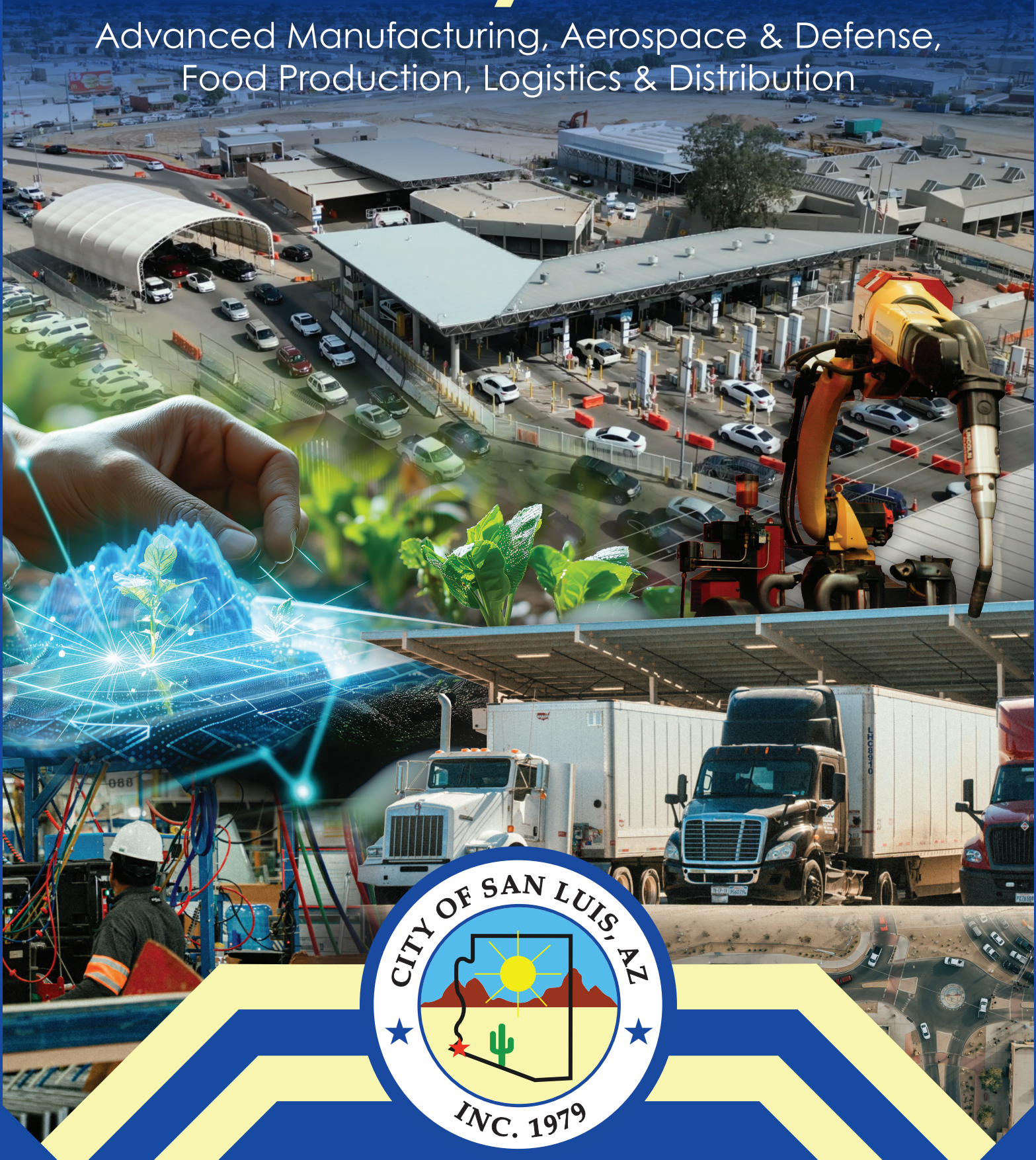


CITY OF SAN LUIS

Industry Guide

Advanced Manufacturing, Aerospace & Defense,
Food Production, Logistics & Distribution





Regional Highlights

\$38B

Regional Economy

#3

Youngest County
in Arizona

10th

Most Active
US/Mexico Port

3rd

Largest Metropolitan
Economy in Arizona

1.8M

People within
60 Miles

560k

People within
45 min Drive Time

171k

Labor Force Shed

31k

Out-of-State
Commuters

33 Years

Average Age
(Census Reporter)

50%

Bilingual Population

268k

Average Median
Home Price
(National Association
of Realtors, Q2 2025)



[SEE MORE HERE](#)

222,107 2026 POPULATION PROJECTION
(ARIZONA OFFICE OF ECONOMIC OPPORTUNITY)

\$11,353,488 2024 GDP

Data subject to change.

City of San Luis Snapshot

Welcome to San Luis — Where Growth and Opportunity Cross.

On behalf of the City of San Luis, I would like to personally welcome you to one of the most dynamic and fast-growing communities in Arizona. San Luis is a city where youth, opportunity, and growth come together to create real momentum for business success. Recently described as a boomtown, we are seeing that growth firsthand in the surge of new commercial development, residential construction, and industrial expansion throughout our community.

Our city is young, energetic, and workforce ready. With a trainable and bilingual labor base, available land for development, and a strong pipeline of infrastructure investment, San Luis offers a competitive environment for companies looking to grow strategically. Major improvements such as the Cesar Chavez Boulevard Roadway Improvements and the modernization and expansion of San Luis Port of Entry I are positioning our city as a critical gateway for commerce and trade in the region.

We understand that successful projects require strong partnerships. At the City of San Luis, our Economic Development team is committed to being that partner. We are here to assist you through every stage of your project, provide guidance, coordinate resources, and help ensure your investment is positioned for long-term success.

I invite you to learn more about our young and growing community and discover how your business can thrive in San Luis. We look forward to working with you and welcoming your success to our city.

Sincerely,

ARMANDO ESPARZA

Director of Economic Development
and Government Affairs
City of San Luis, Arizona

40,000 (2023 est.)
TOTAL POPULATION

7% (since 2020)
POPULATION GROWTH

30 (FT Locations 2024)
MEDIAN AGE

13,074
*LABOR FORCE

\$59,400
*MEDIAN HOUSEHOLD INCOME



PORTS OF ENTRY

- Calexico
- Long Beach
- San Luis
- San Ysidro
- 176 miles from sea port

YUMA INTERNATIONAL AIRPORT

- 718 Tons of Cargo in 2025
- 13,300 ft. of Runway
- U.S. Customs On-site
- Daily Direct Flights to Phoenix, AZ and Dallas, TX

12.2 million
CROSSINGS SAN LUIS I
(2025 data. U.S. Department of Transportation)

20 miles
AIRPORT PROXIMITY

FOREIGN TRADE ZONE #219

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

\$1.8 billion
TOTAL TRADE
(Imports & Exports
San Luis II in 2025)

261k tons
CARGO HANDLED
(San Luis II Port
of Entry in 2025)

27 BUSINESS DAYS
COMMERCIAL SHELL
BUILDING REVIEW

700+
BUSINESSES

*Source: American Community Survey 2020-2024 Data - JobsEQ



Advanced Manufacturing

Proximity to major consumer markets, supply chain connectivity on both sides of the border and an industrial production workforce of 15,000+ creates a vibrant manufacturing environment for companies of all sizes. Air, rail, port and interstate infrastructure connect our region to over 100 M people within a two-day truck haul.

Vocational manufacturing training is available in 13 licenses/ certifications and offered at two industrial training facilities within the area. A strong water position with capacity for growth, redundant electrical infrastructure, natural gas looped system and high-speed fiber throughout the county offers companies the opportunity to grow their businesses within our robust utility corridor.

#1

in Workforce,
Arizona ranked 1st in
the nation by CNBC

<3%

Turnover Rate
in Industrial
Manufacturing Jobs

18,000+

Industrial
Production Jobs

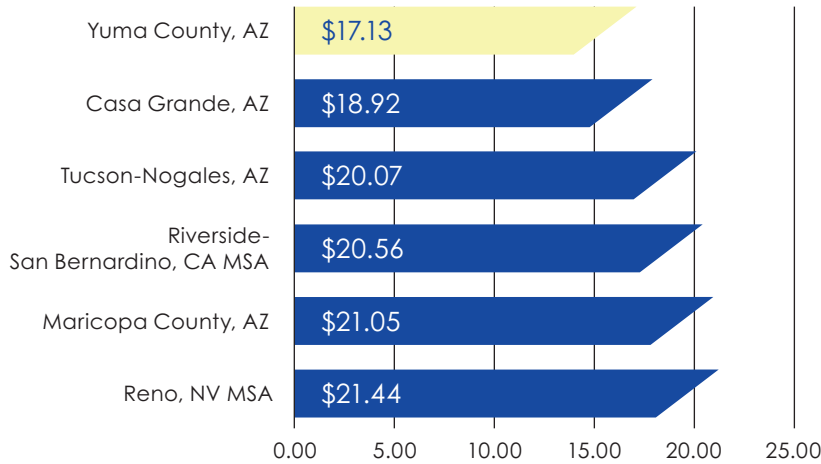


**Yuma County
is marked
as low risk
for natural
disasters.**

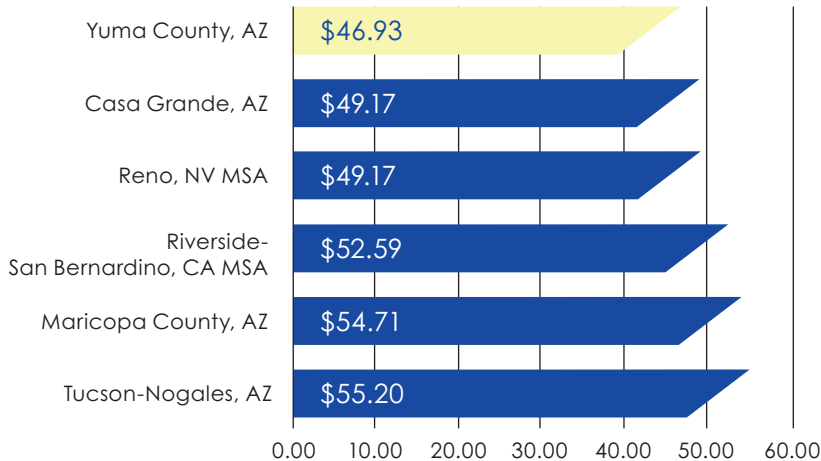
The region has low average storm events, is not exposed to coastal flooding and the region's wildfire risk score is low.

Top Employers

AVG. WAGES: PRODUCTION WORKERS, ALL OTHER



AVG. WAGES: INDUSTRIAL ENGINEERS



Wages: \$18.64 PER HOUR

Average Industrial Wage YMA



Recent Announcement

Myers Power is an industry leader in manufacturing power distribution centers, electrical pedestals, and low/medium voltage products located to the City of San Luis. The company intends to manufacture low-voltage products within its 83,000 SF facility and create over 150 jobs. The company has preliminary plans for Phase 2 that would create additional full-time jobs and capital investment in the near future.





Aerospace & Defense

With 350+ days of no inclement weather, the regional aerospace & defense sector benefits from an ideal testing climate that has made Yuma County a destination for companies such as BOEING, Lockheed Martin, Northrop Grumman, and Rolls Royce Engines. The area also boasts a 1,300 square mile proving ground for weapons, aerial systems and ground vehicles. Yuma International Airport's Defense Contractor Complex is a 100+ acre aviation industrial park with aprons and taxiways that connect to 13,300', 10,000'+, and 8,000+ runways for aerial systems of all sizes. A veteran labor force of 6,400+ former military members with avionic technician and mechanical backgrounds creates a built-in workforce for MRO, R&D and manufacturing activities.

Defense Contractor Complex at YIA

The fully furnished Joe Foss Hangar at Yuma International Airport is within FTZ #219 and includes offices, shops, and upper mezzanine space. The 110' x 110' hangars support aircraft up to 90,000 lbs and feature 4 workstations in each hangar set up with pneumatic air, electrical, data, and phone. Please visit www.defensetesting.com for additional information about the Joe Foss Hangar and opportunities within the Defense Contractor Complex.



MIL-SPEC SECURITY

13,300 FT RUNWAY LENGTHS

APRONS AND TAXIWAYS RATED FOR AIRCRAFT OF ANY SIZE

THE MARINE CORPS AIRSTATION

YUMA HAS 500+ MARINES EXITING ANNUALLY WITH AVIATION AND MECHANICAL WORK EXPERIENCE.

Top Employers

500+

Exiting Marines
Yearly

6,287

Local Veterans
Ages 18 - 64

3,628

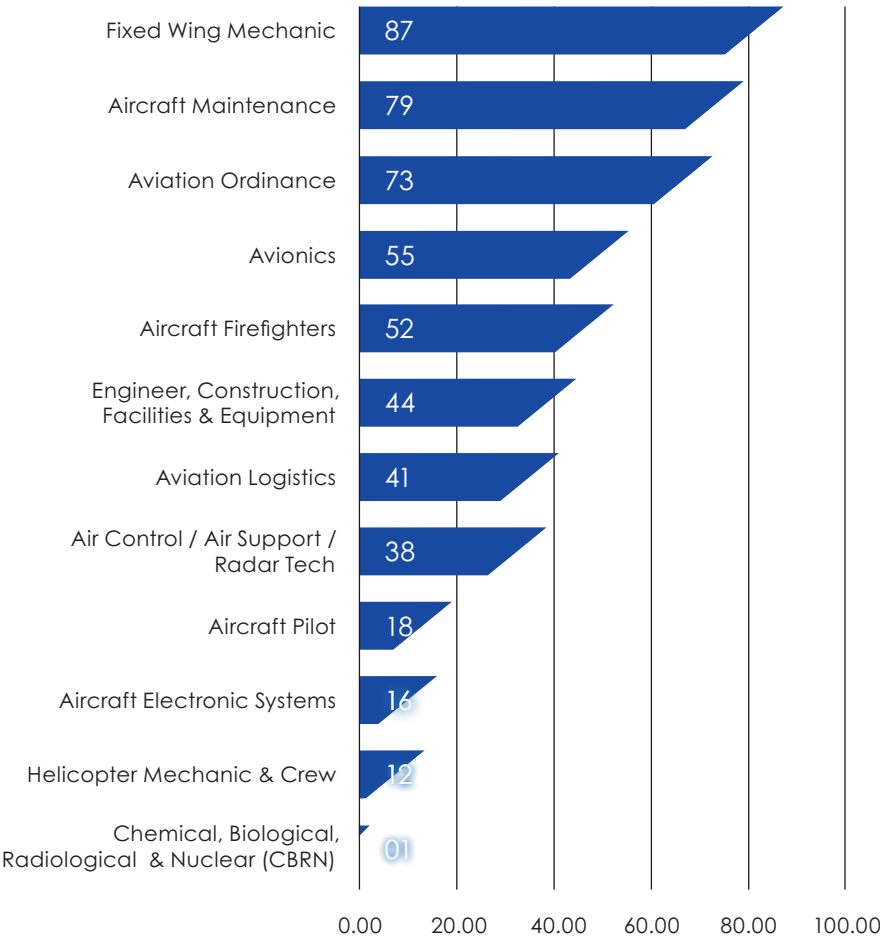
Aerospace and
Defense Jobs

\$2,797,281,381

Annual Aerospace and
Defense Economic Impact



EXITING MARINES OCCUPATION PROFILE 2023



US Army Yuma Proving Ground

The US Army Yuma Proving Ground has the capacity for 15,000,000 miles of testing per year. This facility performs hot weather and other types of vehicle-based track testing for all GM product programs.



#1

US Army Yuma Proving Ground is the largest and most active testing site in the United States for Unmanned Aerial Systems (UAS). There were 10,766 test and training UAS sorties in the last year.



8

Winterhaven

US-MEXICO BORDER

Los Algodones

Yuma

Taylor
FARMS

Green
Giant

Sarah
FARMS

MICHAEL
FOODS INC.

Foxy

Dole

CLARIOS

Fly YUMA
INTERNATIONAL AIRPORT

amazon

B&G

B&G FOODS, INC.

Wall Lane



InsulTech

LIMONEIRA
SINCE 1893

Somerton

Gadsden

piiana
TECHNOLOGY

95

San Luis Point of Entry I

San Luis

195



RL JONES
CUSTOMHOUSE BROKERS



San Luis Point of Entry II

MYERS
Power Products, Inc.



FLEXTRONICS

Yuma County

AREA:
5,519 mi²

POPULATION:
222,107 (projected)

WEATHER:
A Climate Built for Growth
– With an annual average temperature of about 75°F, Yuma's weather is perfect for business, tourism, and outdoor recreation. The region receives less than 4 inches of rain per year, ensuring consistently clear skies and ideal conditions for industries that thrive in a warm, dry climate.

Displayed companies and establishments are those that have been recently announced or are already existing in Yuma prior to publication.

Map is for illustrative purposes only.

 MEXICO  CALIFORNIA



Marine Corps Air Station

 **BOEING**

 **LOCKHEED MARTIN**

 **NORTHROP GRUMMAN**

 **Rolls-Royce®**

Campuses

 **ASU Local**
Arizona State University

 **ARIZONA WESTERN COLLEGE**

 **NAU**
NORTHERN ARIZONA UNIVERSITY

 **THE UNIVERSITY OF ARIZONA Yuma**

Yuma Proving Grounds

 **gm**

 **TRAX**
INTERNATIONAL

 **YPC**





Food Production

Due to our fertile soil, senior water rights to the Colorado River and expansive land mass, the Greater Yuma region is able to grow 170+ different crops to feed America. Within a 100-mile radius, food processors can access poultry farms with 2,000,000+ chickens and feed lots with 650,000 head of cattle for protein inputs. The region also has commercial dairy farms producing 800,000+ gallons of fluid milk per month along with 40,000 acres of wheat grown annually. Our food production workforce of 15,000 individuals generates 90% of the nation's winter leafy vegetables and other crops for worldwide consumption.

650k

Head of Cattle
in the Region

800k+

Gallons of Fluid Milk
Produced per Month
in the Region

40k

Acres of wheat
grown annually



#1
IN THE USA

YUMA COUNTY IS THE
LARGEST PRODUCER OF
LETTUCES AND OTHER
VEGETABLES DURING THE
WINTER MONTHS IN THE
UNITED STATES, WITH AN
IMPACT OF \$4.4 BILLION.

Top Employers



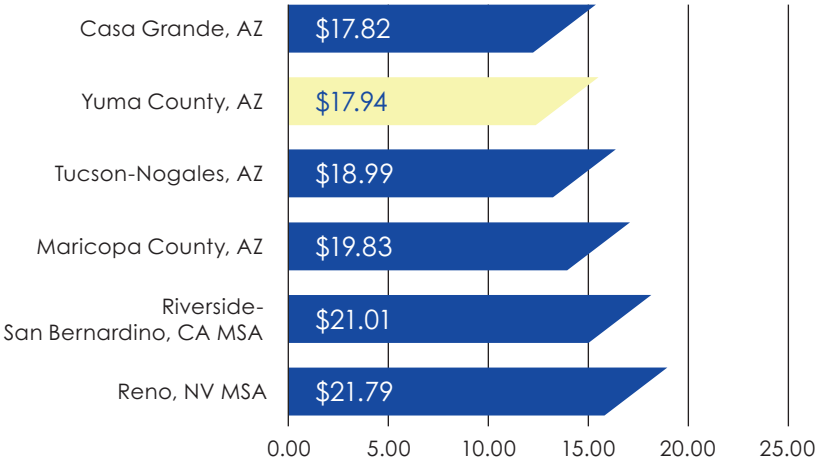
B&G FOODS, INC.



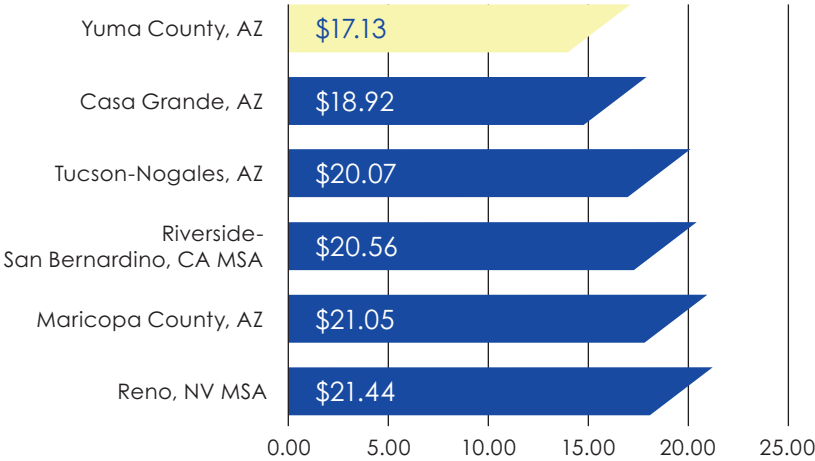
LIMONEIRA[®]
SINCE 1893



AVG. WAGES: PACKAGING AND FILLING MACHINE OPERATORS



AVG. WAGES: PRODUCTION WORKERS, ALL OTHER



The region produces 170+ various crops year-round.

Recent Announcement

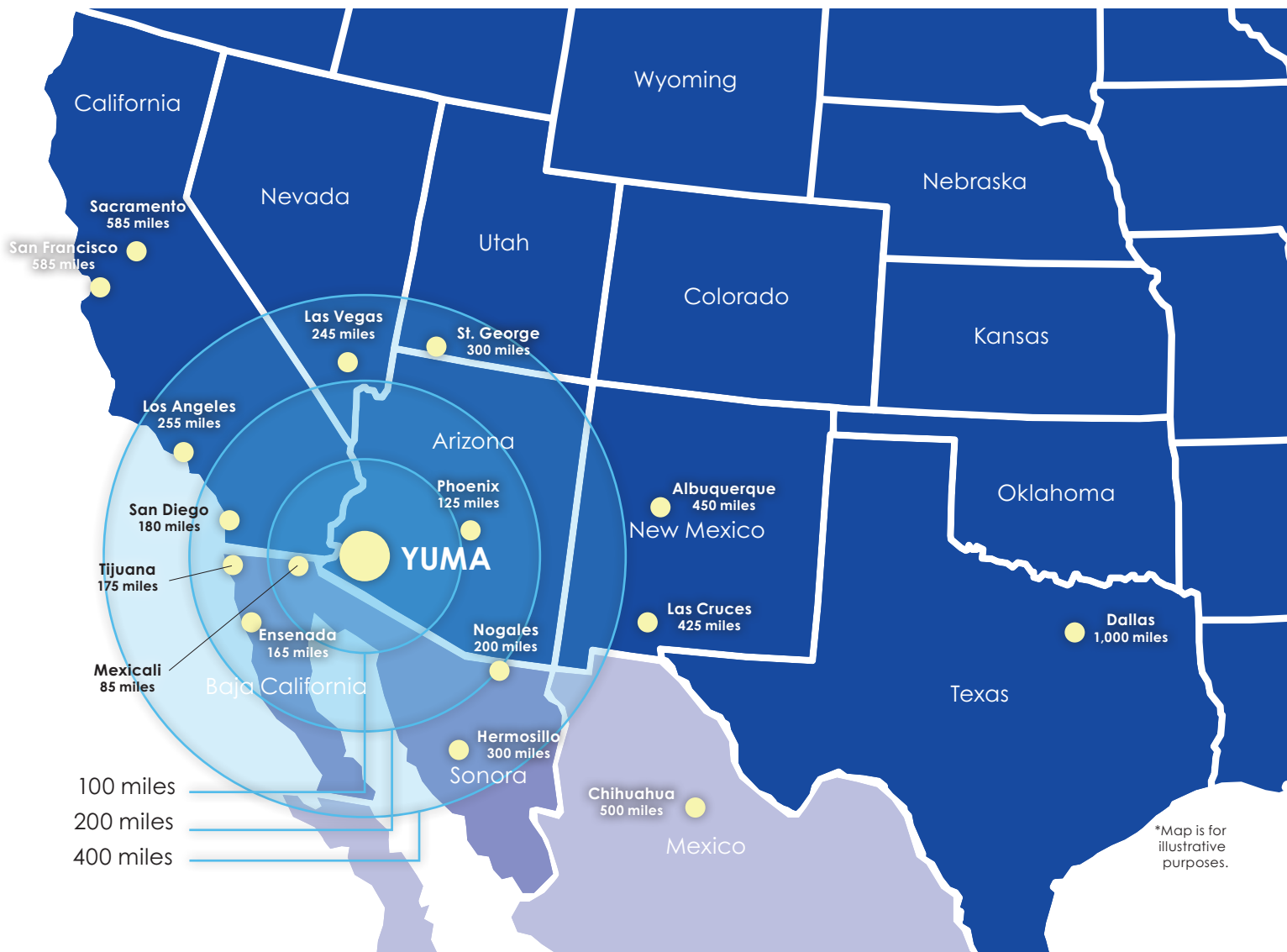
The UA Yuma Agriculture Center (YAC) is the first Ag Tech Test and Demonstration site specifically for arid lands specialty crops. YAC offers both the specialty crop farm and the technology infrastructure to support AgTechnology Innovators from concept, industry demonstrations, to farm integration.





Logistics & Distribution

The Greater Yuma region is located on the border of 4 states and 2 countries. With a regional consumer base of 1.8M people and access to 52M people within a one-day truck haul, companies take advantage of our strategic location to serve their customers. Foreign Trade Zone #219 offers additional warehousing and supply chain benefits along with proximity to 4 ports of entry and less than 6 hours away from the Port of L.A./Long Beach.

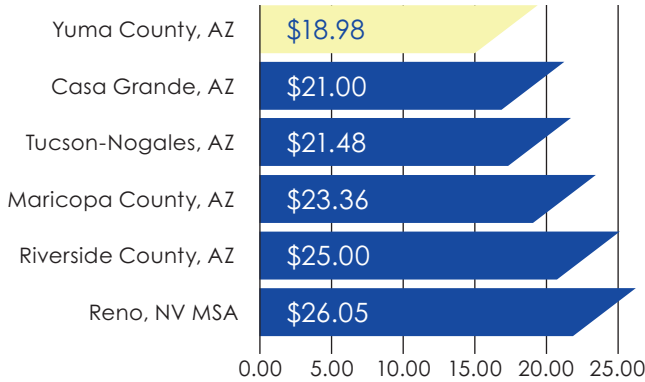


LOGISTICS & DISTRIBUTION

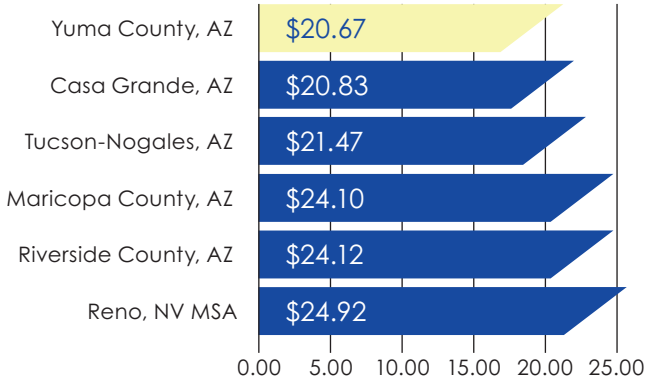
Statistics



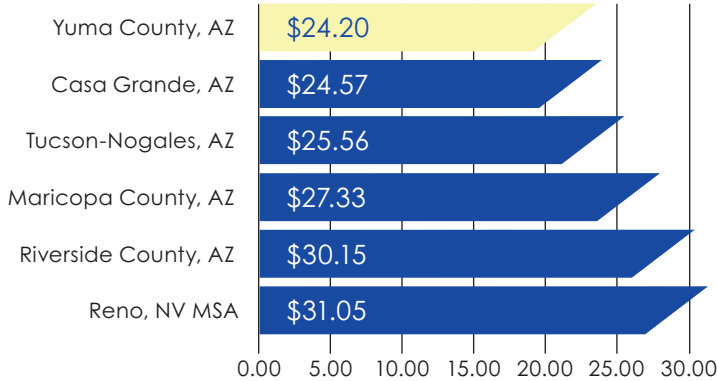
AVG. WAGES: INDUSTRIAL TRUCK
& TRACTOR OPERATORS



AVG. WAGES: TRANSPORTATION
& MATERIAL MOVING OCCUPATIONS



AVG. WAGES: HEAVY
& TRACTOR-TRAILER TRUCK DRIVERS



San Luis I crossings experienced substantial growth over the past five years, increasing from 9,171,971 total crossings in 2021 to a record-breaking **12,205,167 crossings** in 2025, a **33% increase** during this period.

In 2025, the commercial San Luis Port of Entry facilitated **\$987 million in imports** and **\$835 million in exports**, for a total trade value of **\$1.8217 billion**.

Since 2021, total trade has **increased 8%**, with imports up **11%** and exports rising **4%** over that period. Compared to 2024, total trade grew **6%**, driven by a **20% increase in exports**, despite a **4% decrease in imports** year-over-year.

The port features eight lanes, state-of-the-art inspection equipment, and an average wait time of less than 10 minutes, ensuring **efficient and seamless trade and travel**.

4 PORTS OF ENTRY



- Calexico Port
- Port of Long Beach
- San Luis I & II
- San Ysidro Port of Entry

176 MILES FROM SEA PORT

YUMA INTERNATIONAL AIRPORT



- 718 Tons of Cargo in 2025
- 13,300 ft of Runway
- U.S. Customs On-Site
- Direct Daily Flights to Phoenix, AZ and Dallas, TX



INTERSTATE 8



US/MEXICO AREA
SERVICE HIGHWAY 195



HWY 95

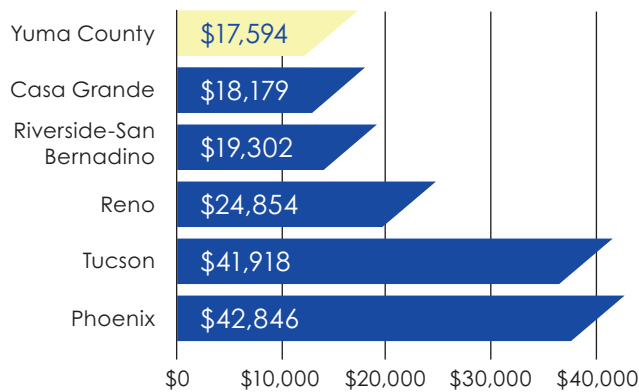
Recent Announcement

The Arizona Department of Transportation Board has approved the long-awaited expansion of Cesar Chavez Boulevard in San Luis, with construction scheduled to begin in early 2026. The \$65 million project will reconstruct the corridor into a four-lane divided roadway, including upgraded intersections, new signals and lighting, drainage improvements, and a new roundabout. The Cesar Chavez Boulevard Roadway Improvements are designed to enhance safety, reduce congestion, and support continued economic growth in the city. Construction is expected to begin in early 2026 and be completed by 2028.

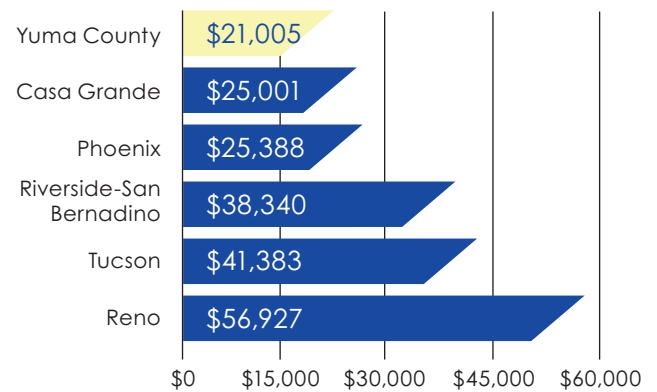


Cost of Doing Business

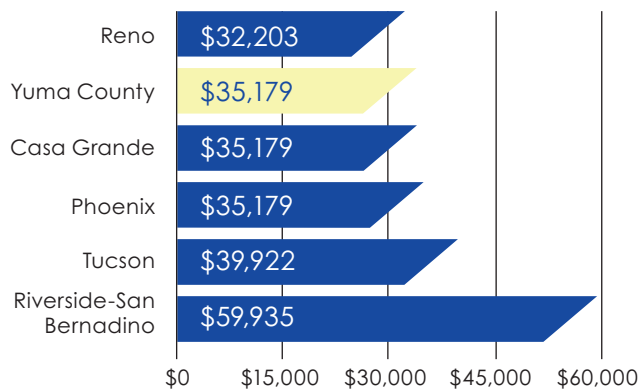
INDUSTRIAL WATER (1M/CF)



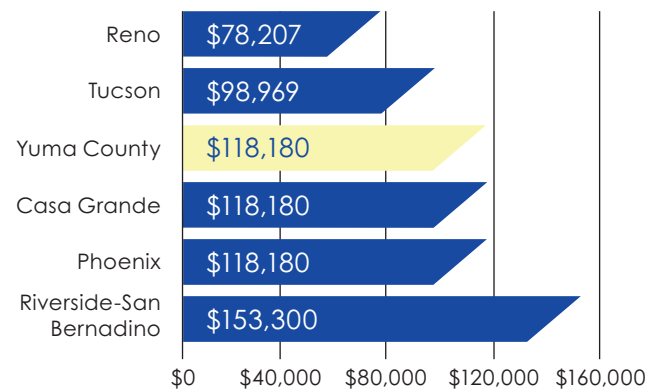
INDUSTRIAL SEWER (1M/CF)



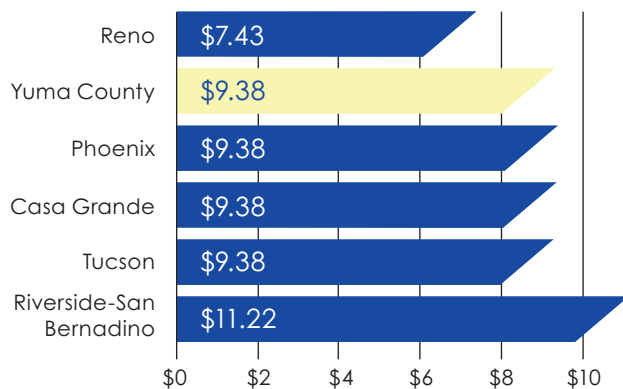
INDUSTRIAL ELECTRIC (1000KW/400MWH)



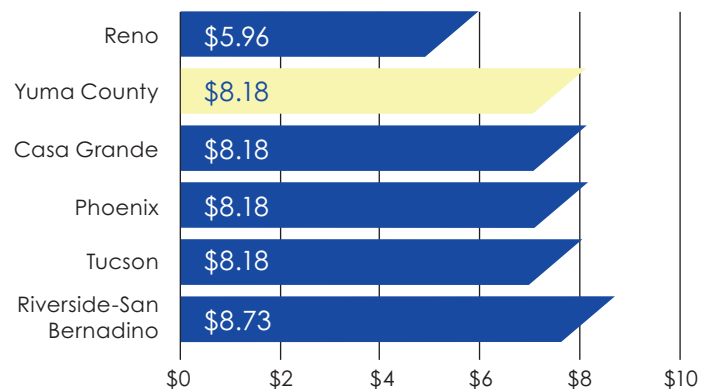
INDUSTRIAL ELECTRIC (5000KW/1500MWH)



NATURAL GAS - COMMERCIAL (PER 1000CF)



NATURAL GAS - INDUSTRIAL (PER 1000CF)



Average Price Industrial Utilities in Yuma County:

\$0.018
PER CUBIC FEET
Water Cost

Source: Metrocomp

\$0.021
PER CUBIC FEET
Sewer Cost

Source: Metrocomp

\$0.00763
PER CUBIC FEET
Natural Gas Cost

Source: Southwest Gas

\$0.104
PER KWH
Electricity Cost

Source: APS

30% Lower Cost
THAN MAJOR WEST
COAST MARKETS

Skilled Production

Metropolitan Area	Certified Electrician	Team Assembler	Millwright	Machinist	Tool & Die Maker	Welder
Casa Grande	\$58,400	\$38,609	\$57,785	\$49,205	\$65,436	\$51,668
Phoenix	\$58,400	\$38,609	\$57,785	\$49,205	\$65,436	\$51,668
Reno	\$65,725	\$38,884	\$62,354	\$50,530	\$68,967	\$53,319
Riverside -San Bernardino	\$70,875	\$39,575	\$64,012	\$51,129	\$69,769	\$53,941
Tucson	\$55,308	\$37,845	\$55,656	\$47,921	\$63,730	\$50,299
Yuma	\$43,651	\$29,336	\$52,075	\$42,524	\$42,524	\$41,173

Industrial Market Overview

Metropolitan Area	Inventory Sq.Ft.	Vacancy Rate	Land Cost Low – High	Lease Rate Low – High	Construction Cost Index		
					Matl.	Labor	Total
Casa Grande	N/A	N/A	\$1.50 – \$4.95	\$4.20 – \$8.50	98.0	71.1	86.4
Phoenix	329,686,220	7.7%	\$3.30 – \$8.50	\$7.44 – \$12.84	98.4	72.1	87.0
Reno	95,436,880	4.6%	\$1.60 – \$5.25	\$8.52 – \$12.60	102.8	85.6	95.4
Riverside -San Bernardino	566,920,851	1.9%	\$13.00 – \$22.00	\$9.06 – \$13.00	97.2	125.7	109.5
Tucson	44,391,444	5.6%	\$1.70 – \$5.20	\$6.12 – \$10.56	96.9	71.8	86.1
Yuma	N/A	N/A	\$1.30 – \$3.50	\$6.00 – \$10.25	98.2	71.8	86.9

Cost of Living Index (U.S. = 100)

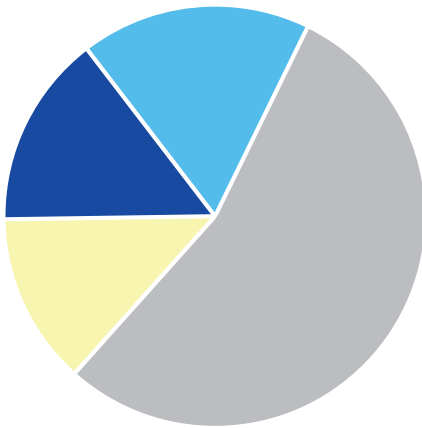
Metropolitan Area	Overall	Food	Housing	Utilities	Transportation	Health Care	Misc.
Casa Grande	98	95	94	103	99	106	99
Phoenix	104	98	106	103	117	94	99
Reno	104	103	117	95	96	92	103
Riverside -San Bernardino	127	99	159	110	148	87	101
Tucson	95	96	90	102	99	82	100
Yuma	88	94	66	104	85	122	98

Commuting

Metropolitan Area	Avg. Commuting Time (minutes)	Share Over 30 Minutes	Bus Transit	Rail Transit	Transit Rideship
Casa Grande	34	56.4%	Yes	No	0.2%
Phoenix	28	42.3%	Yes	Yes	2.0%
Reno	23	27.2%	Yes	No	2.3%
Riverside-San Bernardino	34	47.7%	Yes	Yes	1.2%
Tucson	25	35.4%	Yes	Yes	1.8%
Yuma	20	23.6%	Yes	No	0.6%



Workforce & Training



INDUSTRY BREAKDOWN

■	Advanced Manufacturing	3,020
■	Aerospace & Defense	3,628
■	Food Production	11,177
■	Logistics & Distribution	2,687

13

Industrial Trades and
Certificate Programs

3

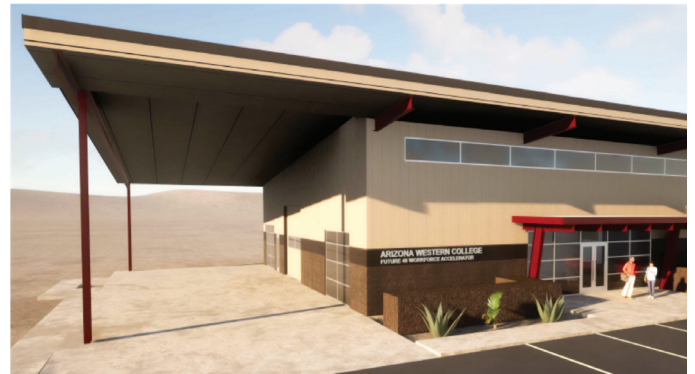
Industrial Regional
Training Centers

4,951

Enrolled Students
in Career and
Technical Education

170,000+

Regional
Labor Shed



AWC MANUFACTURING CENTER

The 5,600-square-foot multi-purpose facility is an extension of the Wellton Manufacturing Training Center. The branch campus is equipped to offer training in electrical technology, advanced manufacturing, broadband fiber optics, and solar installation.



THE UNIVERSITY OF ARIZONA
Yuma





Quality of Life



OUTDOOR FUN

Get your blood pumping by making a trek to the top of Telegraph Pass. Iconic photos abound at Imperial Sand Dunes National Recreation Area and at Valley of the Names, while longer hikes with more time to contemplate or camp overnight include trails at Palm Canyon, Castle Dome and Picacho.



MUSEUMS & THE ARTS

Experience the rich history of the Greater Yuma region, from indigenous cultures and Spanish missionaries to pioneer tales and the iconic Colorado River. Explore engaging museums, vibrant art at the Yuma Art Center, the fun-filled Children's Museum, and unexpected mustsee monuments that make the region truly unforgettable.



3 WILDLIFE REFUGES

Three national wildlife refuges in the Yuma area — Cibola, Imperial and Kofa — make up one of the country's largest contiguous protected areas for wildlife. With more than 1,000 square miles between them, their ecosystems include desert, desert upland, riparian, grasslands, and forest.



RESTAURANTS

The Desert Southwest restaurants are rich in culture. From the rich full flavors of Mexico to the sultry spices of Asia and everything in between. So whether you're in the mood for tacos, Texas-style barbecue or Curry, you'll find it.



WATERWAYS

Greater Yuma offers a variety of natural experiences for visitors and residents. Enjoy the water at Martinez Lake, Xanyō Xamshré (formerly called Squaw Lake), Senator Wash, and on the Colorado River where year-round recreation goes from mild to wild.

450+ RESTAURANTS

100+ EVENTS ANNUALLY

130+ PARKS & GREEN SPACES

13 GOLF COURSES

9 ART GALLERIES

11 MUSEUMS

12 LAKES/PONDS

3 THEATERS

13 FAMILY FUN VENUES

20 MILES OF RIVERFRONT PATHS

26,000+ ACRES OF HIKING TRAILS

350+ SUNNY DAYS ANNUALLY

\$268K

AVERAGE HOME PRICE

\$1,533

AVERAGE RENT

Sources: www.VisitYuma.com

www.Zillow.com



City of San Luis Incentives

QUICK TURNAROUND & COORDINATED REVIEW

The City of San Luis is committed to efficient and predictable review timelines for industrial and targeted development projects. Through coordinated interdepartmental review, projects can move forward concurrently through Planning, Engineering, Building Safety, and Utilities. Standard incentive and development agreement reviews typically range from 60 to 120 days, depending on complexity, with accelerated timelines available for priority projects that meet capital investment and job creation thresholds.

BUSINESS PARTNER PROGRAM

The Economic Development Department serves as the City's business ombudsman or coordinating partner, providing a single point of contact for companies looking to open, expand, or relocate. The Department assists with navigating permitting, zoning, infrastructure coordination, and incentive applications, while tracking project progress and resolving issues that may arise. Our goal is to ensure that businesses receive clear guidance, timely communication, and coordinated support throughout the entire development process.

INDUSTRIAL ECONOMIC DEVELOPMENT INCENTIVE POLICY

The City of San Luis Industrial Economic Development Incentive Policy establishes a structured framework for attracting and supporting targeted industries, including manufacturing, logistics, agribusiness, and maquila operations. Incentives are performance-based and tied to capital investment, job creation, wage standards, and employer-provided benefits. Each project undergoes a return-on-investment analysis to ensure a positive fiscal impact to the City, with agreements formalized through City Council approval.





Regional & State Incentives

WATER & SEWER CONNECTION FEE AMORTIZATION

Cities may amortize the cost of water and sewer connection fees up to seven years from the agreement date in order to assist companies with alleviation of up-front construction costs.

WORKFORCE SALARY & TRAINING GRANT

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.

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.

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.

\$1.5 MILLION IN REIMBURSABLE GRANTS TO TRAIN EMPLOYEES

Reimbursable grants to employers that implement new jobs or for training plans that increase employee skill level. Awards range from \$2,000 to \$8,000 per position.

NO SALES TAX ON MANUFACTURING EQUIPMENT

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

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

Provides per employee tax credits of \$3,000 per new year for up to three years. Credits may be carried forward for five years. Eligibility qualifications are different from rural to metro areas and focus on capital investment and net new job creation (5 new jobs rural/25 new jobs metro).

5 YEAR ACCELERATED DEPRECIATION SCHEDULES

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

TAX REDUCTIONS BY INVESTING IN RENEWABLE ENERGY

Companies engaged in solar, wind, geothermal and other renewable energy industries may obtain up to a 10% refundable income tax and up to a 75% reduction on real estate and personal property taxes.

R&D TAX CREDITS

The Research and Development Tax Credit (R&D) is a tax credit available to businesses of all sizes that engage in research and development activities conducted at a state university and funded by the company. Companies can claim a refund up to \$100,000 in a single tax year.

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 1/3 of the cost of a traditional U.S. plan.



- As of January 2025
- For more information about each program, visit Arizona Commerce Authority





Message from the Mayor of the City of San Luis



San Luis is a city defined by growth, resilience, and opportunity. Over the past decade, we have transformed from a small border community into one of Arizona's fastest-growing cities. Even during periods of economic uncertainty, our

community has continued to move forward because we believe in investing in infrastructure, supporting families, and creating a strong foundation for business success.

Our strategic location at the U.S.–Mexico border, combined with the expansion and modernization of the San Luis Port of Entry I, positions our city as a critical gateway for trade and commerce. Major infrastructure projects, including the Cesar Chavez Boulevard Roadway Improvements, reflect our long-term commitment to supporting economic development and ensuring that San Luis remains competitive and ready for growth.

We are proud of our young, hardworking, and bilingual workforce, and we are committed to creating opportunities that allow our residents and businesses to thrive. In San Luis, we believe that when we work together—city leadership, business partners, and our community—we can build a stronger future for generations to come.

We invite you to be part of that future and to discover the opportunity that awaits in San Luis.

Sincerely,
NIEVES RIEDEL
Mayor of the City of San Luis
(928) 341-8520



ARMANDO ESPARZA
Director of Economic
Development
and Government Affairs
(928) 509-0398
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YIGAL DUARTE
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