entry facilitating bi-national trade, which was valued at over \$7.7 billion in 2013. Union Pacific Railroad (UPR) and Carrizo Gorge Railway (CGR) provide freight service to Imperial Valley. UPR has direct routes to Los Angeles in the west and El Paso in the east. The center line connects eight communities in Imperial Valley and is the only rail connection from California into Central Mexico. CGR provides freight service between Imperial Valley and San Diego via Northern Baja California, Mexico.

### Population 2016

Total	185,831
Brawley	26,566
Calexico	40,211
Calipatria	7,468
El Centro	45,170
Holtville	6,093
Imperial	18,165
Westmorland	2,256
Unincorporated	39,902

Source: CA Department of Finance

### Population Forecast

2020	222,920
2030	259,339

Source: CA Department of Finance

### Labor Force 2015

Labor Force	79,900
Employment	61,100

Source: CA Employment Development Department

### Ethnic Diversity 2014

Hispanic	81.0%
White	12.8%
African American	3.0%
Asian	1.5%
American Indian/Alaska Native	0.9%
All Other	0.9%

Source: Southern California Assoc. of Governments (SCAG)

### Per Capita Personal Income 2014:

\$16,409  
Source: U.S. Department of Commerce, Bureau of Economic Analysis

### Median Household Income 2014:

\$39,039  
Source: Southern California Assoc. of Governments (SCAG)

### Median Existing Home Sales Price 2014:

\$166,250  
Source: Southern California Assoc. of Governments (SCAG)

