



# CITY OF KINGMAN, ARIZONA

## RETAIL PROSPECTUS 2021

Prepared by the Kingman Economic Development Department



Situated in the Hualapai Valley between the Cerbat and Hualapai mountain ranges, historic Kingman has it all — access to large markets, hundreds of acres of available commercial property, a progressive transportation/distribution infrastructure, low taxes, and an excellent quality of life.

Founded in 1882, when Arizona was still a territory, Kingman is the county seat of Mohave County, which in terms of land area is the fifth largest county in the United States, covering 13,470 square miles (about the size of New Jersey). Mohave County shares borders with three states — California, Nevada, and Utah.

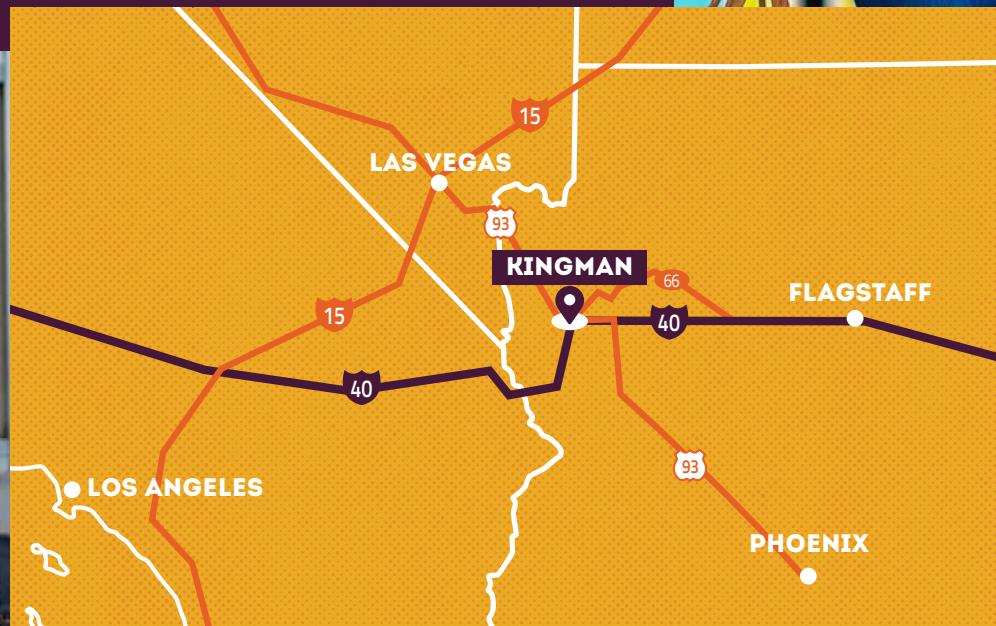
Kingman offers a family-friendly atmosphere, mild weather, scenic views, and an abundance of outdoor activities.

Additionally, Kingman is ideally located for travelers enjoying the Historic Route 66 on their way between Las Vegas, Los Angeles, Phoenix, and Flagstaff, among other nearby destinations. Kingman offers convenient access to fuel, dining, and lodging, all located directly off U.S. Interstate 40.



## TABLE OF CONTENTS

- MAKING THE CASE FOR KINGMAN..... 2**
- MARKET ACCESS..... 4**
- AVAILABLE LAND AND LEASE OPPORTUNITIES..... 6**
- QUALITY OF LIFE ..... 7**
- KEY DEMOGRAPHICS..... 8**
- ECONOMIC DEVELOPMENT PRIORITIES ..... 9**



The City of Kingman Economic Development team works year-round to elevate, enhance, and ensure Kingman will be a desirable community place to live, learn, conduct business, and explore. Through its economic development investments and programs, the City of Kingman retains, cultivates, and attracts targeted industries which improve the community’s tax base and quality of life, and foster success for all citizens.

Please contact our team to learn more about our services and available assistance.

Gary Kellogg, Economic Development Director, 928-565-1259

Josh Noble, Economic Development Tourism Manager, 928-718-2581

Sylvia Shaffer, Economic Development Retail Manager, 928-753-8131

Bennett Bratley, Economic Development Industrial Manager, 928-565-1416

*Note: Data provided in this Prospectus has been collected from various sources, including the U.S. Census Bureau, American Community Survey, Bureau of Labor Statistics, Emsi, and City of Kingman, 2020.*



## MAKING THE CASE FOR KINGMAN

With its convenient access to a major east-west interstate, educated workforce, above average median household income for the state, and a fast-growing population, the City of Kingman, Arizona, is primed for retail growth.

As 2021 continues to be a year of recovery and resiliency, the City of Kingman anticipates solid retail growth due to our proximity to the highly traveled U.S. Interstate 40 and subsequent population growth due to the high influx of out-of-state homebuyers seeking to move away from metros and densely populated areas, especially since the COVID-19 pandemic.

Local restaurants and businesses will see increased activity over 2020 as more people are out dining and shopping and tourism returns. This rebound is further supported by the fact Kingman is an ideal location where many travelers stop as they travel between Las Vegas, Phoenix, Flagstaff, and Los Angeles.

The City of Kingman offers many locational advantages, including access to a population of nearly 200,000 within an hour's drive. Kingman's immediate reach not only includes from within Mohave County, but also San Bernardino County, directly across the California-Arizona state line.

With retail being the second largest employment sector in Kingman, the city eagerly anticipates the arrival of more dining and retail throughout 2021 and subsequent years to further support and expand this strong employment base.

We encourage you to learn more about Kingman and our strong support of actively growing the retail sector within the city and region.

Gary Kellogg  
Economic Development Director



### #1

The Kingman Cracker Barrel restaurant is the most visited Cracker Barrel nationwide, beating out more than 650 other locations in 45 states.



### Top 2%

The Kingman Wal-Mart is ranked #76 out of more than 4,700 Wal-Mart locations nationwide.

### RETAIL POTENTIAL PER HOUSEHOLD

Gasoline Stations without Convenience Stores	\$2,433.00
Warehouse Superstores	\$2,078.00
Full-Service Restaurants	\$1,424.00
Mail Order and Catalog Stores	\$1,207.00
Limited-Service Restaurants	\$946.00
Department Stores	\$815.00
Family Clothing Stores	\$401.00
Other General Merchandise Stores	\$313.00
Special Food Services and Catering	\$240.00
Sporting Goods Stores	\$194.00
Shoe Stores	\$165.00
Hotels and Other Travel Accommodations	\$152.00
Women's Clothing Stores	\$151.00



## MARKET ACCESS

### GROUND TRANSPORTATION

Kingman is situated on Historic Route 66, U.S. Interstate 40 (one of the nation's primary east/west corridors), and U.S. Highway 93 — the future Interstate 11 that will eventually connect Mexico, the United States, and Canada. More than 40,000 vehicles pass through Kingman on a daily basis.

Nearly 34 million people live within a 350-mile radius of Kingman. Ground transportation deliveries from Kingman can easily reach numerous Southern California cities, Phoenix, Tucson, or Las Vegas in the same day. Similarly, goods coming into Kingman easily arrive via the major interstate and highway system.



### AIR TRAVEL

Kingman Airport (IGM) is a city-owned, municipal airport with executive hangars, T-hangars, and covered shades, along with open tie-down spaces. There are approximately 150 general aviation operators and/or individual aircraft owners at the airport along with 250 aircraft in storage. The aircraft in storage are in surplus of market demands with most of them maintained in airworthy condition.

Kingman Airport has two active runways: the primary runway is just under 7,000 feet in length by 150 feet wide, and the secondary runway is also just under 7,000 feet in length by 75 feet wide. The main runway is rated by the FAA for DC-9/737 type aircraft.

The Kingman Airport and Industrial Park is the largest industrial park in Arizona outside the Phoenix area. It features 1,100 acres of developed land, with an additional 1,500 acres planned for future expansion.

Currently, the Industrial Park is home to more than 75 companies, employing over 1,900 people.

A variety of transportation modes provide service to the Industrial Park. It is located just outside of Kingman city limits on Route 66, just north of U.S. Interstate 40 and U.S. Highway 93. A main line of the Burlington Northern Santa Fe Railroad also intersects the park.

### RAIL / FREIGHT

The City of Kingman is located on a main line of the Burlington Northern and Santa Fe (BNSF) railroad, one of the largest freight railroad networks in North America, with 32,500 miles of rail across the western two-thirds of the United States. Rail access serves Kingman Airport and Industrial Park. The Kingman Terminal Railroad (KGTR) serves the interchanges with Class I carrier BNSF.





## AVAILABLE LAND AND LEASE OPPORTUNITIES

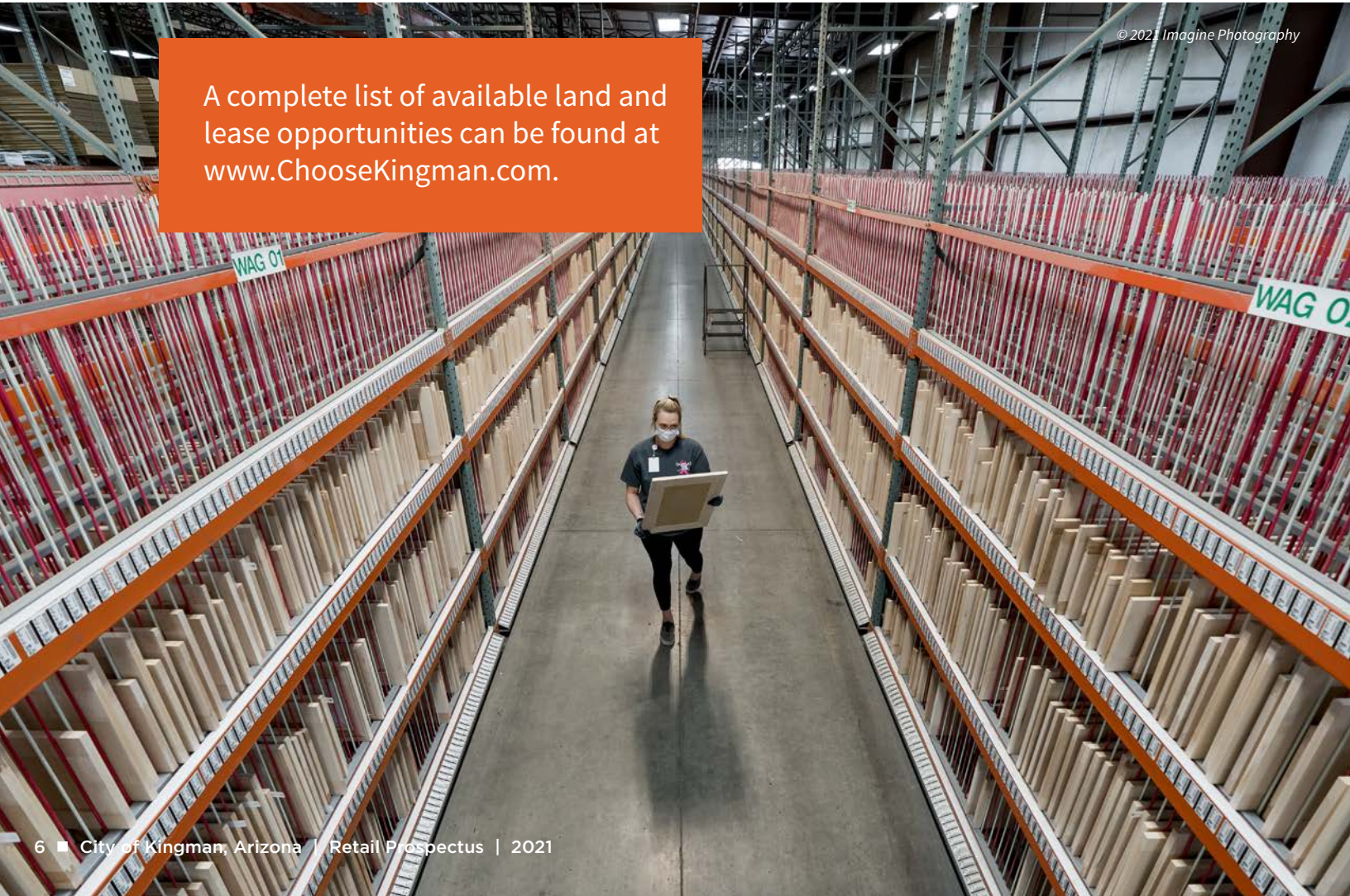
Within Kingman’s city limits lie large parcels of undeveloped land, available at highly competitive prices and have the ability to be zoned for commercial use.

Also, hundreds of miles of inexpensive land is available throughout the region. Furthermore, commercial property is available for lease at the Kingman Airport and Industrial Park, only five miles outside the city limits.

The City of Kingman does not assess property tax.

Kingman offers multiple business support programs, including an Infill Incentive District, encouraging commercial development in targeted areas of Kingman; a Parklet and Pedlet Program, allowing business owners an extension of premises; and a Façade Improvement Program, encouraging beautification of commercial buildings in Kingman; among others.

To additionally enhance your bottom line, alternative energy sources such as wind and solar are particularly viable in Northwest Arizona. On average, the Kingman area receives over 330 days of sunshine per year.



© 2021 Imagine Photography

A complete list of available land and lease opportunities can be found at [www.ChooseKingman.com](http://www.ChooseKingman.com).

## QUALITY OF LIFE

The City of Kingman represents classic small-town America, with friendly people and community-oriented activities that bring together neighbors and friends. Most importantly, Kingman is a place where people, our greatest asset, can learn, grow, and thrive.

Also, just living in Kingman enhances well-being by way of a very tranquil community that is relatively stress-free. The weather is usually warm and sunny, traffic is minimal, and average commute times are under fifteen minutes.

Kingman residents also have easy access to excellent, advanced medical care via a local, multi-campus healthcare system offering technical and specialized medical services. Additionally, Kingman offers a strong educational system, including elementary, middle, and high schools, a community college, vocational education, university extension courses, and medical residency and internships.

Residents and visitors alike enjoy Kingman’s many cultural events and activities, scenic beauty, abundant recreational opportunities, parks, hiking, golf, water sports, and convenient access to some of the Southwest’s most famous destinations.



## KEY DEMOGRAPHICS

**\$56,488**

Current Average Household Income

**\$65,375**

2025 Projected Average Household Income

**31,682**

Current Population

**33,110**

2025 Projected Population

**44**

Current Median Age

**43**

2025 Projected Median Age

**5.6%**

State Sales Tax Rate

**2.5%**

Kingman Sales Tax Rate

**209**

Existing Retail Establishments

**2,698**

Existing Retail Jobs

**12,263**

Total Labor Force

**6.7%**

Unemployment Rate

**67%**

Homeowner Households

**33%**

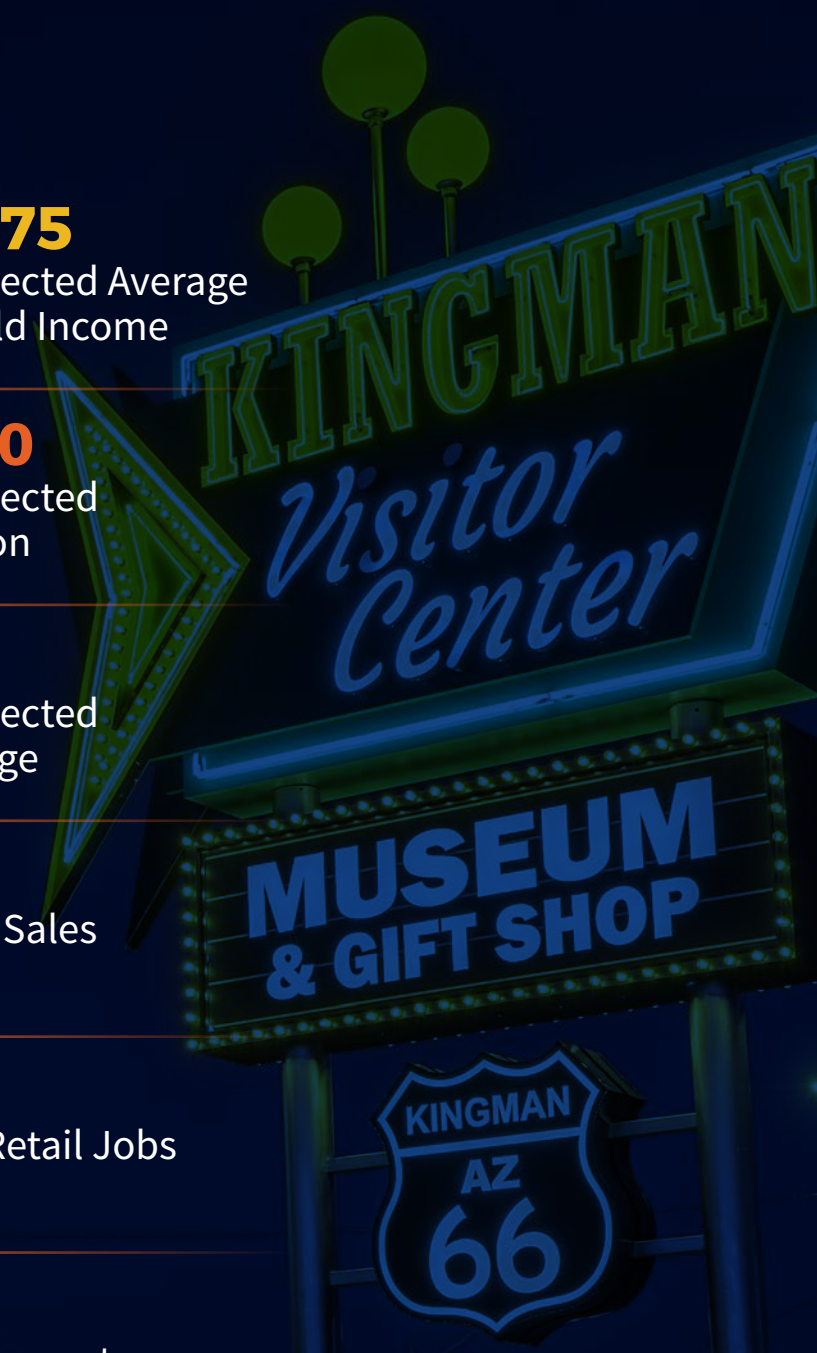
Renter Households

**57%**

Some College or Higher

**26%**

Associate's Degree or Higher



## ECONOMIC DEVELOPMENT PRIORITIES

In 2021, the Economic Development team will be actively focusing on:

1. Continue to market and prepare land for sale and lease at the Kingman Airport and Industrial Park, aligned with our targeted industries. Locating new business is a vital component to growing our base industries, bringing new revenues into our community.
2. Work with the FAA and City of Kingman consultants in an effort to have the land conditions released from over 1,800 acres at the Kingman Airport. The release of this land will prepare Kingman for the next 20 years of industrial and manufacturing growth.
3. Work closely with our partners and providers to improve broadband/fiber internet connectivity throughout the Kingman region.
4. Continue to monitor the demographics of our traveling public and appropriately adjust our marketing to reflect these trends.
5. Continue our focus on bringing group travel back by attending trade shows to generate awareness of Kingman group offerings and downtown motor coach parking.
6. Continue building our content library to reflect Kingman's new brand, including photography, video, printed materials, and written content.
7. Assist event coordinators with a successful return of events post-COVID recovery period and develop an all-new Route 66 Festival in November 2021.
8. Install a permanent Route 66 Drive-Thru Shield to give travelers 24-hour access to make their own Route 66 memories in Kingman.
9. Support Kingman small businesses recovery and assist with various small business incentive programs.
10. Attract new retail to in-fill vacant commercial plaza suites and commercial land.
11. Continue to work with various partners such as Mohave County Economic Development Department, Kingman Area Chamber of Commerce, AZ@Work, MCC SBDC, and Local AZ First to offer support and resources to Kingman businesses.
12. Work with Downtown Kingman businesses on downtown revitalization and beautification efforts by encouraging participation in the Façade Improvement Program and future streetscape public meetings.







© 2021 Imagine Photography



Kingman Economic Development Department  
Kingman Airport and Industrial Park  
7000 Flightline Drive  
Kingman, AZ 86401  
928-757-2134