Launching Your Outdoor Concept in Farmington

Every successful business starts with a great idea. As you plan the launch of your outdoor company, consider Farmington as the ideal community for your start-up. We understand the journey required to bring a new outdoor recreation product or service to market and we have a support system in place to assist your entrepreneurial efforts every step of the way.

Growing Your Existing Farmington Outdoor Company

Steady growth is essential to the long-term viability of any business and this certainly holds true for the outdoor industry. Farmington values our existing outdoor companies and stands ready to support your expansion within the city, county, state and beyond. Whether you are seeking a new sales or manufacturing location, testing a new prototype, hiring skilled workers, or marketing your offerings, Farmington and its partners can help.

Relocating Your Outdoor Enterprise to Farmington

As a business owner, you want your outdoor company located in a place where your employees can enjoy a great quality of life. As a guide or outfitter, you require world-class natural amenities to provide your clients with memorable and rewarding outdoor experiences. As an outdoor equipment manufacturer, you need a successful production ecosystem and a natural proving ground to thoroughly test your gear under all conditions. Look no further, Farmington is just the place for you. With a mindset to jolt your journey and our Outdoor Recreation Industry Initiative (ORII) established to firmly support the needs of outdoor companies, Farmington is committed to growing our outdoor economy and your business.

Farmington energizes the life journeys of outdoor lovers and active families. We also jolt the journey of outdoor businesses through our Outdoor Recreation Industry Initiative (ORII), where city and community work together to assist outdoor entrepreneurs to thrive.

Contact us today at 505.599.1116 or visit farmingtonORII.org
Farmington is the Perfect Place for Outdoor Recreation Businesses

There is a community in the Southwestern United States that offers an affordable and exceptional quality of life and provides immediate access to extraordinary outdoor amenities. That place is Farmington, New Mexico, nestled in famed Four Corners, right next to neighbors Arizona, Utah and Colorado. When you add an abundance of outdoor activities, parks, world-heritage cultural sites and spectacular four seasons weather, Farmington truly jolts your journey to live, work and play.

Farmington is leveraging its natural resources and manufacturing capacity to build one of New Mexico’s leading outdoor economies. In 2017, the city launched the Outdoor Recreation Industry Initiative (ORII) designed to enhance our outdoor offerings and experiences demonstrate commitment to grow and attract outdoor businesses.

Farmington is the first community in the state to open an office of outdoor recreation dedicated to supporting the needs of outdoor companies. The city has placed a dedicated 1% tax increment to fund Community Transformation and Economic Development (CTED) including outdoor recreation initiatives. With these foundational elements in place, Farmington is poised to become the next Moab or Moab.

If you are looking to launch a new outdoor company, expand your current outdoor business in town, or relocate your existing outdoor enterprise to New Mexico, let us show you why Farmington is your gateway to success.

**Why FARMINGTON**

Farmington wants your outdoor recreation company to succeed. Through ORII, the city and community partners are committed to supporting the growth of outdoor entrepreneurs and enterprises. We are ready to fast track your outdoor business needs wherever, whenever possible.

**Dedicated Economic Development Liaison:** The ORII/Economic Development Department is here to help guide your business through the startup process and connect you with the right resources you need. Contact Warren Unsicker at (505) 599-1116 or wunsicker@fmtn.org

**Development Review Committee:** This group of city administration integral to the development process provide a quick and comprehensive way to receive direction and guidance regarding requirements for permits, zoning, and other key factors to ensure a smooth start to operating in the City of Farmington. Held every Tuesday at 8:15am, you can quickly get all your questions answered and ensure clear communication with crucial city departments.

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**Simply call to put on the agenda:** (505) 599-1285

**ORII Action Team:** The ORII Action Team was formed to rapidly respond to the diverse needs of outdoor companies, comprised of city departments, Farmington Chamber of Commerce, Farmington Convention & Visitors Bureau, Downtown Farmington, San Juan College, and Four Corners Economic Development. The ORII Action Team meets monthly to discuss ways to share resources to benefit outdoor companies.

Learn more by contacting Warren Unsicker at (505) 599-1116 or wunsicker@fmtn.org

**Business Resources:** Farmington is home to the San Juan College Quality Center for Business, which houses countless free or low-cost resources to assist in launching and growing your outdoor business.

Call Janice Krish at (505) 566-3699 - email at krishj@sanjuancollege.edu (Director)

Call Jean Legros at (505) 566-3699 or legrosj@sanjuancollege.edu (Commercialization)

- Business planning services
- SBA loans
- The Enterprise Center Business Incubator
- "The Big Idea" Makes Space
- Outdoor Recreation Commercialization Expert
- Manufacturing support
- Workforce training assistance
- And much more!

farmingtonORII.org

**FARMINGTON AT A GLANCE**

**Population / Housing**
- 60,000 + (125,000 = Farmington MSA)
- Median Home Price: $206,000
- Retail hub serving over 300,000 regional residents

**Transportation**
- Four Corners Regional Airport & Durango-La Plata County Airport
- Highway 37 and 550 with connection to Interstate 40

**Electric (fmtn.org)**
- General Service: $13 Customer Charge + $1,045/MH Usage Charge
- Large General Service: $325 Customer Charge + $11.25/MH Billing Demand + 0.06490/MH Usage Charge
- Industrial Service: Reduced rate from above if over 500 kW demand

**Gas (mtns.com)**
- Small Volume: General Service: $0.737/therm transmission + $1.078/therm distribution + $23.51/mo access fee
- Medium Volume: General Service: $0.954/therm transmission + $0.502/therm distribution + $719/mo access fee
- Large Volume: General Service: $1,040/therm transmission + $1,040/therm distribution + $7,240/mo access fee

**Water:**
- Meter rate: based on size of the pipe, ranging from $15.70/mo for a 5/8" pipe meter, to $11,183.02/mo for a 12" pipe meter
- Volume Rate (per 1,000 gal): Year 1 at $2.83 on scale to $4.43 in year 5 of consumption

**Sewer:**
- Meter rate: based on size of the pipe, ranging from $9.25/mo for a 5/8" pipe meter, to $1777.28/mo for a 12" pipe meter
- Volume Rate (per 1,000 gal): Year 1 at $1.88 on scale to $3.01 in year 5 of consumption

**Internet:**
- Access up to 1.2Gbps service within the city limits and in some outlying areas (availability based on service address and provider)

**Taxes:**
- Corporate Income Tax: 4.8% of net income ($24,000 plus 5.9% if over $500k net income)
- Gross Receipts: 8.3125% (effective July 1, 2022)
- Property & Equipment (within Farmington): 23.784 mils (0.23784%)

**AT A GLANCE**

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