



COMMUNITY OVERVIEW



Welcome to the fastest growing community in New Mexico



One of the safest communities in the state with the best schools, a low cost of living, diverse population and competitive incentive programs, Sandoval County is emerging as a top choice for business expansion.



ABQ SUNPORT

Albuquerque International Sunport welcomes nearly five million travelers a year and is the gateway to the diverse cultures, rich history and breathtaking landscapes that make New Mexico the Land of Enchantment.

✚ 24 cities with nonstops daily

✚ 8 major commercial carriers

- Alaska
- Allegiant
- American
- Delta
- Frontier
- JetBlue
- Southwest
- United

✚ Distances to major cities (in miles)

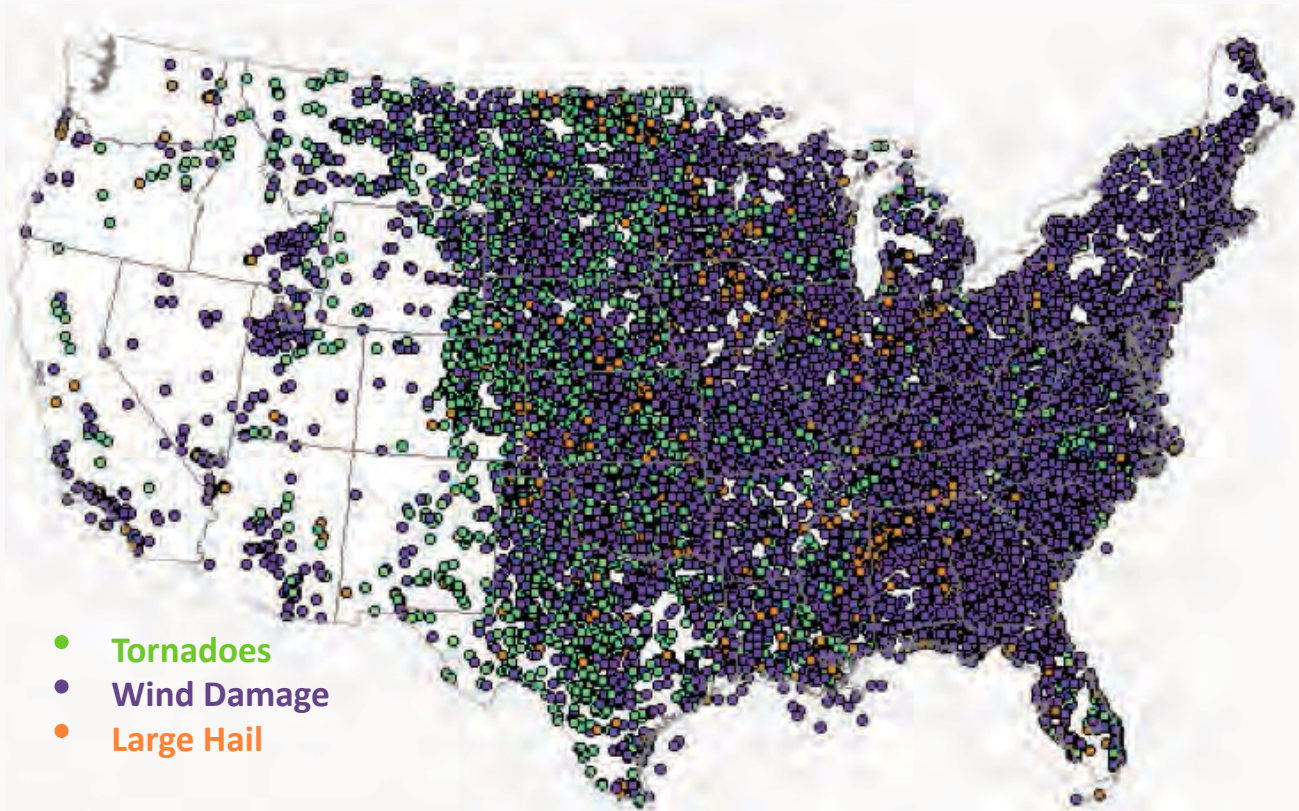
- Denver: 437
- Phoenix: 458
- Las Vegas: 586
- Salt Lake City: 604
- Dallas/Fort Worth: 644
- Los Angeles: 811
- San Jose: 1,050



LOW RISK NATURAL DISASTER LOCATION

Located in the Albuquerque Metro Area, Sandoval County boasts more than 300 days of sunshine per year with little to no risk of natural disasters.

Annual Severe Weather Incidents



Source: NOAA National Weather Service, Annual Severe Weather Report Summary 2016

Wind Zone Map



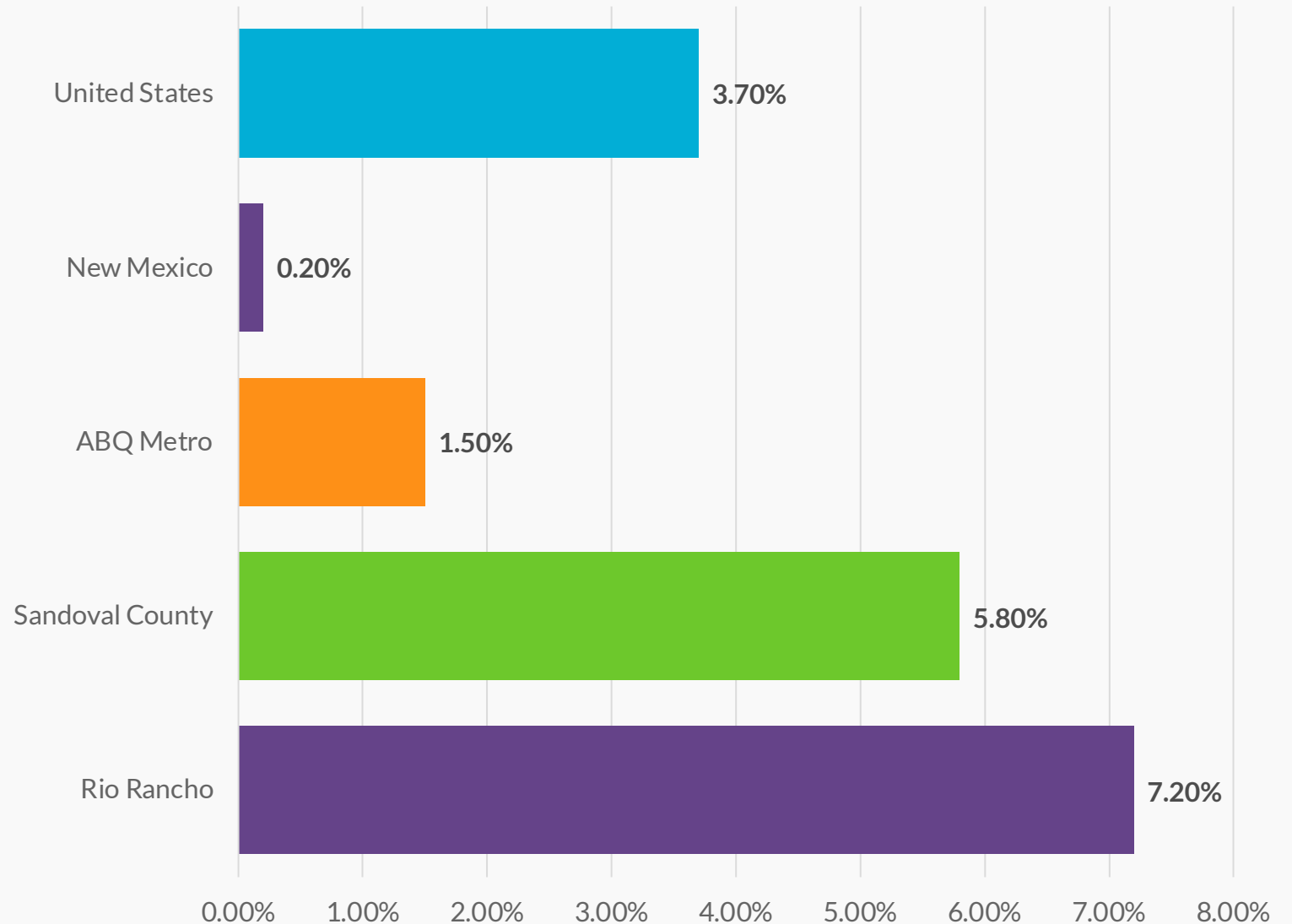
Source: Partner Engineering and Science, Inc.

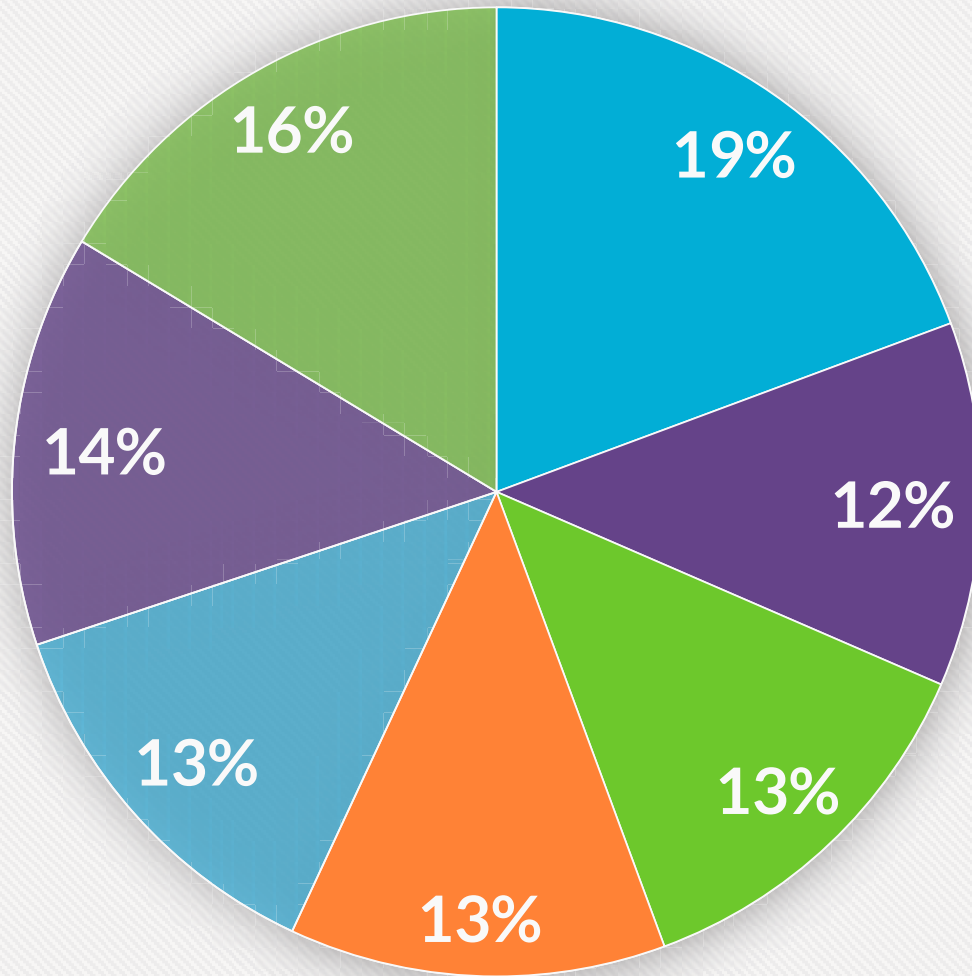
POPULATION GROWTH



Sandoval County is one of the fastest growing communities in New Mexico. While the state population largely did not grow over the past five years, the population of Sandoval County grew 5.8%; Faster than both the Albuquerque Metro (1.5%), and the United States (3.7%).

SOURCE: AVALANCHE CONSULTING /
US CENSUS BUREAU POPULATION ESTIMATES





■ Under 15	■ 15-24	■ 25-34
■ 35-44	■ 45-54	■ 55-64

DEMOGRAPHIC ADVANTAGE



25
TO
34

GROWTH BY AGE GROUP

From 2011 to 2016, the fastest growing age brackets in Sandoval County were 25 to 34 year olds (13%), 55 to 64 year olds (11%), and those over 65 years old (39% growth).

DIVERSITY



23%

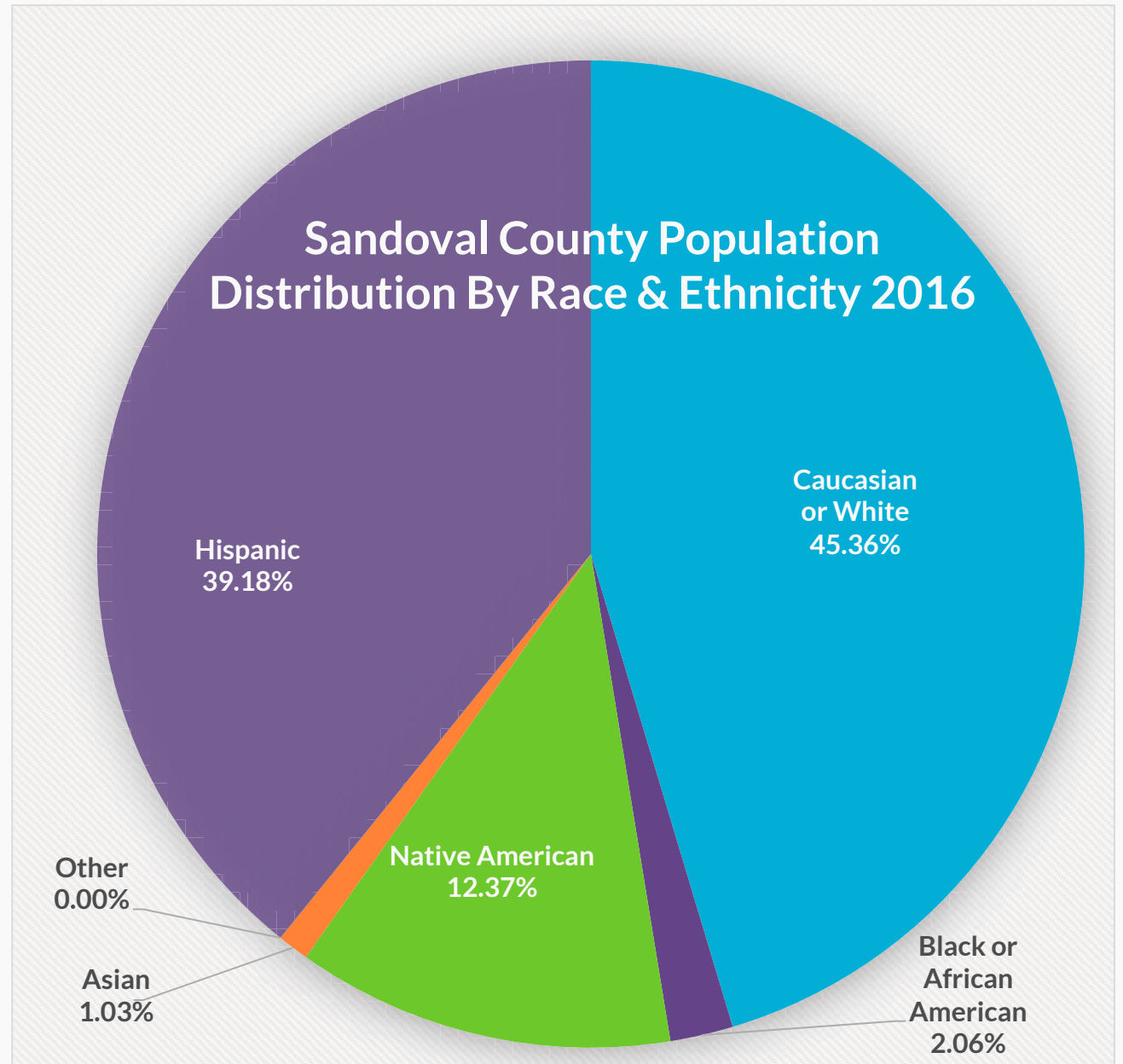
23% OF THE ABQ METRO
POPULATION IS
BILINGUAL

74%

74% OF THE BILINGUAL
POPULATION SPEAKS BOTH
ENGLISH AND SPANISH
"VERY WELL"

SOURCE: AMERICAN COMMUNITY SURVEY, 2015

Sandoval County Population Distribution By Race & Ethnicity 2016



SOURCE: AVALANCHE CONSULTING / US CENSUS BUREAU



RIO RANCHO OVERVIEW

Part of the Albuquerque Metropolitan Statistical Area, Rio Rancho is the largest city and economic hub of Sandoval County. Centrally located, Rio Rancho borders Albuquerque, and is less than an hour away from the state's capitol of Santa Fe. Additionally, TIME: Money just ranked Rio Rancho as the Best Place to live in the state of New Mexico.

3

MUNICIPALITY

3rd LARGEST MUNICIPALITY
IN NEW MEXICO

4

GROWTH

TOP 4% FASTEST GROWING
CITIES IN THE US

38.8

AGE

MEDIAN AGE OF RIO RANCHO
RESIDENTS IS 38.8

2.75

HOUSEHOLD

AVERAGE HOUSEHOLD
MEMBERS IS 2.75



103.7

SQUARE MILES
OF WHICH

20%

IS DEVELOPED

Source: US Census Bureau



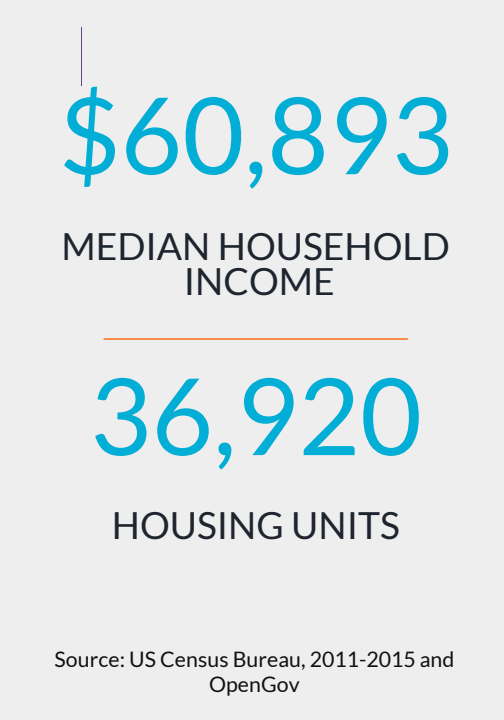
93%

HIGH SCHOOL
DIPLOMA

28.3%

BACHELOR'S DEGREE
OR HIGHER

Source: US Census Bureau, 2011-2015



\$60,893

MEDIAN HOUSEHOLD
INCOME

36,920

HOUSING UNITS

Source: US Census Bureau, 2011-2015 and
OpenGov



96.6

COST OF LIVING

4.8%

LOWER THAN THE
NATIONAL AVERAGE

Source: Sperling's BestPlaces and Chmura
Analytics



21.8

MEAN COMMUTE

60%

OF RESIDENTS HAVE
A COMMUTE OF 15
MINUTES OR LESS

Source: Sperling's BestPlaces

NATIONALLY RECOGNIZED BEST PLACE TO LIVE

In addition to always being at the top of the rankings in New Mexico, Rio Rancho has consistently been recognized as a best place to live and one of the best places to raise a family in the US.





UNM SRMC

200,000 SF acute care facility and research teaching hospital including 72 inpatient, two 24-bed medical/surgical units, 12 intensive care & 12 senior behavioral health beds.

RIO AT CABEZON

24/7 skilled healthcare facility in the Unser Gateway across from Presbyterian Rust Medical Center. \$10.5M facility over 51,000 SF and employs 120.



UNSER GATEWAY

A current hotspot for development, UG is home to Presbyterian Rust Medical Center. It is located in south Rio Rancho near Albuquerque, and offers excellent transportation access.

PLAZA AT ENCHANTED HILLS

163,000 square feet of retail leased by fantastic national credit tenants including: TJ Maxx, Bed Bath & Beyond, Michaels and more at Enchanted Hills Blvd and NM 528

AREA DEVELOPMENT



PRESBYTERIAN RUST MEDICAL CENTER

Since opening its doors in 2011, this state-of-the-art hospital has served Rio Rancho, Sandoval County, and Albuquerque's West Side. Presbyterian was named a "Best Regional Hospital" for 2017-2018 by U.S. News & World Report. It is the only hospital in New Mexico to receive the Best Regional Hospital designation.



3rd Third largest district in
NM with 17,711 students

19 Schools: 1 Preschool, 10
Elementary, 4 Middle, 2
Comprehensive High, Cyber
Academy (6-12) & Independence Hs
(Alternative 9-12)

19

2,213 2,213 Employees



RIO RANCHO PUBLIC SCHOOLS

TOP RATED DISTRICT

- Consistently considered to be a high performing district when compared to both the national and state averages
- Consistently earns state titles and awards for athletic and performing arts programs
- Provides a rigorous curriculum with a wide variety of opportunities designed to engage and ignite student learning
- Technology-rich district
- Well-maintained facilities
- Constructing new facilities



Photo courtesy of Rio Rancho Observer

RIO RANCHO PUBLIC SCHOOLS

BEST IN NEW MEXICO

Niche.com's 2018 Best Public Schools in America list ranked the top schools in New Mexico:

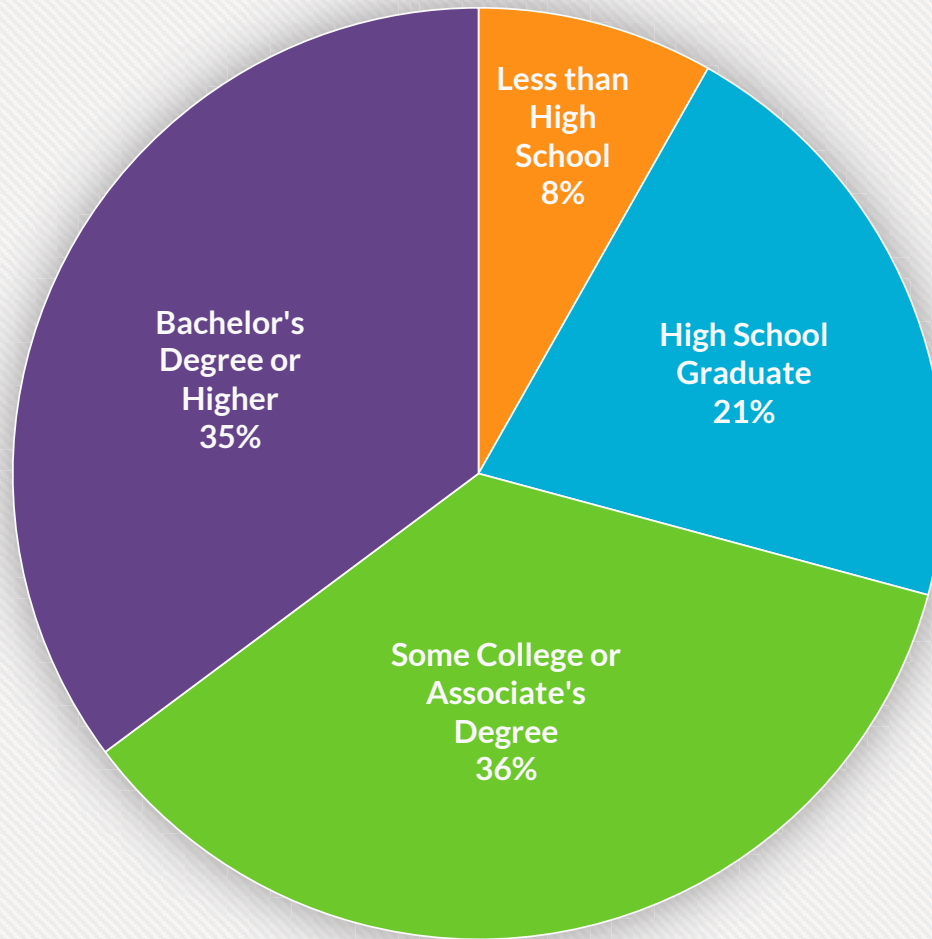
- Of the top 25 elementary schools in New Mexico, nine (out of 10) were in Rio Rancho.
- Of the top 25 middle schools in New Mexico, three (out of 4) were in Rio Rancho.
- Of the top 25 high schools in New Mexico, three (out of 4) were in Rio Rancho.

US News & World Report ranked Rio Rancho High and Cleveland High among the state's best high schools, awarding a silver medal status.

"A lighthouse district," five RRPS schools received an A rating this year.



Highest Educational Attainment of Labor Force (25-64) in Sandoval County



SOURCE: AVALANCHE CONSULTING / US CENSUS BUREAU

COLLEGES AND UNIVERSITIES

EDUCATIONAL ATTAINMENT

The population of Sandoval County is well-educated at all levels and is one of the best-educated communities in New Mexico. Nearly 67% of all residents have some form of post-secondary education, compared to 59% in New Mexico and 60% nationally. Sandoval County's primary labor force is better educated than the national average. 71% of workers have at least some college or an associate's degree, compared to 67% nationally.

From 2011 to 2016, the county's participating labor force growth only occurred among workers with a bachelor's degree or higher.



TECHNOLOGY IN SANDOVAL COUNTY

21.2%

21.2% OF SANDOVAL COUNTY RESIDENTS
WITH BACHELOR'S DEGREES, MAJORED
IN TECHNOLOGY OR A TECHNOLOGY-
RELATED FIELD

3x

NEARLY THREE TIMES THE NATIONAL
AVERAGE OF PATENTS WERE ISSUED TO
INVENTORS IN SANDOVAL COUNTY OVER
THE PAST 5 YEARS



CENTRAL NEW MEXICO COMMUNITY COLLEGE

8 CAMPUSES

26,000 students over 8 area campuses
plus additional sites offering courses in
Rio Rancho (2015-2016 CNM Fact Book)

HIGHLY RANKED

Ranked 81st among all community colleges in U.S.
(2017) & among the best for online programs (2014)
by US News & World Report

CUSTOMIZED TRAINING

Offers customized training for new and
expanding employers in conjunction with
the NM Job Training Incentive Program

15th

RANKED 15TH OF ALL COMMUNITY
COLLEGES IN THE WEST

RANKED 8TH OF ALL COMMUNITY
COLLEGES IN ELECTRICAL DEGREES
IN THE WEST

8th

17th

RANKED 17TH OF ALL COMMUNITY
COLLEGES
IN MECHANICS IN
THE WEST

CNM RANKINGS

2017 WEST REGION, US NEWS & WORLD REPORT



CNM ENROLLMENT

FALL 2015 ENROLLMENT BY SCHOOL

Applied Technologies	2,352
Business & Information Technology	5,282
Communications, Humanities & Social Science	6,721
Health, Wellness & Public Safety	4,396
Math, Science & Engineering	5,301
Undecided/Non-Degree	1,708

DEGREES & CERTIFICATES AWARDED, 2014-2015

Accounting	124
Business Administration	166
Electronics Technology & Electrical Trades	135
Machine Tool Technology	28
Mechanical & Automotive Technology	157
Welding	53



Source: 2015-2016 CNM Fact Book

ADDITIONAL EDUCATIONAL INSTITUTIONS

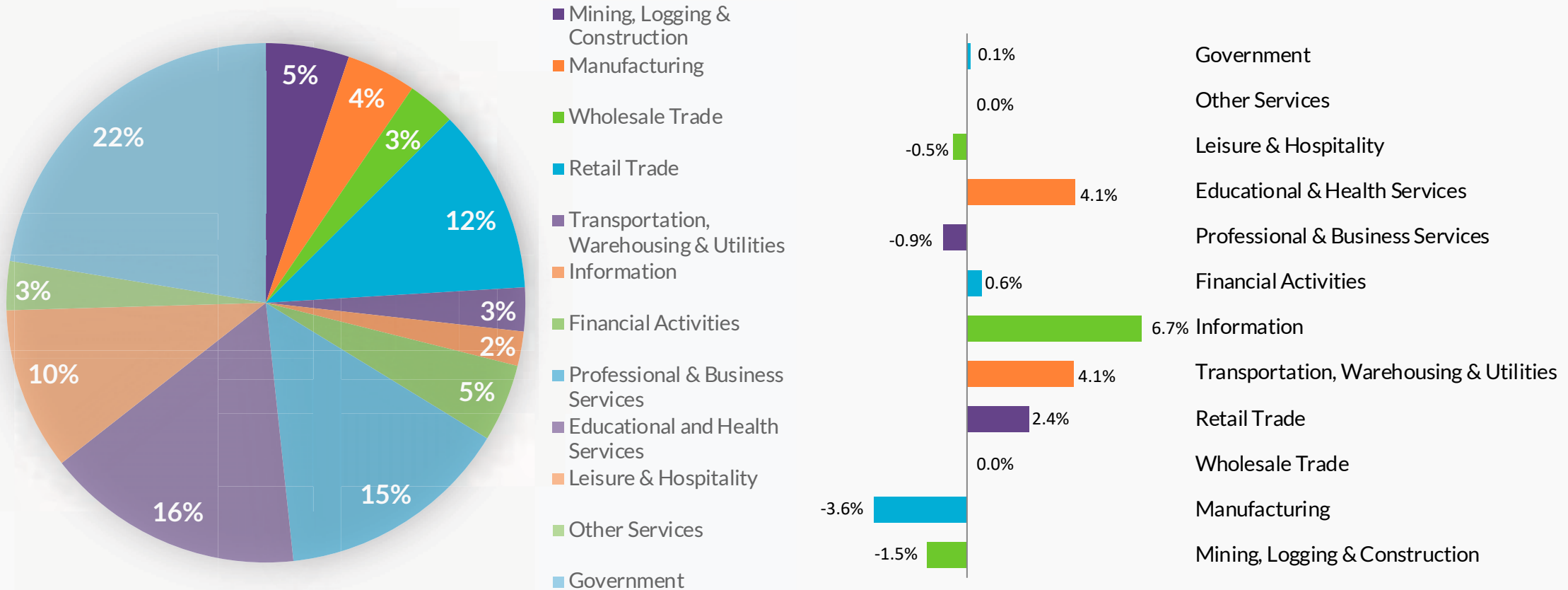
INSTITUTION NAME	ENROLLMENT	DEGREE OFFERED
University of Phoenix	3,190	Bachelor's, Master's
University of New Mexico (Valencia Campus)	2,500	Certificate, Associate's
National American University (2 campuses)	815	Certificate, Associate's, Bachelor's
Brown Mackie College	750	Certificate, Associate's
Southwestern Indian Polytechnic Institute	490	Certificate, Associate's
New Mexico Highlands University (branch)	467	Bachelor's, Master's
Brookline College	405	Certificate, Associate's, Bachelor's
Lewis University	300	Bachelor's, Master's
Southwest University of Visual Arts	235	Bachelor's
Webster University		Varies
Wayland Baptist University (branch)		Varies
Grand Canyon University (branch)		Varies



EMPLOYMENT STATISTICS

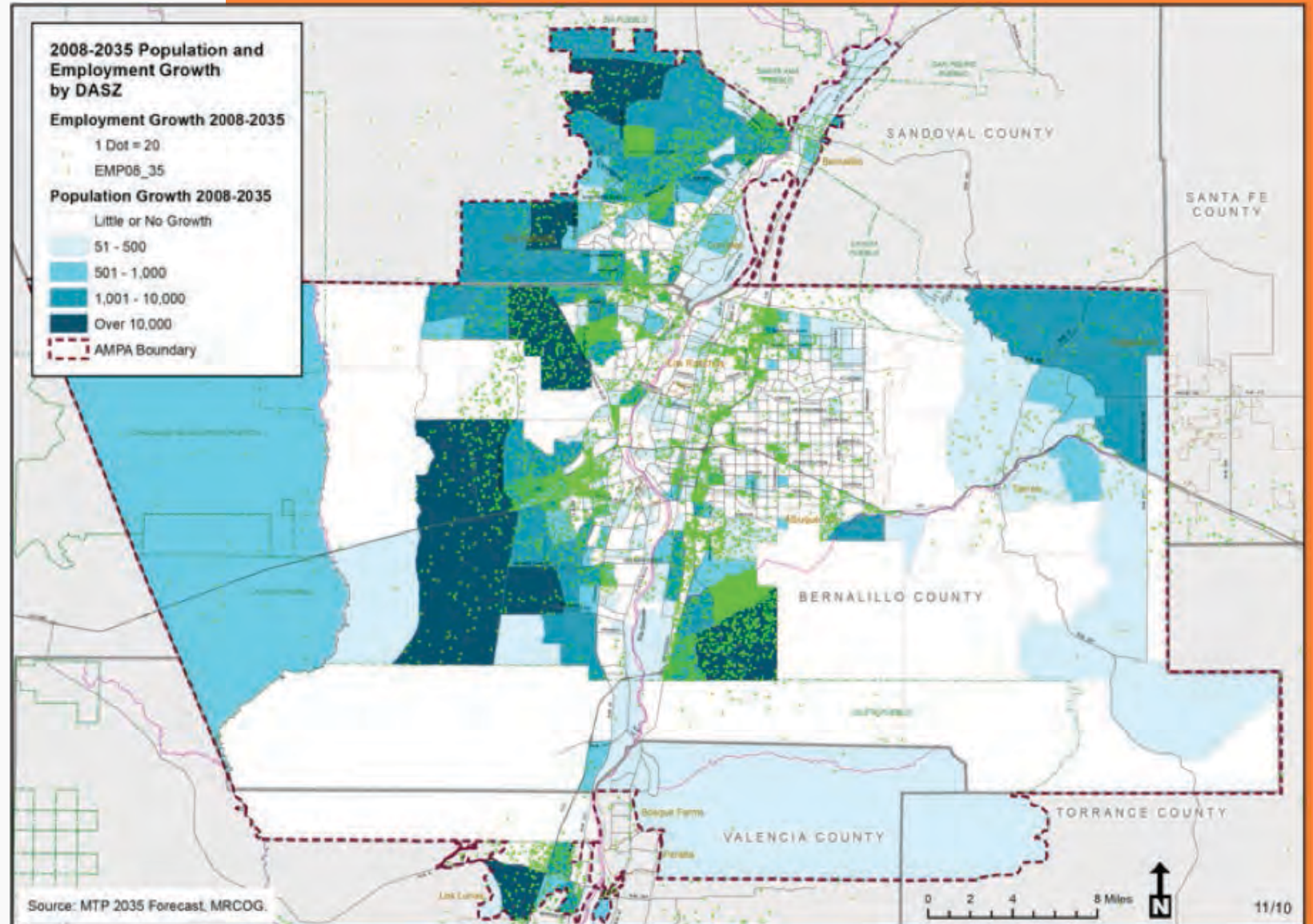
THE ABQ METRO LABOR FORCE IN Q2 2017 WAS 394,927

The Unemployment Rate for the ABQ MSA was 5.8% as of August 2017



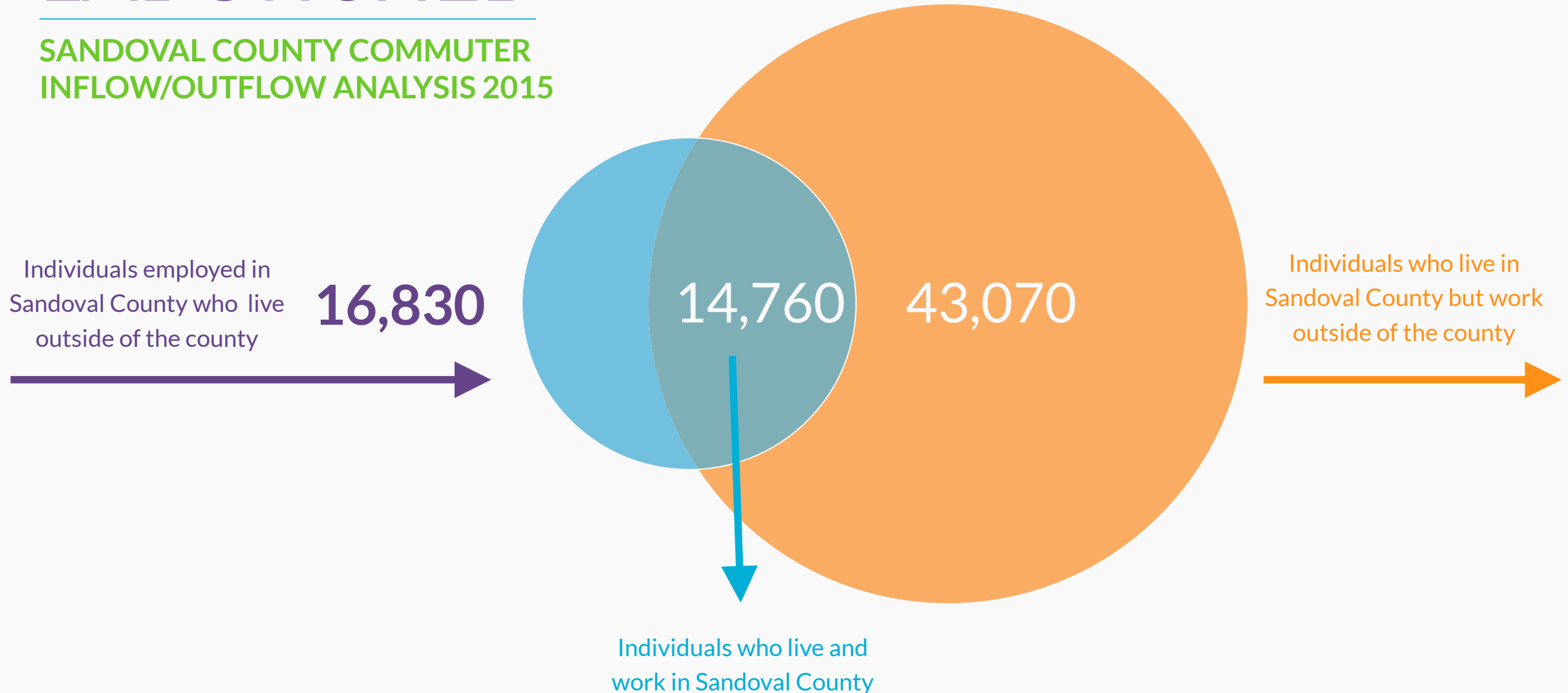
POPULATION AND EMPLOYMENT GROWTH

2008 - 2035

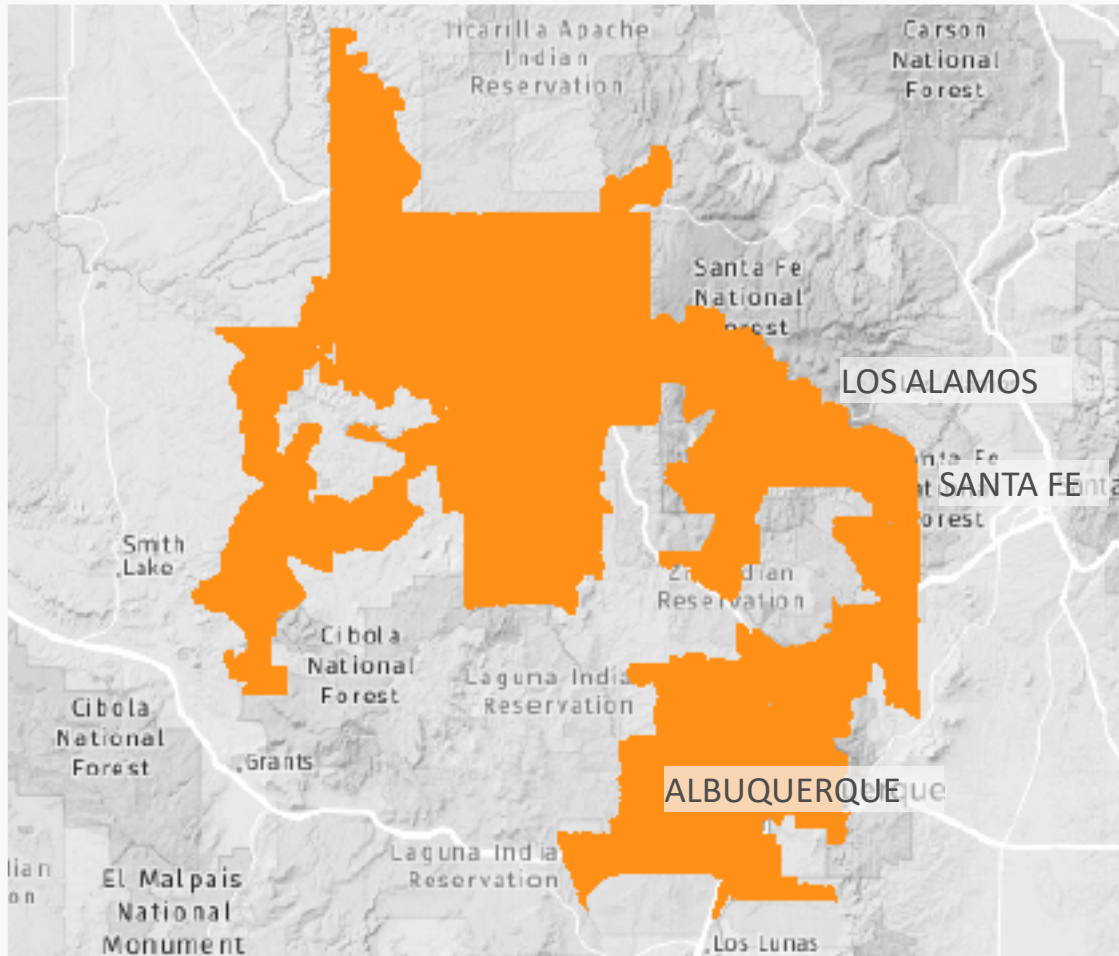


LABOR SHED

SANDOVAL COUNTY COMMUTER INFLOW/OUTFLOW ANALYSIS 2015



LABOR SHED



SANDOVAL COUNTY LABOR SHED

Avalanche Consulting identified a custom labor shed for Sandoval County comprised of 35 zip codes in New Mexico. (The map to the left appears to have gaps only because those areas have no zip codes and almost no population.) In addition to the 29,200 workers in Sandoval County, the Sandoval County Labor Shed includes another 304,800 workers across the region. **This creates a pool of 334,000 workers from which Sandoval County employers can draw.**

INCENTIVES & TAXES



LEDA - LOCAL ECONOMIC
DEVELOPMENT ACT



JTIP - JOB TRAINING
INCENTIVE FUND



SINGLE SALES FACTOR



SANDOVAL COUNTY ECONOMIC
DEVELOPMENT FUND



INVESTMENT TAX CREDIT



SUCCESS STORIES



IDEUM

CORRALES, NEW MEXICO

Ideum is one of the fastest-growing companies in New Mexico and part of the Flying 40, a program that recognizes the state's high-tech growth leaders. Ideum creates compelling digital experiences and designs integrated hardware products to engage visitors in public spaces.





SUCCESS STORIES



HP

HP operates a 900 employee facility in Rio Rancho's City Center. A build-to-suit project, the facility is home to a sales center that runs a Commercial PC and Print business for US and Global Accounts. The 218,000 SF, 3-story building took 11 months from start to finish.

PCM-G

California-based PCM-G opened a sales center in the HP building in Rio Rancho's City Center in 2016. PCM has remained ahead of their original hiring schedule, and plans to expand beyond their original promise of 224 hires. The Rio Rancho location is the highest performing of all the PCM locations.

WHO'S HERE



AEROSPACE

Aspen Avionics
Aero Mechanical Industries
AeroParts Manufacturing &
Repair
Ball Aerospace
BendixKing
Devore Aviation
Eclipse Aerospace
Honeywell Aerospace
Lockheed Martin
Northrop Grumman
Sandia Aerospace
Schafer Corporation
Silent Falcon UAS Technologies
Sun Country Industries
UTC Aerospace
KAFB AFRL Directed Energy &
Space Vehicles Directorates

SOLAR

Array Technologies
CFV Solar Test Lab
Direct Power & Water
SolAero Technologies Corp.
Farunhofer R&D
Sacred Power
SUMCO
Unirrac

OPTICS & ELECTRONICS

Applied Technology Associates
Applied Research Associates
Boeing Directed Energy Systems
CVI Laser Optics
Delta Group Electronics
Innovasic
InSync, Inc.
Intel Corporation
Optomec
TEAM Technologies

HEALTH SCIENCES/ BIOMED & BIOTECH

Biomoda
Exagen Diagnostics
Heel, Inc.
InLight Solutions
Johnson & Johnson Ethicon Endo-Surgery
Lumidigm
Lovelace Respiratory Research Institute
NanoMR
The Mind Institute
TruTouch Technologies
UNM Cancer Center
VeraLight

WHO'S HERE



INVESTMENTS

SELECT INTERNATIONAL INVESTMENTS

Hilti Corporation/Unirac (Leichtenstein)
Clariant AG/Sud-Chemie (Switzerland)
SUMCO (Japan)

NEDO Smartgrid (Japan)
Mitsui/Tres Amigas (Japan)
Fraunhofer R&D and CFV Solar Test Lab (Germany)

Sennheiser (Germany)
Heel, Inc. (Germany)

MERGERS & ACQUISITIONS

Rio Grande Jewelry/Richline (Berkshire Hathaway)
ZTEC/LitePoint
Raytheon/Ktech
Air Products/Poly-Flow
IDEX/CVI Laser Optics
Materion/Academy Corp.
L3/Detector Networks International
National Technical Systems/Mechtronic Solutions

NEW MEXICO & ABQ RANKINGS

Kiplinger's ranked New Mexico among America's Tax Friendly States in 2013 & 2016

1 MANUFACTURING VALUE ADDED

Ranked #1 for Manufacturing Value Added, 2014
State New Economy Index, The Information
Technology & Innovation Foundation



TOP CITY FOR GLOBAL TRADE

ABQ ranked among the Top American Cities for Global Trade in the Skilled Workforce Category for its pipeline of 70k college students and the city's strengths in aero, solar and semiconductor development by Global Trade Magazine, 2014

7 ENGINEERING CITIES IN US

ABQ Metro ranked 7th among America's top 10 engineering cities based on the number of engineers and engineers per 1,000 employees, Forbes, July 2013

9 MID-SIZED CITIES OF THE FUTURE

ABQ ranked as a top performing mid-sized city for economic potential across North and South America by fDi (Foreign Direct Investment Magazine), April 2013

10 BEST CITIES FOR ACTIVE FAMILIES

ABQ Metro ranked among America's 10 Best Cities for Active Families by Outdoor Magazine, 2014

SANDOVAL ECONOMIC ALLIANCE

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