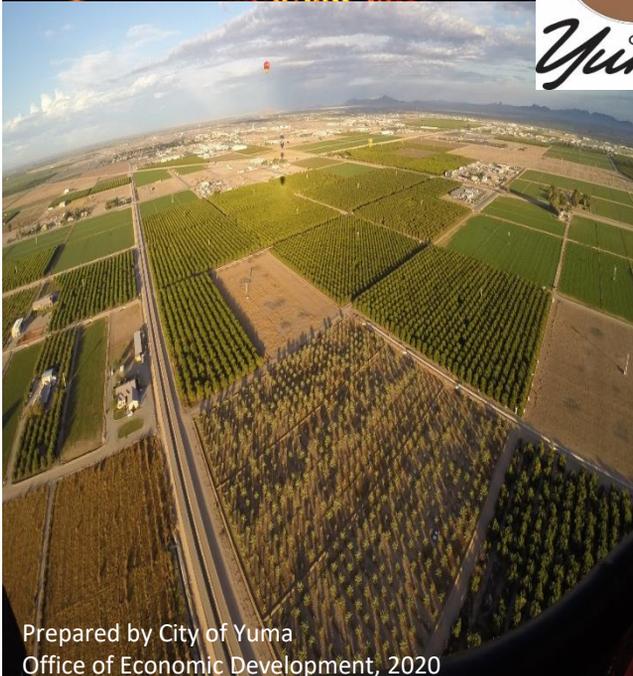
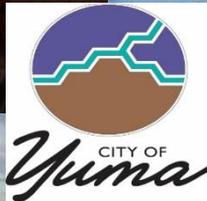


# City of Yuma, AZ At A Glance



# City of Yuma - At A Glance

The City of Yuma has seen consistent growth over the past 20 years and that growth is expected to continue. The estimated 2019 City population is 105,365 and the County 229,957. The latest available population breakdown by age is for 2019.

## POPULATION

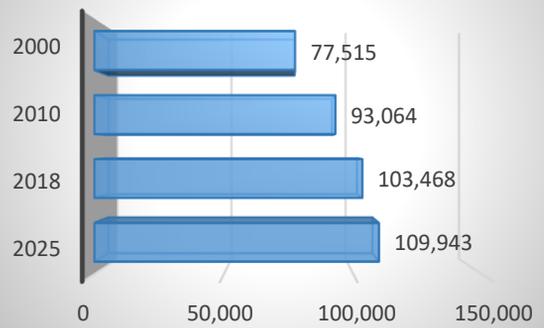
Nearly 60% of the City's population is of workforce age while the figure for the County is over 54%. The City and County show a growing and youthful population.

% Population by Age	City of Yuma	Yuma County
Under 20 years	28.0%	28.3%
20 to 49 years	42.2%	38.6%
50 to 64 years	14.2%	14.8%
65 years+	15.6%	18.4%
Median Age (Yrs.)	31.5	34.1

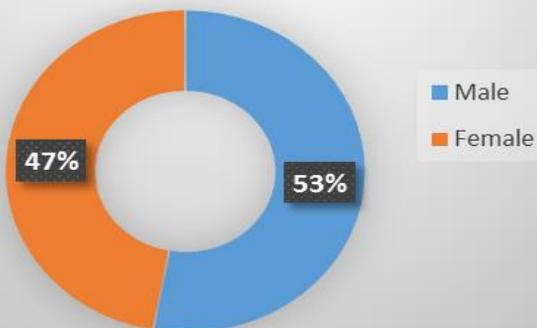
Est. 2019 City Population by Age



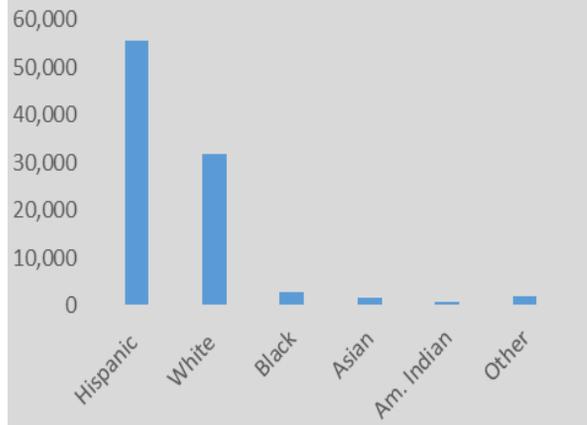
Change in Population



Population by Sex



Race and Ethnicity



# City of Yuma - At A Glance

## ECONOMY

Yuma’s economy is driven by agriculture, military/defense, and tourism. An emerging sector is manufacturing. In the past 3 years, the City has attracted five (5) out-of-state companies creating over 300 new jobs. The most frequently cited reasons for making the new investments were; Yuma’s cost of doing business and regulatory environment, grow market share, better serve existing customers, and Yuma’s proximity to the California and Mexico markets.

Newly Announced Industrial Facilities in Yuma (FY 16 - FY 19)					
Company	Year	Activity	Capital Inv.	# Jobs	Expanded From
Jordan Mfg.	FY 16	Manufacturing	\$6,000,000	70	Indiana
Martech Medical Device	FY 17	Distribution	\$2,200,000	25	Mexico
Almark Foods	FY17	Food Processing	\$27,500,000	230	Georgia
MPW Industrial Services	FY 18	Service	\$13,600,000	44	Ohio
Swire Coca Cola	FY 19	Distribution	\$5,700,000	12	Yuma
<b>Total</b>			<b>\$55,000,000</b>	<b>381</b>	

Yuma MSA – 2019 Estimate Employment By Sector (1000’s)	
Total Nonfarm	56.5
Total Private	42.3
Goods Producing	5.6
Service-Providing	50.9
Private Service-Providing	36.3
Mining and Construction	2.5
Manufacturing	3.1
Trade, Transportation, and Utilities	11.1
Information	0.5
Financial Activities	2.2
Professional and Business Services	6.8
Educational and Health Services	8.3
Leisure and Hospitality	6.0
Other Services	1.8
Government	14.2

Yuma’s Leading Private Employers	
Company	Employment
Yuma Regional Medical Center	2,050
Trax International	1,050
Alside Windows	520
Convey Health Solutions	520
Shaw Industries	280
All State Disaster Center	280
Gowan Milling	260
Almark Foods	230
Clarios	140
Bose International	100

Yuma area “Government” employment data highlight the significance of Marine Corps Air Station – Yuma and Yuma Proving Ground on the local economy. The facilities represent over 7,000 civilian and military personnel (50% of government employment). The City is also home to a major Customs and Border Protection Center. Goods production activity accounts for 10% of the county’s total employment.

Yuma Regional Medical Center is the largest private employer in Yuma and is growing. ACCT, All State, and Convey Health Solutions represent the largest office employers with 1,600+ employees. Gowan Milling and Almark reflect the area importance of agriculture with food processing operations totaling nearly 400 employees. Bose International is the twin plant operation to a facility in San Luis Rio Colorado, Mexico.

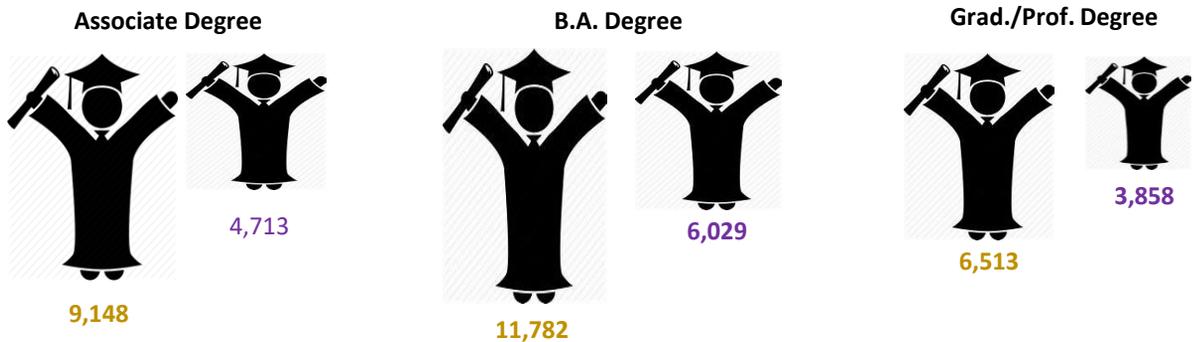
# City of Yuma - At A Glance

Yuma boasts a growing and diverse workforce. 26 percent of the adult population holds a degree. The county's workforce totals 97,400. The April County unemployment rate (not seasonally adjusted) is 23.1 percent with more than 22,480 people unemployed. This level of unemployment explains the high selectivity ratio experienced at Yuma area job fairs.

## WORKFORCE



## DEGREES CONFERRED BY DEGREE TYPE 2019 25 YEARS+ POPULATION



Yuma County – 131,272

Total 25 Years+ Population

City of Yuma – 58,286

### Workforce Recruitment and Selectivity Experience

Company	Hires	Applications
S & A Industries	15	350
Almark Foods	75	2,000+
Martech	20	375
Datepac	1,216	1,500+
Piana Nonwoven	40	1,500+

### Yuma County Commuting Patterns 2015

Work in Yuma Co.  
Live Elsewhere  
8,945

Work and Live  
in Yuma Co.  
46,229

12,440  
Live in Yuma Co. and  
Work Elsewhere

	City of Yuma	Yuma County
Unem. Rate	18.3%	23.1%
Unemployed	8,322	22,482
Labor Force	45,431	97,390
Employment	37,109	74,908

Source: AZ OEO, April 2020

# City of Yuma - At A Glance

## COST OF DOING BUSINESS

A key decision point for facility relocation or expansion is the projected cost of doing business at the new location. The City of Yuma presents a very favorable cost of doing business profile. To that end, the City retained a professional consulting firm to prepare Comparative Operating Cost Analyses for the City and other comparable locations focused on the food processing and advanced manufacturing industries. The food processing report is highlighted below. The advanced manufacturing report is presented on the following page. The cities were primarily selected due to proximity, market experience, and industry alignment. The cost differentials reflect a 10-year time frame.

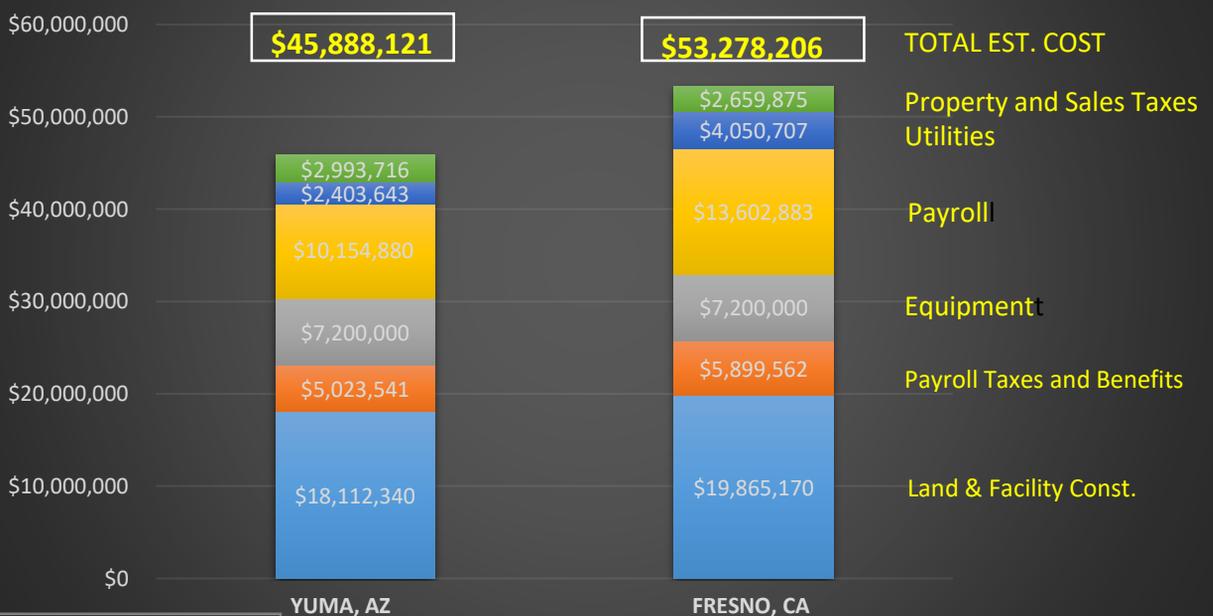
### Food Processing

The analysis compares the development and operating costs of a new processing facility in Yuma and Fresno. Applied Economics established a model facility that presented geographically variable attributes to gain a comparative cost between the two sites. The factors that produced the greatest cost differentials were Land and Facility Construction Costs (represented through an annual loan payment), Utilities, and Payroll. Overall, the Yuma operation shows a 14% or \$7.4 million cost saving over the Fresno-sited facility.

#### Project Elements

Employees – 65 (non-exempt)  
 Site Size - 15 acre (shovel-ready)  
 Facility- 80,000 sq. ft.  
 Capital Equipment - \$7,200,000  
 Water – 610,000 gpm  
 Wastewater – 410,000 gpm  
 Electricity – 180,000 kwh/mo. with a 65% load factor

### Comparative Operating Cost Analysis Food Processing Facility



Source: Applied Economics, 2018

# City of Yuma - At A Glance

## COST OF DOING BUSINESS

Manufacturing is an industrial sector of growing importance in Yuma. It has emerged as one of the City's targeted sectors along with aerospace/defense, agriculture, and tourism. One of the fundamental reasons for the emergence of advanced manufacturing as a key economic sector is the favorable Cost of Doing Business Profile the City presents. To that end, Yuma contracted with an independent consulting firm to prepare an analysis of the City's cost of doing business compared to markets frequently hosting companies doing a similar review. Such an analysis is summarized below and reflects a market comparison of essential operating costs over a 10-year time period.

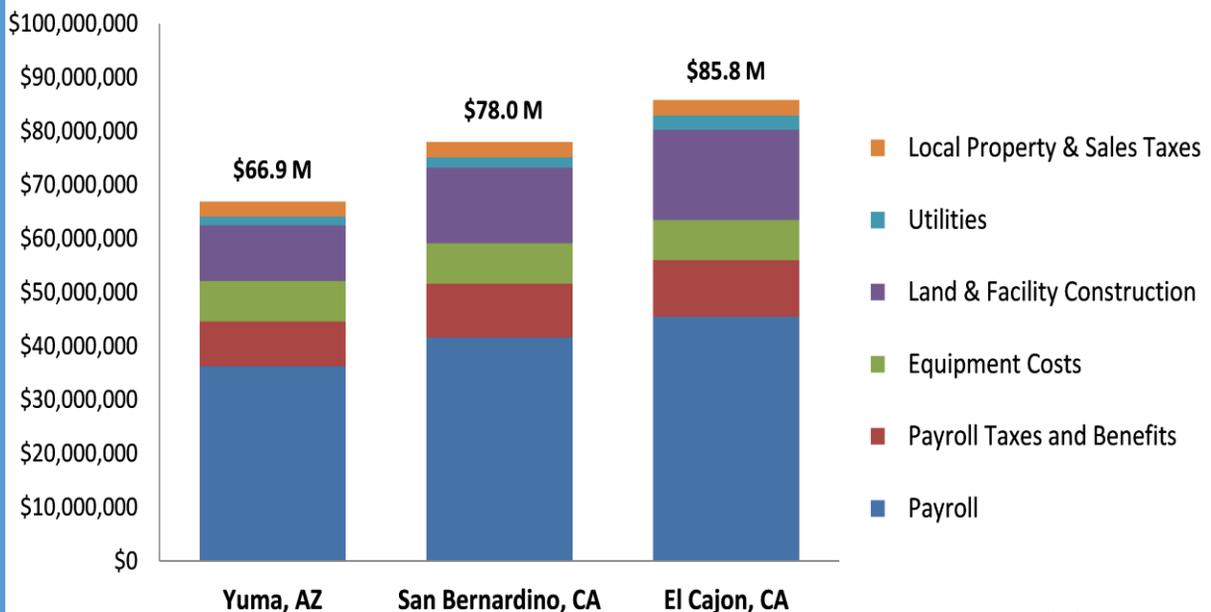
### Advanced Manufacturing

The leading source of industrial expansion for the City of Yuma is California. More specifically, companies located in S. California. For that reason, the cities chosen for this comparison were San Bernardino and El Cajon. The factors included in the analysis are clearly presented. The primary finding of the analysis was that for advanced manufacturing companies, Yuma provides a cost saving of 16 percent to 28 percent depending on the location. The main factors contributing to this gap are land and construction costs, wages, and electricity.

### Project Elements

Employees – 100 (non-exempt)  
 Site Size - 12 acres (shovel-ready and industrially zoned)  
 Facility - 80,000 sq. ft.  
 Capital Equipment - \$7,500,000  
 Electricity - 150,000 kwh/mo. with a 65% load factor

### COMPARATIVE 10 YEAR OPERATING COSTS



Source: Applied Economics, 2019

# City of Yuma - At A Glance

## Business Attraction and Retention

Fundamental to any economic development program is the attraction of new employers and the retention of existing businesses. The City of Yuma has seen significant economic success over the past three years (FY 17 through FY 19). That success is highlighted and summarized below.

## PROJECT SUCCESS



## Project Spotlight

### MPW Industrial Services

MPW is an Ohio-based company providing a variety of water regeneration and automated cleaning services for power generation, automotive, food, and other manufacturing operations. The company constructed a 30,000 sq. ft. facility in 2019. The facility will house 40 new jobs. Capital investment is in excess of \$10 million.

### Almark Foods

Almark Foods began its Yuma operation in 2018. The Georgia-based company produces a number of egg-related products including hard-boiled eggs, deviled eggs and liquid eggs. The company distributes to Fry's (Kroger), Costco, Safeway and other retailers. Almark's new Yuma facility is 120,000 sq. ft. and employs approximately 230 people. The project represents a capital investment in excess of \$25 million.

### Swire Coca-Cola USA

Yuma's business retention and expansion efforts are evidenced with the expansion and relocation of Swire's Yuma sales, warehousing, and distribution center to Yuma Commerce Center. The company acquired an 11-acre parcel. The 57,000 square foot facility is under construction and slated for completion in March 2020. The site accommodates future expansion and houses 60+ employees.

# City of Yuma - At A Glance

The City of Yuma and the State of Arizona sponsor incentive programs in support of new job creating investments. All incentive programs are performance-based. The state and local incentive programs are frequently used in concert with each other. *Note: incentive criteria establishes eligibility not an entitlement. All incentive agreements require City Council review and approval.*

## INCENTIVES

### City of Yuma

Expedited Plan Reviews

Permit Fee Credits

Economic Development Grants

Construction Sales Tax Rebates

Water/Sewer Connection Fee Savings

### State of Arizona (ACA)

Qualified Facility Refundable Tax Credit

Quality Jobs

Accelerated Depreciation

Solar Energy Tax Credit

Sales Tax Exemption for Manufacturing Equipment

In addition to the above referenced programs, the City offers an FTZ and a Pre-Development Meeting to hasten and coordinate site and facility planning. Yuma also has three (3) federally-approved Opportunity Zones delivering capital gain tax benefits to qualified investments.

ACA also administers a job training grant program through 2020, a Computer Data Center Program, and an R & D tax credit program. Also noteworthy is Arizona's newly reduced Corporate Income Tax Rate (4.9%) and its 100 percent electable Sales Factor option.

### Additional Decision Points

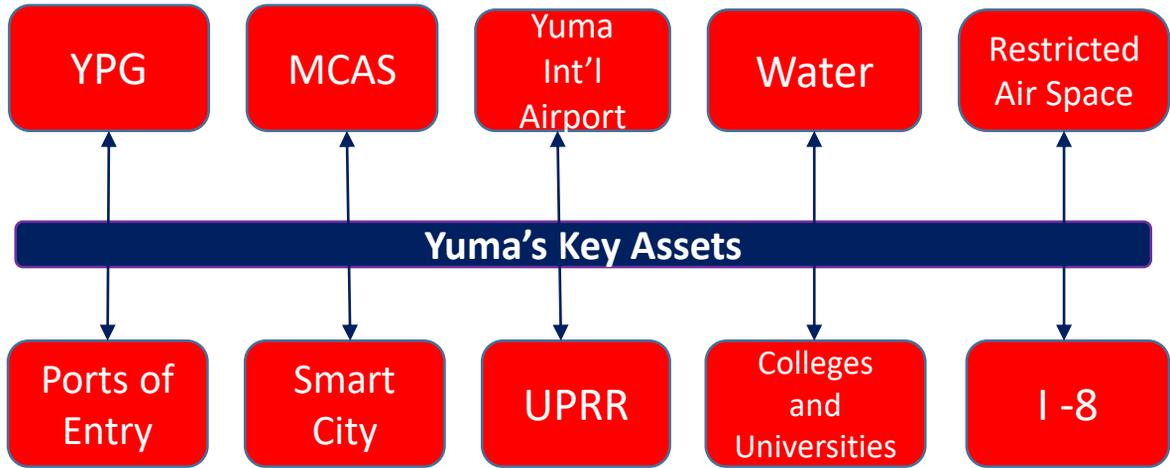
- ✓ Yuma Cost of Living is 5.5% below U.S. average
- ✓ Yuma's Median Home Price is \$156,300 (2019)
- ✓ AZ Unemployment Ins. rate is 2<sup>nd</sup> lowest in U.S.
- ✓ Arizona is a Right To Work State
- ✓ No Corporate Franchise Tax
- ✓ No Business Inventory Tax

- ✓ Yuma Co. hosts a Port of Entry
- ✓ Yuma is a gateway to California
- ✓ Yuma holds senior water rights to the Colorado River
- ✓ UPRR serves the Yuma market
- ✓ Yuma will be a leading city to deploy Smart City technology (2021)

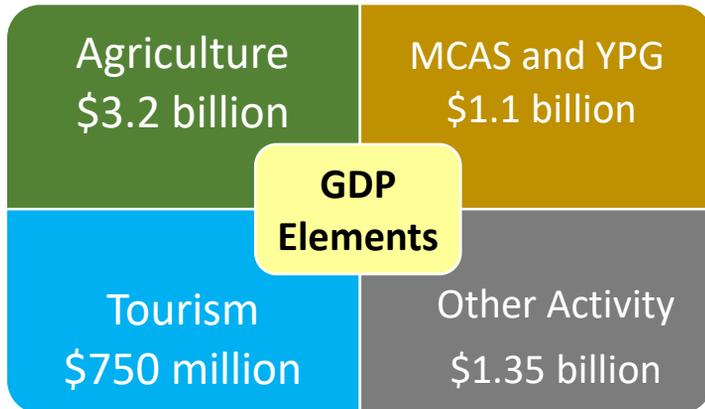
# City of Yuma - At A Glance

The Yuma area economy is growing. That growth is fundamentally dependent upon key market assets that underpin and sustain job creation, wages, and capital investment. The key market assets are highlighted below.

## TOP 10 MARKET ASSETS



## Yuma County GDP



## Defense Data

Yuma County Stats	
Total Personnel	5,500
- Active Duty	4,160
- Civilian	1,240
- National Guard	100
Defense Spending	\$437.0 mil.
- Contract	\$187.5 mil.
- Personnel	\$249.5 mil.

## Agribusiness

The importance of agribusiness to the economic health of Yuma and Yuma County can not be overstated. The strength of the industry has resulted in important spinoff activities such as food processing and ag-tech. The latter includes drones, automation, sensors, and imaging. Many of these efforts are housed or tested at the University of Arizona's Yuma Center of Excellence for Desert Agriculture.

# City of Yuma - At A Glance

Yuma's key market assets were identified on the previous page and are explained below.

## MARKET ASSET REVIEW

1. Yuma Proving Ground	YPG is one of the largest military installations in the world covering over 1,300 sq. miles. YPG's mission is testing every weapon in the ground combat arsenal. When combined with its size, infrastructure, and equipment, YPG (and Yuma) is a magnet for private sector contractors.
2. MCAS-Yuma	MCAS - Yuma is the largest Marine aviation installation in the U.S. (3,000 acres) and home to multiple squadrons including F-35B Lightning II's. U.S. allies send thousands of pilots to MCAS for flight training throughout the year. Over 600 Marine avionics technicians and maintenance repair mechanics exit MCAS each year.
3. Yuma Int'l Airport	YIA shares the airfield with MCAS. The airfield features four runways with the longest being 13,300' x 200'. The airport receives commercial air service from American Airlines with multiple daily flights to Dallas and Phoenix. The airport also features the Defense Contractor Complex which serves private companies such as Boeing and Jacobs Engineering.
4. Restricted Air Space	An often overlooked asset of military installations and commercial airports is restricted air space. Restricted air space is a highly valued aspect of defense and aerospace operations. Yuma County has more than 2,000 sq. miles of restricted air space. This asset presents Yuma with unique partnership opportunities that hold benefits for both the public and private sectors.
5. Water	The Yuma region is blessed with significant water resources as the area holds senior water rights to the Colorado River that equate to 40 percent of the State's total allocation.
6. Ports of Entry	Yuma County has two Ports of Entry in San Luis. The POE is an important asset for commercial and private cross border traffic. Furthermore, the POE is slated for a major expansion in FY '20.
7. Smart City	The City of Yuma is in partnership with Siemens and anyCOMM that will deliver unprecedented technology to the City and marketplace. Yuma will be the first U.S. City to deploy this technology in 2020 via a streetlight network. This technology holds great promise for the delivery of public safety services and applications essential to the onset of the autonomous vehicle revolution.
8. Colleges and Universities	Yuma is home to Arizona Western College. AWC is also the host institution for branch campuses of U of A, ASU, and NAU. AWC serves over 12,000 credit-students each year. Plans are underway to create a "Multiversity" campus in downtown Yuma which will include AWC, U of A, ASU and NAU.
9. Union Pacific RR	UPRR has a long history of service to Yuma residents and businesses. UPRR traffic through Yuma leads to either Los Angeles, CA or El Paso, TX via Tucson.
10. I-8	Interstate travel from and to Yuma is via I-8 for San Diego or Tucson. Nearly 40,00 vehicles travel through Yuma on a daily basis via I-8. Traveling from I-8 to I-10 also takes traffic to Phoenix.

City of Yuma

<https://www.yumaaz.gov>

Economic Development

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