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Key  
AC: Airline Marketing Committee  
LC: Legislative Committee  
MC: Membership Committee
Economic Indicators

Population
- Eunice: 3,412
- Hobbs: 47,349
- Jal: 2,202
- Lovington: 15,886
- Tatum: 1,442
- Lea County: 70,291

Top 2 Oil Producing Counties in NM

Gross Receipts
Jan - June 2018
$4,223,884,979

Rig Count
Aug
51

Top 10 Largest Employers in Lea County
- Hobbs Municipal Schools: 1,498
- Nor-Lea Hospital: 530
- City of Hobbs: 451
- McVay Drilling Co.: 406
- Constructors Inc.: 398
- Walmart Supercenter: 366
- Lea Regional Medical Center: 350
- Ferguson Construction Co.: 350
- Lea County: 329
- New Mexico Junior College: 250

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Lea County Regional Airport

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New Mexico Junior College: 250
As industries take shape in Lea County, they naturally attract others. Oil and gas has been a staple in Lea County for close to a hundred years, and with mining and production comes manufacturing. Over the years, Lea County has become home to over 180 oilfield service companies, many of which manufacture products such as oil and gas tools. Other manufacturers in Lea County range from food processing to automotive and metalworking and make up a healthy mix of products and talents for current and future manufacturers.

With oil and gas booming, manufacturers are sure to follow! As industries grow and change, manufacturers begin to branch out. A great success story is that of Watson Hopper in Hobbs, traditionally a manufacturer of heavy duty oilfield equipment, that diversified their portfolio in a partnership with Site Solar to manufacture portable light trailers, such as those used to light work sites or football fields. The EDCLC helped facilitate the partnership through meetings and introductions that opened this door to diversification.

Of Lea County’s 180+ manufacturers, around 140 of them are related to the oilfield. These companies manufacture everything from drill bits to augers to pumps as well as providing processing and exploration services. With a constant demand from the industry, there is no shortage of opportunities for manufacturers in Lea County.

Oilfield isn’t the only place manufacturing is growing in Lea County! Did you know that all your Boca Burger products are made in Hobbs, NM? RMS Foods, a large food processing company located in Hobbs, produces the wide range of Boca products, a subsidiary of Kraft Foods. RMS Foods employs over 140 people to manufacture their product that is then distributed throughout the United States, to grocery stores everywhere! In early 2018, RMS Foods expanded their product line with the launch of a new product, Boca Falafel Bites. In addition to RMS Foods, Lea County is home to several other food processors including The Bee Man and Cowboy Up Energy Drinks.

Lea County is full of talented tradesmen to bolster the manufacturing industry including many welders, and technically-skilled individuals. In addition, the local Junior College, New Mexico Junior College, provides specialized classes in trades including welding and oilfield manufacturing. Manufacturers looking to expand or come to Lea County will find it is ready to go with skilled labor and many opportunities for different types of products!
Opportunity Zone an Opportunity for Investment

In late 2017, the federal government enacted the Tax Cuts and Jobs Act of 2017, creating a new designation across the country: Opportunity Zones. An economic development and job creation tool for low-income areas, Opportunity Zones benefit from capital gains tax deferrals and are a new way for companies and individuals to invest in Lea County. Lea County successfully applied and received an Opportunity Zone designation in south Hobbs, a census tract bordered by Marland Blvd/St and Stanolind Rd to the north and south, and Turner St and S. Landfill Rd to the east and west.

This new Opportunity Zone has been designated for the next 10 years and there are benefits to early investment. Capital gains that are invested into Opportunity Zones are granted a temporary deferral of taxes, and the longer the gains are invested, the less tax there is to pay. If investors keep their Opportunity Fund investments for five years, the basis of their original investment is increased by 10 percent (meaning they will only owe taxes on 90 percent of the rolled-over capital gains). If investors stay in for seven years, the basis increases by a further 5 percent. In addition, if an investment is held for the full ten years, investors will pay no capital gains taxes on their Opportunity Zone investments.

Hobbs’ new Opportunity Zone comes with many opportunities for investors. Eligible projects include housing, retail, industrial projects, expansions, and new businesses. Currently, the only exclusions to projects in Opportunity Zones are businesses which include golf courses, country clubs, massage parlors, hot tub facilities, tanning facilities, racetracks or other facilities used for gambling or selling alcoholic beverages.

In order to use capital gains in the new Hobbs Opportunity Zone, funds must be invested in a certified Opportunity Fund. Currently, there are several corporations in New Mexico looking into starting Opportunity Funds. The EDCLC is excited to have an Opportunity Zone in Lea County and will be glad to help connect those interested with an Opportunity Fund manager.
In business for 64 years, Leaco has provided telecommunications services beginning with Dialtone in Tatum, New Mexico and expanding to become one of Lea County’s leading phone and internet service providers. In Leaco’s COOP areas, they provide service to the most rural areas of Lea County. They offer Dialtone and Internet services to the “hard to reach” areas otherwise unserved.

Leaco recently built out Lovington and is currently building out Hobbs with a state-of-the-art ‘Fiber to The Home and Business’ product currently offering up to 1 Gig in download and upload speeds. They also are offering Hosted PBX phone systems for businesses needing multiline services. Leaco’s Fiber Broadband Internet service is the latest technology available! Leaco has also moved “Peering” points to their facility in Hobbs. This means the response time to the most common servers, for many products, is virtually eliminated! So, for example, when you go to Netflix, you are looking at a server in Leaco’s network instead of going out of state and dealing with delayed response times.

For telecommunications services, Leaco’s corporate office is in Lea County and customers work with local staff that understands the needs of the area. Leaco also has the broadband services that businesses need and have become custom to in the “big” cities like Houston or Dallas without the high cost of being in a big city!

Leaco has been a member of the EDC of Lea County since 1998 and Sid Applin, Leaco CEO, serves as a board member. Sid has been in the industry for 41 years and has been fortunate to have worked in most aspects of the telecommunications industry including management, service, engineering, and marketing. Sid has worked for several large telecommunications companies: Rural Co-ops, Cellular Affiliates and Competitive Local Exchange Carriers. Sid tested with GTE (General Telephone of the Southwest) before graduating from high school and was offered a position. This began a career in the telecommunications industry which he has thoroughly enjoyed. “To be able to provide a quality product and service where other companies are not meeting the needs of the area is extremely rewarding.”

Leaco is proud of the representation the EDCLC provides for Lea County. Leaco is excited to deploy Fiber Technologies and offer services needed to attract businesses and industries to our area. Their recent certification as a GIG-CAPABLE PROVIDER is something they are very proud to bring to the cities of Hobbs, Lovington and Tatum. The EDCLC is glad to have Leaco as a member and looks forward to many years of collaboration!

For more information, visit www.leaco.net
New Businesses in Lea County

**Eunice**
- All-American Cleaners

**Hobbs**
- Jacam Chemicals 2013, LLC
- Boost Mobile
- Healing Touch Massage
- Hobbs Ice Ventures
- Hobbs Ice Ventures
- Hobbs Ice Ventures
- DJ Alpine, LLC
- Get the Computer Fix
- Anytime Fitness
- Lemon Drop Shop
- J&J Solar Injection Systems
- Desert Dog Towing, LLC
- Curb Side Snow Cones
- M.Z. Polishing, LLC
- DC Trucking, LLC
- Sparrow Electrical & Instumentation
- Top Notch Trucking, LLC
- Alley Cat Tattoo
- Sweet Ice Princess
- Rojas Trucking
- Collins, Nathan
- Globatech, LLC
- Marohtech, Inc.
- TWH Parts
- B&M Deliveries
- Shamgar Polygraph and Consulting

**Lovington**
- 2KC Trucking LLC
- Cobra Trucking & Rentals LLC
- Heritage-Crystal Clean, LLC
- Unicorn Oilfield Service, LLC
- Aurora’s Boutique
- Red Lion Oilfield Services
- SC Consulting
- Fancy Events
- Wild and Wired
- M and L Trucking Oil Services
- Nothing But Sweets
- Talk-less Wireless Communications LLC
- Williams Squared
- Lopez Services
- P.M. Snacks
- Arroyo’s Trucking
- South Plains Investors LLC - Dusty’s Bar & Grill
- R & J Welding Papi GrandPa Burritos
- Paletaeria Y Neveria El Manantial
- Tropical Nutrition
- Judy’s Pet Salon
- Sonic Drive In
- StarCo Services
- Garcon, Inc.

**Jal Construction**
A new Pilot Flying J Travel Center goes up along NM Hwy 18 and NM Hwy 128 in Jal, NM. The new station will create 60 jobs and provide over 50 truck parking spaces, a much-needed place for large trucks to fill up on their way through Southeastern Lea County. Initially a smaller station, Pilot has already expanded the plans during the construction phase. The station is expected to be completed by the end of October.
Almost two years after the announcement of a grand plan to create a multi-generational recreational facility, the CORE has officially opened in Hobbs! The CORE (Center of Recreational Excellence) has been a huge undertaking for the City of Hobbs and its partners, Hobbs Municipal Schools, JF Maddox Foundation, New Mexico Junior College, University of the Southwest, and Lea County. The facility officially opened on June 2nd to great enthusiasm from citizens and leaders alike.

A $63 million project, the CORE provides recreation for all ages, from the splash pool for children to the competition-size swimming and diving pool, the 38-foot tall slide and playground in the center of the facility and the elevated jogging track around it. The CORE features multiple indoor fields for soccer or other sports, workout equipment, rooms for classes such as yoga, and even a lazy river to float in on hot days.

In addition to recreation, the CORE also provides several meeting rooms including places for banquets, parties, or just meetings. Recently, the governor of New Mexico, Susana Martinez (pictured right), toured the facility and commented on the impressive space and its potential for attracting opportunities to Lea County. In total, the facility comprises over 140,000 sf of space and is a huge boon to Hobbs and the surrounding communities in improvement of quality of life initiatives.

Quality of life is high on the priority list of Lea County’s communities, and with the CORE being the only facility of its size and offerings within 500 miles, Lea County is taking another step forward into the future.

For more information, visit www.CoreHobbs.com
4th Annual FlyHobbs Aviation Day & Fly-In
Saturday, October 13th
Lea County Regional Airport
Hobbs, NM

Come and see us at the 4th Annual FlyHobbs Aviation Day and Fly-In from 8 am to 1 pm! This event is FREE to attend, but don't forget money for some tasty food from local food vendors. See the many planes and talk to their pilots, then head inside the hangar to see what local business have to offer, such as games, giveaways, and prizes! For more information on this event, visit www.FlyHobbsAviationDay.com

Halloween on the Plaza
Saturday, October 27th
Downtown Lovington
Lovington, NM

Join us for our annual safe stop at 3pm! We'll have family cornhole, costume contests, games, and tons of CANDY! For more information on this event, visit www.LovingtonMainstreet.org

United Way Benefit Concert - Midland & Zane Williams
Friday, November 2nd
Lea County Event Center
Hobbs, NM

United Way Benefit Concert featuring Grammy nominated and ACM winner, Midland, with special guest, Zane Williams! Friday, November 2nd at the Lea County Event Center. Up-close-and-personal Floor Seats only $20 and upper-level-with-a-great-view seats just $10 (+fees). All ticket proceeds go to supporting the United Way Partner Agencies. Tickets on sale NOW. For more information on this event, visit www.UWOLC.org

Christmas Traditions From Around the World
Thursday, December 6th
Western Heritage Museum & Lea County Cowboy Hall of Fame
Hobbs, NM

Christmas Traditions from Around the World will feature the show “Irish Christmas in America”, with music, stories, dance and more. Showtimes are at 6pm, 7pm, and 8pm. Plus food and beverages from various countries will be available, and over 40 decorated Christmas trees. Bonnie Moran’s North Pole Village will also be set. For more information on this event, visit www.NMJC.edu/Museum

For a full list of Lea County events, see the community calendar at HobbsEvents.org
For the fourth year in a row, Lea County and FlyHobbs are putting on our Aviation Day & Fly-In. This FREE event is scheduled for Saturday, October 13th from 8am-1pm at the Lea County Regional Airport. We are expecting a temperate Fall day celebrating aviation and family fun! Each year, this event brings in over 70 military and privately-owned planes for the public to view and enjoy. Previous years have seen attendance reach an average of 3,500 attendees!

Aside from the great food and entertainment, attendees are able are also able to view historic and modern planes! Inside the large hangar, community booths from local companies will provide entertainment, giveaways, and games for the kids, and adults will enjoy a multitude of giveaway items!

In addition to the limited-edition Aviation Day tee-shirts provided by FlyHobbs to the first 500 visitors, the EDCLC and FlyHobbs will be giving away five FREE round trip FlyHobbs flight vouchers to lucky winners! We will give one away every top of the hour from 9AM to 1PM.

For more information, visit our website: www.FlyHobbsAviationDay.com, like our Facebook event, and share with your friends and family! FlyHobbs expects this year to be bigger and better than the last!

In the past year, FlyHobbs has seen ridership soar on our regional United Airlines service from Hobbs to Houston, with everyone from business to leisure travelers taking advantage of this convenient and affordable option in Lea County. FlyHobbs Aviation Day & Fly-In highlights Lea County Regional Airport and the opportunities it affords for aviation and economic growth!

We look forward to seeing you at the Fly-In!
Your business can join us as a Friend of FlyHobbs and help us raise awareness and promote the use of local flights available at the Lea County Regional Airport via United Airlines. In turn, we promote your business!

For more information, visit www.flyhobbs.com
The 2nd Annual New Mexico EnergyPlex Conference took place on June 26th at the Lea County Event Center in Hobbs and attracted over 225 attendees! The purpose of the conference is to exchange updates and information about energy sector developments within Lea County and to provide an opportunity for people within the energy sector, including local and state governmental officials and people from the community at large, to network and exchange ideas.

Speakers at this year’s event included State and Federal officials such as representatives from the New Mexico Energy, Minerals, & Resources Department, State Land Commissioner Aubrey Dunn and BLM Acting State Director Aden Seidlitz. The one-day conference featured informative sessions such as the Produced Water panel, Oil & Gas Executives panel, Support Services panel, and more! Some interesting facts came out of the conference including:

- The oil and gas industry uses less than one-tenth of a percent of the water used in the state
- By 2025, there will be seven barrels of water produced per barrel of oil, and the total will be 2 million acre-feet of produced water per year
- Of the county’s 1,200 miles of roads, 37.5% are strictly for oil and gas traffic, which typically exceeds 2,000 vehicles per day
- Local schools are working to establish vocational training to prepare students for immediate employment
- Companies such as Devon Energy are looking to expand their operations and efficiency while limiting their footprint
- Oil companies are cognizant of water challenges and are working to find viable solutions to produced water and reuse
- The Delaware Basin continues to be one of the most prolific and cost-effective locations for oil exploration
- Oil and gas accounts for 92% of the State Land Department’s revenue stream
- sPower is planning a 240MW solar power generation facility in Lea County’s EnergyPlex Park

The conference was a great success and will continue to be an annual event in the coming years. With a diverse mix of panels from traditional to renewable energies and local information to address questions of growth, the EnergyPlex Conference looks to growing even bigger and providing updates as the industries grow and change!

Presentations from the event have been uploaded to the EnergyPlex Conference website and are available for download.