

U.S. BUSINESS OPPORTUNITY

ENSENADA INTERNATIONAL AIRPORT FEASIBILITY STUDY

WWW.EXPORT.GOV

WWW.USTDA.GOV

Promoting U.S. Exports, Supporting U.S. Jobs

Agencies across the U.S. government are partnering to help U.S. companies connect with buyers worldwide. Through a variety of resources, federal agencies can provide U.S. firms with the information and tools they need to compete for foreign contracts. From trade advocacy and export promotion efforts to matchmaker services and promoting the availability of export credits, federal agencies can support U.S. companies in selling their goods and services to the 95% of the world's consumers, who are located outside of the United States, by helping to create opportunities and to level the playing field.

For more information on this project, possible financing options and export opportunities in Mexico, contact:

U.S. Trade and Development Agency

Keith Eischeid

Country Manager, Mexico and Central America
(703) 875 - 4357 // keischeid@ustda.gov

U.S. Commercial Service: In-Country

Dorothy Lutter

Senior Commercial Officer
011- 52-55-5140-2600 // Dorothy.Lutter@trade.gov

International Trade Administration / Manufacturing & Services

Alexis Haakensen

International Trade Specialist
(202) 482-6235 // Alexis.Haakensen@trade.gov

U.S. Export-Import Bank

Xiomara Creque

Regional Director Americas
(202) 565 - 3477 // xiomara.creque@exim.gov

Overview

The development of the proposed Ensenada International Airport (EIA) at the Mesa de Tigre site in Ensenada is seen as a potential secondary airport for the city of Tijuana, which is located 80km to the north. Additionally, EIA is also envisioned to become a cargo and logistics hub for northwest Mexico.

Project Description

The Ensenada International Airport Feasibility Study includes a market study and a preliminary master plan for the new facility. The study consists of traditional master planning components but also includes a topographical and soil survey for the proposed site. The primary goal of the study was the development of an international airport with the required facilities to attract cargo to the region and financial benefits to the area.

The development of Ensenada International Airport is viewed as a main component of strategic development for the region. The anticipated role of the airport has been preliminary identified as a logistic center to a diverse number of industries that now operate in the region (industrial, commercial, tourism, and agricultural).

The proposed aerodrome portion of the development will have multiple components, including electricity, housing, apartments, a resort, and a golf course.



U.S. BUSINESS OPPORTUNITY

ENSENADA INTERNATIONAL AIRPORT FEASIBILITY STUDY



USTDA
U.S. TRADE AND DEVELOPMENT AGENCY

W W W . E X P O R T . G O V

W W W . U S T D A . G O V

Status and Implementation

The developers are currently in negotiation with investors to fund this project. Jorge Martinez, the Executive Director of the EIA project, will provide an update at the U.S. – Latin America Aviation Summit in Miami.

The feasibility study identified and prioritized development goals for Ensenada International Airport into three phases – short, intermediate and long-term:

Phase 1 – Short Term Development (Year 1)

- 2,500m by 45m runway
- Runway connector to cargo apron
- Cargo apron
- Cargo terminal
- Belly cargo building
- Air Traffic Control Tower
- Airport access boulevard
- Airport internal road (Terminal)
- NAV AIDS
- Construction of a helipad
- Construction of basic infrastructure and utilities
- Construction of a gas/service station
- Construction of a hotel
- Construction of 12,000m of medical park buildings
- Construction of 12,000m of high-tech office park buildings
- Construction of 12,000m of Free Trade Zone
- Construction of 12,000m of agricultural/seafood center
- Construction of 36,000m of logistics park buildings
- Construction of roads (toll highway and internal circulation roads)

Phase 2 - Intermediate Term Development (Year 5)

- Construction of a passenger terminal building
- Construction of runway connector and apron for passenger terminal facility
- Construction of car parking facility for the passenger terminal building
- Construction of main access and internal circulation roads
- Construction of 12,000m of medical park buildings
- Construction of 12,000m of high-tech office park buildings
- Construction of 12,000m of Free Trade Zone
- Construction of 12,000m of agricultural/seafood center
- Construction of 36,000m of logistics park buildings

Phase 3 - Long Term Development (Year 10-15)

- Runway extension to 3,500m
- Full taxiway extension
- Apron expansion
- Cargo terminal expansion

U.S. BUSINESS OPPORTUNITY

ENSENADA INTERNATIONAL AIRPORT FEASIBILITY STUDY



USTDA
U.S. TRADE AND DEVELOPMENT AGENCY

W W W . E X P O R T . G O V

W W W . U S T D A . G O V

- Belly cargo building expansion
- Aircraft maintenance
- General Aviation facility
- Airport access boulevard extension
- Airport internal road extension
- Fuel Farm
- Airport Maintenance and Administration facility
- Air Rescue and Fire Fighting
- Expansion of the hotel
- Construction of 12,000m of medical park buildings
- Construction of 12,000m of high-tech office park buildings
- Construction of 12,000m of Free Trade Zone
- Construction of 12,000m of agricultural/seafood center
- Construction of 36,000m of logistics park buildings

Project Implementation

- The total construction cost for Phase 1 of EIA is \$197,613,455
- The total construction cost for Phase 2 of EIA is \$55,370,214
- The total construction cost for Phase 3 of EIA is \$172,621,154
- The total construction cost for all Phases of the EIA is \$425,604,822

The project is expected to secure debt and equity financing for EIA development/construction. The discussions held with potential funding sources are the primary basis used to forecast the financial terms and conditions that have been assumed in the financial model.

U.S. Competitiveness and Export Potential

It is estimated that potential U.S. exports of goods and services will top \$106 million dollars during Phase 1, \$35 million dollars during Phase 2 and \$82 million dollars during Phase 3.

U.S. products may be exported and used during the construction of the following facilities:

- Runways and Taxiways
- Access Road Network
- Cargo Terminal
- Belly Cargo Building
- Passenger Terminal
- General Aviation and FBO
- Airport Maintenance Facilities
- Air Traffic Control
- Airport Response and Fire Fighting
- Site Preparation and Earth Movement
- Airport Facilities and Equipment
- Airport City Development
- Aircraft Maintenance Facilities