

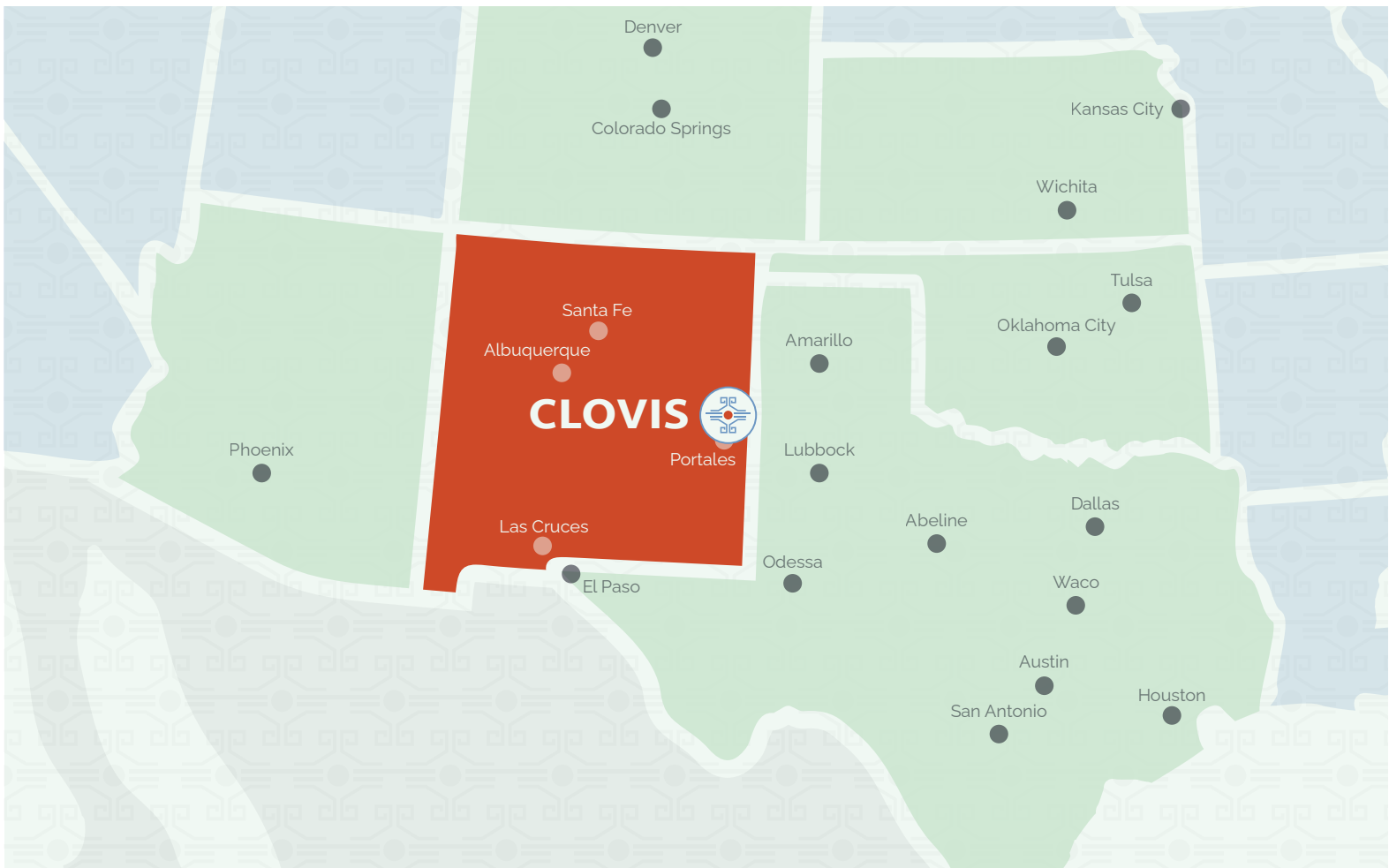
BUSINESS  
PARTNERSHIPS



**PARTNER WITH US  
AND EXPERIENCE**  
heartfelt connections.  
endless horizons.

Clovis Economic Development  
575-763-6600 · [tina@clovisedc.org](mailto:tina@clovisedc.org)  
[developclovis.com](http://developclovis.com)

Clovis/Curry County Chamber of Commerce  
575-763-3435 · [info@clovisnm.org](mailto:info@clovisnm.org)  
[clovisnm.org](http://clovisnm.org)



## A GATEWAY TO THE LAND OF ENCHANTMENT

The city of Clovis and Curry County are enthusiastic about our bright future!

Situated on the plains of eastern New Mexico and home to Cannon Air Force Base, Clovis is the gateway to the Land of Enchantment and is well-positioned to be a sustainable economic hub for the Southwest.

Our regional economy is at the forefront of innovation. We offer an economic environment backed by a powerful fiber network spanning across the city, and we currently have a state-of-the-art 35,000-square-foot data center, and industrial parks with 230 acres of land available for development.

Centered between three large cities and a dozen universities, the city boasts an exceptionally competitive cost of living and a welcoming, supportive community. Our business-ready city provides resources necessary to compete regionally, making Clovis an excellent decision for your expanding business.

Learn more about life in Clovis at [ClovisEDC.org](https://ClovisEDC.org)

### Clovis Industrial Park

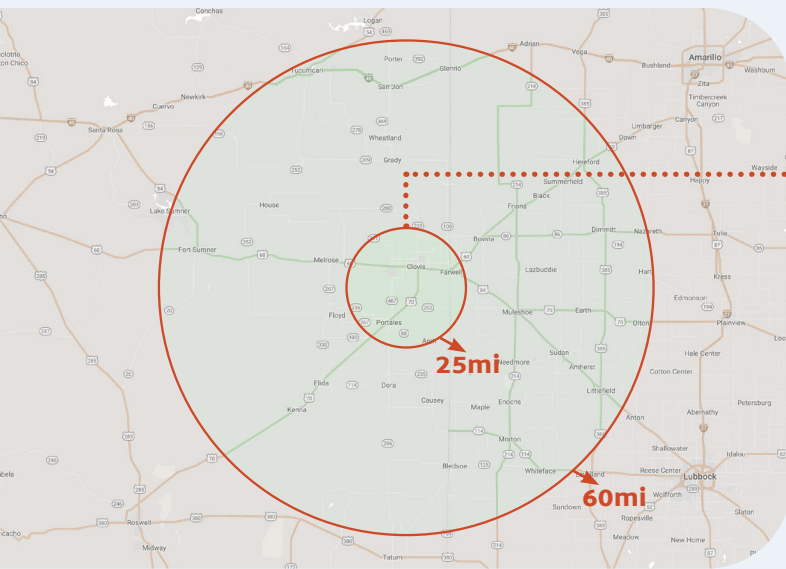
Shovel-ready, certified industrial site with on-site Burlington Northern Santa Fe Railway and Xcel Energy.

### TruGig Community

Our economic environment is backed by an amazing platform provided by Plateau Fiber

### Local Financial Incentives

- Land, building and infrastructure
- Industrial Revenue Bonds
- Local Economic Development Act



The City of Clovis hosts the main business district for eastern New Mexico, and acts as the trade hub for over 150,000 people.

**THE CLOVIS/PORTALES MICROPLEX** is home to more than 70,000 people. The Microplex offers businesses a civilian labor force of approximately 55,000 people with an unemployment rate below four percent.

Nearby major cities & population:

**560K**  
ALBUQUERQUE, NM  
220 Miles Away

**200K**  
AMARILLO, TX  
105 Miles Away

**250K**  
LUBBOCK, TX  
100 Miles Away

## POPULATION & INCOME

### CLOVIS

**48.6K**  
POPULATION

**14.2K**  
LABOR FORCE

**\$54.3K**  
MEDIAN HOUSEHOLD  
INCOME

### MICROPLEX

25mi RADIUS

**71.5K**  
POPULATION

**54.2K**  
LABOR FORCE

**\$53K**  
MEDIAN HOUSEHOLD  
INCOME

### REGION

60mi RADIUS

**124K**  
POPULATION

**90.5K**  
LABOR FORCE

**\$54.4K**  
MEDIAN HOUSEHOLD  
INCOME

## EDUCATION

### MAJOR SCHOOLS · Average Annual Enrollment

**9.4K**  
CLOVIS K-12

**5K**  
EASTERN NEW MEXICO  
UNIVERSITY

**3.4K**  
CLOVIS COMMUNITY  
COLLEGE

**7.3K**  
WEST TEXAS  
A&M UNIVERSITY

**40K**  
TEXAS TECH  
UNIVERSITY

**10K**  
AMARILLO  
COLLEGE

Average annual post-secondary enrollment within 90 miles: 66.5K

## AREA CLIMATE STATISTICS



**265**  
DAYS OF SUN  
PER YEAR



**18.5"**  
RAINFALL  
PER YEAR



**10"**  
SNOWFALL  
PER YEAR



**4,266'**  
ELEVATION

### WINTER

**54°**

**23°**

### SPRING

**73°**

**41°**

### SUMMER

**91°**

**61°**

### FALL

**73°**

**43°**



## LIFE IN CLOVIS



Watch the video and learn more about life in Clovis at [ClovisEDC.org](https://ClovisEDC.org)

*"I want to invite you to take a look at Clovis. Our growing city is positioned along US Highway 60 here on the high plains of eastern New Mexico. Clovis offers its residents a low cost of living and a high quality of life. To support industry, we have an industrial park where we've set aside hundreds of acres ready for development. Our area offers reasonably priced land and low cost of energy...and we're backed by gigabit internet. Just a few of the major employers representing industry currently in our area are Southwest Cheese, Cummins Natural Gas Engines, BNSF Railroad and Cannon Air Force Base. We would love the opportunity to talk to you about your company's plans and your endless possibilities in Clovis." — **Clovis Mayor, Mike Morris***

## BUILDING COMMUNITY, ONE JOB AT A TIME

### Incentives

- High Wage Jobs Tax Credit
- New Market Tax Credits
- Rural Jobs Tax Credit
- Manufacturer Investment Credit
- Community College Industrial Technology Program
- Industrial Revenue Bonds

### Major Employers

**5.6K**

CANNON AFB ACTIVE/CONTRACT/CIVILIAN

**750**

COMMUNITY HOMECARE

**1.1K**

CLOVIS MUNICIPAL SCHOOLS

**440**

SOUTHWEST CHEESE

**1.3K**

EASTERN NM UNIVERSITY

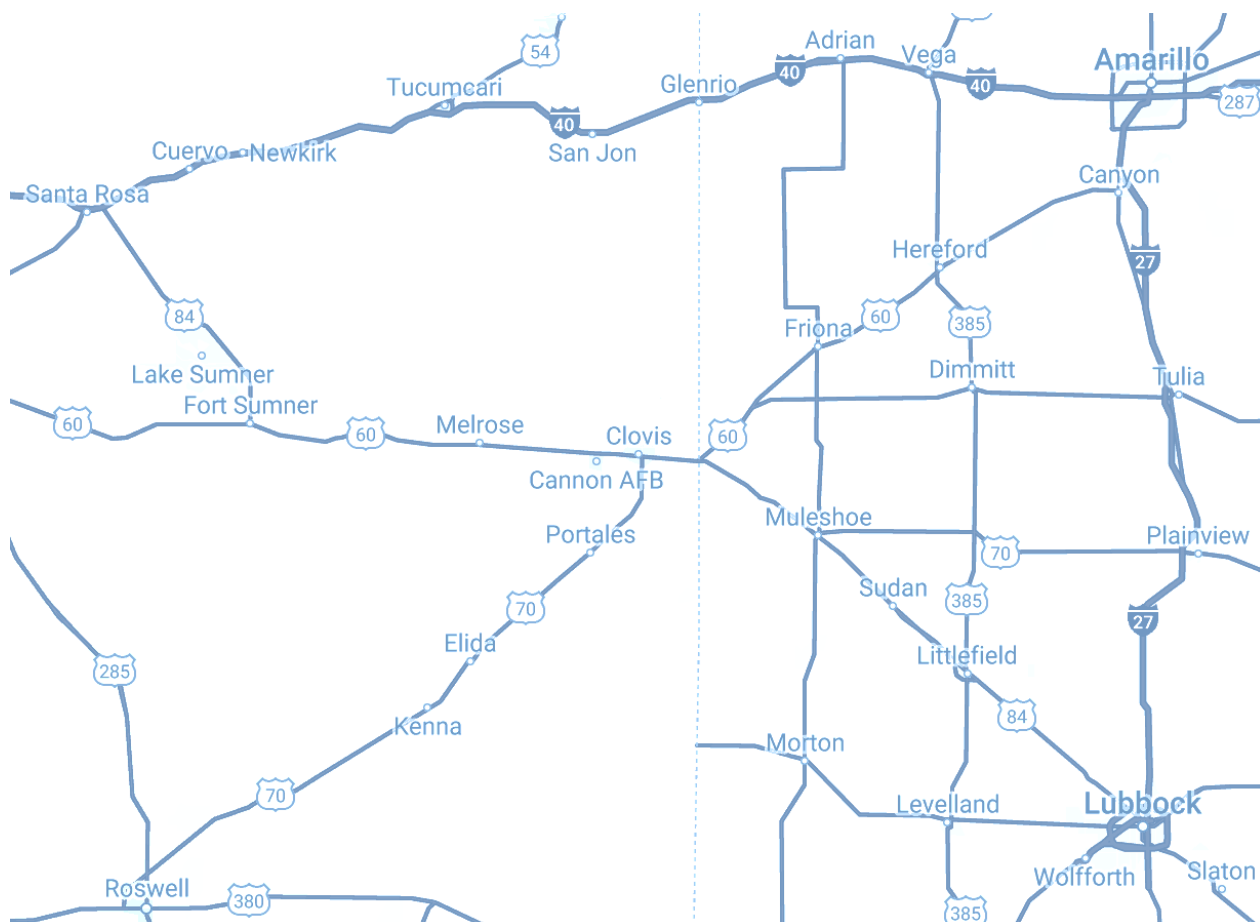
[Incentives Directory](#)

[Business Data Tool](#)

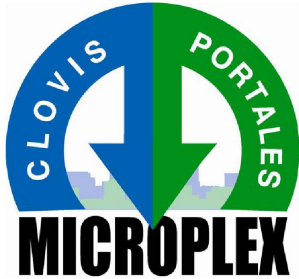
## AIRPORT MAP



## HIGHWAYS & INTERSTATES



# LABOR DEMOGRAPHICS: The People You Can Count On



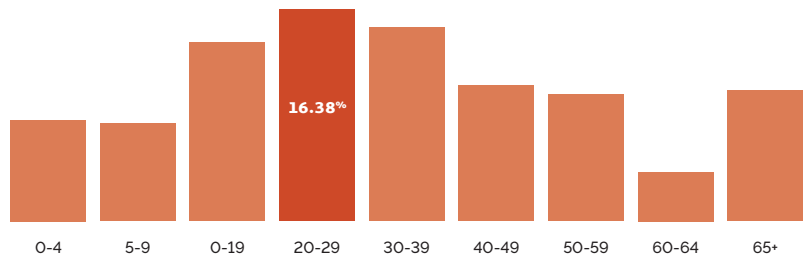
## CLOVIS/PORTALES MICROPLEX

The city of Clovis hosts the main business district, serving an area that spans over nine counties. The city of Portales, located within the neighboring Roosevelt County, is a partner with the City of Clovis making up our local **Microplex**.

Together the cities have a combined population of 70,379 (25 mile radius). Within the Microplex, the unemployment rate averages 3.7%. The civilian labor force inside the Microplex boasts 54,057.

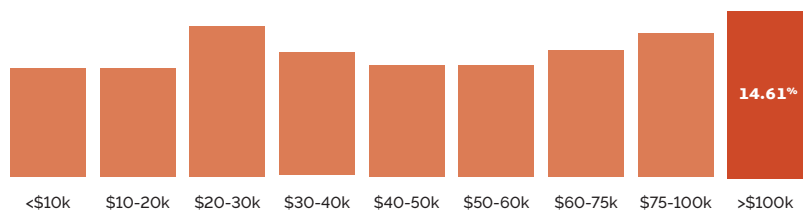
### AGE DISTRIBUTION

**31.64**  
AVG. MEDIAN AGE



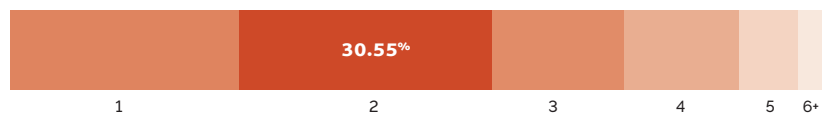
### HOUSEHOLD INCOME

**\$62,848**  
AVG. HOUSEHOLD INCOME

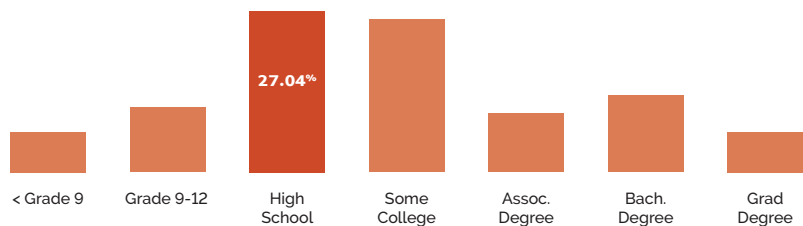


### SIZE OF HOUSEHOLD

no. of household members



### EDUCATION ATTAINMENT



for more detailed demographic data, visit:  
[clovisnm.org/CED-home/demographics](http://clovisnm.org/CED-home/demographics)



The Curry County unemployment rate is below the New Mexico average and is one of the lowest in the state!

## EDUCATION IN CLOVIS

More than 8,000 students from Pre-K through twelfth grade receive a rich academic experience at one of eleven elementary schools (including an Arts Academy), **three middle schools** and **Clovis High School**, which also offers a freshman academy, an embedded alternative setting called Choices, and an **Early College High School**. Other available programs in the district include bilingual campuses, and alternative instruction for pre-k through 12th at the **iAcademy**. In the private sector, **Clovis Christian Schools** an impressive graduation rate of 100% and provides a personalized program of study for Pre-K through twelfth graders.

For those looking for higher education, **Clovis Community College** offers a wide range of more than 40 degrees and certificates that can be pursued on campus or online. Just 20 miles south of Clovis, **Eastern New Mexico University** offers accredited academic programs, affordable costs and a variety of services to help students succeed in their academic, personal and professional lives.

[LEARN MORE](#)



## FIBER INTERNET

Our economic environment is backed by a powerful fiber network. Clovis can offer reliable, high-speed internet and a comfortable way of life for anyone seeking a change of pace, or a home for their next business venture.

[LEARN MORE](#)



## HEALTHCARE

For rural residents in eastern New Mexico and West Texas, Clovis acts as a medical hub. Plains Regional Medical Center (PRMC) is the main provider for medical services, and is an acute care hospital and regional medical center with 110 beds. Beyond the main hospital, Clovis-area residents can find a variety of quality medical care options for family health, women's health, mental health, hospice, orthopedics and more.

[LEARN MORE](#)

## Industries That Have Joined the Clovis Family

**Pipe Manufacturing & Honing**  
Honetreat Company

**Natural Gas Engine Production**  
Cummins

**Cheese Production**  
Southwest Cheese

**Plastic Manufacturing**  
Clean Funnel

**Bottled Water Manufacturing**  
Clovis Bottlers

**Custom Knife Manufacturing**  
Jayfisher.com

**Product Manufacturing**  
Inject-O-Meter

**Structural Steel Manufacturing**  
FabSteel

**Wind Farm**  
Golman Sachs  
Pattern Energy

**Industrial Brush Manufacturing**  
Murk Brush Company

**Bio-Diesel Plant**  
Renewable Energy Group

**Dairy Transport**  
World Dairy Transport  
Indian River Transport  
Ruan Transport

**Animal Feed**  
Quality Liquid Feeds  
Gavilon Grain LLC  
Mesa Feed Products Inc  
Mesa Ingredients  
West Way



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# CLOVIS INDUSTRIAL PARK

*is now a Certified Site with  
BNSF Railway and Xcel Energy*

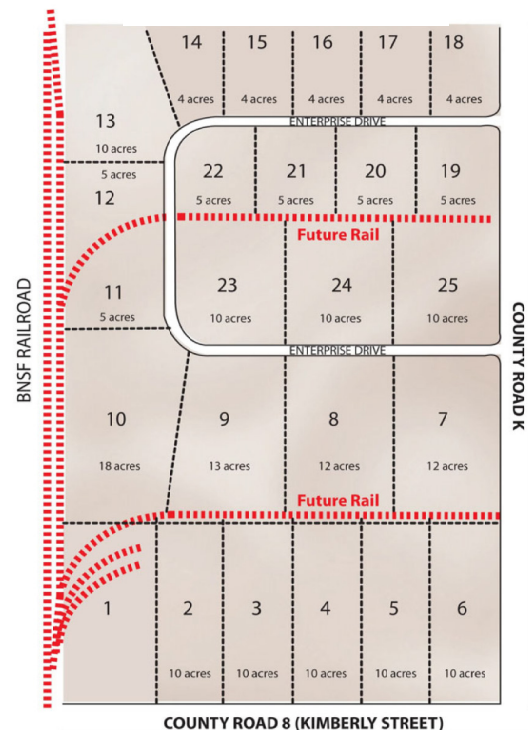


## About the Space

Clovis has industrial development land available at a reasonable cost and in desirable locations. Several sites have rail service available. Additionally, up to 120MW can be served via a 115kV substation, without upgrades upon construction of substation tap at or near the east border of the site.

The Clovis Industrial Park is located south of Clovis and conveniently located adjacent to US 60, 70 and 84 east. The Park contains approximately 240 acres

of prime industrial property and is currently subdivided into 25 lots. The lot sizes range from 5 acres to 20-acre sites with the option of combining lots to serve tenant needs. The property is located outside the City limits of Clovis, which provides an advantage to companies as they pursue state and federal incentive programs.



Watch the site drone video of the Clovis Industrial Park on **YouTube**.





# CED: ATTRACTING NEW BUSINESS AND INDUSTRY

Clovis Economic Development (CED) is helping Clovis and Curry County grow by attracting beneficial businesses and industries to eastern New Mexico. Creating win-win relationships for the business and local community, the addition of manufacturing, distribution and value added processing companies means regional benefits in response to a healthy economy, while the companies benefit from a single resource managing the maze of local, state and federal incentives and creating a custom plan to ensure labor availability, site selection and startup assistance.

Locating in a growing city like Clovis affords new operations the opportunity to take advantage of upward momentum and vitality, and increases the likelihood of success. According to CED Executive Director Chase Gentry, the Clovis area has a solid base of established manufacturers and is becoming home to an ever-growing list of new ones.

A predecessor of the BNSF Railway helped establish the city of Clovis a century ago, and the railway continues major hub operations here today. Other longtime Clovis manufacturers include Cummins Natural Gas Engines, Honetreat Company and Inject-O-Meter Manufacturing Company, with Clean Funnel Inc. and Murk Brush Company being later additions.

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Manufacturers important to the local landscape include:

- **Southwest Cheese Company**, which is North America's largest cheddar cheese plant operating just south of Clovis and employing more than 400 people in Curry County.
- The **Freanna Original Yoghurt** manufacturing facility opened in 2012, producing premium stir yoghurt, full of probiotics and live cultures and without artificial additives, preservatives or high fructose corn syrup.
- **Mesa Ingredient Corporation** produces whey by-products from Southwest Cheese to make high quality animal feed.
- **Cummins** builds new engines to customer specifications. These engines are up-fit to operate on Natural Gas instead of Diesel then test run, painted and shipped to Cummins Distributors for more modification or sales to an end customer. They also manufacture automatic transfer switches and remanufacturing diesel engines.

CED's focus of recent economic development efforts has been the recruitment of renewable energy initiatives to include wind and solar energy. In 2018, Pattern Energy made a huge investment in Curry County by building innovative facilities in Broadview and Grady, New Mexico. By generating inexpensive renewable energy in eastern New Mexico, the company is able to deliver clean power to up to 125,000 homes in California each year, helping that state transition to a carbon-free, low-cost, renewable grid.

CED is especially excited about these facilities because it demonstrates the value of bringing wind power from where it is created to where it is needed. The demand for low-cost, renewable energy continues to increase, bringing many other exciting renewable energy development opportunities to Clovis and Curry County.

Additionally, Clovis' economic environment is backed by a powerful fiber network spanning across most of the city ... and we currently have a state-of-the-art 35,000-square-foot data center available for development. The crown jewel of industrial development in Clovis, however, is the 240-acre Clovis Industrial Park which offers a variety of lot sizes for development, as well as existing buildings and property throughout the area. While these successes are generating local headlines, they also are earning accolades for Clovis and CED on a state level. Clovis earned the New Mexico Governor's Community Award for Economic Development, recognizing visionary leadership, a mastery of collaboration and the creative partnership needed for economic development and sustainability. CED also received the Dallon Sanders Economic Development Award in 2003 and 2018, and has been a Certified New Mexico Economic Development Organization since 2004.

CED has the experience, expertise, relationships and resources to facilitate the location of new businesses in Clovis and Curry County, while helping make the transition a smooth one. When new businesses bring new job opportunities for the community, CED can assist in meeting a company's particular needs for skilled workers through training programs developed by Clovis Community College. With this, CED is able to bring in new investments and jobs, strengthening and diversifying the economic base of Clovis and Curry County.



# CLOVIS, NEW MEXICO: HOME TO THE LARGEST CHEDDAR CHEESE PLANT IN NORTH AMERICA

Across the country and around the world, people are getting a taste of Clovis and Curry County, thanks to Southwest Cheese. The largest cheddar cheese plant in North America has called Clovis home since its opening in 2006, and its existence has brought an immense amount of economic support to local businesses and the community.

Southwest Cheese currently employs 440 full-time people, and it is estimated that this group contributes approximately \$700,000 annually in direct spending in the Clovis community. The company prioritizes giving back to the community by proudly supporting Clovis' Draggin' Main Music Festival, as well as United Way and Clovis Municipal Schools. They are also a proud member of the Local Emergency Planning Committee (LEPC), assisting in the city's emergency planning and preparedness programs.

Southwest Cheese is responsible for the production of 450 million pounds of American, cheddar, Monterey Jack, pepper jack and colby jack cheeses per year. That's 19,000 pounds of cheese per hour, leaving the plant in 40-pound blocks.

The large-scale manufacturer also produces premium whey protein concentrates and isolates, best suited for use in nutrition products, energy bars, ice cream, processed cheese and more. The world-renowned manufacturer processes nearly 344 million gallons of raw milk (supplied from the Greater Southwest Agency) and 29 million pounds of whey protein powder every year.

Southwest Cheese is a joint venture between international cheese and nutritional ingredients group Glanbia plc, which owns 50 percent of the business, and dairy cooperative members of the Greater Southwest Agency, Inc. including Dairy Farmers of America and Select Milk Producers. Glanbia is responsible for day-to-day management and operation of Southwest Cheese and for the sales of all cheese and whey produced.

Equally as committed to preserving the environment as they are to producing delicious cheeses, the company continuously works to improve their processing systems to minimize their environmental impact. The four boilers that they use for



power generation are fueled by clean-burning natural gas. In 2005, Southwest Cheese reduced their waste load by more than 90 percent after investing in a \$25 million state-of-the-art water and wastewater treatment system that cleans and purifies byproducts from the plant. They also blend much of their lactose – a byproduct of cheese production – into animal feed.

Curry County-made cheese can now be found in over approximately 20 different countries, where Southwest Cheese is working to develop acceptance for American-style cheese.



# CLOVIS, NEW MEXICO: THE COMMUNITY YOU DESIRE, THE TECHNOLOGY YOU DESERVE



If you are looking for a sense of belonging and a thriving city for your career or business, look no further than the high plains of Eastern New Mexico. With an economic environment backed by a powerful fiber network, this area offers a comfortable way of life with open skies and endless possibilities – and Clovis Economic Development (CED) is looking to shout it from the rooftops.

Large cities and businesses of every size have taken a major hit this year, but CED and the Clovis/Curry County Chamber of Commerce have partnered with Plateau Telecommunications, Inc. (headquartered in Clovis, NM) to promote Eastern New Mexico as a viable, safe option for anyone seeking a change of pace or home for their next business venture. Fiber internet is surprisingly absent in a lot of urban/metropolitan cities, so the fact that Eastern New Mexico is a rural area with 'better than urban'

connectivity is extraordinary when it comes to the foundation of what this team is building toward. Through their grassroots marketing campaign and a number of promotional videos, the group is working to boost the area's reputation and ultimately spark community and economic development.

Whether starting a business, relocating or looking to expand, locations like Clovis offer a safe, laid-back atmosphere and affordable cost of living, while still having access to the affordable, high-speed internet critical for business. Plateau network operations manager Daniel Brashear described Plateau's efforts to develop a "gigabit city," explaining that they first started building out a fiber network around 2004 and then in 2014 started registrations for what they call "fiberhoods." With two service plans of 100Mbps and 1Gbps, gigabit internet is 40 times faster than the FCC's definition of sufficient broadband speed.

It provides an experience in which the speed of your connection is no longer something you consciously think about.

"Large downloads happen in seconds or minutes instead of hours," Daniel explained. "When we first started building, our pricing for this sort of speed was almost unheard of anywhere in the country. It is still highly competitive and we pride ourselves in providing transparent pricing that doesn't jump up without warning or any time you modify your plan."

The Chamber, CED and Plateau hope more people will tap into this rural lifestyle with reliable, high-speed internet, however their goal isn't to create the next Silicon Valley. Instead, the team hopes Eastern New Mexico can find its own place in the innovation economy by welcoming a thriving technological community that embraces their small-town feel.

We encourage businesses and site selectors to come see for yourself why Clovis, New Mexico is the community you desire, with the technology you deserve.

Learn more about life in Clovis at [ClovisEDC.org](https://ClovisEDC.org)





# NEW MEXICO FINANCIAL INCENTIVES

To encourage companies to supply our growing markets, New Mexico has adopted among the country's most aggressive incentives. A partial list includes:

## ■ **Alternative Energy Product Manufacturer's Tax Credit**

Manufacturers of photovoltaic, solar thermal, wind, biomass and electric generation systems, electric or hybrid vehicles, and fuel cell systems may receive a tax credit of up to 5 percent of their capital expenses. The credit may be applied against gross receipts, compensating, or withholding tax and may be carried forward for up to 5 years.

## ■ **Renewable Energy Production Tax Credit**

Each renewable energy generator of one megawatt or more may earn an income tax credit (personal or corporate) of between 1 and 4 cents per kilowatt-hour for the first 400,000 to 500,000 megawatt-hours of electricity produced for ten consecutive years, beginning with the first year of production. New Mexico's tax credit is fully refundable, meaning that a company can receive the full amount of the credit regardless of the firm's New Mexico tax liability. The credit amounts to \$4 million for a large wind farms and \$13.5 million for solar power plants.

## ■ **Advanced Energy Tax Credits**

Advanced energy facilities, such as solar thermal electric, advanced technology coal or recycled energy may qualify for up to \$60 million in credits. The credit is equal to 6 percent of facility development and construction expenditures.

## ■ **Wind Energy Tax Credits**

New Mexico provides a gross receipts tax deduction for receipts from selling wind turbines, nacelles, rotors, blades and related equipment to a state or federal government entity.

## ■ **Solar Market Development Income Tax Credit**

Augments the federal solar photovoltaic or solar thermal system. Solar system owners can receive up to \$2,000 federal solar tax credits and up to \$9,000 in state solar tax credits.

## ■ **Biomass-Related Equipment Compensating Tax Deduction**

The value of equipment such as a boiler, turbine-generator, storage facility, feedstock processor, interconnection transformer or biomass material used for biopower, biofuels or bio-based products may be deducted in computing tax due.

## ■ **Job Training Incentive Program (JTIP)**

One of the strongest workforce training programs in the nation, this highly flexible incentive funds classroom and on-the-job training for newly created jobs in expanding or relocating businesses for up to six months. The program reimburses from 50% to 80% of employee wages and required travel expenses.

## ■ **Rural Job Tax Credit**

Employers establishing new jobs in Curry County may receive a tax credit up to \$1,000 per qualified employee for up to four years (may be applied against gross receipts taxes owed by the state, or may be transferred or sold).

## ■ **Manufacturers' Investment Tax Credit**

Manufacturers may receive a tax credit equal to 5% of the value of the qualified equipment brought to and used in NM.

## ■ **High Wage Job Tax Credit**

This credit gives companies who hire employees at salaries of \$40K or higher in rural areas a tax credit equal to 10% of the combined salary and benefits package for four consecutive years. Once the tax obligation is fulfilled, the State will pay the company the remaining balance.

## ■ **Technology Jobs Tax Credit**

Aimed at supporting New Mexico's high technology industries, this credit has two parts: a basic credit and an additional credit, each equal to 4% of the expenditures on qualified research at a qualified facility. These two-credit amounts each double for expenditures in facilities located in rural New Mexico.

## ■ **New Mexico 9000 ISO Compliance for Small Business**

New Mexico 9000 is an alliance of the New Mexico Economic Development Department, Honeywell Federal Manufacturing & Technologies, Los Alamos National Laboratory and Sandia National Laboratories that was created to provide assistance to New Mexico Businesses in becoming ISO compliant. Fees range from \$1,000 to \$6,000 instead of the \$40,000 to \$120,000 if a company complies with this program on its own.

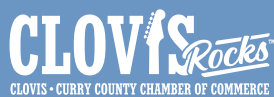
## ■ **Bio Fuels Production and Sales Tax Incentive**

Provides a tax credit on blended biodiesel fuels (a minimum of 2% biodiesel). Gross receipts and compensating tax may be deducted for installing biodiesel blending infrastructure up to \$50,000 per facility or \$1 million per year.



### **View the full list of financial incentives**

by scanning the QR code or by visiting: [edd.newmexico.gov/choose-new-mexico/competitive-business-climate/incentives](http://edd.newmexico.gov/choose-new-mexico/competitive-business-climate/incentives)



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