



# REGION ON THE RISE

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CIBOLA COUNTY OPPORTUNITY ZONES

**ESTABLISHED**  
**June 19, 1981**

**2**  
**NATIONAL  
MONUMENTS**

*El Morro*  
*El Malpais*

**3**  
**NATIVE AMERICAN  
NATIONS**

*Acoma*  
*Laguna*  
*Navajo*

**MT. TAYLOR**  
**11,301 Feet**

Discover the Cibola County region, a pioneering powerhouse offering world-class innovation, accessibility and opportunity.

With a wave of business and industry development, high-quality job growth, unique recreational assets and competitive affordability, the area consistently ranks as one of the best places to live and work.

From startups to Fortune 500 companies, the region benefits from a community rich with investment, talent and experience. We know how to set our sights on the future and get the job done.





# ACCELERATING IDEAS AND SHATTERING NORMS

Global partners in logistics, energy, solar, and manufacturing are just some of the types of companies that call Cibola County home, as well as more than 341 firms employing 4,709 residents.

What's more, the region is growing rapidly, with incoming talented professionals and businesses from all over choosing the Cibola County region as a place to pioneer their prosperity.



## Innovation

The region is home to a thriving innovative ecosystem. Entrepreneurs and investors have the resources they need at their fingertips to build business and capital.



## Collaboration

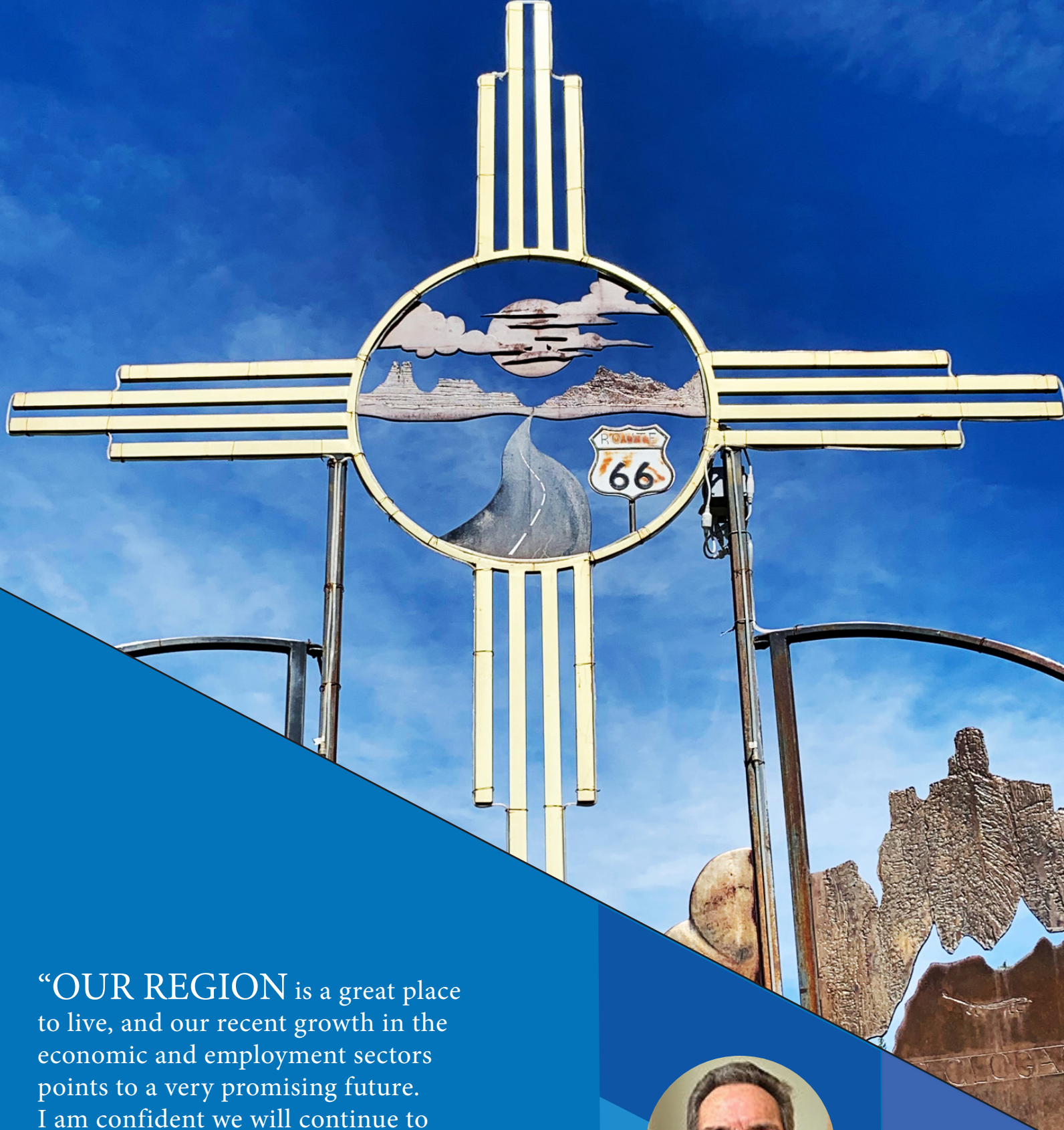
Across organizations and cities, the region works closely to foster an easy and accessible business environment - connecting resources and making introductions simple.



## Social Impact

We're using Opportunity Zones to go beyond the bottom line, helping direct investment to high-priority areas and revitalization in the region, and creating common good.





“OUR REGION is a great place to live, and our recent growth in the economic and employment sectors points to a very promising future. I am confident we will continue to experience growth as an attractive place to live and work - nationally and internationally.”

Martin “Modey” Hicks, Mayor  
City of Grants







## REGION ON THE MOVE



**By 2040**

Cibola County  
forecasted to have  
45,690 residents

**\$400 Million**

Annual  
regional  
economy

**102 MW**

Wind  
Power  
Generation

**13 MW**

Solar  
Power  
Generation

## Opportunity Zones in Cibola County, New Mexico







## KEY INDUSTRIES

The Cibola County region is booming with some of the nation's leading companies and organizations in next-generation industries. The area boasts a recreation industry that is gaining national attention, an unmatched mining cluster that is a nergy hub for the state and southwestern U.S., a entertainment industry fueled by growth in hospitality, culinary, and gaming, and groundbreaking innovation in health care and social services.

### Public Administration

- NM Department of Transportation
- New Mexico State University- Grants
- Grants-Cibola County School District
- US Forest Service - Mt. Taylor District

### Arts, Entertainment, & Recreation

- Acoma Sky City
- Bluewater Lake State Park
- La Ventana Natural Arch
- Zuni Mountains Trail System

### Mining, Quarrying, & Oil & Gas Extraction

- C&E Concrete
- El Segundo Coal Mine
- McKinley Paper
- Rio Grande Resources

### Transportation & Warehousing

- BNSF Railway
- Grants-Milan Municipal Airport
- Interstate 40
- Milan Truck Stop

### Health Care & Social Assistance

- Cibola Family Health Center
- Cibola General Hospital
- Grants Family Health Clinic
- NM Department of Health

### Retail Trade

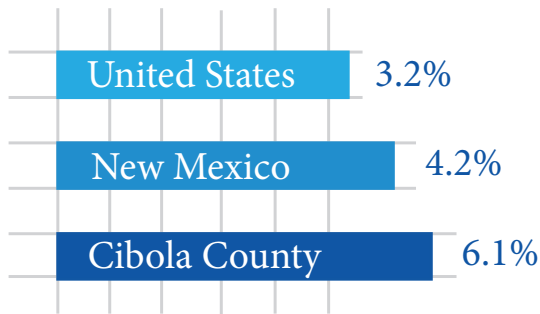
- Acoma Business Enterprise
- Laguna Development Corp.
- NM Highway 53
- Route Highway 66





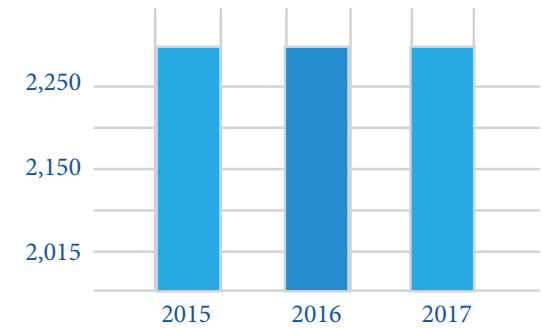
## REGIONAL DASHBOARD

### UNEMPLOYMENT



Source: Kansas City Fed - August 2019

### NEW JOBS



Source: Kansas City Fed - August 2019

### WORKFORCE

30%

population with  
bachelor's degree



Average Age

28

Source: U.S. Census Bureau - ACS

### AFFORDABILITY



\$209K

Average House Value



\$37K

Median Household Income

COST OF  
LIVING



30%

Below national avg.



25%

Below state avg.

Source: U.S. Census Bureau - ACS

### Population

Young adults ages 25 to 44 comprise the largest cohort of the residents in Cibola County, equal to 7,275 residents or approximately 26.9 percent of the population which is above the national average. Native Americans (41.6%) and White-Hispanic (38%) comprises the largest segment of population in Cibola County.

### Employment

New job creation has met or exceeded the amount needed to match population growth, industry specific data shows significant employment in public administration, accommodation and food services, art, entertainment, and retail, construction, and health care and social services.

### Job Market

The per capita income is \$17,768, which is slightly below the New Mexico mean (\$25,257). In 2015, the median was \$16,072, which points to an increase in more higher skills/professional jobs. Top postings include utilities, health care and social services, construction, transportation and warehousing, wholesale trade, and information.

## Opportunity Zone

# Milan & Grants, New Mexico

Census Tract 35006-974400

Headlines tell the story of a reinvigorated Milan and Grants: construction barrels, new community facilities, improved streetscapes and connections, and much more.

Lured by a walkable downtown, one-of-a-kind shops, trail connectivity, state lakes, national forests and monuments and the largest concentration of restaurants in the County, developers and investors are rediscovering the value and charm of Milan and Grants.



## Zone Spotlight



### Milan Industrial Park

Leveraging a direct connection to the BNSF Transcon, this 675-acre master planned industrial park will include transload for energy, manufacturing, and agriculture. Anchoring it is Mt. Taylor Millwork, a manufacturer of woodpellets.



### Art & Culture in the Downtown

Through collaborative partnerships, downtown Grants is an artistic ecosystem complete with museums, art galleries, and public art attracting entrepreneurs and startups sparking innovation and stimulating business growth.



### Highway to Innovation

All roads lead to Grants, NM, where the spirit of the west still lives. A strong work ethic, pride in community, and resolute faith has transformed this former mining town into the fastest growing city in Cibola County.

### Key Sectors

- AGRICULTURE
- ENERGY
- MANUFACTURING

### Active Investment

- Brownfields Phase I & II
- SoloWorks
- Higher ed institutions
- Downtown Development Authority
- Private Investment

### Opportunities

- New business and startups
- Real estate development
- Multifamily housing
- Hotel development
- Brownfields development



### Thriving city core

“Whether it’s a new solar generation facility, expansion of wood pellet manufacturing, or a manufacturing start-up venture, businesses are drawn by Cibola County’s supportive and collaborative business environment. Time and again, we see partnerships, collaboration and new ventures developing together.”

*Eileen Yarborough, Executive Director  
Cibola Communities Economic Development Foundation*





## Opportunity Zone

# Pueblo of Laguna, New Mexico

Census Tract 35006-974400

The anchor of eastern Cibola County, Laguna Pueblo offers a blend of retail, lifestyle, commercial, business, gaming and culture, as well as the County's largest employer with Laguna Development Corporation.

Laguna Pueblo with investments in utilities and broadband is transforming into a commercial hub. Proximity to the Albuquerque MSA provides access to an international airport and a pool of highly skilled labor.

## Zone Spotlight



**Laguna Development Corporation**  
LDC is currently the third largest tribal gaming enterprise in New Mexico. The company enjoys revenues of more than \$200 million annually. The company currently has more than 1,100 employees.



**Food and Entertainment**  
Local chefs utilizing locally-sourced ingredients are reinventing traditional tribal and local cuisine, gaining national accolades and establishing a culinary oasis in the high mesa plateau.



**Albuquerque MSA**  
With a population of 887,077 people, the Albuquerque MSA provides a deep pool of educated and skilled workers for Laguna. Access to Albuquerque International Sunport is within 30 minutes.

### Key Sectors

- HOSPITALITY
- MANUFACTURING
- FILM & MEDIA

### Active Investment

- Film Production Agreements
- Laguna Broadband Network
- Wastewater Treatment System
- Transportation Networks
- Pueblo Investment

### Opportunities

- New business and startups
- Solar development
- Distribution center
- Hotel development
- National defense



### Growth through innovation

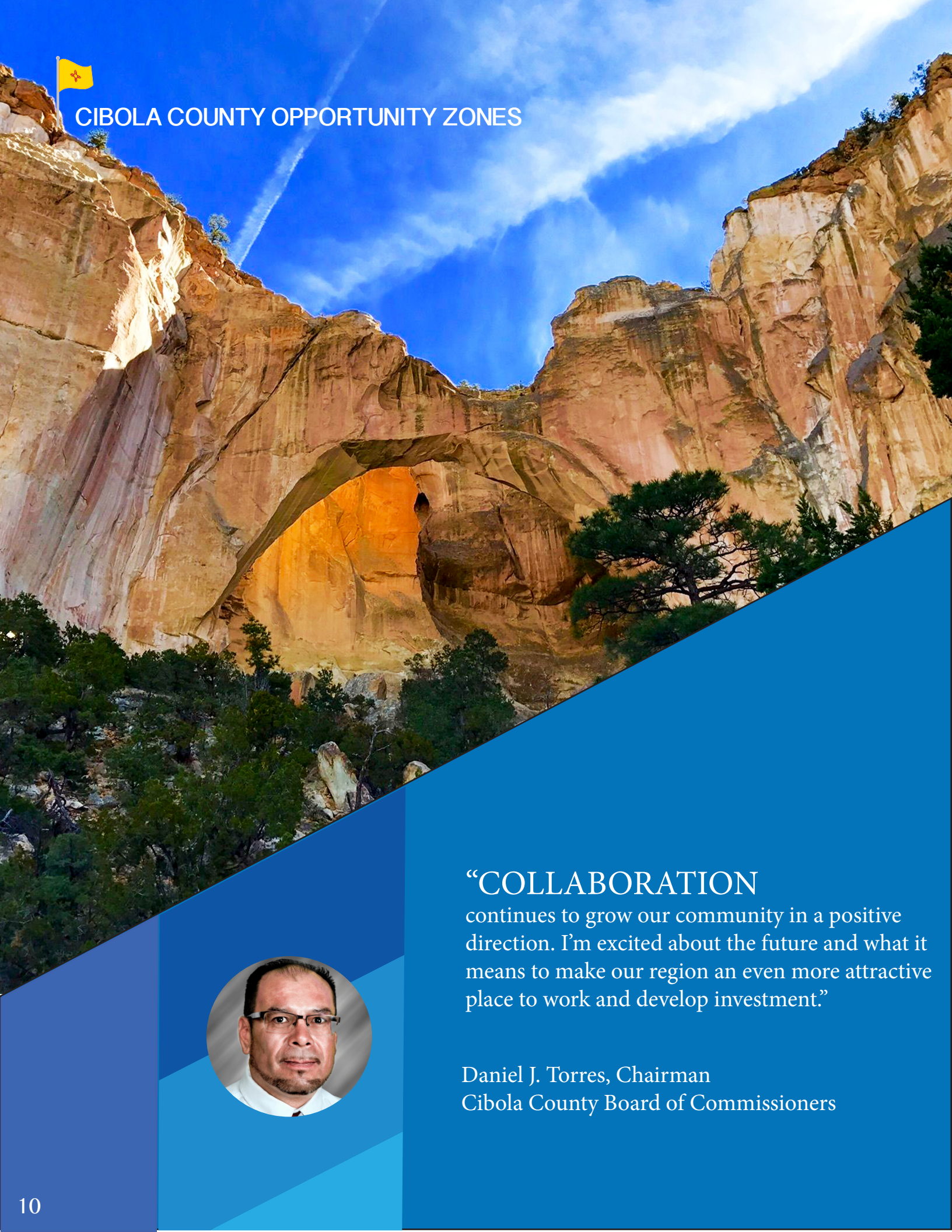
"With strong leadership and community support, Pueblo of Laguna is creating new economic opportunities across a range of high growth sectors. Continued westward expansion of the Albuquerque MSA presents a long term environment for growth and development. We encourage all to take a closer look at this Opportunity Zone."

*Wilfred Herrera Jr., Governor  
Pueblo of Laguna*





## CIBOLA COUNTY OPPORTUNITY ZONES



### “COLLABORATION

continues to grow our community in a positive direction. I’m excited about the future and what it means to make our region an even more attractive place to work and develop investment.”

Daniel J. Torres, Chairman  
Cibola County Board of Commissioners



# COME HELP *Grants New Mexico* GROW



Investors and companies of all kinds have discovered the distinctive benefits that come with doing business in the Cibola County area. In addition to the advantages of Opportunity Zones, there are a variety of local and state incentive and tax credit programs designed to promote economic growth in the region and provide significant return on your investment. There's never been a better time to invest, and we're ready to assist.



## **Cibola Communities Economic Development Foundation**

The Cibola Communities Economic Development Foundation is the economic development organization for Cibola County, City of Grants, and Village of Milan.  
>>[www.CibolaEDC.com](http://www.CibolaEDC.com)



## **City of Grants**

Grants is the largest city in Cibola County with a population of 9,182. It is located about 78 miles west of Albuquerque, NM.  
>>[www.CityofGrants.net](http://www.CityofGrants.net)



## **Village of Milan**

Milan is the second largest city in Cibola County with a population of 3,245. It is located about 80 miles west of Albuquerque, NM.  
>>[www.VillageofMilan.com](http://www.VillageofMilan.com)



## **Grants - Cibola County Chamber of Commerce**

Grants/Cibola County Chamber of Commerce is a vibrant ever growing organization focusing on our members, the community, and business climate.  
>>[www.Grants.org](http://www.Grants.org)



## **Continental Divide Electric Cooperative**

CDEC is a not-for-profit, member-owned electric distribution co-op providing service to about 24,130 meters throughout Cibola and parts of McKinley, Sandoval, Bernalillo and Valencia counties.  
>>[www.CDEC.coop](http://www.CDEC.coop)





# Connect with the Cibola County Region

[nwnmcog.org/opportunityzones](http://nwnmcog.org/opportunityzones)

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Developed in partnership with:

