

Industrial Market Profile



ALBUQUERQUE | NEW MEXICO



1 Million+

Population Within a 60-Minute Drive



3 Times

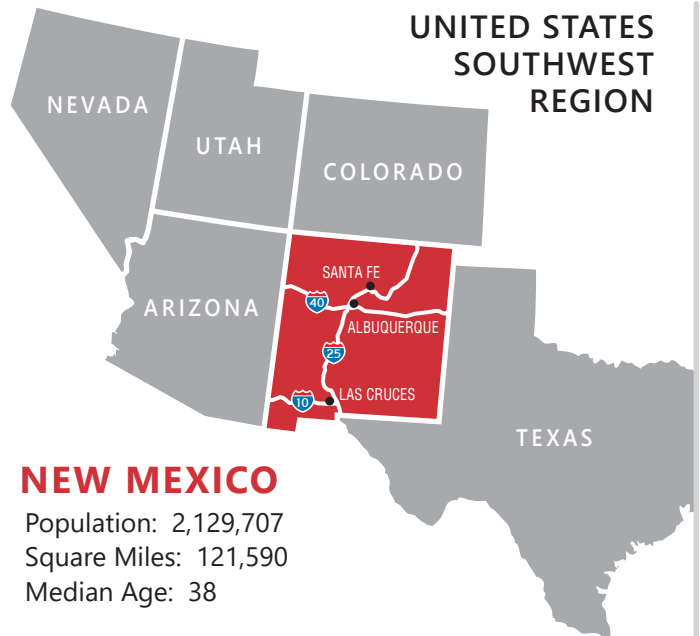
More Concentrated than the National Avg. in Semiconductor and Electrical Component Manufacturing



4.6%

Annual Operating Cost Savings on Industrial Production

Albuquerque MSA - Cost savings against sample metropolitan average with a total annual operating cost for a 150K SF industrial production facility with 250 full-time employees.



ESRI 2022 Demographics

Industrial Market Profile

Top Performing Industrial Sectors

32%
Job Growth
(2016-2021)

\$1.7 Billion
Exported Sales
(2021)

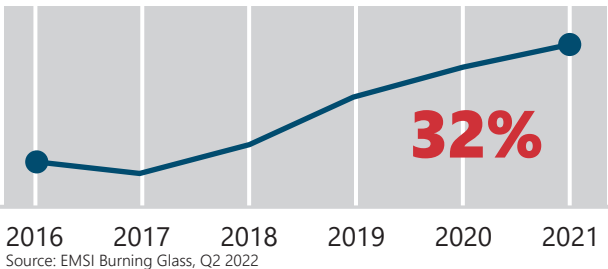
65%
Exported Sales
(2021)

In Greater Albuquerque, top-performing industrial sectors are defined as those with greater than 100 jobs in 2016 and have experienced greater than or equal to 10% job growth from 2016 to 2021.

In aggregate, these top-performing sectors are export-oriented industries, employ 10,630, and expanded 32% from 2016 to 2021. Combined, these sectors outpaced national growth influences by 1,700 jobs, indicating a unique regional value proposition for these sectors.

Aggregate Job Growth

Top Performing Industrial Sectors (2016 to 2021)



Top Performing Industrial Sub-Sectors

Industry Description	5-Year Job Growth (2016-2021)	Average Industry Wage
Pharmaceutical and Medicines	89.6%	\$53,705
Electric Lighting Equipment	57.6%	\$58,779
Couriers and Express Delivery Services	52.7%	\$44,008
Fruit and Vegetable Preserving and Specialty Foods	52.6%	\$32,803
Other Fabricated Metal Products	42.7%	\$54,880
Beverage Manufacturing	22.8%	\$30,083
Semiconductor and Other Electronic Components	22.3%	\$102,175
Specialized Freight Trucking	18.2%	\$45,246
Medical Equipment and Supplies Mfg.	13.0%	\$49,500
Plastics Product Manufacturing	10.2%	\$44,280
Greater Albuquerque Region	32.0%	\$64,214

SUCCESS STORY

Blue Halo

National Security and Technology

- \$65 million total capital investment
- 324 jobs
- \$90,000 average salary
- 163,000 SF of total space in Albuquerque



SUCCESS STORY

Curia

Drug Research & Development

- \$93.1 million total capital investment
- 674 jobs
- \$50,000 average salary
- 65,000 SF expansion in Albuquerque



Competitive Regional Operation Costs

Operation Cost Case Study

REAL ESTATE PROFILE

Building Type: Industrial Manufacturing
Building Size: 150,000 SF
Status: Lease

WORKFORCE PROFILE

Machine Operators and Assemblers:	170
Administrative Support:	30
Operations Management and Supervisors:	20
Business Operations Specialists:	20
Transportation and Material Moving:	10
Total Workforce:	250

Operational Cost Comparison

4.6% Total Operating Cost Savings

2.4% Payroll Cost Savings

16% Real Estate Cost Savings

Operational Cost Comparison | Industrial Production

Total Annual Operating Cost, City Names Reflect Metro Areas



SUCCESS STORY

Amazon

Global On-line Retailer

- \$200 million total capital investment
- 3,500 new jobs
- New facilities in Albuquerque and Los Lunas
- 4 million SF of warehouse space



SUCCESS STORY

Manna Capital Partners

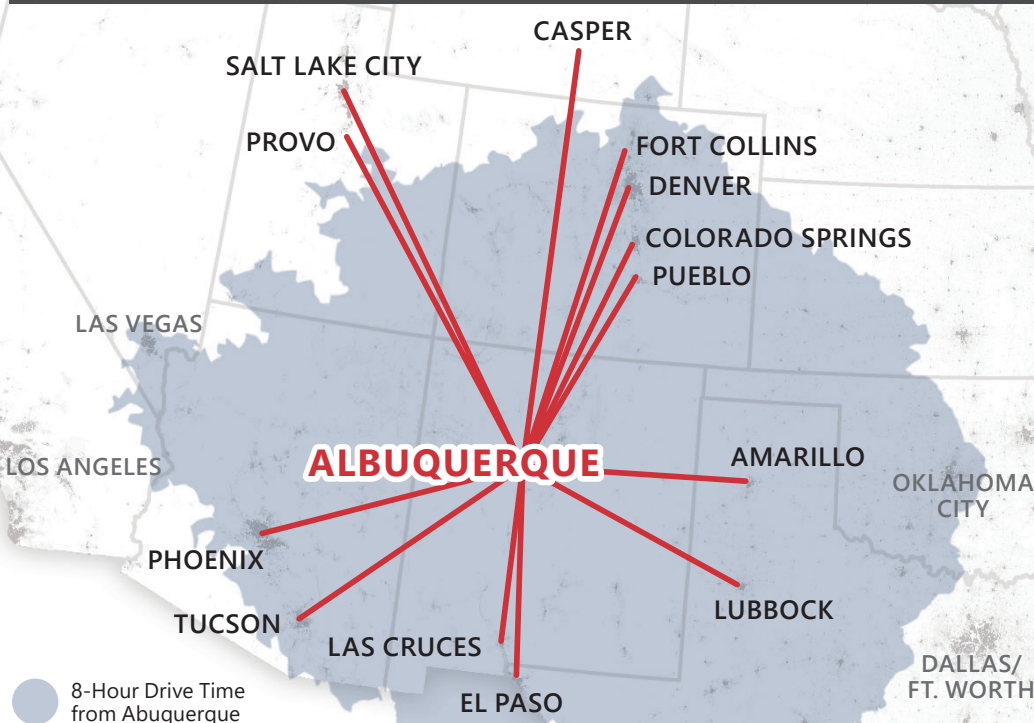
Business Enterprise & Investment

- Aluminum sheet rolling mill
- \$2.17 billion total capital investment
- 969 new jobs
- 1,300 acre parcel in Los Lunas



Timing and Location Matter

Easy Access to Major Regional Markets



One-Day Drive

Albuquerque is one of eight cities that combined serves 95% of the United States population within a one-day drive.

- **Albuquerque, NM**
- Bloomington, IL
- Fresno, CA
- Huntington, WV
- Jacksonville, FL
- Newark, NJ
- Spokane, WA
- Waco, TX



The West I-40 corridor is home to many of the region's largest distributors. Its ability to serve all New Mexico markets and beyond make this trade area one of the elite locations for large industrial users.



THE ALBUQUERQUE ADVANTAGE

- Skilled workforce
- Business incentives
- Quality of life
- Cost of living
- Innovation central
- On the cutting edge of technology

Low-Risk Location

Extreme weather and natural disasters can cause disruption to company operations. That's why locating in a low-risk area such as Albuquerque is a great choice.



310
Sunny Days
Per Year



AREA & NAI SunVista Partnership

AREA is a strong leader and driving force in the Albuquerque region. NAI SunVista is honored to work hand-in-hand to bring greater prosperity and growth to our region. We believe in the potential of this effort and are strong advocates for success and progress.



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