



# **Economic Base Study Cibola County, New Mexico**

**December 2024**



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# **Economic Base Study Cibola County, New Mexico**

December 2024

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Suggested citation:

Winingham, Kramer, Hayford Danso, and Abdul Khaliq. *Economic Base Study: Cibola County*, 2024. New Mexico State University, 2024.

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# Executive Summary

Since 2012, Arrowhead Center at New Mexico State University (NMSU) has sponsored the preparation of economic base studies for each New Mexico county, the Albuquerque Metropolitan Statistical Area (MSA), and the entire state of New Mexico. Base studies are released as a public service to help businesses, economic developers, policymakers, government officials, and the general public better understand key industries that contribute to the economic base of their local economies.

This report is one of 35 economic base studies prepared by Arrowhead Center. Of the 35 reports, 33 describe the economic bases of New Mexico's counties. There are separate reports for the State of New Mexico and the Albuquerque MSA. New Mexico has three additional MSAs (Las Cruces, Santa Fe, and Farmington), all single-county MSAs; separate reports have not been prepared. All 35 reports can be found at [arrowheadcenter.org/economic-and-policy-studies/](https://arrowheadcenter.org/economic-and-policy-studies/).

The reports were prepared under the direction of Kramer Winingham and were based on prior reports overseen by James Peach. Hayford Danso and Abdul Khaliq, graduate students in NMSU's Doctor of Economic Development (DED) program, did much of the work on the updates. Comments and suggestions are welcomed and can be sent to [jkramer@nmsu.edu](mailto:jkramer@nmsu.edu).

In brief, the data and analysis suggest that for 2023, the following industries should be considered base industries in Cibola County:

1. Mining, quarrying, and oil and gas extraction: 352 jobs
2. Utilities: 82 jobs
3. Retail trade: 843 jobs
4. Federal and State government employment: 203 federal government jobs and 509 state government jobs, accounting for 712 jobs.

Based on this analysis, the export base multiplier for Cibola County in 2023 was found to be 3.4 (6,739/1,989). This ratio suggests that the addition of one (1) base industry job in Cibola County would increase total jobs in the community by 3.4. The export base multiplier (3.4) calculated above reinforces the importance of base (exporting) industries to the economy of Cibola County.

# Methodology

An economic base study is a descriptive tool used to analyze the composition of local economic activity and identify regional competitive advantages. Economic base studies are often conducted to help guide local economic development activities and help economic development officials make data-driven decisions about what type of firms they should attempt to attract to local areas. Economic base studies can also help local and regional businesses better understand the local and export product markets.

The specific purposes of economic base studies include:

- Understanding regional economic growth and competitive advantages
- Making short and long-term forecasts
- Identifying potential growth sectors
- Identifying potential problem areas

According to economic base theory, any local economy may be divided into base and non-base industries. The economic base theory also suggests that economic growth depends on sectors that export goods and services from the region (base industries) rather than businesses whose goods and services remain local (non-base industries). Base industries promote local economic growth by bringing jobs and income to the local economy. Non-base industries serve local residents and support base industries.

An industry classified as a base in one region may be identified as a non-base in another. A standard way to identify local base activity is to use location quotients (LQs). LQs are calculated as a single industry's percentage of total local employment divided by the industry's total state or national employment percentage. For example, the LQ for a single New Mexico industry (*industry*) be calculated as follows:

$$LQ = \frac{(\text{Employment in } \textit{industry} \text{ in NM} / \text{total employment in NM})}{(\text{Employment in } \textit{industry} \text{ in the US} / \text{total employment in the US})}$$

The LQ illustrates the relative importance of the level of local employment in that sector concerning the benchmark economy, for example, state, regional, or national. An LQ greater than 1.0 indicates that a particular industry employs proportionately more workers locally than it does in the benchmark economy, which indicates a competitive advantage for a specific industry in the region. Conversely, an LQ of less than 1.0 indicates that the

industry of note employs fewer workers locally than the national average.<sup>1</sup> Industries with LQs greater than 1 may have greater growth potential than other industries because their competitive advantage allows them to compete in broader markets than non-base industries, serving only local customers. Industries with LQs less than 1 can be interpreted as economic leakages in that local customers purchase goods and services from businesses located outside the region. This can indicate an opportunity to reduce economic leakages by growing non-base industries; however, it also signals that customers are seeking goods and services from these industries in other regions due to a lack of availability or competitiveness at the local level.

This report calculates LQs for industries within Cibola County using national employment as the basis for comparison, shown in Tables 8-13. For this report, base industries are identified utilizing general knowledge about the structure of the local economy combined with LQs greater than 1.0. LQs and other data points are included for the most recent year for which data are available and the four years preceding, which for most data points is 2019-2023. Industry classifications are presented for various levels of detail using the North American Industry Classification System (NAICS), the standard used by U.S. government statistical agencies to classify business establishments for collecting, analyzing, and publishing statistical data related to the U.S. business economy.<sup>2</sup>

The data points used in this report were gathered from the Bureau of Labor Statistics (BLS) Quarterly Census of Employment and Wages (QCEW)<sup>3</sup>, Bureau of Economic Analysis (BEA) Personal Income by County<sup>4</sup>, and U.S. Census Bureau<sup>5</sup> American Community Survey and Census Bureau Profiles.

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<sup>1</sup> For additional information on LQs, see:

[arrowheadcenter.org/wp-content/uploads/2015/06/WhatIsaLocationQuotient.pdf](https://arrowheadcenter.org/wp-content/uploads/2015/06/WhatIsaLocationQuotient.pdf)

<sup>2</sup> (U.S. Census, 2023)

<sup>3</sup> (Bureau of Labor Statistics, 2024)

<sup>4</sup> (Bureau of Economic Analysis, 2024)

<sup>5</sup> (U.S. Census, 2023)



# Overview

Cibola County is located in the southwestern corner of New Mexico and encompasses 2,965 square miles, or 2% of the land area in the state of New Mexico, and abuts the Arizona border.<sup>6</sup> The population of Cibola County in 2022 was 27,211, or 1% of the state total, and the twenty-second largest county in New Mexico by total area.<sup>7</sup> The City of Grants, with a population of 9,177, contained 61% of Cibola County's population in 2022.<sup>8</sup>

**Table 1. Population, Cibola County, and selected comparisons, 2018-2022<sup>9</sup>**

| Year           | 2018        | 2019        | 2020        | 2021        | 2022        | Δ         | %Δ   |
|----------------|-------------|-------------|-------------|-------------|-------------|-----------|------|
| City of Grants | 9,063       | 9,036       | 9,163       | 9,208       | 9,177       | 114       | 1.3% |
| Cibola County  | 26,978      | 26,891      | 27,172      | 27,284      | 27,211      | 233       | 0.9% |
| New Mexico     | 2,092,434   | 2,092,454   | 2,097,021   | 2,109,366   | 2,112,463   | 20,029    | 1.0% |
| United States  | 322,903,030 | 324,697,795 | 326,569,308 | 329,725,481 | 331,097,593 | 8,194,563 | 2.5% |

Cibola County's population has increased by 0.9% from 26,978 in 2018 to 27,211 in 2022, as shown in Table 1. Comparatively, New Mexico's population increased by 1.0% for the same period, and the population of the United States increased by 2.5%.

Cibola County's employment is slightly more concentrated in service-producing industries (87.5%) and wage and salary employment than in the national economy, as shown in Tables 2 & 4. Table 3 shows employment levels by types: wage and salary and proprietor employment, nonfarm proprietor employment has grown significantly in Cibola County 2018-2022, increasing by 14%. The remainder of this analysis focuses only on wage and salary employment.

In 2023, 62% of all workers in Cibola County were employed in the private sector, slightly lower than state levels of private employment (79%) and significantly lower than national private employment levels (86%). Cibola County's employment by employer type is shown in Table 5 with state and national figures comparisons.

<sup>6</sup> (U.S. Census, 2024)

<sup>7</sup> (U.S. Census, 2023)

<sup>8</sup> (U.S. Census, 2023)

<sup>9</sup> (U.S. Census, 2023)

**Table 2. Employment by Domain, Cibola County and selected comparisons, 2023<sup>10</sup>**

| Employment Type       | Cibola County | New Mexico  | United States |
|-----------------------|---------------|-------------|---------------|
| 101 Goods-producing   | 13%           | 17%         | 17%           |
| 102 Service-providing | 87%           | 83%         | 83%           |
| <b>Total</b>          | <b>100%</b>   | <b>100%</b> | <b>100%</b>   |

**Table 3. Employment Types, Cibola County, 2018-2022<sup>11</sup>**

| Employment Type                 | 2018  | 2019  | 2020  | 2021  | 2022  | Δ      | %Δ   |
|---------------------------------|-------|-------|-------|-------|-------|--------|------|
| Wage and salary employment      | 8,032 | 8,073 | 7,845 | 7,435 | 6,960 | -1,072 | -13% |
| Proprietors' employment         | 2,007 | 1,889 | 2,188 | 2,132 | 2,206 | 199    | +10% |
| Farm proprietors' employment    | 439   | 432   | 435   | 433   | 422   | -17    | -4%  |
| Nonfarm proprietors' employment | 1,568 | 1,457 | 1,753 | 1,699 | 1,784 | 216    | +14% |

**Table 4. Employment Type Percentages, Cibola County, and selected comparisons, 2022<sup>12</sup>**

| Employment Type                 | Cibola County | New Mexico | United States |
|---------------------------------|---------------|------------|---------------|
| Wage and salary employment      | 76%           | 77%        | 74%           |
| Proprietors' employment         | 32%           | 23%        | 26%           |
| Farm proprietors' employment    | 5%            | 2%         | 1%            |
| Nonfarm proprietors' employment | 19%           | 21%        | 25%           |

**Table 5. Employer Types, Cibola County and selected comparisons, 2023<sup>13</sup>**

| Employer Type      | Cibola County |             | New Mexico     |             | United States      |             |
|--------------------|---------------|-------------|----------------|-------------|--------------------|-------------|
|                    | Employment    | %           | Employment     | %           | Employment         | %           |
| Private            | 4,187         | 62%         | 678,095        | 79%         | 131,240,997        | 86%         |
| Local Government   | 1,836         | 27%         | 99,594         | 12%         | 14,259,427         | 9%          |
| State Government   | 509           | 8%          | 48,056         | 6%          | 4,657,178          | 3%          |
| Federal Government | 203           | 3%          | 29,867         | 3%          | 2,929,928          | 2%          |
| <b>Total</b>       | <b>6,735</b>  | <b>100%</b> | <b>855,612</b> | <b>100%</b> | <b>153,087,530</b> | <b>100%</b> |

<sup>10</sup> (Bureau of Labor Statistics, 2024)

<sup>11</sup> (Bureau of Economic Analysis, 2024)

<sup>12</sup> (Bureau of Economic Analysis, 2024)

<sup>13</sup> (Bureau of Labor Statistics, 2024)

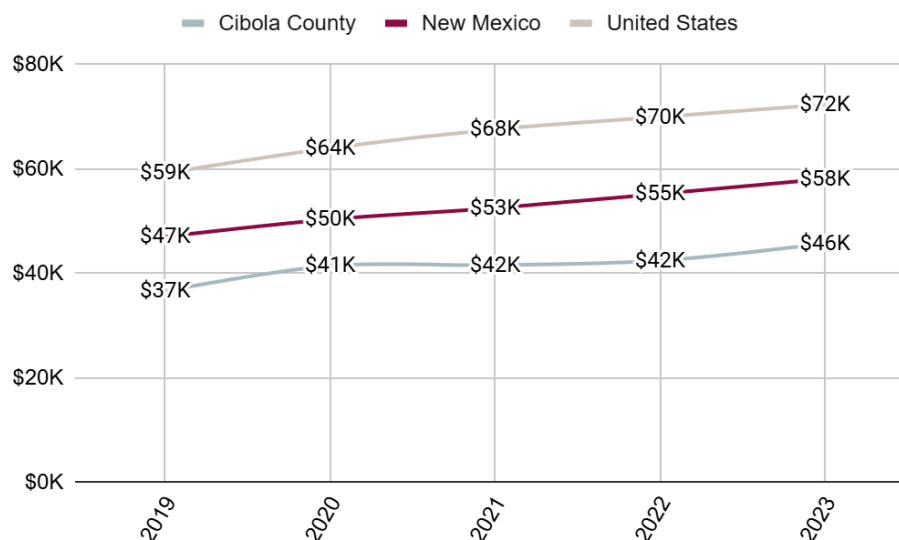
Per capita annual wages for Cibola County in 2023 (\$45,747) was 79% of the state of New Mexico average (\$58,110) and 63% of the national average (\$72,357), shown in Figure 1<sup>14</sup>. The growth rate of per capita annual wages in Cibola County between 2019 and 2023 (25%) was slightly lower than the growth in annual wages for New Mexico (23.5%) and in line with the growth of national averages (22.2%) during the same period.

The total number of wage and salary jobs in Cibola County in 2023 was 6,739. Between 2019 and 2023, total employment in Cibola County decreased by 10%, compared to the state, which saw an increase of 2%, and the nation, which increased by 3%, as shown in Table 6.

**Table 6. Employment Growth, Cibola County, and selected Locations, 2019-2023<sup>15</sup>**

| Area Title    | 2019        | 2020        | 2021        | 2022        | 2023        | Δ          | %Δ   |
|---------------|-------------|-------------|-------------|-------------|-------------|------------|------|
| Cibola County | 7,487       | 6,844       | 6,625       | 6,573       | 6,739       | -748       | -10% |
| New Mexico    | 836,674     | 781,772     | 796,020     | 832,863     | 855,612     | +18,938    | +2%  |
| United States | 148,105,093 | 139,103,774 | 143,759,144 | 150,025,655 | 153,087,530 | +4,982,437 | +3%  |

**Figure 1. Per Capita Personal Income, Cibola County and selected comparisons, 2019-2023<sup>16</sup>**



<sup>14</sup> (Bureau of Labor Statistics, 2024)

<sup>15</sup> (Bureau of Labor Statistics, 2024) and authors' calculations

<sup>16</sup> (Bureau of Labor Statistics, 2024) and authors' calculations

# Economic Base Analysis

For this report, an LQ greater than 1.0 with respect to U.S. employment is considered a base industry. The sectors with LQ greater than 1.0 have been shaded green. All LQ calculations are compared to national employment data. All tables after Table 7 focus only on private wage and salary employment.

Table 7 shows LQ calculation by employer type, highlighting government activities' importance to Cibola County's economy. Cibola County heavily relies on government employment particularly, state and local government. The large LQ for federal, state government and local government employment (1.51, 2.52 and 3.03 in 2023, respectively) reflects a low population, and high level of employment at the state correctional centers, state and federal land management, military installation, and border patrol jobs, and other local government activities in Cibola County. As important national facilities, these federal activities export services beyond Cibola County and can be classified as a base industry in the county. The lower LQ for private employment (0.72 in 2023) in Cibola County reflects a low level of private employment compared to the national average. Local Government, even though it has a location quotient of 3.03, collects taxes from residents to provide services to the community, including employment, cannot be considered as the base-industry. Following this practice, Local government for Cibola County will be regarded as a non-base industry even though it had an LQ of 3.03 in 2023. State and Federal government jobs could be classified as base industries for Cibola Counties since wages and other benefits of these workers are not paid from the local taxes.

**Table 7. Location Quotients by Employer Type, Cibola County, 2019-2023<sup>17</sup>**

| Employer Type      | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|------|------|------|------|------|
| Private            | 0.73 | 0.77 | 0.77 | 0.72 | 0.72 |
| Local Government   | 2.95 | 2.50 | 2.72 | 3.06 | 3.03 |
| State Government   | 1.57 | 1.75 | 2.28 | 2.47 | 2.52 |
| Federal Government | 1.67 | 1.98 | 1.63 | 1.49 | 1.51 |

Cibola County's private sector wage and salary employment are shown in Table 8 by NAICS Sector from 2019 to 2023. Mining, quarrying, and oil and gas extraction; Utilities; and Retail trade stand out as base industries for Cibola County, with 2023 LQs of 13.7, 3.24, and 1.23, respectively. Data for all industries is not available in Cibola County, so

<sup>17</sup> (Bureau of Labor Statistics, 2024)

additional industries may be considered base industries, however this is not determinable with available data. To identify possible missing base industries, look at industries in the appendices that have LQs greater than 1 in previous years, however are no longer reported.

**Table 8. Location Quotients By NAICS Sector, Cibola County, 2019-2023<sup>18</sup>**

| Industry Title  | 2019 | 2020 | 2021  | 2022  | 2023 |
|---|------|------|-------|-------|------|
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 0    | 0    | 12.16 | 13.66 | 13.7 |
| NAICS 22 Utilities  | 2.51 | 2.45 | 0     | 3.22  | 3.24 |
| NAICS 44-45 Retail trade  | 0.96 | 0.96 | 1.09  | 1.22  | 1.23 |
| NAICS 72 Accommodation and food services  | 0.87 | 0    | 0     | 0.88  | 0.93 |
| NAICS 56 Administrative and support and waste management and remediation services | 0.97 | 0.92 | 0.82  | 0.57  | 0.65 |
| NAICS 11 Agriculture, forestry, fishing and hunting                               | 0    | 0    | 0.39  | 0.84  | 0.62 |
| NAICS 42 Wholesale trade  | 0.42 | 0.42 | 0.45  | 0.49  | 0.5  |
| NAICS 52 Finance and insurance  | 0.3  | 0.28 | 0.28  | 0.33  | 0.31 |
| NAICS 23 Construction   | 0.29 | 1.02 | 0.72  | 0.34  | 0.31 |
| NAICS 81 Other services (except public administration)                            | 0.28 | 0    | 0     | 0     | 0.3  |
| NAICS 71 Arts, entertainment, and recreation                                      | 0.15 | 0    | 0     | 0.14  | 0.17 |
| NAICS 53 Real estate and rental and leasing                                       | 0.19 | 0.19 | 0.19  | 0.22  | 0.17 |
| NAICS 48-49 Transportation and warehousing  | 0.14 | 0.15 | 0     | 0.11  | 0.14 |
| NAICS 51 Information  | 0.07 | 0    | 0     | 0     | 0.1  |
| NAICS 31-33 Manufacturing   | 0.13 | 0.11 | 0.11  | 0.12  | 0.05 |
| NAICS 54 Professional, scientific, and technical services                         | 0.14 | 0    | 0     | 0.14  | 0    |
| NAICS 55 Management of companies and enterprises                                  | 0.07 | 0    | 0     | 0.06  | 0    |
| NAICS 61 Educational services   | 0    | 0.88 | 0     | 0     | 0    |
| NAICS 62 Health care and social assistance  | 0    | 1.38 | 0     | 0     | 0    |

In brief, the data and analysis suggest that for 2023, the following industries should be considered as base industries in Cibola County based on Table 15:

- ★ Mining, quarrying, and oil and gas extraction: 352 jobs
- ★ Utilities: 82 jobs
- ★ Retail trade: 843 jobs
- ★ Federal and State government employment: 203 federal government jobs and 509 state government jobs, accounting for 712 jobs.

<sup>18</sup> (Bureau of Labor Statistics, 2024)

In economic base studies, it is common to calculate an export-based employment multiplier. This employment multiplier is obtained by dividing total employment in Cibola County by total employment in the base industries. In Cibola County, the multiplier for 2023 is equal to 3.4 (6739/1989). This ratio suggests that the addition of one (1) base industry job in San Juan County would increase total jobs in the community by 3.4. The export base multiplier of 3.4 calculated above reinforces the importance of base (exporting) industries to the economy of Cibola County. This employment multiplier is not to be compared to employment multipliers included in economic impact analysis tools, including RIMS, REMI, and IMPLAN. In the case of Cibola County, potential double-counting occupations may result in an upward bias of the multiplier, given that farm employees often have more than one occupation.

Local economic development policy actions, such as creating industrial parks, tax abatement, and financing, and workforce development projects, are often used by local communities to expand an area's economic base. A community economic development plan should include the appropriate combination of policies usually resulting from public and private sector interaction.

More detailed industry data is provided in the appendix for further analysis and interpretation.

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# Appendix

Tables 9-12 show LQs at greater levels of detail to indicate which employer types and sub-industries are responsible for the strength of the county's base industries. Tables 13-22 show employment levels, growth rates, and composition percentages by industry for Cibola County, New Mexico, and the United States for comparison.

**Table 9. Top Location Quotients By NAICS 3-digit Sector, Cibola County, 2019-2023<sup>19</sup>**

| Industry Title   | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------|------|------|------|------|
| NAICS 457 Gasoline stations and fuel dealers   |      |      |      | 5    | 5.02 |
| NAICS 221 Utilities  | 2.51 | 2.45 | 0    | 3.22 | 3.24 |
| NAICS 721 Accommodation  | 1.54 | 0    | 0    | 1.85 | 1.96 |
| NAICS 621 Ambulatory health care services  | 1.99 | 1.78 | 1.86 | 1.88 | 1.89 |
| NAICS 624 Social assistance  | 2.35 | 2.17 | 2.19 | 2.25 | 1.84 |
| NAICS 455 General merchandise retailers  |      |      |      | 1.84 | 1.8  |
| NAICS 441 Motor vehicle and parts dealers  | 0.52 | 0.77 | 1.1  | 1.34 | 1.31 |
| NAICS 456 Health and personal care retailers   |      |      |      | 0.84 | 0.85 |
| NAICS 444 Building material and garden equipment and supplies dealers                  | 0    | 0    | 0    | 0    | 0.79 |
| NAICS 722 Food services and drinking places  | 0.75 | 0.68 | 0.72 | 0.73 | 0.77 |
| NAICS 811 Repair and maintenance   | 0.75 | 0.74 | 0.73 | 0.73 | 0.68 |
| NAICS 445 Food and beverage retailers  | 0    | 0    | 0    | 0    | 0.67 |
| NAICS 459 Sporting goods, hobby, musical instrument, book, and miscellaneous retailers |      |      |      | 0.46 | 0.62 |
| NAICS 522 Credit intermediation and related activities                                 | 0.55 | 0.52 | 0.52 | 0.63 | 0.59 |
| NAICS 238 Specialty trade contractors  | 0    | 0    | 0    | 0    | 0.27 |
| NAICS 524 Insurance carriers and related activities                                    | 0.15 | 0.14 | 0.13 | 0.14 | 0.16 |
| NAICS 813 Religious, grantmaking, civic, professional, and similar organizations       | 0    | 0.09 | 0.15 | 0.14 | 0.11 |

<sup>19</sup> (Bureau of Labor Statistics, 2024)



**Table 10. Top Location Quotients By NAICS 4-digit Sector, Cibola County, 2019-2023<sup>20</sup>**

| Industry Title   | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------|------|------|------|------|
| NAICS 6216 Home health care services   | 7.93 | 7.78 | 8.2  | 8.16 | 7.96 |
| NAICS 7212 Rv (recreational vehicle) parks and recreational camps  | 0    | 0    | 0    | 6.59 | 6.91 |
| NAICS 4552 Warehouse clubs, supercenters, and other general merchandise retailers                                      |      |      |      | 2.64 | 2.57 |
| NAICS 6241 Individual and family services  | 2.98 | 2.74 | 2.82 | 2.83 | 2.24 |
| NAICS 5222 Nondepository credit intermediation   | 1.43 | 1.44 | 1.41 | 1.99 | 2.05 |
| NAICS 7211 Traveler accommodation  | 0    | 1.84 | 1.89 | 1.64 | 1.76 |
| NAICS 6214 Outpatient care centers   | 0    | 0.47 | 1.01 | 1.19 | 1.34 |
| NAICS 6244 Child care services   | 1.69 | 1.36 | 1.18 | 1.45 | 1.31 |
| NAICS 2371 Utility system construction   | 0.68 | 0    | 0    | 1.94 | 1.26 |
| NAICS 4561 Health and personal care retailers  |      |      |      | 0.84 | 0.85 |
| NAICS 7225 Restaurants and other eating places   | 0.81 | 0.72 | 0.76 | 0.8  | 0.84 |
| NAICS 8111 Automotive repair and maintenance   | 0.76 | 0.8  | 0.77 | 0.77 | 0.79 |
| NAICS 8113 Commercial and industrial machinery and equipment (except automotive and electronic) repair and maintenance | 1.26 | 1.1  | 1.16 | 1.22 | 0.77 |
| NAICS 6213 Offices of other health practitioners   | 0.62 | 0.53 | 0.49 | 0.58 | 0.47 |
| NAICS 2382 Building equipment contractors  | 0.19 | 0.19 | 0.18 | 0.31 | 0.41 |
| NAICS 6117 Educational support services  | 0    | 0    | 0    | 0    | 0.33 |
| NAICS 5242 Agencies, brokerages, and other insurance related activities  | 0.31 | 0.28 | 0.25 | 0.28 | 0.3  |
| NAICS 5313 Activities related to real estate   | 0    | 0    | 0    | 0    | 0.28 |
| NAICS 6212 Offices of dentists   | 0.52 | 0.47 | 0.44 | 0.45 | 0.24 |
| NAICS 5416 Management, scientific, and technical consulting services   | 0    | 0.07 | 0.12 | 0.11 | 0.11 |

<sup>20</sup> (Bureau of Labor Statistics, 2024)

**Table 11. Top Location Quotients by NAICS 5-digit Sector, Cibola County,  
2019-2023<sup>21</sup>**

| Industry Title  | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|------|------|------|------|------|
| NAICS 62161 Home health care services   | 7.93 | 7.78 | 8.2  | 8.16 | 7.96 |
| NAICS 72121 Rv (recreational vehicle) parks and recreational camps  | 0    | 0    | 0    | 6.59 | 6.91 |
| NAICS 45711 Gasoline stations with convenience stores   |      |      |      | 3.27 | 3.4  |
| NAICS 62412 Services for the elderly and persons with disabilities  | 3.82 | 3.48 | 3.64 | 3.67 | 2.92 |
| NAICS 45521 Warehouse clubs, supercenters, and other general merchandise retailers                                      |      |      |      | 2.64 | 2.57 |
| NAICS 72111 Hotels (except casino hotels) and motels  | 0    | 0    | 0    | 0    | 2.07 |
| NAICS 62441 Childcare services  | 1.69 | 1.36 | 1.18 | 1.45 | 1.31 |
| NAICS 72251 Restaurants and other eating places   | 0.81 | 0.72 | 0.76 | 0.8  | 0.84 |
| NAICS 81131 Commercial and industrial machinery and equipment (except automotive and electronic) repair and maintenance | 1.26 | 1.1  | 1.16 | 1.22 | 0.77 |
| NAICS 23821 Electrical and wiring contractors   | 0    | 0.26 | 0.25 | 0.4  | 0.45 |
| NAICS 52421 Insurance agencies and brokerages   | 0.44 | 0.4  | 0.35 | 0.39 | 0.42 |
| NAICS 53131 Real estate property managers   | 0    | 0    | 0    | 0    | 0.33 |
| NAICS 61171 Educational support services  | 0    | 0    | 0    | 0    | 0.33 |
| NAICS 62121 Offices of dentists   | 0.52 | 0.47 | 0.44 | 0.45 | 0.24 |
| NAICS 62419 Other individual and family services  | 0    | 0    | 0    | 0    | 0.18 |
| NAICS 54161 Management consulting services  | 0    | 0    | 0.08 | 0.06 | 0.06 |

<sup>21</sup> (Bureau of Labor Statistics, 2024)

**Table 12. Top Location Quotients By NAICS 6-digit Sector, Cibola County,  
2019-2023<sup>22</sup>**

| Industry Title   | 2019 | 2020 | 2021 | 2022  | 2023  |
|--|------|------|------|-------|-------|
| NAICS 721211 Rv (recreational vehicle) parks and campgrounds   | 0    | 0    | 0    | 13.02 | 14.05 |
| NAICS 621610 Home health care services   | 7.93 | 7.78 | 8.2  | 8.16  | 7.96  |
| NAICS 457110 Gasoline stations with convenience stores   |      |      |      | 3.27  | 3.4   |
| NAICS 624120 Services for the elderly and persons with disabilities  | 3.82 | 3.48 | 3.64 | 3.67  | 2.92  |
| NAICS 721110 Hotels (except casino hotels) and motels  | 0    | 0    | 0    | 0     | 2.07  |
| NAICS 522291 Consumer lending  | 3.2  | 2.54 | 1.99 | 1.94  | 1.97  |
| NAICS 722513 Limited-service restaurants   | 1.05 | 0.97 | 1.19 | 1.33  | 1.38  |
| NAICS 624410 Child care services   | 1.69 | 1.36 | 1.18 | 1.45  | 1.31  |
| NAICS 811310 Commercial and industrial machinery and equipment (except automotive and electronic) repair and maintenance | 1.26 | 1.1  | 1.16 | 1.22  | 0.77  |
| NAICS 722511 Full-service restaurants  | 0.7  | 0.56 | 0    | 0     | 0.48  |
| NAICS 524210 Insurance agencies and brokerages   | 0.44 | 0.4  | 0.35 | 0.39  | 0.42  |
| NAICS 611710 Educational support services  | 0    | 0    | 0    | 0     | 0.33  |
| NAICS 621210 Offices of dentists   | 0.52 | 0.47 | 0.44 | 0.45  | 0.24  |
| NAICS 624190 Other individual and family services  | 0    | 0    | 0    | 0     | 0.18  |

<sup>22</sup> (Bureau of Labor Statistics, 2024)

**Table 13. Private Employment Percentages by NAICS Sector, Cibola County and selected comparisons, 2019-2023**

| Industry Title  | Cibola County | New Mexico | United States |
|---|---------------|------------|---------------|
| NAICS 11 Agriculture, forestry, fishing and hunting                               | 1%            | 1%         | 1%            |
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 13%           | 4%         | 0%            |
| NAICS 22 Utilities  | 3%            | 1%         | 0%            |
| NAICS 23 Construction   | 4%            | 8%         | 6%            |
| NAICS 31-33 Manufacturing   | 1%            | 4%         | 10%           |
| NAICS 42 Wholesale trade  | 5%            | 3%         | 5%            |
| NAICS 44-45 Retail trade  | 32%           | 14%        | 12%           |
| NAICS 48-49 Transportation and warehousing  | 1%            | 4%         | 5%            |
| NAICS 51 Information  | 0%            | 2%         | 2%            |
| NAICS 52 Finance and insurance  | 3%            | 3%         | 5%            |
| NAICS 53 Real estate and rental and leasing                                       | 1%            | 2%         | 2%            |
| NAICS 54 Professional, scientific, and technical services                         | 0%            | 10%        | 8%            |
| NAICS 55 Management of companies and enterprises                                  | 0%            | 1%         | 2%            |
| NAICS 56 Administrative and support and waste management and remediation services | 10%           | 7%         | 7%            |
| NAICS 61 Educational services   | 0%            | 2%         | 2%            |
| NAICS 62 Health care and social assistance  | 0%            | 18%        | 16%           |
| NAICS 71 Arts, entertainment, and recreation                                      | 1%            | 2%         | 2%            |
| NAICS 72 Accommodation and food services  | 22%           | 13%        | 11%           |
| NAICS 81 Other services (except public administration)                            | 2%            | 3%         | 4%            |
| Total   | 100%          | 100%       | 100%          |

**Table 14. Employment by Employer Type, Cibola County, 2019-2023**

| Industry Title     | 2019  | 2020  | 2021  | 2022  | 2023  | Δ    | %Δ   |
|--------------------|-------|-------|-------|-------|-------|------|------|
| Private            | 4,673 | 4,502 | 4,332 | 4,076 | 4,188 | -485 | -10% |
| Local Government   | 2,211 | 1,712 | 1,623 | 1,813 | 1,837 | -374 | -17% |
| State Government   | 353   | 359   | 454   | 488   | 509   | +157 | +44% |
| Federal Government | 250   | 271   | 216   | 196   | 203   | -46  | -18% |
| Grand Total        | 7,487 | 6,844 | 6,625 | 6,573 | 6,739 | -748 | -10% |

**Table 15. Private Employment by NAICS Sector, Cibola County, 2019-2023**

| Industry Title  | 2019 | 2020 | 2021 | 2022 | 2023 | Δ    | %Δ    |
|---|------|------|------|------|------|------|-------|
| NAICS 11 Agriculture, forestry, fishing, and hunting                              | 0    | 0    | 24   | 47   | 34   | +34  |       |
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 0    | 0    | 304  | 336  | 352  | +352 |       |
| NAICS 22 Utilities  | 71   | 71   | 0    | 79   | 82   | +11  | +15%  |
| NAICS 23 Construction   | 110  | 390  | 262  | 115  | 109  | -1   | -1%   |
| NAICS 31-33 Manufacturing   | 88   | 71   | 68   | 68   | 29   | -59  | -67%  |
| NAICS 42 Wholesale trade  | 126  | 125  | 126  | 130  | 133  | +7   | +6%   |
| NAICS 44-45 Retail trade  | 773  | 753  | 815  | 838  | 843  | +70  | +9%   |
| NAICS 48-49 Transportation and warehousing  | 41   | 44   | 0    | 30   | 39   | -2   | -5%   |
| NAICS 51 Information  | 11   | 0    | 0    | 0    | 13   | +2   | +18%  |
| NAICS 52 Finance and insurance  | 94   | 90   | 84   | 91   | 85   | -9   | -10%  |
| NAICS 53 Real estate and rental and leasing                                       | 23   | 22   | 21   | 23   | 18   | -5   | -22%  |
| NAICS 54 Professional, scientific, and technical services                         | 69   | 0    | 0    | 65   | 0    | -69  | -100% |
| NAICS 55 Management of companies and enterprises                                  | 9    | 0    | 0    | 7    | 0    | -9   | -100% |
| NAICS 56 Administrative and support and waste management and remediation services | 465  | 419  | 364  | 239  | 268  | -197 | -42%  |
| NAICS 61 Educational services   | 0    | 128  | 0    | 0    | 0    | +0   |       |
| NAICS 62 Health care and social assistance  | 0    | 1436 | 0    | 0    | 0    | +0   |       |
| NAICS 71 Arts, entertainment, and recreation                                      | 19   | 0    | 0    | 14   | 19   | +0   | +0%   |
| NAICS 72 Accommodation and food services  | 630  | 0    | 0    | 520  | 571  | -59  | -9%   |
| NAICS 81 Other services (except public administration)                            | 66   | 0    | 0    | 0    | 60   | -6   | -9%   |
| Total   | 2595 | 3549 | 2068 | 2602 | 2655 | +60  | +2%   |

**Table 16. Private Employment Percentages by NAICS Sector, Cibola County,  
2019-2023**

| <b>Industry Title</b>   | <b>2019</b> | <b>2020</b> | <b>2021</b> | <b>2022</b> | <b>2023</b> |
|---|-------------|-------------|-------------|-------------|-------------|
| NAICS 11 Agriculture, forestry, fishing and hunting                               | 0%          | 0%          | 1%          | 2%          | 1%          |
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 0%          | 0%          | 15%         | 13%         | 13%         |
| NAICS 22 Utilities  | 3%          | 2%          | 0%          | 3%          | 3%          |
| NAICS 23 Construction   | 4%          | 11%         | 13%         | 4%          | 4%          |
| NAICS 31-33 Manufacturing   | 3%          | 2%          | 3%          | 3%          | 1%          |
| NAICS 42 Wholesale trade  | 5%          | 4%          | 6%          | 5%          | 5%          |
| NAICS 44-45 Retail trade  | 30%         | 21%         | 39%         | 32%         | 32%         |
| NAICS 48-49 Transportation and warehousing  | 2%          | 1%          | 0%          | 1%          | 1%          |
| NAICS 51 Information  | 0%          | 0%          | 0%          | 0%          | 0%          |
| NAICS 52 Finance and insurance  | 4%          | 3%          | 4%          | 4%          | 3%          |
| NAICS 53 Real estate and rental and leasing                                       | 1%          | 1%          | 1%          | 1%          | 1%          |
| NAICS 54 Professional, scientific, and technical services                         | 3%          | 0%          | 0%          | 3%          | 0%          |
| NAICS 55 Management of companies and enterprises                                  | 0%          | 0%          | 0%          | 0%          | 0%          |
| NAICS 56 Administrative and support and waste management and remediation services | 18%         | 12%         | 18%         | 9%          | 10%         |
| NAICS 61 Educational services   | 0%          | 4%          | 0%          | 0%          | 0%          |
| NAICS 62 Health care and social assistance  | 0%          | 40%         | 0%          | 0%          | 0%          |
| NAICS 71 Arts, entertainment, and recreation                                      | 1%          | 0%          | 0%          | 1%          | 1%          |
| NAICS 72 Accommodation and food services  | 24%         | 0%          | 0%          | 20%         | 22%         |
| NAICS 81 Other services (except public administration)                            | 3%          | 0%          | 0%          | 0%          | 2%          |
| <b>Total</b>  | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> |

**Table 17. Employment by Employer Type, New Mexico, 2019-2023**

| Industry Title     | 2019           | 2020           | 2021           | 2022           | 2023           | Δ              | %Δ         |
|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------|
| Private            | 658,241        | 609,323        | 626,528        | 660,670        | 678,095        | +19,854        | +3%        |
| Local Government   | 102,413        | 95,167         | 92,910         | 96,124         | 99,594         | -2,819         | -3%        |
| State Government   | 46,981         | 47,137         | 47,000         | 46,763         | 48,057         | +1,076         | +2%        |
| Federal Government | 29,039         | 30,144         | 29,583         | 29,307         | 29,867         | +828           | +3%        |
| <b>Total</b>       | <b>836,674</b> | <b>781,771</b> | <b>796,021</b> | <b>832,864</b> | <b>855,613</b> | <b>+18,939</b> | <b>+2%</b> |

**Table 18. Private Employment by NAICS Sector, New Mexico, 2019-2023**

| Industry Title  | 2019           | 2020           | 2021           | 2022           | 2023           | Δ              | %Δ         |
|---|----------------|----------------|----------------|----------------|----------------|----------------|------------|
| NAICS 11 Agriculture, forestry, fishing and hunting                               | 10,992         | 10,477         | 10,116         | 10,181         | 9,505          | -1,487         | -14%       |
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 25,957         | 19,994         | 18,531         | 21,166         | 23,546         | -2,411         | -9%        |
| NAICS 22 Utilities  | 4,222          | 4,160          | 4,244          | 4,195          | 4,250          | +28            | +1%        |
| NAICS 23 Construction   | 50,153         | 48,577         | 47,755         | 49,831         | 52,995         | +2,842         | +6%        |
| NAICS 31-33 Manufacturing   | 28,514         | 27,201         | 27,680         | 28,969         | 28,668         | +154           | +1%        |
| NAICS 42 Wholesale trade  | 21,416         | 20,202         | 19,715         | 20,505         | 20,965         | -451           | -2%        |
| NAICS 44-45 Retail trade  | 89,760         | 86,526         | 90,307         | 93,070         | 94,480         | +4,720         | +5%        |
| NAICS 48-49 Transportation and warehousing  | 19,733         | 19,373         | 20,721         | 24,683         | 24,229         | +4,496         | +23%       |
| NAICS 51 Information  | 11,166         | 9,076          | 10,318         | 10,777         | 10,223         | -943           | -8%        |
| NAICS 52 Finance and insurance  | 23,078         | 22,567         | 22,187         | 22,700         | 22,584         | -494           | -2%        |
| NAICS 53 Real estate and rental and leasing                                       | 10,721         | 10,041         | 9,869          | 10,364         | 10,462         | -259           | -2%        |
| NAICS 54 Professional, scientific, and technical services                         | 59,946         | 60,225         | 61,543         | 64,192         | 68,156         | +8,210         | +14%       |
| NAICS 55 Management of companies and enterprises                                  | 5,817          | 5,560          | 5,442          | 5,676          | 5,153          | -664           | -11%       |
| NAICS 56 Administrative and support and waste management and remediation services | 45,716         | 41,922         | 44,160         | 46,729         | 46,689         | +973           | +2%        |
| NAICS 61 Educational services   | 9,710          | 8,935          | 9,669          | 10,783         | 11,361         | +1,651         | +17%       |
| NAICS 62 Health care and social assistance  | 120,471        | 117,524        | 119,137        | 120,914        | 123,842        | +3,371         | +3%        |
| NAICS 71 Arts, entertainment, and recreation                                      | 10,852         | 7,067          | 8,670          | 10,051         | 10,849         | -3             | -0%        |
| NAICS 72 Accommodation and food services  | 88,804         | 71,473         | 77,191         | 85,379         | 88,876         | +72            | +0%        |
| NAICS 81 Other services (except public administration)                            | 21,214         | 18,424         | 19,275         | 20,507         | 21,263         | +49            | +0%        |
| <b>Total</b>  | <b>658,242</b> | <b>609,324</b> | <b>626,530</b> | <b>660,672</b> | <b>678,096</b> | <b>+19,854</b> | <b>+3%</b> |

**Table 19. Private Employment Percentages by NAICS Sector, New Mexico,  
2019-2023**

| Industry Title  | 2019        | 2020        | 2021        | 2022        | 2023        |
|---|-------------|-------------|-------------|-------------|-------------|
| NAICS 11 Agriculture, forestry, fishing and hunting                               | 2%          | 2%          | 2%          | 2%          | 1%          |
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 4%          | 3%          | 3%          | 3%          | 3%          |
| NAICS 22 Utilities  | 1%          | 1%          | 1%          | 1%          | 1%          |
| NAICS 23 Construction   | 8%          | 8%          | 8%          | 8%          | 8%          |
| NAICS 31-33 Manufacturing   | 4%          | 4%          | 4%          | 4%          | 4%          |
| NAICS 42 Wholesale trade  | 3%          | 3%          | 3%          | 3%          | 3%          |
| NAICS 44-45 Retail trade  | 14%         | 14%         | 14%         | 14%         | 14%         |
| NAICS 48-49 Transportation and warehousing  | 3%          | 3%          | 3%          | 4%          | 4%          |
| NAICS 51 Information  | 2%          | 1%          | 2%          | 2%          | 2%          |
| NAICS 52 Finance and insurance  | 4%          | 4%          | 4%          | 3%          | 3%          |
| NAICS 53 Real estate and rental and leasing                                       | 2%          | 2%          | 2%          | 2%          | 2%          |
| NAICS 54 Professional, scientific, and technical services                         | 9%          | 10%         | 10%         | 10%         | 10%         |
| NAICS 55 Management of companies and enterprises                                  | 1%          | 1%          | 1%          | 1%          | 1%          |
| NAICS 56 Administrative and support and waste management and remediation services | 7%          | 7%          | 7%          | 7%          | 7%          |
| NAICS 61 Educational services   | 1%          | 1%          | 2%          | 2%          | 2%          |
| NAICS 62 Health care and social assistance  | 18%         | 19%         | 19%         | 18%         | 18%         |
| NAICS 71 Arts, entertainment, and recreation                                      | 2%          | 1%          | 1%          | 2%          | 2%          |
| NAICS 72 Accommodation and food services  | 13%         | 12%         | 12%         | 13%         | 13%         |
| NAICS 81 Other services (except public administration)                            | 3%          | 3%          | 3%          | 3%          | 3%          |
| <b>Total</b>  | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> |



**Table 20. Employment by Employer Type, United States, 2019-2023**

| Industry Title     | 2019               | 2020               | 2021               | 2022               | 2023               | Δ                 | %Δ         |
|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|------------|
| Private            | 126,358,744        | 117,940,012        | 122,692,752        | 128,718,060        | 131,240,997        | +4,882,253        | +4%        |
| Local Government   | 14,256,068         | 13,642,800         | 13,639,809         | 13,902,642         | 14,259,427         | +3,359            | +0%        |
| State Government   | 4,666,127          | 4,592,926          | 4,543,980          | 4,541,346          | 4,657,178          | -8,949            | -0%        |
| Federal Government | 2,824,154          | 2,928,036          | 2,882,603          | 2,863,607          | 2,929,928          | +105,774          | +4%        |
| <b>Total</b>       | <b>148,105,093</b> | <b>139,103,774</b> | <b>143,759,144</b> | <b>150,025,655</b> | <b>153,087,530</b> | <b>+4,982,437</b> | <b>+3%</b> |

**Table 21. Private Employment by NAICS Sector, United States, 2019-2023**

| Industry Title  | 2019               | 2020               | 2021               | 2022               | 2023               | Δ                 | %Δ         |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|------------|
| NAICS 11 Agriculture, forestry, fishing and hunting                               | 1,263,160          | 1,241,147          | 1,246,927          | 1,258,501          | 1,251,522          | -11,638           | -1%        |
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 675,094            | 540,312            | 512,611            | 555,956            | 583,861            | -91,233           | -14%       |
| NAICS 22 Utilities  | 548,712            | 543,628            | 543,373            | 553,841            | 575,386            | +26,674           | +5%        |
| NAICS 23 Construction   | 7,451,476          | 7,203,279          | 7,413,458          | 7,714,898          | 7,941,364          | +489,888          | +7%        |
| NAICS 31-33 Manufacturing   | 12,776,157         | 12,083,479         | 12,299,558         | 12,759,129         | 12,866,643         | +90,486           | +1%        |
| NAICS 42 Wholesale trade  | 5,883,948          | 5,620,470          | 5,695,101          | 5,976,790          | 6,099,085          | +215,137          | +4%        |
| NAICS 44-45 Retail trade  | 15,602,881         | 14,758,276         | 15,345,787         | 15,479,044         | 15,525,880         | -77,001           | -0%        |
| NAICS 48-49 Transportation and warehousing  | 5,491,748          | 5,547,576          | 5,958,600          | 6,418,254          | 6,439,264          | +947,516          | +17%       |
| NAICS 51 Information  | 2,849,185          | 2,709,771          | 2,838,225          | 3,049,543          | 2,975,637          | +126,452          | +4%        |
| NAICS 52 Finance and insurance  | 6,027,485          | 6,045,347          | 6,146,600          | 6,257,678          | 6,286,955          | +259,470          | +4%        |
| NAICS 53 Real estate and rental and leasing                                       | 2,292,359          | 2,160,951          | 2,219,856          | 2,345,386          | 2,388,665          | +96,306           | +4%        |
| NAICS 54 Professional, scientific, and technical services                         | 9,542,312          | 9,458,657          | 9,894,940          | 10,540,481         | 10,726,898         | +1,184,586        | +12%       |
| NAICS 55 Management of companies and enterprises                                  | 2,407,183          | 2,318,008          | 2,341,133          | 2,503,466          | 2,548,692          | +141,509          | +6%        |
| NAICS 56 Administrative and support and waste management and remediation services | 9,284,487          | 8,547,956          | 9,056,359          | 9,535,918          | 9,329,814          | +45,327           | +0%        |
| NAICS 61 Educational services   | 2,937,234          | 2,727,068          | 2,827,338          | 2,996,380          | 3,122,317          | +185,083          | +6%        |
| NAICS 62 Health care and social assistance  | 20,184,056         | 19,550,905         | 19,867,994         | 20,353,997         | 21,263,545         | +1,079,489        | +5%        |
| NAICS 71 Arts, entertainment, and recreation                                      | 2,426,459          | 1,727,920          | 1,977,729          | 2,308,345          | 2,484,357          | +57,898           | +2%        |
| NAICS 72 Accommodation and food services  | 14,030,794         | 11,072,658         | 12,151,343         | 13,410,463         | 13,955,389         | -75,405           | -1%        |
| NAICS 81 Other services (except public administration)                            | 4,553,161          | 3,944,955          | 4,146,306          | 4,404,912          | 4,560,949          | +7,788            | +0%        |
| NAICS 99 Unclassified   | 130,853            | 137,650            | 209,516            | 295,078            | 314,774            | +183,921          | +141%      |
| <b>Total</b>  | <b>126,358,744</b> | <b>117,940,013</b> | <b>122,692,754</b> | <b>128,718,060</b> | <b>131,240,997</b> | <b>+4,882,253</b> | <b>+4%</b> |

**Table 22. Private Employment Percentages by NAICS Sector, United States, 2019-2023**

| Industry Title  | 2019        | 2020        | 2021        | 2022        | 2023        |
|---|-------------|-------------|-------------|-------------|-------------|
| NAICS 11 Agriculture, forestry, fishing and hunting                               | 1%          | 1%          | 1%          | 1%          | 1%          |
| NAICS 21 Mining, quarrying, and oil and gas extraction                            | 1%          | 0%          | 0%          | 0%          | 0%          |
| NAICS 22 Utilities  | 0%          | 0%          | 0%          | 0%          | 0%          |
| NAICS 23 Construction   | 6%          | 6%          | 6%          | 6%          | 6%          |
| NAICS 31-33 Manufacturing   | 10%         | 10%         | 10%         | 10%         | 10%         |
| NAICS 42 Wholesale trade  | 5%          | 5%          | 5%          | 5%          | 5%          |
| NAICS 44-45 Retail trade  | 12%         | 13%         | 13%         | 12%         | 12%         |
| NAICS 48-49 Transportation and warehousing  | 4%          | 5%          | 5%          | 5%          | 5%          |
| NAICS 51 Information  | 2%          | 2%          | 2%          | 2%          | 2%          |
| NAICS 52 Finance and insurance  | 5%          | 5%          | 5%          | 5%          | 5%          |
| NAICS 53 Real estate and rental and leasing                                       | 2%          | 2%          | 2%          | 2%          | 2%          |
| NAICS 54 Professional, scientific, and technical services                         | 8%          | 8%          | 8%          | 8%          | 8%          |
| NAICS 55 Management of companies and enterprises                                  | 2%          | 2%          | 2%          | 2%          | 2%          |
| NAICS 56 Administrative and support and waste management and remediation services | 7%          | 7%          | 7%          | 7%          | 7%          |
| NAICS 61 Educational services   | 2%          | 2%          | 2%          | 2%          | 2%          |
| NAICS 62 Health care and social assistance  | 16%         | 17%         | 16%         | 16%         | 16%         |
| NAICS 71 Arts, entertainment, and recreation                                      | 2%          | 1%          | 2%          | 2%          | 2%          |
| NAICS 72 Accommodation and food services  | 11%         | 9%          | 10%         | 10%         | 11%         |
| NAICS 81 Other services (except public administration)                            | 4%          | 3%          | 3%          | 3%          | 3%          |
| NAICS 99 Unclassified   | 0%          | 0%          | 0%          | 0%          | 0%          |
| <b>Total</b>  | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> |

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