

REGION ON THE RISE

SAN JUAN COUNTY OPPORTUNITY ZONES

ESTABLISHED
February 24, 1887

San Juan County, New Mexico is the population and industry base for the Four Corners Region; a hub of innovation, accessibility and opportunity.

With a wave of new industries in film, outdoor recreation, and agriculture, combined with world-class cultural and recreational assets and competitive affordability, the area is regarded as one of New Mexico's hidden gems.

Startups to Fortune 500 companies benefit from a community rich with talent, experience and innovation. We know how to set our sights on the future and get the job done.

2
**NATIVE AMERICAN
NATIONS**
Navajo
Ute Mountain

**Chaco Culture
National Historic Park**

**Aztec Ruins
National Monument**

**Chuska Mountains
9,390 Feet**



ACCELERATING IDEAS...

International pioneers in energy, engineering, manufacturing and agriculture are just some of the types of companies that call San Juan County home, as well as more than 2,723 private firms employing 35,061 residents.

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

& SHATTERING NORMS



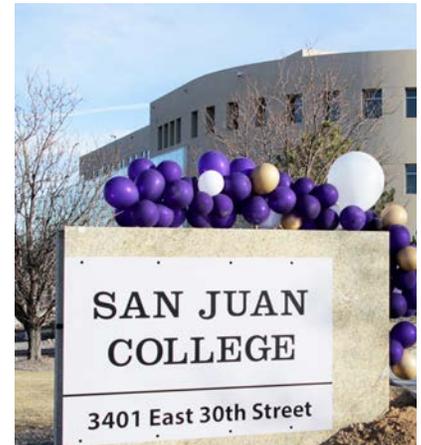
Innovation

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



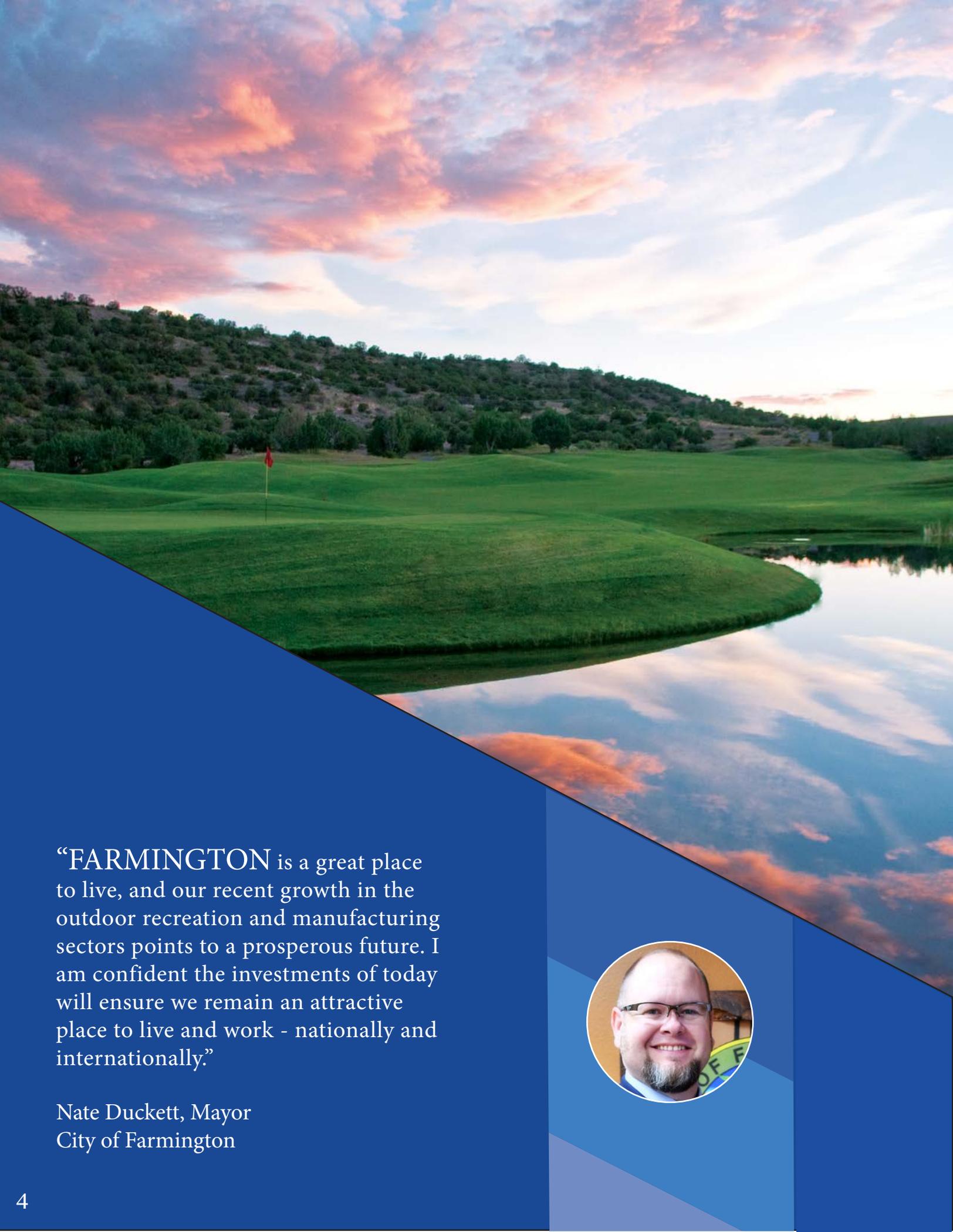
Social Impact

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.



Groundbreaking

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



“FARMINGTON is a great place to live, and our recent growth in the outdoor recreation and manufacturing sectors points to a prosperous future. I am confident the investments of today will ensure we remain an attractive place to live and work - nationally and internationally.”

Nate Duckett, Mayor
City of Farmington





REGION ON THE MOVE

Welcome to

FARMINGTON



Jolt Your Journey

\$2.8 Billion

Annual
Economy

2,723

Private
Businesses

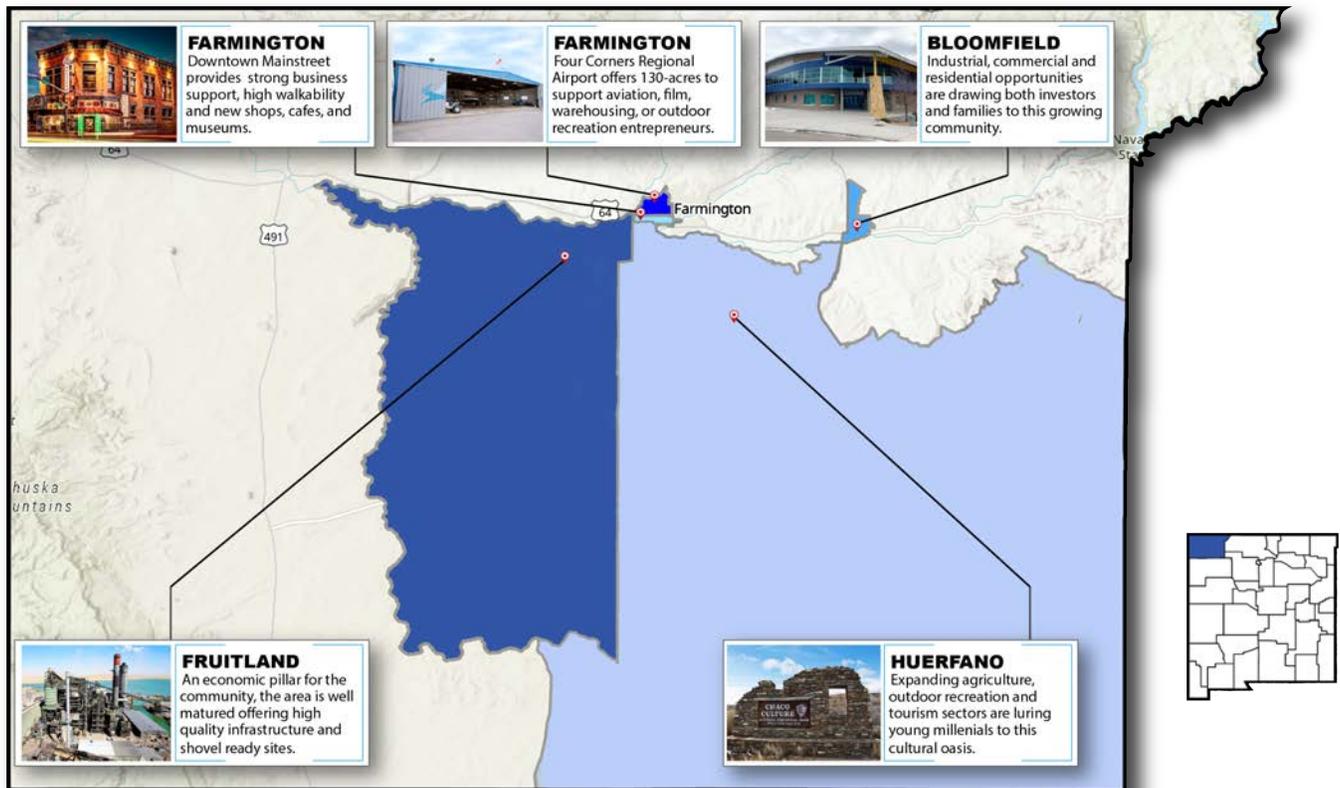
46,000

Strong
Labor Force

5

Opportunity
Zones

Opportunity Zones in San Juan County, New Mexico





KEY INDUSTRIES

The San Juan County region is booming with some of the nation's leading companies and organizations in next-generation industries. The area boasts a growing film industry, an unmatched energy cluster that is a hub for coal, oil and gas, a manufacturing industry fueled by growth in upstream production operations, an expanding health care sector, a stable retail trade area, and groundbreaking innovation in outdoor recreation and tourism.

Mining & Oil Production

- Enduring Resources
- Hilcorp San Juan LP
- LOGOS Resources II, LLC
- North American Coal / Navajo Mine

Construction

- FCI Constructors
- SJ Gabaldon Construction
- TRC Construction, Inc.
- XL Concrete

Health Care & Social Assistance

- Basin Health Services
- Presbyterian Medical Services
- San Juan County Public Health
- San Juan Regional Medical Center

Retail & Wholesale Trade

- Pinon Hills Mall
- Sam's Club
- Target
- Walmart

Manufacturing

- Navajo Agricultural Products Industry
- PESCO
- Raytheon Dine Facility
- Riley Industrial Services

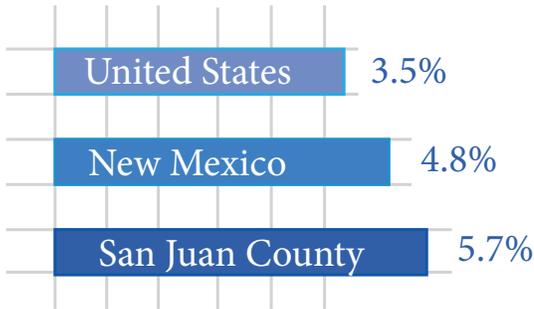
Public Government

- Farmington Municipals Schools
- Central Consolidated School District
- City of Farmington
- San Juan County



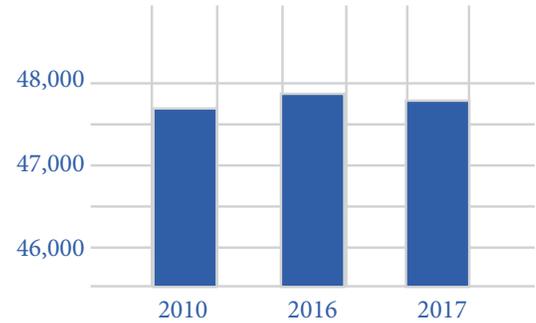
REGIONAL DASHBOARD

UNEMPLOYMENT



Source: Kansas City Fed - January 2020

JOBS



Source: US Bureau of Labor Statistics

WORKFORCE

84%

population with diploma or higher



Average Age

35

Source: U.S. Census Bureau

AFFORDABILITY



\$178K

Average House Value



\$46K

Median Household Income

COST OF LIVING

14%

Below national avg.

2.6%

Below state avg.

Source: U.S. Census Bureau

Population

Young adults ages 25 to 34 comprise the largest cohort of the residents in San Juan County, equal to 16,918 residents, or approximately 13.5 percent of the population. Adults, 35 to 44 years, are second with 16,191 residents. White (55.5%) and American Indian (42.0%) comprises the largest segments of population in San Juan County.

Employment

New job creation has met or exceeded the amount needed to match population growth. Industry specific data shows significant employment in mining, construction, manufacturing, retail and wholesale trade, transportation and warehousing, health care and social assistance, professional and technical services, and accommodation and food service.

Job Market

The per capita income is \$22,067, and continues to rise. In 2010, income was \$19,265, which points to an increase in more higher paying jobs. Top wage jobs include mining, oil and gas extraction, utilities, construction, manufacturing, truck transportation, pipeline transportation, telecommunications, and insurance carriers.

Opportunity Zone

Farmington, New Mexico

Census Tract 35045-000401

The Four Corners Regional Airport serves as the primary anchor offering two runways, hangar space, aircraft maintenance, and on-demand charter service to and from nearly any destination in the U.S. A recent runway extension to service larger commercial jets is paving the way for the resumption in commercial air service.

200-acres of land north of the airfield provides ample space to grow business operations.



Zone Spotlight



Four Corners Regional Airport
Owned by the City of Farmington, the Four Corners Regional Airport has undergone a series of facility upgrades and is ideal for aviation manufacturing and/or testing, as well as film and media production.

Key Sectors

- AVIATION
- UNMANNED AERIAL VEHICLES (UAV)
- FILM/MEDIA

Active Investment

- Hangars
- Runway
- Terminal
- Hospitality
- Quality of Life

Opportunities

- Foreign Trade Zone
- Autonomous Aviation
- Retail Development
- Housing Development
- Brownfields Development



U.S. Hwy 64
Connecting San Juan County with Oklahoma and Arizona, US Hwy 64 runs 429 miles east to west, providing a critical corridor for trucking and warehousing and 48-hour access to major markets across the western U.S.



Residential Housing Development
Corridors including Pinon Hill Blvd and 30th Street provide direct connections to entertainment and shopping, yielding an ideal location for new housing development to meet demand for single-family detached housing.



Growing the Economy

“Entrepreneurs are drawn by San Juan County’s supportive and collaborative business environment. Whether it’s a new manufacturing facility, expansion of an existing business, or support for a business idea; time and again, we see partnerships, collaboration and new ventures delivering successes.”

*William Sharer
Senator - District 1
New Mexico Senate*



Opportunity Zone

Farmington, New Mexico

Census Tract 35045-000402

Lured by a walkable downtown, one-of-a-kind shops, venues for music and art, and a growing cadre of restaurants and cafes, developers and investors are rediscovering the value and charm of downtown Farmington.

Dubbed the “Heart of Farmington”, the City continues to make infrastructure investments in this vibrant corridor such as the Civic Center District and downtown-wide streetscaping.

Zone Spotlight



Downtown District

Art, music, and automotive related events attract people to the downtown area providing entrepreneurs the opportunity for retail and professional service endeavors.



Civic Center District

The District boasts a large event and convention center, Farmington’s Children’s Museum and Science Center and the Bonnie Dallas Senior Center.



Animas District

Anchored by San Juan Regional Medical Center, the Animas District provides both business and recreational opportunities. Access to the Animas River promotes a high quality of life.

Key Sectors

- RETAIL
- ART
- FILM & MEDIA

Active Investment

- Museums
- Main Street
- Convention Center
- Walkability
- Entertainment

Opportunities

- Arts & Culture
- Hospitality Development
- Entertainment District
- Residential Development
- Film / Media



Thriving City Core

“An improved business climate awaits entrepreneurs in the City of Farmington. Over \$20 million in City investment in the renovation of both the Downtown Civic Center and Downtown Streetscape, coupled with strong business support programs for workforce training and equipment, investors are poised to capitalize on opportunities in Farmington. Now is the time to take a closer look at our Downtown core.”

*Warren Unsicker, CECd
Economic Development Director
City of Farmington*

Opportunity Zone

Bloomfield, New Mexico

Census Tract 35045-000705

Tract is a mix of available industrial, commercial, planned unit development, R-3 residential, R-1 residential, agricultural and across U.S. Highway 550 from an existing industrial park.

Vacant land is suitable for development. The tract is also adjacent to the San Juan River which offers recreational and tourism-related potential.



Zone Spotlight



Arts & Crafts

Bloomfield is becoming a hotbed for art, drawing artistic entrepreneurs from all over the country who are enticed by the Four Corner region's high desert mesas, green river valleys, and white snow capped mountains.



US Hwy 550

Connecting the Farmington MSA including Bloomfield with Albuquerque, the largest city in New Mexico, US Hwy 550 has undergone substantial improvements and now provides a four-lane corridor for ease of transport and access.



Bloomfield School District

Bloomfield provides high quality education and community amenities and has seen an influx of families seeking affordability and quality of place.

Key Sectors

- TRUCKING
- HOSPITALITY
- RETAIL

Active Investment

- Warehousing
- Transportation Network
- Irrigation
- Workforce
- Eco-Tourism

Opportunities

- Foreign Trade Zone
- Film / Media
- Value-added Processing
- Animal food Processing
- Defense



Partnering for the Future

“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.”

*Cynthia Atencio, Mayor
City of Bloomfield*



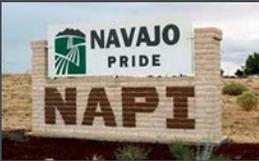
Opportunity Zone Fruitland, New Mexico

Census Tract 35045-943000

Adjacent to Navajo Agricultural Products Industry (NAPI), ample land is ready for development and re-purposing. Proximity to NAPI and Raytheon provides access to a highly skilled and dependable workforce.

Long-term development plans for the area forecast continued industrial and agriculture development, ensuring availability of high-quality infrastructure for green entrepreneurs.

Zone Spotlight



Navajo Agricultural Products Industry
The NAPI farmland has an estimated 72,000 acres developed. High standards during growth and processing ensure products are fresh and some of the highest quality on the market.



Navajo Gaming Enterprises
State of the art facilities and convention space provide a steady stream of patrons creating opportunities for dining, hospitality and entertainment ventures.



Four Corners Generating Station
Access to industrial utilities and infrastructure offered by Four Corners Generating Station makes this site ideal for manufacturing or energy development.

Key Sectors

- AGRICULTURE
- ENTERTAINMENT
- ENERGY

Active Investment

- Workforce
- Irrigation
- Water Conservation
- Solar Development
- Natural Gas Generation

Opportunities

- Foreign Trade Zone
- Hospitality Development
- Value-added Processing
- Warehouse Development
- National Defense



Public-Private Partnerships

“Embracing the San Juan County pioneering spirit, recent public-private partnerships have generated new business opportunities in new markets and sectors. Entrepreneurs will find an area rich in culture and a thriving ecosystem of talented professionals and businesses.”

*Arvin Trujillo, Executive Director
Four Corners Economic Development*

Huerfano, New Mexico

Census Tract 35045-943201

Located within this census tract is one of the largest farming operations in the United States - Navajo Agricultural Products Industry. Along with a strong defense manufacturing and tourism sector, the area has been the recipient of significant investments.

Continued expansion of these high-growth sectors is expected to drive long-term prosperity and provide opportunities for businesses and investors.



Zone Spotlight



Navajo Agricultural Products Industry
NAPI operates three Navajo Pride processing facilities: Bean Plant, Potato Fresh Pack and Flour Mill. 72,000 acres of farmland provides capacity to support entrepreneurial endeavors.



Chaco Culture National Historic Park
Chaco Canyon is a concentration of fifteen major pueblo complexes that remained the largest buildings ever built in North America until the 19th century.



Raytheon Dine Facility
125,000 square-foot complex is used by the world's largest missile manufacturer to support 12 missile programs such as the Tomahawk cruise missile, Javelin weapon system, and Advanced Medium-Range Air-to-Air Missile.

Key Sectors

- AGRICULTURE
- MANUFACTURING
- TOURISM

Active Investment

- Warehousing
- Transportation Network
- Irrigation
- Workforce
- Eco-Tourism

Opportunities

- Foreign Trade Zone
- Blockchain
- Value-added Processing
- Animal food Processing
- Defense



Public-Private Partnerships

“As a businessman, I understand the need to create businesses and jobs on the Navajo Nation through the use of Opportunity Zones. The Navajo Nation has several opportunity zones located on the Navajo Nation and we are open for business.”

*Myron Lizer, Vice-President
Navajo Nation*



San Juan County Opportunity Zones



“SAN JUAN COUNTY is accelerating business growth by creating economic opportunities across a range of new high growth sectors. We encourage all to take a closer look at our Opportunity Zones.”

Jack Fortner, Chairman
San Juan County Board of Commissioners



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



Four Corners Economic Development, Inc.

Four Corners Economic Development works to create a business rich environment to drive the economy of San Juan County.

>>www.4CornersED.com



City of Aztec

Located on the Animas River, Aztec has 6,763 residents and is the county seat of San Juan County.

>>www.AztecNM.gov



City of Bloomfield

Bloomfield has 8,112 residents and is a strategic nexus for San Juan County, being located at the junction of US 550 and US 64.

>>www.BloomfieldNM.gov



City of Farmington

Farmington is the largest city in San Juan County with a population of 45,877. Farmington is located at the confluence of the San Juan River with the Animas River and La Plata River.

>>www.FMTN.org



San Juan County

With a population of 130,044, San Juan County is the fifth-most populous county in New Mexico. San Juan County connects with the states of Arizona, Colorado and Utah.

>>www.SJCounty.net



Connect with the San Juan County Region

nwnmcog.org/opportunityzones

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Developed in partnership with:

