

REGION ON THE RISE

McKINLEY COUNTY OPPORTUNITY ZONES

ESTABLISHED
January 1, 1901

2
NATIVE AMERICAN
NATIONS
Navajo
Zuni

CONTINENTAL DIVIDE
7,228 Feet

ZUNI MOUNTAINS
9,256 Feet

Announcing McKinley County, New Mexico - a gateway to the West and a hub of innovation, accessibility and opportunity.

With a wave of business and industry development, high-quality job growth, unique cultural and recreational assets and competitive affordability, the area is regarded as one of New Mexico's hidden gems.

Startups to Fortune 500 companies operating in the region benefit 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...

International pioneers in logistics, energy, solar, and manufacturing are just some of the types of companies that call McKinley County home, as well as more than 1,142 private firms employing 13,724 residents.

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

& SHATTERING NORMS



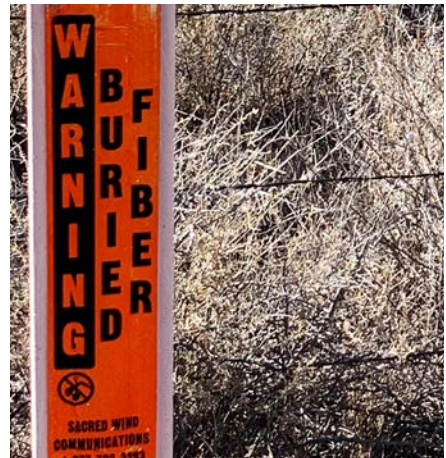
Innovation

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.”

Louie Bonaguidi, Mayor
City of Galllup





REGION ON THE MOVE



By 2024

Navajo Gallup
Water Supply
Project
is complete

\$80M+

New
Private Investment
since 2013

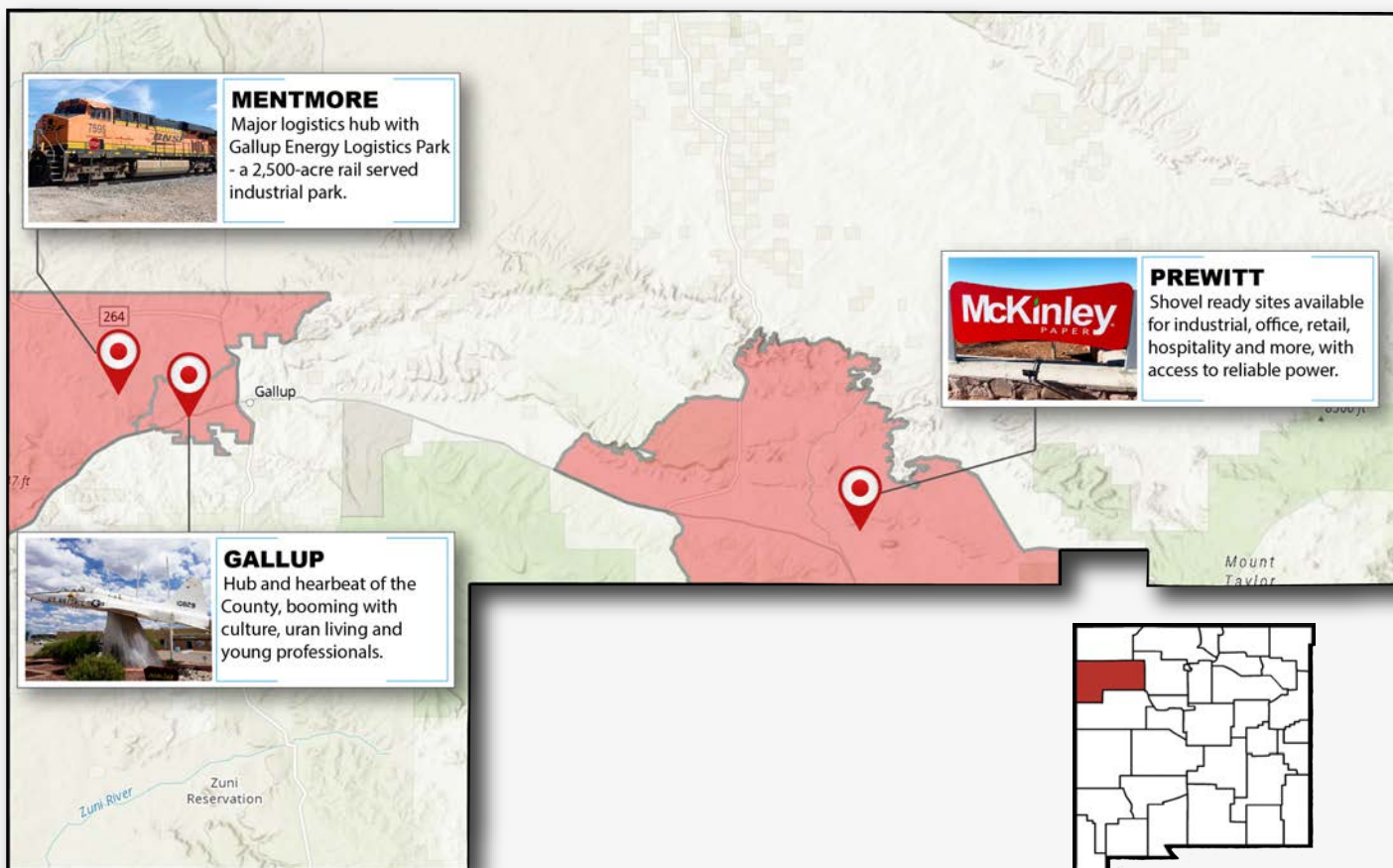
\$900 Million

Annual
regional
economy

\$200M+

Water, Rail, Road,
Land Investments
since 2013

Opportunity Zones in McKinley County, New Mexico





KEY INDUSTRIES

The McKinley County region is booming with some of the nation's leading companies and organizations in next-generation industries. The area boasts an outdoor recreation industry that is gaining national attention, an unmatched transportation cluster that is a hub for rail and truck, a manufacturing industry fueled by growth in paper recycling, nitrile rubber glove, and renewable energy, and groundbreaking innovation in transportation and warehousing.

Retail Trade

- Route Highway 66
- Gallup North Commercial District
- Gallup Business Improvement District
- US Hwy 491

Educational Services

- Navajo Technical University
- Gallup-McKinley County School District
- UNM Gallup Branch Campus
- Ashiwi College

Health Care & Social Assistance

- Gallup Indian Medical Center
- Rehoboth McKinley Christian Hospital
- Gallup VA Clinic
- New Mexico Cancer Center

Manufacturing

- Rhino Health
- Escalante Generating Station
- McKinley Paper
- Native American Jewelry

Arts, Entertainment, & Recreation

- Gallup High Desert Trail
- Gallup Downtown
- Red Rock Park
- Zuni Mountain Trail System

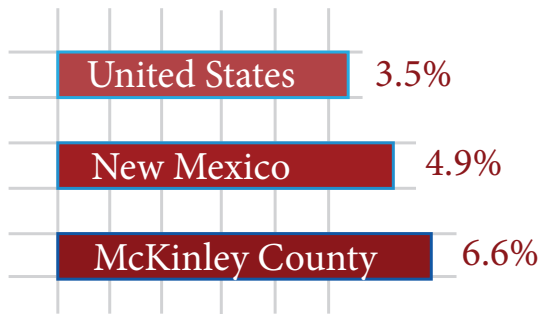
Transportation & Warehousing

- Gallup Energy Logistics Park
- BNSF Gallup Rail yard
- Gallup Municipal Airport
- Foreign Trade Zone



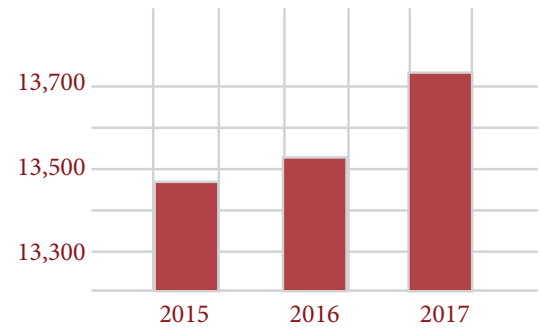
REGIONAL DASHBOARD

UNEMPLOYMENT



Source: Kansas City Fed - November 2019

NEW JOBS



Source: Kansas City Fed - November 2019

WORKFORCE

77%

population with
diploma or higher



Average Age

31

Source: U.S. Census Bureau - ACS

AFFORDABILITY



\$144K

Average House Value



\$31K

Median Household Income

COST OF
LIVING



28%

Below national avg.



13%

Below state avg.

Source: U.S. Census Bureau - ACS

Population

Young adults ages 25 to 34 comprise the largest cohort of the residents in McKinley County, equal to 10,212 residents or approximately 14.0 percent of the population which is above the national average. Native Americans (78.6%) and White (19.1%) comprises the largest segment of population in McKinley 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, utilities, health care and social services, accommodations and food services, retail trade, transportation and warehousing, mining and information.

Job Market

The per capita income is \$14,077, and continues to rise. In 2015, the median was \$12,614, which points to an increase in more higher paying jobs. Top wage jobs include utilities, public administration, management of companies, manufacturing, educational services, health care and social services, and transportation and warehousing.

Mentmore, New Mexico

Census Tract 35031-9439.02

Investments in support of the Gallup Energy Logistics Park for rail, road access, and workforce training is transforming the Mentmore area into a transportation hub. Proximity to the major southwestern U.S. cities makes this a perfect location for business growth.

The soon to be completed Navajo-Gallup Water Supply Project will ensure a sustainable long term water source.



Zone Spotlight



Gallup Energy Logistics Park

Leveraging a direct connection to the BNSF Transcon, this 2,500-acre master planned industrial park will include transload for energy, manufacturing, and warehouse/distribution. 20,000 linear-feet of rail is contained on two loops.



U.S. Interstate 40

The third longest interstate in the U.S., running from CA to NC, I-40 provides 48-hour access to the entire United States with connections to 8 states and 11 connecting Interstates.



BNSF TransCon Line

The Southern Transcon is a rail corridor between southern California and Chicago, IL, and is one of the most heavily trafficked rail corridors in the western U.S. An average of 90 trains daily pass through Gallup-McKinley County.

Key Sectors

- MANUFACTURING
- ENERGY
- WAREHOUSE/DISTRIBUTION

Active Investment

- BNSF Certified Site
- Transportation Network
- Warehousing
- Hospitality
- Private Investment

Opportunities

- Foreign Trade Zone
- Autonomous
- Retail development
- Rail development
- Brownfields development



Thriving city core

“Whether it’s a new solar generation facility, a rubber glove manufacturing facility, or a rail transload facility, businesses are drawn by McKinley County’s supportive and collaborative business environment. Time and again, we see partnerships, collaboration and new ventures developing together.”

*Patty Lundstrom, CECd, Executive Director
Greater Gallup Economic Development Corporation*



Gallup, New Mexico

Census Tract 35031-945200

Headlines tell the story of a reinvigorated Gallup: 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 the City of Gallup.

Zone Spotlight



Gallup Energy Logistics Park

Leveraging a direct connection to the BNSF Transcon, this 2,500-acre master planned industrial park will include transload for energy, manufacturing, and warehouse/distribution. 20,000 linear-feet of rail is contained on two loops.



Gallup Municipal Airport

With daily service and connectivity to major international airports, Gallup Municipal Airport ensures ease of access for both visitor and business passengers. Foreign Trade Subzone designation makes it prime for manufacturing.



Transportation / Warehousing

Access to U.S. Interstate 40 and Gallup's connectivity to major population centers in the Southwestern U.S. is generating an influx new warehouse development. Major markets include Albuquerque, Phoenix, and Los Angeles.

Key Sectors

- LOGISTICS
- MANUFACTURING
- WAREHOUSE/
DISTRIBUTION

Active Investment

- BNSF Certified Site
- General Aviation Airport
- Interstate Interchange
- Solar Development
- Retail Development

Opportunities

- Foreign Trade Zone
- Hospitality development
- Entertainment district
- Warehouse development
- National defense



Growth through innovation

"With strong leadership and community support, McKinley County is creating new economic opportunities across a range of high growth sectors. Continued investment in transportation networks and shovel-ready industrial sites are creating new business investments. We encourage all to take a closer look at our Opportunity Zones."

*Bill Lee, CEO
Gallup Chamber of Commerce*



Opportunity Zone

Prewitt, New Mexico

Census Tract 35031-946000

The anchor of eastern McKinley County, Prewitt, NM is home to the Prewitt Industrial Cluster; 600-jobs supported by manufacturing and energy generation.

With investments in renewable energy and shovel ready sites, the Escalante Energy Complex is transforming into a national hub for green manufacturing. Companies are leveraging access to rail and transportation networks, and cheap power to grow operations and foster innovation.

Zone Spotlight



Escalante Energy Complex

A hub for the generation of renewable energy, the Escalante Energy Complex incorporates solar and natural gas to provide clean energy for a cluster of manufacturing firms collocated in the area.



McKinley Paper

Incorporating clean renewable energy as its power source complete with a zero discharge, water recycling treatment system, McKinley Paper is leading innovation in the manufacturing of recycled paper.

Key Sectors

- GENERATION
- MANUFACTURING
- TRANSPORTATION

Active Investment

- Shovel Ready Sites
- Renewable Energy
- Manufacturing
- EB-5 Qualified Employment Area
- Foreign Trade Zone

Opportunities

- Foreign Direct Investment
- Solar Development
- Distribution Center
- National Defense
- Advanced Manufacturing



Interstate I-40

The third longest interstate in the U.S., running from CA to NC, I-40 generates approximately 7,000 truck counts per day in McKinley County.



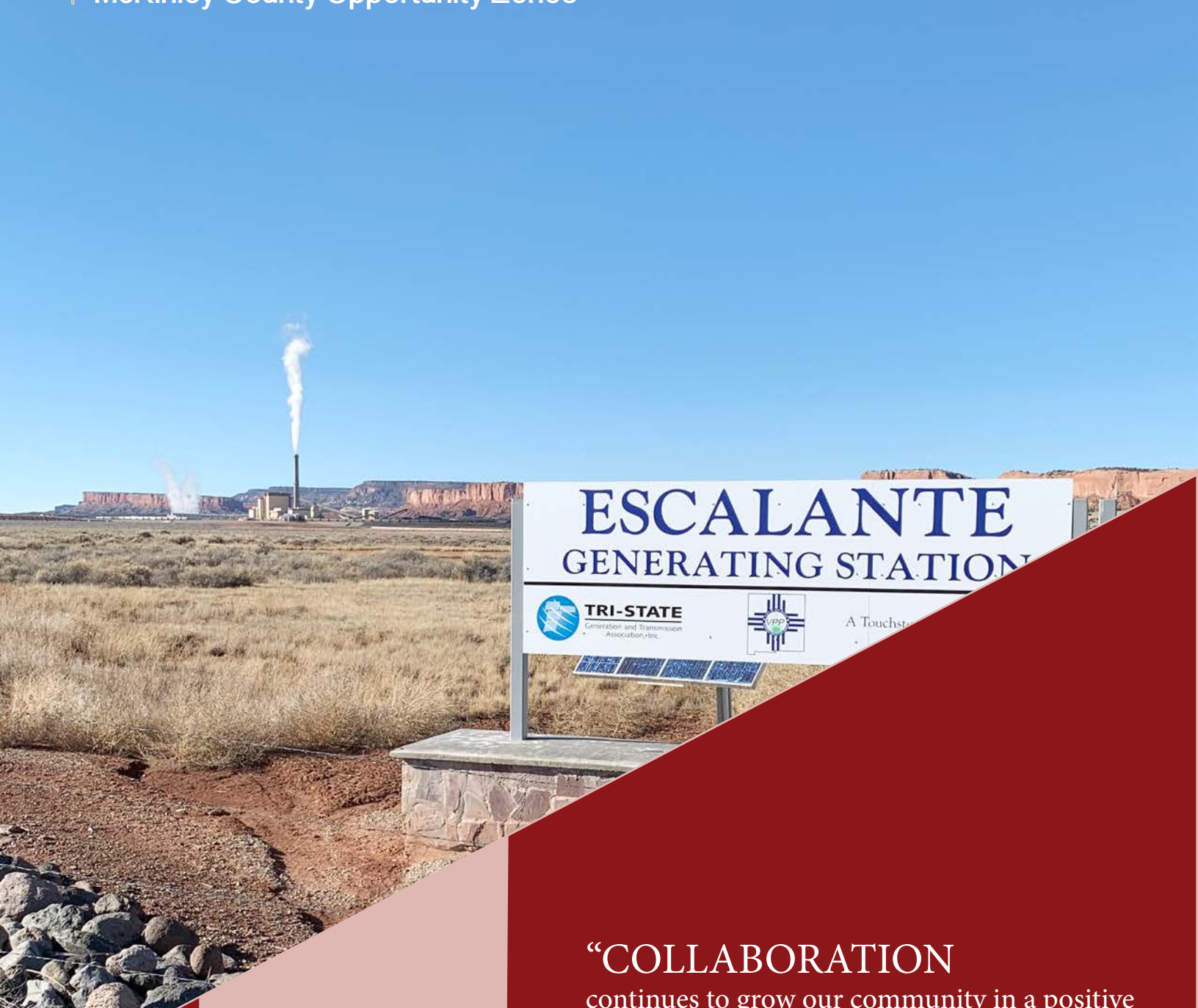
Moving Forward

“An improved business climate awaits entrepreneurs in McKinley County. Coupled with strong business support programs for workforce training and equipment, investors are capitalizing on opportunities in McKinley County. Now is the time to take a closer look at McKinley County.”

*Tommy Nelson, Commissioner
McKinley County Board of Commissioners*



McKinley 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.”



Billy Moore, Chairman
McKinley County Board of Commissioners



RESOURCES & SUPPORT



Investors and companies of all kinds have discovered the distinctive benefits that come with doing business in the McKinley 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.



Greater Gallup Economic Development Corporation

The Greater Gallup Economic Development Corporation is the economic development organization for City of Gallup and McKinley County.
>>www.GallupEDC.com



City of Gallup

Gallup is the largest city in McKinley County with a population of 21,678. Gallup is the most populous city between Flagstaff, AZ and Albuquerque, NM.
>>www.GallupNM.gov



McKinley County

McKinley County with a population of 72,290 is the seventh most populous county in New Mexico. The County has a total area of 5,455 square miles.
>>www.CO.McKinley.NM.US



Gallup-McKinley County Chamber of Commerce

The Gallup-McKinley County Chamber of Commerce a 400-member strong organization ready to support new or existing business.
>>www.TheGallupChamber.com



Gallup Business Improvement District

Gallup BID partners with downtown property owners, downtown Merchants, the City of Gallup, and the broader community to enhance business development, energize our downtown district, and thereby improve the overall quality of life in Gallup.
>>www.GoGallup.com



Connect with the McKinley County Region

nwnmcog.org/opportunityzones

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Developed in partnership with:

