

GREATER YUMA REGION MANUFACTURING & DISTRIBUTION GUIDE



REGIONAL HIGHLIGHTS



**1.8 M
PEOPLE
(WITHIN 60 MILES)**



**\$3.5B
INFRASTRUCTURE
INVESTMENT**



**212k
YUMA MSA POPULATION
(EST. 250,000 BY 2030)**



**1%
YUMA MSA GROWTH RATE
(U.S. GROWTH: 0.7%)**



**4%
JOB GROWTH**



**30
AVERAGE AGE**

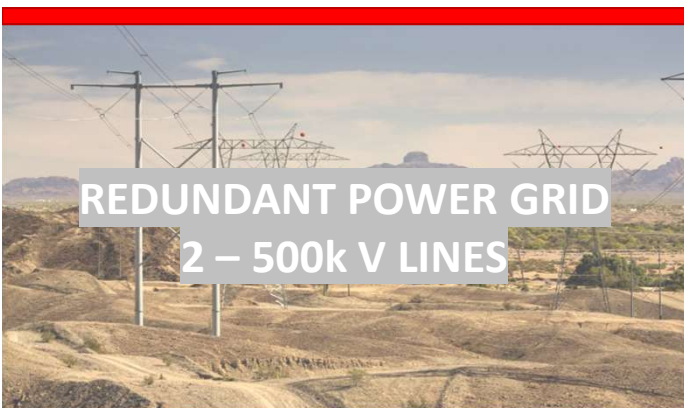


**30%+
LOWER COST OF DOING BUSINESS
VS CALIFORNIA OR PHOENIX**



**3rd LARGEST METRO
IN ARIZONA**

INDUSTRY HIGHLIGHTS



TOP EMPLOYERS

“There are many things important to a company when researching possible cities to build new or relocate in. Location to our markets, quality of workforce, and quality of life were among our long list of desires. We found all of these important qualities in Yuma.”

*-Tim McQuade,
President
Northwestern
Industries, Inc.*

NOTABLE MANUFACTURING EMPLOYERS

COMPANY	# OF EMPLOYEES
Associated Materials	415
Shaw Carpet Industries	284
Clarion (Johnson Controls)	177
International Paper	139
Gowan Milling	136
General Motors	124
*Insultech	111
Northwest Industries	99
Bose	91
Jordan Manufacturing	43
*S&A Industries	22
*Martech Medical Products	19
*Piana	18
Labrie Enviroquip (Not built yet)	TBD

**Expanding*

RECENT ANNOUNCEMENT

In 2019, **Piana Non-Wovens** renovated 150,000 sf of manufacturing space to begin production of proprietary bedding materials. The company plans to expand their footprint to 250,000sf by 2021.

LABOR FORCE

21,246

EMPLOYEES

\$13.67/HR

MEDIAN WAGE

\$2.33B

ECONOMIC OUTPUT

MANUFACTURING/DISTRIBUTION OCCUPATIONAL EMPLOYMENT AND WAGES

OCCUPATION

Bookkeeping, Accounting, and Auditing Clerks	\$15.59
First-Line Supervisors of Office and Admin Workers	\$19.79
Heavy and Tractor-Trailer Truck Drivers	\$18.20
Helpers--Production Workers	\$12.03
Industrial Production Managers	\$39.31
Laborers and Material Movers, Hand	\$12.94
Material Moving Workers, All Other	\$12.35
Shipping, Receiving, and Traffic Clerks	\$12.94

BOSE[®]

Shaw[®]
FLOORS

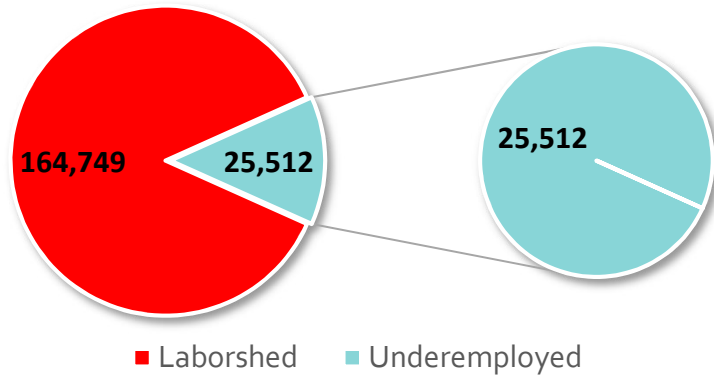
CEMEX

Johnson
Controls

Alside[®]

INTERNATIONAL  **PAPER**

SEASONAL WORKFORCE

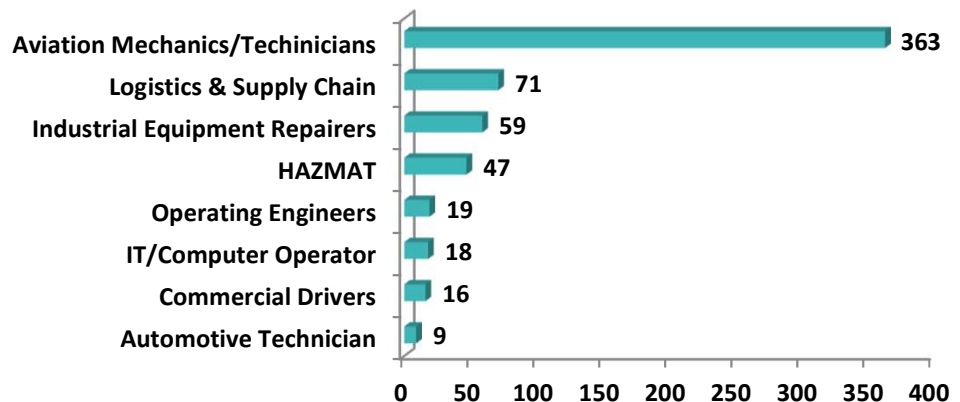


“One of the greatest advantages that Yuma has is the people. I think we do have a good untapped resource for the workforce. The work is “opportunity”. You can get out of this community what you put into it.”

*-Dave
Mansheim,
Gowan
Company*

Seasonal Occupations	# of Workers
Helpers-Production Workers	5,618
Construction Laborers	4,234
Production Workers- All Other	2,215
Packers and Packagers- Hand	3,379
Customer Service Representatives	1,834
Industrial Truck and Tractor Operators	627
Agricultural Equipment Operators	1,795
Laborers and Freight, Stock, and Material Movers- Hand	1,769
Heavy and Tractor-Trailer Truck Drivers	516
Office Clerks, General	1,036
Receptionists and Information Clerks	694
Maintenance and Repair Workers, General	782
Stock Clerks	7,521
Total	25,251

Exiting Marines Profile



LOGISTICS
&
DISTRIBUTION

REGIONAL ACCESS

Four states, two nations creates one powerful region. The greater Yuma region is positioned on the border of California and Mexico. The strategic location has provided a distinct advantage for company's needing to access major west coast markets.



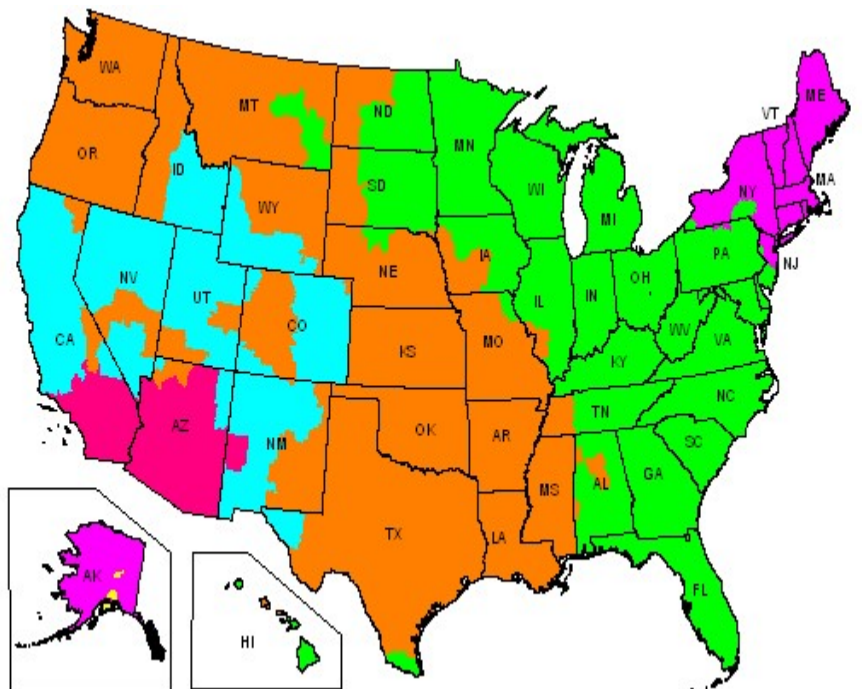
Driving Distance in Hours	
MEXICALI	1
PHOENIX	2.5
SAN DIEGO	2
TIJUANA	3
LOS ANGELES	5
NOGALES	5
LAS VEGAS	5
ST. GEORGE	7
LAS CRUCES	8
ALBUQUERQUE	9
SAN FRANCISCO	10
SACRAMENTO	10





QUICK FACTS

- Access to 52M People within 10-Hours
- Regional distribution network served by Interstate 8, Highway-95, and Highway-195
- Two International Ports of Entry
- \$200M+ invested into highway and interstate improvements
- Daily flights to Phoenix and Dallas operated by American Air
- 300+ regional refrigerated trucks
- FEDEX and UPS terminals
- Union Pacific rail serves the region
- FTZ #219 offers property tax and tariff reductions



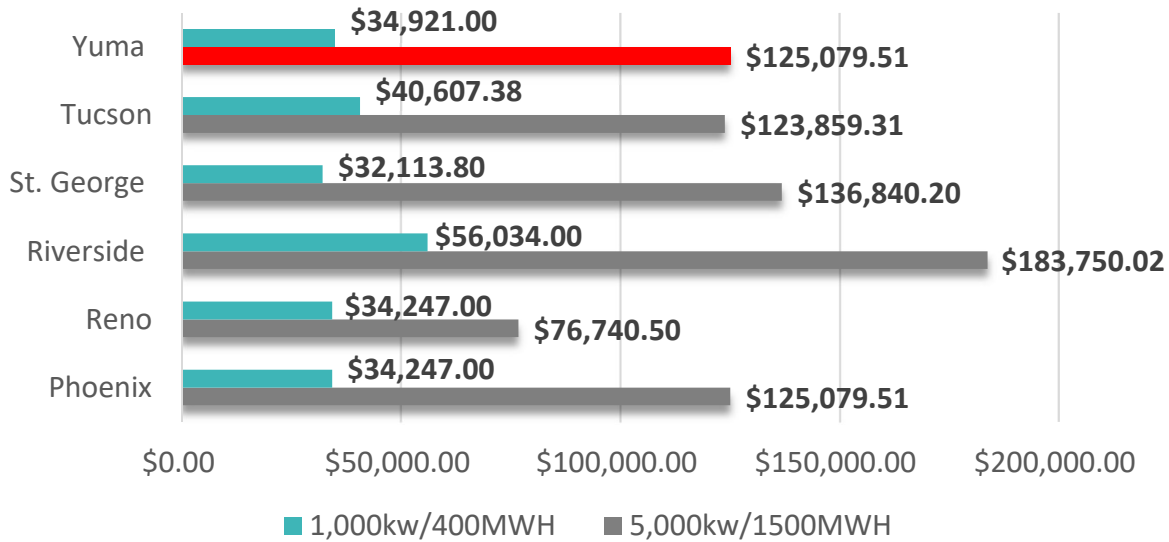
*FEDEX Freight Map



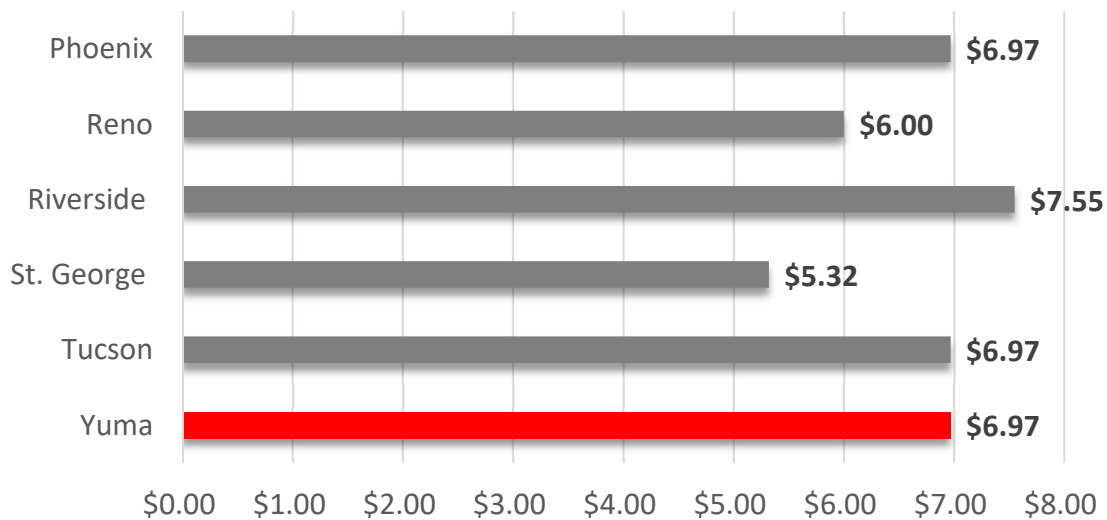
COST OF DOING BUSINESS

UTILITY RATES

INDUSTRIAL ELECTRIC RATES

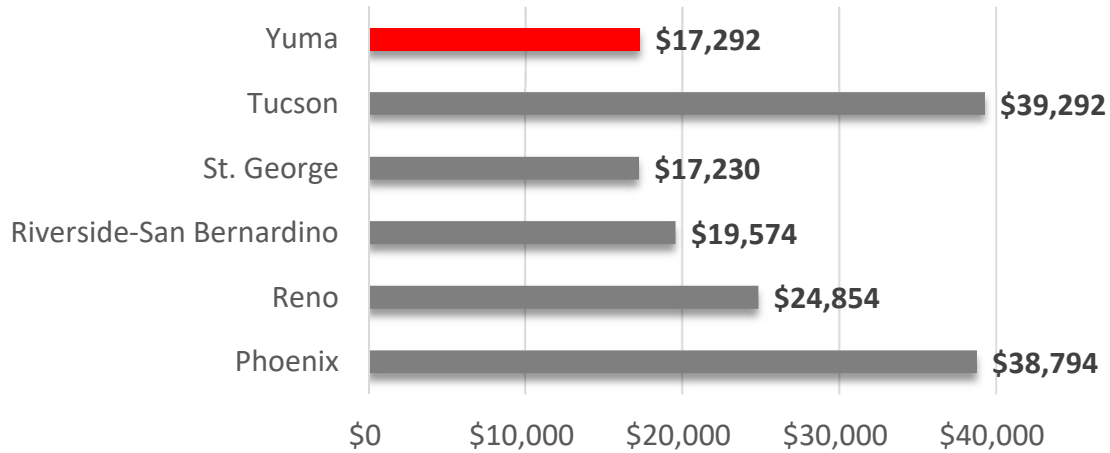


INDUSTRIAL GAS RATES (Per 1000 CF)

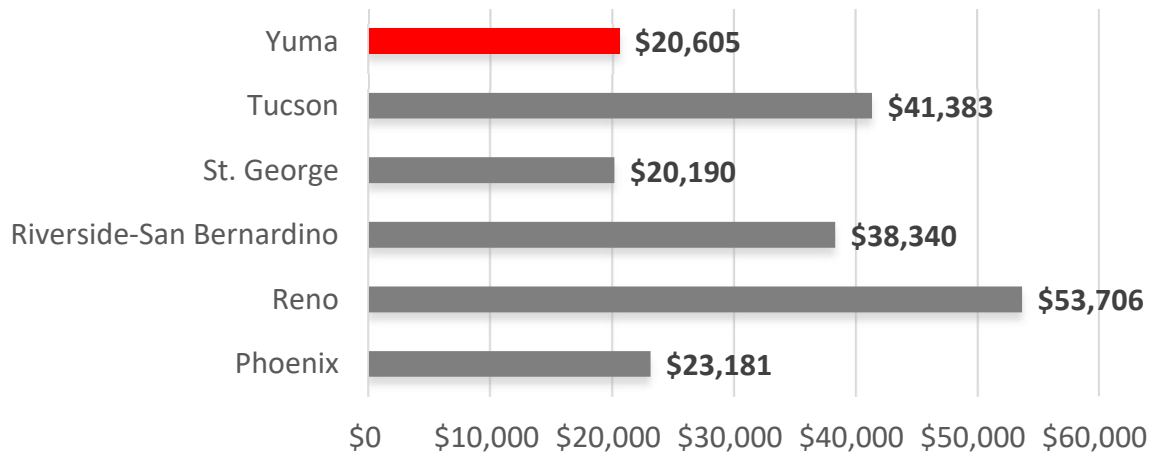


UTILITY RATES

INDUSTRIAL WATER (1M CF/Monthly)

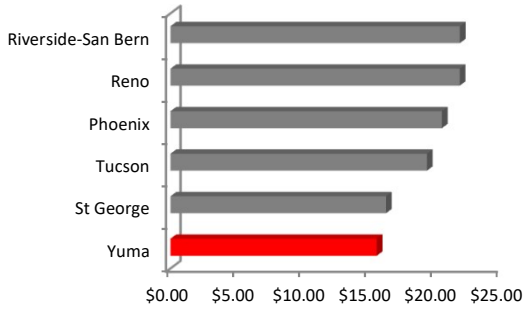


INDUSTRIAL SEWER (1M CF/Monthly)

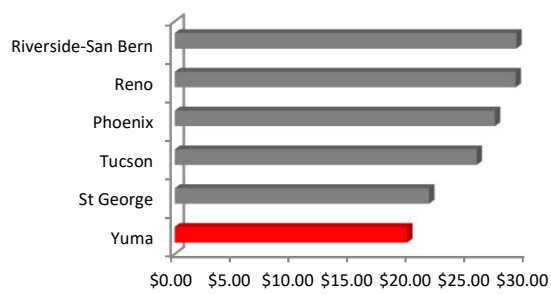


Logistics/Manufacturing Wages

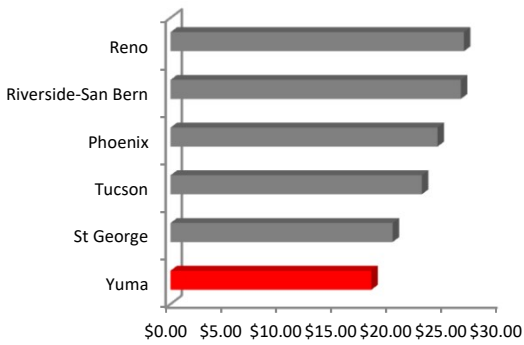
Bookkeeping, Accounting, and Auditing Clerks



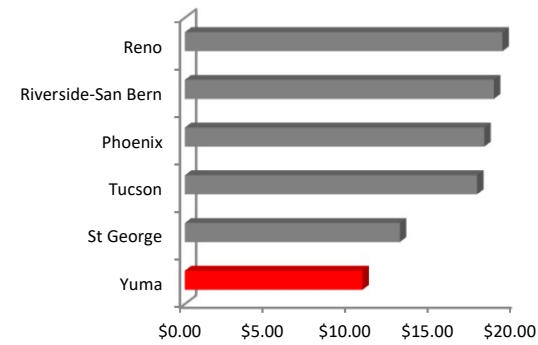
First-Line Supervisors of Office and Admin Workers



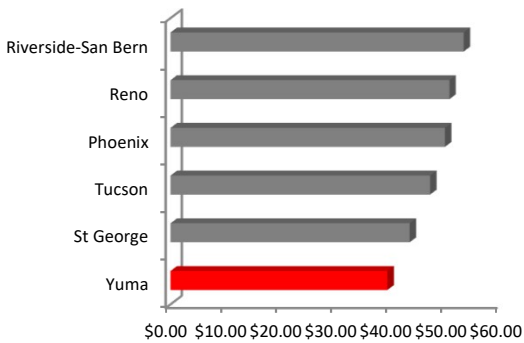
Heavy and Tractor-Trailer Truck Drivers



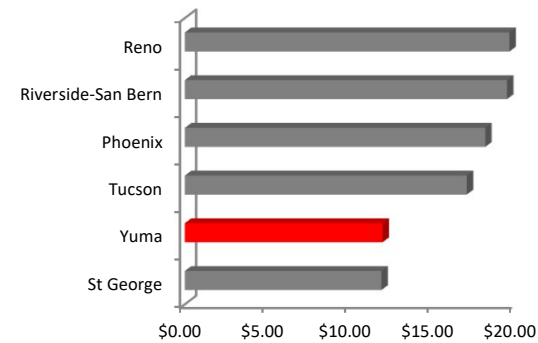
Helpers--Production Workers



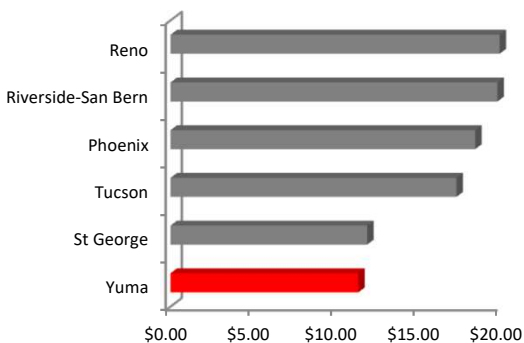
Industrial Production Managers



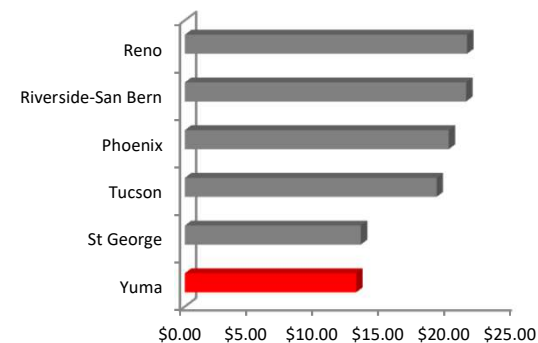
Laborers and Material Movers, Hand



Material Moving Workers, All Other



Shipping, Receiving, and Traffic Clerks



QUALITY OF LIFE



EASY LIVING

AGE OF POPULATION (<35 YEARS OLD)	58%
AVERAGE COMMUTE TIME (MINUTES)	16.5
AVERAGE HOME PRICE	\$145,000
AVERAGE RENT PRICE	\$825
% HOMEOWNERS	70%
AGE OF HOMES (9-14 YEARS OLD)	28%

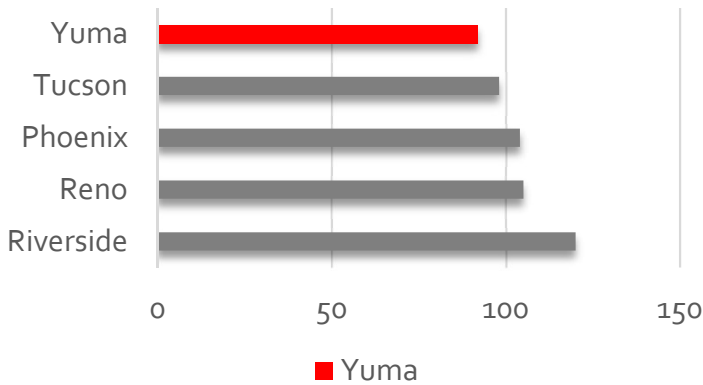


344 Healthy Active Outdoor Days
 You might not envision Yuma as an aquatic destination, but we are a water community that lives and plays on **20** miles of riverfront.



Listed as one of the “Best Small Cities to Live” by Money Magazine.

AFFORDABILITY



WHY AREN'T YOU HERE?

We offer big city amenities with small town charm!

- 250** Restaurants
- 50** Live Music Spots
- 3** Theaters
- 9** Art Galleries
- 8** Museums
- 3** Shopping Malls
- 13** Golf Courses
- 2** Family Fun Centers
- 30+** Parks with over 200,000 Trees
- 26,000+** Acres of Off Roading Fun
- 4** Lakes
- 4** Beaches (within 3 hours)
- 1** Water Park
- 13** Fishing Holes

For more information please visit:

- www.visityuma.com
- www.yumaaz.gov/parks-and-recreation/activities-guide
- www.yumaaz.gov/city-administration/heritage-festivals

EDUCATION



Yuma



NORTHERN ARIZONA UNIVERSITY
 Yuma Campus



INCENTIVES

LOCAL INCENTIVES

"Yuma is a very interesting town, there is a culture here that is friendly and warming. Everyone is helpful from dealing with the other companies, the city and the state. There is a very tight networking system even though it is a big city."

*-Ryan Barto,
Insutlech*

CITY OF YUMA ECONOMIC DEVELOPMENT INCENTIVE FUND

The City of Yuma has created a performance-based incentive fund. The fund can provide up to **\$1,500** per new hire, given to the company in an upfront cash grant award.

YUMA COUNTY ECONOMIC DEVELOPMENT INCENTIVE FUND

Yuma County has created a performance-based incentive fund. The value of the fund is indexed based upon the cost to hire and train qualified new employees and/or infrastructure improvements to county maintained property up to **\$1,000**/per new hire.

WORKFORCE SALARY AND TRAINING GRANT

Yuma's Workforce Board offers programs that cover the entire costs of employee training, including teaching, materials, equipment and other expenses. Companies can additionally qualify for reimbursement of 50% employee salaries paid during training for up to 6 months.

LOCAL INCENTIVES

“There is a reliable workforce that is available, within reach, willing to work, and fully dedicated to our growth. We certainly appreciate that.”

*-Juan Guzman,
Bard Valley*

CONSTRUCTION SALES TAX REIMBURSEMENT

The incentive provides up to **100%** credit of construction sales tax to qualifying expenses such as job-training, public infrastructure improvements and/or offsets to impact fees.

PLAN PERMIT EXPEDITION AND FEE WAIVERS

The Cities pledged to expedite permits in as little as 15 days based upon designed and application completion. The City may also waive building, plan, and development permit fees.

MEXICAN HEALTH CARE PLAN

The Mexico plan is underwritten by U.S. based firms and affords individuals the option to seek medical care in either San Luis Rio Colorado, MX or Algodones, Baja, MX (both sister cities to Yuma). Premium cost savings can include up to a 1/3 of the cost of a traditional U.S. plan.

YUMA OPPORTUNITY ZONES

Users within designated census tracts can benefit from no capital gains tax along with tax breaks on untaxed capital gains rolled into a zone.

STATE INCENTIVES

“The more we found out about the Yuma market, the more excited we were about the opportunity. We knew we were in the middle of a growing and maturing transportation hub. I think Yuma is going to be one of the true success stories in the next decade in the state of Arizona.”

*-Wally Chester,
Westcor*

QUALIFIED FACILITIES PROGRAM

Offers a refundable income credit equal to the lesser of 10% of the qualifying capital investment, or \$20,000 per net new job at the facility.

INCOME TAX CREDITS UP TO \$9,000 FOR EACH QUALIFYING NEW JOB

It provides per-employee tax credits of \$3,000 per new year for up to three years. Credits may be carried forward for five years.

\$1.5 MILLION IN REIMBURSABLE GRANTS TO TRAIN EMPLOYEES

Arizona provides reimbursable grants to employers up to \$8,000/hire that implement job-specific training plans for new jobs or for training plans that increase the skill level of current employees.

NO SALES TAX ON MANUFACTURING EQUIPMENT

Manufacturing equipment purchased within the state of Arizona qualifies for a sales tax waiver.

STATE INCENTIVES

“There are many things important to a company when researching possible cities to build new or relocate in. Location to our markets, quality of workforce, and quality of life were among our long list of desires. We found all of these important qualities in Yuma.”

-Tim McQuade,
Northwestern
Industries

UTILITY SALES TAX WAIVER

Manufacturers and processors that utilize more than 50% of electricity or gas to produce their commodity can qualify for a sales tax waiver on their utility bills.

100% ELECTABLE SALES FACTOR FOR MULTI-STATE CORPORATIONS

New legislation increases the electable sales factor for multi-state corporations from 80% to 100% between FY2014 and FY2017. This provides businesses with the opportunity to reduce their tax burden.

ACCELERATED DEPRECIATION SCHEDULES

Five-year accelerated depreciation schedules have been increased to help companies recover their investments even faster.

FOREIGN TRADE ZONE #219

Along with duty and tariff elimination or reduction, Arizona offers up to an 80% reduction in state real and personal property taxes by operating in a federally qualified Foreign Trade Zone. The reduction is good for the entire time that a company operates in the FTZ.