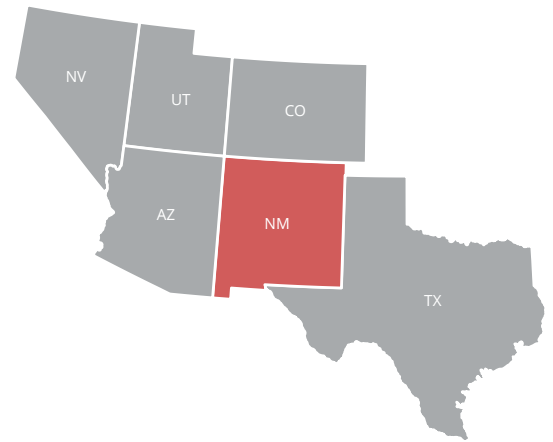




NEW MEXICO partnership

NEW MEXICO: ROOTED IN AGRICULTURE

New Mexico is the ideal location to start, grow, or expand your value-added agriculture or food production business. Agricultural industries thrive here because of vast open spaces – it's the 5th largest state in the U.S. – and a climate that supports diverse types of crop and livestock production. Combine this with our expert workforce, access to massive consumer markets nationally and internationally, and a favorable business environment and the state presents a prime opportunity for the manufacturing, packaging, and distribution of food products.



A MANUFACTURING AND LOGISTICS POWERHOUSE

Competing as a manufacturer today requires that you can get the raw materials you need and then get your product out to customers quickly and easily, that you have access to the skilled talent required, and that you're operating in a place that helps you keep costs competitive.

New Mexico's geographic location and world-class transportation infrastructure makes it ideal for manufacturers of all types.



Being located in the Mountain region gives companies within the state 1-2 day access to major markets throughout the western and midwestern U.S. as well as Mexico. Much of this access is available via the three major interstates: I-25 (north-south), I-40 (east-west), and I-10 (east-west).



New Mexico also has strong rail infrastructure served by both BNSF and Union Pacific. Being equidistant by rail, about 850 miles, to the ports of LA/Long Beach and Houston/Galveston means that your products can reach the entire world.



More than 60 airports are located throughout New Mexico. Three international airports serve different regions of the state.

Destination (in miles)	Albuquerque	Santa Teresa
Ciudad Juarez	269	16
Phoenix	418	424
Denver	447	705
Oklahoma City	544	732
Las Vegas	572	724
Salt Lake City	598	858
Dallas	647	648
Kansas City	788	944
Long Beach	799	803
Houston	884	759
Matatlan	1,077	827
New Orleans	1,170	1,105
Matamoros	1,200	950
Chicago	1,337	1,542
Calgary	1,530	1,788
Newark	1,981	2,185

New Mexico's rich history in manufacturing – particularly in value-added agriculture and food processing – has created a large and highly-skilled supply of experienced talent. And our talent pool keeps growing; the Mountain region, where New Mexico is located, has been the fastest growing region in the U.S. during this century, growing at nearly twice the rate of the U.S. overall.

You can have this ideal location and deep pool of talent and also have a cost advantage over your competitors. Lack of intense competition for talent and low living costs keep compensation rates below the national average. Facilities, utilities and other operating costs are similarly low. And when all of this is combined with no inventory taxes and the lowest effective tax rate for manufacturers in the nine-state Western region, **it can cost 25% to 30% less to produce your products in New Mexico than in the many high-cost locations throughout the western U.S.**



A CLIMATE MADE FOR CROPS AND LIVESTOCK

New Mexico has been a farming powerhouse for centuries and that tradition is alive and well today; ensuring that the food manufacturing and processing industries in the state have a ready supply of the finest ingredients.

New Mexico's ideal growing conditions and diverse climate zones allows for a wide variety of crops to be grown, often year-round. Water is abundant, with the Rio Grande and connected irrigation networks running throughout the state. There are over 24,800 separate farming operations with an average acreage of 1,613, the 3rd highest acreage per farm in the nation and the 5th highest total acreage of farmland. Wheat is the state's highest volume crop in terms of acreage, with over 300,000 acres in production. **The state is the highest producing state of both Pecans and Chile Peppers in 2019.**

New Mexico's thriving agricultural industry doesn't stop at our wide variety of crops. Our livestock industry is a major player in the state's economy. Plentiful sunshine and dry weather produce less mud and fewer diseases for farm animals, while the abundant land provides space for grazing. With Alfalfa being New Mexico's 2nd highest volume of crop produced, sourcing local feed for livestock is easy. **The state was 9th for number of milk cows and 3rd for number of goats in the nation in 2019;** producing 8.2 billion pounds of milk and 765 million pounds of cheese in 2017, making us the **4th largest producer of cheese and 9th largest producer of milk in the U.S.** These conditions also provide an opportunity for a rapidly growing organic beef industry, providing the grazing space and low risk health conditions needed.

Top Crops Produced in New Mexico in 2019
1. Wheat: 330,000 acres
2. Hay/Alfalfa: 225,000 acres
3. Cotton: 108,000 acres
4. Corn: 125,000 acres
5. Sorghum: 80,000 acres
6. Pecans: 45,000 acres
7. Hay & Haylarge: 10,000 acres
8. Chile Peppers: 8,900 acres
9. Onions: 6,600 acres
10. Beans: 6,200 acres
11. Peanuts: 6,200 acres

ABOUT US

To learn more about how New Mexico can help your business succeed, contact **The New Mexico Partnership**. The Partnership is designated by the state to be the single-point-of-contact for helping businesses locate in New Mexico and can provide expertise on talent, critical infrastructure, educational and R&D institutions, real estate and facilities, incentives, and all the other factors that go into a business location decision. Visit us at www.NMPartnership.com or contact us by phone at **(505) 247-8500** or by e-mail at info@NMPartnership.com.



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