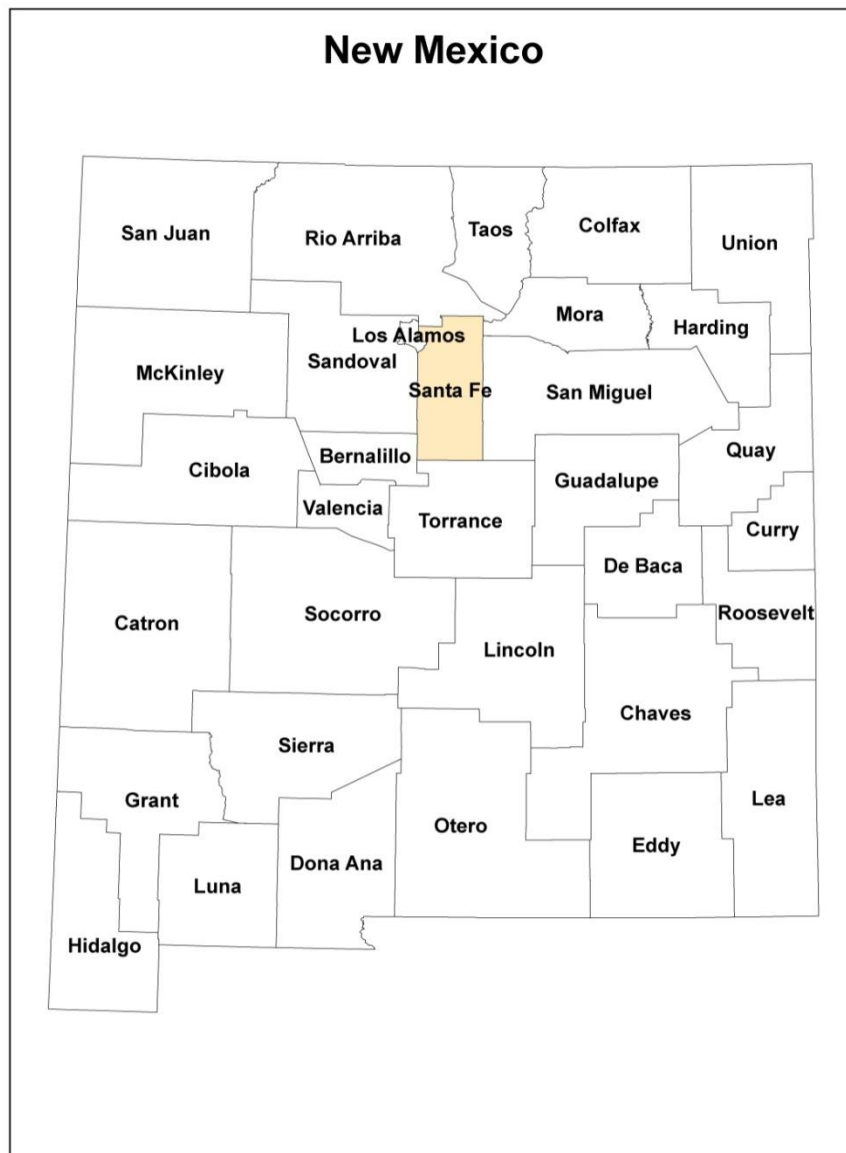


**The Economic Base of Santa Fe County, NM**

**PREPARED BY: Arrowhead Center,  
New Mexico State University**

**DATE: July 2020**



## The Economic Base of Santa Fe County, New Mexico

### Introduction

This report is one of 35 economic base studies prepared by New Mexico State University's (NMSU) Arrowhead Center. Of the 35 reports, 33 describe the economic base of New Mexico's counties. There are separate reports for the State of New Mexico and for the Albuquerque Metropolitan Statistical Area (MSA). New Mexico has three additional MSAs (Las Cruces, Santa Fe, and Farmington), all of which are single county MSAs; separate reports for these MSAs were not prepared. All 35 reports may be found at <http://arrowheadcenter.nmsu.edu/economic-and-policy-studies/>.

The reports have been prepared under the direction of James Peach. Erin Sumner, a graduate student in the NMSU Doctorate of Economic Development program, did much of the work on the updates. Comments and suggestions are welcome and are to be sent to [jpeach@nmsu.edu](mailto:jpeach@nmsu.edu). Our intent is to update these reports on an annual basis.

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

The specific purposes of economic base studies include:

- Understand regional economic growth
- Make short and long-term forecasts
- Identify potential growth sectors
- Identify potential problem areas

According to economic base theory, any local economy may be divided into basic and non-basic industries. This theory also suggests that economic growth depends on sectors that export goods and services out of the region (basic industries), as opposed to those businesses whose services remain local, (non-basic industries). Basic industries promote local economic growth by bringing jobs and income into the local economy. Non-basic industries serve local residents and provide support to basic industries.

An industry classified as basic in one region may be identified as non-basic in another region. One common means of identifying local basic activity is through the use of location quotients (LQs). LQs are calculated as a single industry's percent of total local employment divided by that industry's percent of total state or national employment. For example, an LQ for a single New Mexico industry (industry j) may be calculated as follows:

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

The LQ serves to illustrate the relative importance in the level of the local employment of that sector with respect to the benchmark economy, state or national. An LQ greater than 1.0 indicates that a particular industry employs proportionately more workers locally than it does at the state or national level. Conversely, an LQ of less than 1.0 indicates that the industry of note employs fewer workers locally as compared to the state or national average. For additional information on LQs, see <http://arrowheadcenter.nmsu.edu/wp-content/uploads/2015/06/WhatisaLocationQuotient.pdf>.

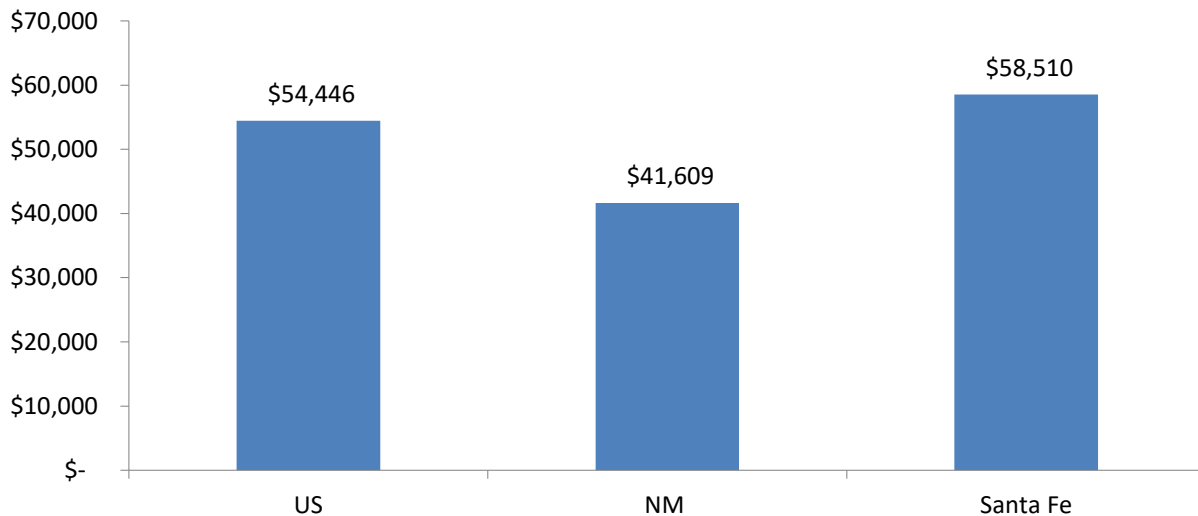
In this report, LQs are calculated for industries within Santa Fe County with the national employment as the basis for comparison (see Table 1). Additionally, LQs using employment for the state of New Mexico as benchmark are included (see Table 2). In this report, basic industries are identified using general knowledge about the structure of the local economy combined with LQs greater than 1.0. LQs are described for the most recent year for which data were available and for the four preceding years (2014-2018). The data used in this report are from the U.S. Department of Commerce, Bureau of Economic Analysis (BEA) which can be found at [www.bea.gov](http://www.bea.gov).

## Santa Fe County, New Mexico

Santa Fe County is located in northern central New Mexico and contains 1,909.41 square miles, or 1.57 percent of the land area in New Mexico. In 2018, Santa Fe County was the 3<sup>rd</sup> most populated county in the state of New Mexico with a population of 150,056 or 7.16 percent of the state total. In 2018, the City of Santa Fe, which serves as the capital to the state of New Mexico, had a population of 84,605 representing 56.38 percent of the county's population. Between 2014 and 2018, Santa Fe County's population increased by 1.51 percent, while New Mexico's population increased by 0.24 percent and the nation's population increased by 2.76 percent during the same period.

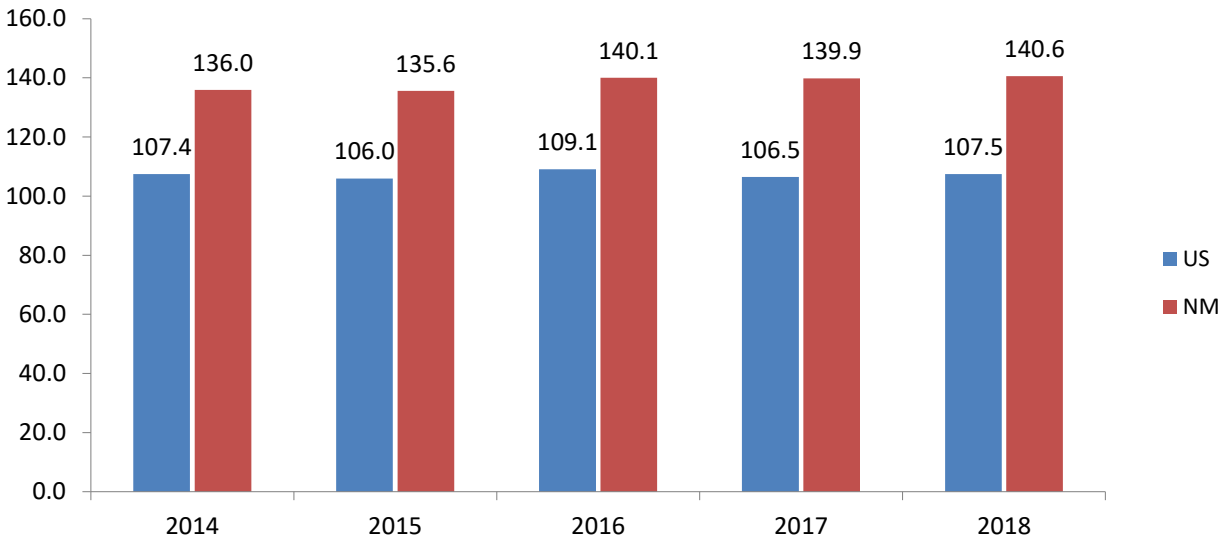
In 2018, per capita personal income in Santa Fe County was \$58,510 (See Figure 1). Per capita personal income for Santa Fe County in 2018 was 140.62 percent of the corresponding state figure of \$41,609 and 107.46 percent of the national average of \$54,446. (See Figure 2).

**Figure 1. Per Capita Personal Income: Santa Fe County (2018)**



Per capita income in Santa Fe County increased by 15.73 percent between 2014 and 2018, compared to the state percent growth rate of 11.91 percent and the nation's per capita income percent growth rate of 15.70 percent.

**Figure 2. Per Capita Personal Income of Santa Fe County as a Percent of U.S. and New Mexico (2014-2018)**



Total employment in Santa Fe County was 95,089 in 2018. Between 2014 and 2018, total employment in Santa Fe County increased by 1.94 percent, compared to the state figure of 2.93 percent and the national figure of 7.79 percent. The Santa Fe County employment to population ratio was 0.63. This was a higher employment to population ratio for the county compared to New Mexico (0.53) and United States (0.61). This reflects the number of commuting workers mainly from surrounding counties for employment purposes to Santa Fe County, mainly to the City of Santa Fe.

In 2018, 82.52 percent of all employment in Santa Fe County was in the private sector. Government and Government Enterprises accounted for 16.69 percent and Farm employment accounted for 0.79 percent of the total employment in the county. State government was the largest employer in the public sector with 7.82 percent of employment, followed by 7.48 percent for Local government. Federal/civilian employment accounted for 0.99 percent while Military employment accounted for 0.41 percent. In the private sector, the industries with the highest percentages of total employment included: Healthcare and Social Assistance (11.97 percent), Accommodation and Food Services (10.91), and Retail Trade (10.75 percent). Santa Fe County employment by sector is displayed in Table 1.

## **Basic and Non-Basic Industries in Santa Fe County, New Mexico**

Table 2 contains LQs for Santa Fe County from 2014 to 2018 calculated using data for the United States as basis of comparison. Table 3 contains LQs for Santa Fe County from 2014 to 2018 calculated with respect to the state of New Mexico. For the purposes of this report, an LQ greater than 1.0 with respect to the U.S. employment is considered a basic industry. Sectors with LQs greater than 1.0 have been shaded.

Within the private sector, tourism is considered important to the economic base of Santa Fe County as reflected in the LQs above 1.0 for the following: Arts, Entertainment, and Recreation (2.32), Accommodation and Food Services (1.45), and Real Estate and Rental and Leasing (1.15). All three are considered basic economic activities.

Professional, Scientific, and Technical Services with an LQ of 1.14 in 2018 is considered a basic industry for Santa Fe County. Mining is also considered a basic industry in Santa Fe County. In 2018, this industry had an LQ of 1.41, reflecting the employment base of the Ortiz Mine Grant. Ortiz Mine Grant is a 90-square mile gold mine located 25 miles south of City of Santa Fe.

In 2018, other sectors in the private sector with LQs higher than 1.0 include Retail Trade with an LQ of 1.12, Other Services Except Public Administration with an LQ of 1.20, Educational services with an LQ of 1.09, Information with an LQ of 1.03, and Healthcare and Social Assistance with an LQ of 1.06. However, for Santa Fe County these industries are considered non-basic or support industries.

For the public sector, the entry labeled Government and Government Enterprises is the aggregate figure of all government levels listed as government categories. In 2018, State government with an LQ of 2.91 and LQs greater than 2.91 in all years considered in this analysis is considered a basic industry. State employment in Santa Fe is important, because the City of Santa Fe serves as the Capital of the State of New Mexico and the Seat of State Government.

Local government had an LQ of 1.04 for 2018. However, local government is generally categorized as non-basic given that all local governments collect taxes from residents to provide for the services to the community, including employment. Following this practice, local government for Santa Fe County will be considered a non-basic industry.

The data for 2018 suggest that in Santa Fe County, the following industries are to be considered basic:

1. State government employment, accounted for 7,433 jobs.
2. Accommodation and Food Services, accounted for 10,371 jobs.
3. Professional, Scientific, and Technical Services, accounted for 7,677 jobs.
4. Real Estate and Rental and Leasing, accounted for 5,195 jobs.
5. Arts, Entertainment, and Recreation, accounted for 5,149 jobs.
6. Mining, accounted for 904 jobs.

It is common in economic base studies to calculate an export-base employment multiplier. This employment multiplier is obtained by dividing total employment in Santa Fe County by total employment in the basic sectors. In Santa Fe County, the multiplier is equal to 2.59 (95,089/36,729). This ratio suggests that any additional basic sector job in Santa Fe County would be associated with additional 2.59 non-basic sector jobs. The export base multiplier (2.59) calculated above reinforces the importance of basic (exporting) industries to the economy of Santa Fe County. In general terms, this employment multiplier is not to be compared to employment multipliers included in economic impact analysis tools including RIMS, REMI, and IMPLAN.

Local economic development policy actions such as the creation of industrial parks, tax abatement and financing, and workforce development projects are often used by local communities to expand an area's economic base. The development of a community economic development plan is to include the appropriate combination of policies, which often result from public and private sector interaction.

### **Changes from Prior Year**

This document has been revised to reflect data figures obtained from the BEA for economic data and the U.S. Census for population data. Santa Fe County increased in population from 149,617 in 2017 to 150,056 in 2018, representing a 0.29 percent increase. In 2018, per capita personal income in Santa Fe County was \$58,510, an increase of 5.86 percent

from \$55,273 in 2017. Total employment increased by 1.36 percent from 2017 to 2018, representing 1,276 added jobs.

**Tables 1 to 10 appear on pages 8-17**



| <b>Table 1: Santa Fe Employment by Industry 2014-2018</b> |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
| <b>Number of jobs by industry</b>                         | <b>2014</b>   | <b>2015</b>   | <b>2016</b>   | <b>2017</b>   | <b>2018</b>   |
| <b>By type</b>  |               |               |               |               |               |
| Wage and salary employment                                | 64299         | 65416         | 65290         | 64785         | 65372         |
| Proprietors employment                                    | 28982         | 28986         | 29231         | 29028         | 29717         |
| Farm proprietors employment                               | 603           | 607           | 606           | 607           | 600           |
| Nonfarm proprietors employment 2/                         | 28379         | 28379         | 28625         | 28421         | 29117         |
| <b>By industry</b>  |               |               |               |               |               |
| Farm employment   | 740           | 758           | 775           | 759           | 751           |
| Nonfarm employment  | 92541         | 93644         | 93746         | 93054         | 94338         |
| Private nonfarm employment                                | 74989         | 76292         | 77487         | 77216         | 78466         |
| Forestry, fishing, and related activities                 | 185           | 176           | 195           | 205           | 225           |
| Mining  | 1057          | 1235          | 1244          | 955           | 904           |
| Utilities   | 139           | 156           | 173           | 142           | N/A           |
| Construction  | 4582          | 4478          | 4581          | 4665          | N/A           |
| Manufacturing   | 1629          | 1661          | 1703          | 1757          | N/A           |
| Wholesale trade   | 1582          | 1690          | 1445          | 1435          | 1400          |
| Retail trade  | 10889         | 10743         | 10582         | 10247         | 10224         |
| Transportation and warehousing                            | 948           | 945           | 1012          | 1231          | N/A           |
| Information   | 1498          | 1490          | 1596          | 1634          | 1690          |
| Finance and insurance                                     | 3448          | 3349          | 3356          | 3248          | 3286          |
| Real estate and rental and leasing                        | 5141          | 5081          | 5077          | 5033          | 5195          |
| Professional, scientific, and technical services          | 7159          | 7371          | 7315          | 7466          | 7677          |
| Management of companies and enterprises                   | 256           | 303           | 343           | 356           | 398           |
| Administrative and waste management services              | 3523          | 3438          | 3739          | 3867          | 3769          |
| Educational services                                      | 2732          | 2778          | 2936          | 2642          | 2469          |
| Health care and social assistance                         | 10327         | 11092         | 11269         | 11207         | 11382         |
| Arts, entertainment, and recreation                       | 4663          | 4635          | 4667          | 4861          | 5149          |
| Accommodation and food services                           | 9049          | 9352          | 9904          | 10075         | 10371         |
| Other services, except public administration              | 6182          | 6319          | 6350          | 6190          | 6382          |
| Government and government enterprises                     | 17552         | 17352         | 16259         | 15838         | 15872         |
| Federal, civilian   | 950           | 950           | 979           | 988           | 940           |
| Military  | 401           | 380           | 382           | 388           | 387           |
| State and local   | 16201         | 16022         | 14898         | 14462         | 14545         |
| State government  | 9040          | 8934          | 7853          | 7636          | 7433          |
| Local government  | 7161          | 7088          | 7045          | 6826          | 7112          |
| <b>Total employment</b>                                   | <b>93,281</b> | <b>94,402</b> | <b>94,521</b> | <b>93,813</b> | <b>95,089</b> |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N

| <b>Table 2: Location Quotients for Santa Fe (US Base) 2014-2018</b> |             |             |             |             |             |
|---|-------------|-------------|-------------|-------------|-------------|
| <b>US Base</b>  | <b>2014</b> | <b>2015</b> | <b>2016</b> | <b>2017</b> | <b>2018</b> |
| <b>By type</b>  |             |             |             |             |             |
| Wage and salary employment  | 0.89        | 0.89        | 0.89        | 0.90        | 0.89        |
| Proprietors employment  | 1.39        | 1.37        | 1.38        | 1.35        | 1.35        |
| Farm proprietors employment   | 0.65        | 0.67        | 0.68        | 0.71        | 0.71        |
| Nonfarm proprietors employment                                      | 1.43        | 1.40        | 1.41        | 1.38        | 1.38        |
| <b>By industry</b>  |             |             |             |             |             |
| Farm employment   | 0.56        | 0.58        | 0.60        | 0.61        | 0.61        |
| Nonfarm employment  | 1.01        | 1.01        | 1.01        | 1.01        | 1.01        |
| Private nonfarm employment  | 0.94        | 0.94        | 0.95        | 0.95        | 0.95        |
| Forestry, fishing, and related activities                           | 0.39        | 0.39        | 0.43        | 0.46        | 0.49        |
| Mining  | 1.32        | 1.60        | 1.75        | 1.52        | 1.41        |
| Utilities   | 0.48        | 0.53        | 0.57        | 0.50        | N/A         |
| Construction  | 0.96        | 0.92        | 0.91        | 0.93        | N/A         |
| Manufacturing   | 0.25        | 0.26        | 0.27        | 0.28        | N/A         |
| Wholesale trade   | 0.47        | 0.50        | 0.46        | 0.46        | 0.46        |
| Retail trade  | 1.16        | 1.13        | 1.13        | 1.11        | 1.12        |
| Transportation and warehousing                                      | 0.30        | 0.27        | 0.28        | 0.30        | N/A         |
| Information   | 0.90        | 0.91        | 0.96        | 1.01        | 1.03        |
| Finance and insurance   | 0.72        | 0.69        | 0.67        | 0.66        | 0.67        |
| Real estate and rental and leasing                                  | 1.22        | 1.18        | 1.17        | 1.15        | 1.15        |
| Professional, scientific, and technical services                    | 1.11        | 1.11        | 1.11        | 1.13        | 1.14        |
| Management of companies and enterprises                             | 0.22        | 0.25        | 0.27        | 0.29        | 0.31        |
| Administrative and waste management services                        | 0.60        | 0.59        | 0.64        | 0.66        | 0.64        |
| Educational services  | 1.21        | 1.21        | 1.29        | 1.18        | 1.09        |
| Health care and social assistance                                   | 0.99        | 1.05        | 1.06        | 1.06        | 1.06        |
| Arts, entertainment, and recreation                                 | 2.20        | 2.21        | 2.19        | 2.26        | 2.32        |
| Accommodation and food services                                     | 1.33        | 1.35        | 1.41        | 1.43        | 1.45        |
| Other services, except public administration                        | 1.14        | 1.14        | 1.17        | 1.17        | 1.20        |
| Government and government enterprises                               | 1.46        | 1.45        | 1.37        | 1.36        | 1.37        |
| Federal, civilian   | 0.68        | 0.68        | 0.70        | 0.73        | 0.70        |
| Military  | 0.41        | 0.39        | 0.41        | 0.42        | 0.43        |
| State and local   | 1.68        | 1.67        | 1.56        | 1.54        | 1.55        |
| State government  | 3.39        | 3.37        | 3.00        | 2.98        | 2.91        |
| Local government  | 1.02        | 1.02        | 1.02        | 1.00        | 1.04        |
| <b>Total employment</b>   | <b>1.00</b> | <b>1.00</b> | <b>1.00</b> | <b>1.00</b> | <b>1.00</b> |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N and author's calculation

| <b>Table 3: Location Quotients for Santa Fe (NM Base) 2014-2018</b> |             |             |             |             |             |
|---|-------------|-------------|-------------|-------------|-------------|
| <b>NM Based</b>   | <b>2014</b> | <b>2015</b> | <b>2016</b> | <b>2017</b> | <b>2018</b> |
| <b>By type</b>  |             |             |             |             |             |
| Wage and salary employment  | 0.88        | 0.88        | 0.88        | 0.88        | 0.88        |
| Proprietors employment  | 1.46        | 1.45        | 1.46        | 1.45        | 1.45        |
| Farm proprietors employment   | 0.32        | 0.33        | 0.33        | 0.33        | 0.33        |
| Nonfarm proprietors employment                                      | 1.57        | 1.56        | 1.58        | 1.56        | 1.56        |
| <b>By industry</b>  |             |             |             |             |             |
| Farm employment   | 0.30        | 0.30        | 0.30        | 0.31        | 0.31        |
| Nonfarm employment  | 1.02        | 1.02        | 1.02        | 1.02        | 1.02        |
| Private nonfarm employment  | 1.03        | 1.03        | 1.05        | 1.05        | 1.04        |
| Forestry, fishing, and related activities                           | 0.38        | 0.37        | 0.39        | 0.40        | 0.43        |
| Mining  | 0.32        | 0.39        | 0.45        | 0.36        | 0.31        |
| Utilities   | 0.35        | 0.39        | 0.41        | 0.36        | N/A         |
| Construction  | 0.89        | 0.87        | 0.88        | 0.88        | N/A         |
| Manufacturing   | 0.56        | 0.56        | 0.59        | 0.63        | N/A         |
| Wholesale trade   | 0.64        | 0.69        | 0.66        | 0.67        | 0.67        |
| Retail trade  | 1.11        | 1.08        | 1.08        | 1.08        | 1.07        |
| Transportation and warehousing                                      | 0.43        | 0.40        | 0.44        | 0.48        | N/A         |
| Information   | 1.11        | 1.11        | 1.15        | 1.23        | 1.30        |
| Finance and insurance   | 1.15        | 1.12        | 1.09        | 1.07        | 1.07        |
| Real estate and rental and leasing                                  | 1.53        | 1.48        | 1.47        | 1.45        | 1.46        |
| Professional, scientific, and technical services                    | 1.09        | 1.10        | 1.09        | 1.09        | 1.10        |
| Management of companies and enterprises                             | 0.53        | 0.60        | 0.63        | 0.68        | 0.72        |
| Administrative and waste management services                        | 0.75        | 0.75        | 0.80        | 0.80        | 0.77        |
| Educational services  | 1.90        | 1.89        | 1.99        | 1.81        | 1.70        |
| Health care and social assistance                                   | 0.96        | 0.99        | 0.97        | 0.97        | 0.98        |
| Arts, entertainment, and recreation                                 | 2.24        | 2.21        | 2.23        | 2.26        | 2.32        |
| Accommodation and food services                                     | 1.19        | 1.20        | 1.24        | 1.26        | 1.28        |
| Other services, except public administration                        | 1.30        | 1.31        | 1.33        | 1.32        | 1.33        |
| Government and government enterprises                               | 0.97        | 0.96        | 0.90        | 0.90        | 0.91        |
| Federal, civilian   | 0.37        | 0.38        | 0.39        | 0.39        | 0.38        |
| Military  | 0.26        | 0.26        | 0.26        | 0.26        | 0.26        |
| State and local   | 1.16        | 1.14        | 1.06        | 1.06        | 1.07        |
| State government  | 1.79        | 1.75        | 1.55        | 1.56        | 1.53        |
| Local government  | 0.80        | 0.79        | 0.79        | 0.78        | 0.82        |
| <b>Total employment</b>   | <b>1.00</b> | <b>1.00</b> | <b>1.00</b> | <b>1.00</b> | <b>1.00</b> |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N and author's calculation

| <b>Table 4: Santa Fe, Total Employment by Industry 2018</b> |                   |                                    |
|---|-------------------|------------------------------------|
|   | <b>Total Jobs</b> | <b>Percent of Total Employment</b> |
| <b>By type</b>  |                   |                                    |
| Wage and salary employment                                  | 65,372            | 68.75                              |
| Proprietors employment                                      | 29,717            | 31.25                              |
| Farm proprietors employment                                 | 600               | 0.63                               |
| Nonfarm proprietors employment                              | 29,117            | 30.62                              |
| <b>By industry</b>  |                   |                                    |
| Farm employment   | 751               | 0.79                               |
| Nonfarm employment  | 94,338            | 99.21                              |
| Private nonfarm employment                                  | 78,466            | 82.52                              |
| Forestry, fishing, and related activities                   | 225               | 0.24                               |
| Mining  | 904               | 0.95                               |
| Utilities   | N/A               | N/A                                |
| Construction  | N/A               | N/A                                |
| Manufacturing   | N/A               | N/A                                |
| Wholesale trade   | 1,400             | 1.47                               |
| Retail trade  | 10,224            | 10.75                              |
| Transportation and warehousing                              | N/A               | N/A                                |
| Information   | 1,690             | 1.78                               |
| Finance and insurance                                       | 3,286             | 3.46                               |
| Real estate and rental and leasing                          | 5,195             | 5.46                               |
| Professional, scientific, and technical services            | 7,677             | 8.07                               |
| Management of companies and enterprises                     | 398               | 0.42                               |
| Administrative and waste management services                | 3,769             | 3.96                               |
| Educational services  | 2,469             | 2.60                               |
| Health care and social assistance                           | 11,382            | 11.97                              |
| Arts, entertainment, and recreation                         | 5,149             | 5.41                               |
| Accommodation and food services                             | 10,371            | 10.91                              |
| Other services, except public administration                | 6,382             | 6.71                               |
| Government and government enterprises                       | 15,872            | 16.69                              |
| Federal, civilian   | 940               | 0.99                               |
| Military  | 387               | 0.41                               |
| State and local   | 14,545            | 15.30                              |
| State government  | 7,433             | 7.82                               |
| Local government  | 7,112             | 7.48                               |
| <b>Total employment</b>                                     | <b>95,089</b>     | <b>100.00</b>                      |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N and author's calculation

| <b>Table 5: New Mexico Employment by Industry 2014-2018</b> |                  |                  |                  |                  |                  |
|---|------------------|------------------|------------------|------------------|------------------|
| <b>Number of jobs by industry</b>                           | <b>2014</b>      | <b>2015</b>      | <b>2016</b>      | <b>2017</b>      | <b>2018</b>      |
| <b>By type</b>  |                  |                  |                  |                  |                  |
| Wage and salary employment                                  | 852,638          | 859,962          | 861,216          | 862,809          | 875,574          |
| Proprietors employment                                      | 231,134          | 232,022          | 231,421          | 234,860          | 240,000          |
| Farm proprietors employment                                 | 21,557           | 21,579           | 21,534           | 21,511           | 21,243           |
| Nonfarm proprietors employment 2/                           | 209,577          | 210,443          | 209,887          | 213,349          | 218,757          |
| <b>By industry</b>  |                  |                  |                  |                  |                  |
| Farm employment   | 28,346           | 29,040           | 29,884           | 29,031           | 28,687           |
| Nonfarm employment  | 1,055,426        | 1,062,944        | 1,062,753        | 1,068,638        | 1,086,887        |
| Private nonfarm employment                                  | 845,767          | 854,456          | 854,248          | 862,552          | 881,228          |
| Forestry, fishing, and related activities                   | 5,674            | 5,541            | 5,820            | 5,989            | 6,157            |
| Mining  | 38,214           | 36,656           | 31,809           | 31,204           | 34,490           |
| Utilities   | 4,591            | 4,684            | 4,900            | 4,623            | 4,576            |
| Construction  | 59,584           | 59,707           | 60,008           | 62,061           | 64,328           |
| Manufacturing   | 34,027           | 34,157           | 33,187           | 32,562           | 33,596           |
| Wholesale trade   | 28,854           | 28,501           | 25,380           | 24,989           | 24,563           |
| Retail trade  | 113,924          | 114,887          | 113,636          | 111,466          | 111,663          |
| Transportation and warehousing                              | 25,905           | 27,245           | 26,673           | 30,016           | 32,916           |
| Information   | 15,725           | 15,587           | 16,001           | 15,491           | 15,297           |
| Finance and insurance                                       | 34,781           | 34,461           | 35,685           | 35,674           | 36,018           |
| Real estate and rental and leasing                          | 39,111           | 39,659           | 39,865           | 40,497           | 41,842           |
| Professional, scientific, and technical services            | 76,116           | 77,543           | 77,750           | 79,918           | 81,618           |
| Management of companies and enterprises                     | 5,632            | 5,875            | 6,336            | 6,143            | 6,488            |
| Administrative and waste management services                | 54,370           | 52,996           | 53,892           | 56,396           | 57,515           |
| Educational services  | 16,709           | 16,959           | 17,013           | 17,048           | 17,004           |
| Health care and social assistance                           | 124,796          | 129,722          | 134,264          | 134,791          | 135,667          |
| Arts, entertainment, and recreation                         | 24,227           | 24,245           | 24,150           | 25,154           | 26,008           |
| Accommodation and food services                             | 88,297           | 90,194           | 92,523           | 93,512           | 95,173           |
| Other services, except public administration                | 55,230           | 55,837           | 55,356           | 55,018           | 56,309           |
| Government and government enterprises                       | 209,659          | 208,488          | 208,505          | 206,086          | 205,659          |
| Federal, civilian   | 29,451           | 29,188           | 29,385           | 29,281           | 28,881           |
| Military  | 17,809           | 16,837           | 17,132           | 17,346           | 17,588           |
| State and local   | 162,399          | 162,463          | 161,988          | 159,459          | 159,190          |
| State government  | 58,771           | 58,969           | 58,707           | 57,448           | 57,079           |
| Local government  | 103,628          | 103,494          | 103,281          | 102,011          | 102,111          |
| <b>Total employment</b>                                     | <b>1,083,772</b> | <b>1,091,984</b> | <b>1,092,637</b> | <b>1,097,669</b> | <b>1,115,574</b> |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N

| <b>Table 6: United States Employment by Industry 2014-2018</b> |                    |                    |                    |                    |                    |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|
| <b>Number of jobs by industry</b>                              | <b>2014</b>        | <b>2015</b>        | <b>2016</b>        | <b>2017</b>        | <b>2018</b>        |
| <b>By type</b>   |                    |                    |                    |                    |                    |
| Wage and salary employment                                     | 144,722,000        | 147,636,000        | 149,912,000        | 151,860,000        | 154,375,000        |
| Proprietors employment   | 41,511,800         | 42,679,800         | 43,459,900         | 44,965,300         | 46,371,000         |
| Farm proprietors employment                                    | 1,840,000          | 1,829,000          | 1,818,000          | 1,802,000          | 1,790,000          |
| Nonfarm proprietors employment                                 | 39,671,800         | 40,850,800         | 41,641,900         | 43,163,300         | 44,581,000         |
| <b>By industry</b>   |                    |                    |                    |                    |                    |
| Farm employment  | 2,643,000          | 2,646,000          | 2,638,000          | 2,621,000          | 2,604,000          |
| Nonfarm employment   | 183,590,800        | 187,669,800        | 190,733,900        | 194,204,300        | 198,142,000        |
| Private nonfarm employment                                     | 159,535,800        | 163,523,800        | 166,428,900        | 169,778,300        | 173,599,000        |
| Forestry, fishing, and related activities                      | 941,000            | 915,900            | 935,200            | 938,300            | 969,400            |
| Mining   | 1,597,500          | 1,553,300          | 1,452,200          | 1,320,900          | 1,353,700          |
| Utilities  | 580,600            | 597,400            | 622,000            | 590,800            | 589,700            |
| Construction   | 9,564,300          | 9,844,900          | 10,322,100         | 10,557,000         | 10,973,300         |
| Manufacturing  | 12,907,600         | 13,076,600         | 13,131,900         | 13,235,200         | 13,501,300         |
| Wholesale trade  | 6,719,600          | 6,817,100          | 6,463,400          | 6,492,900          | 6,422,200          |
| Retail trade   | 18,713,100         | 19,092,300         | 19,195,500         | 19,345,100         | 19,307,500         |
| Transportation and warehousing                                 | 6,282,400          | 6,932,700          | 7,418,200          | 8,520,900          | 9,364,300          |
| Information  | 3,327,000          | 3,316,400          | 3,384,900          | 3,404,500          | 3,460,100          |
| Finance and insurance  | 9,621,000          | 9,845,600          | 10,188,400         | 10,250,300         | 10,394,600         |
| Real estate and rental and leasing                             | 8,405,800          | 8,668,300          | 8,868,200          | 9,203,700          | 9,504,800          |
| Professional, scientific, and technical services               | 12,864,700         | 13,333,200         | 13,496,900         | 13,848,200         | 14,203,900         |
| Management of companies and enterprises                        | 2,361,300          | 2,425,500          | 2,603,800          | 2,568,700          | 2,669,500          |
| Administrative and waste management services                   | 11,719,200         | 11,770,600         | 12,034,600         | 12,212,600         | 12,472,900         |
| Educational services   | 4,498,100          | 4,610,900          | 4,641,800          | 4,702,400          | 4,771,700          |
| Health care and social assistance                              | 20,798,400         | 21,351,100         | 21,816,100         | 22,214,300         | 22,619,800         |
| Arts, entertainment, and recreation                            | 4,223,300          | 4,220,100          | 4,363,100          | 4,518,600          | 4,684,900          |
| Accommodation and food services                                | 13,548,900         | 13,977,700         | 14,399,000         | 14,788,400         | 15,077,500         |
| Other services, except public administration                   | 10,862,000         | 11,174,200         | 11,091,600         | 11,065,500         | 11,257,900         |
| Government and government enterprises                          | 24,055,000         | 24,146,000         | 24,305,000         | 24,426,000         | 24,543,000         |
| Federal, civilian  | 2,792,000          | 2,810,000          | 2,847,000          | 2,857,000          | 2,849,000          |
| Military   | 1,975,000          | 1,957,000          | 1,928,000          | 1,929,000          | 1,922,000          |
| State and local  | 19,288,000         | 19,379,000         | 19,530,000         | 19,640,000         | 19,772,000         |
| State government   | 5,330,000          | 5,349,000          | 5,356,000          | 5,383,000          | 5,395,000          |
| Local government   | 13,958,000         | 14,030,000         | 14,174,000         | 14,257,000         | 14,377,000         |
| <b>Total employment</b>  | <b>186,233,800</b> | <b>190,315,800</b> | <b>193,371,900</b> | <b>196,825,300</b> | <b>200,746,000</b> |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N

| <b>Table 7: Santa Fe, New Mexico and United States Percent of Employment by Industry 2018</b> |                      |                   |                 |
|---|----------------------|-------------------|-----------------|
|   | <b>United States</b> | <b>New Mexico</b> | <b>Santa Fe</b> |
| <b>By type</b>  |                      |                   |                 |
| Wage and salary employment  | 76.90                | 78.49             | 68.75           |
| Proprietors employment  | 23.10                | 21.51             | 31.25           |
| Farm proprietors employment   | 0.89                 | 1.90              | 0.63            |
| Nonfarm proprietors employment  | 22.21                | 19.61             | 30.62           |
| <b>By industry</b>  |                      |                   |                 |
| Farm employment   | 1.30                 | 2.57              | 0.79            |
| Nonfarm employment  | 98.70                | 97.43             | 99.21           |
| Private nonfarm employment  | 86.48                | 78.99             | 82.52           |
| Forestry, fishing, and related activities   | 0.48                 | 0.55              | 0.24            |
| Mining  | 0.67                 | 3.09              | 0.95            |
| Utilities   | 0.29                 | 0.41              | N/A             |
| Construction  | 5.47                 | 5.77              | N/A             |
| Manufacturing   | 6.73                 | 3.01              | N/A             |
| Wholesale trade   | 3.20                 | 2.20              | 1.47            |
| Retail trade  | 9.62                 | 10.01             | 10.75           |
| Transportation and warehousing  | 4.66                 | 2.95              | N/A             |
| Information   | 1.72                 | 1.37              | 1.78            |
| Finance and insurance   | 5.18                 | 3.23              | 3.46            |
| Real estate and rental and leasing  | 4.73                 | 3.75              | 5.46            |
| Professional, scientific, and technical services  | 7.08                 | 7.32              | 8.07            |
| Management of companies and enterprises   | 1.33                 | 0.58              | 0.42            |
| Administrative and waste management services  | 6.21                 | 5.16              | 3.96            |
| Educational services  | 2.38                 | 1.52              | 2.60            |
| Health care and social assistance   | 11.27                | 12.16             | 11.97           |
| Arts, entertainment, and recreation   | 2.33                 | 2.33              | 5.41            |
| Accommodation and food services   | 7.51                 | 8.53              | 10.91           |
| Other services, except public administration  | 5.61                 | 5.05              | 6.71            |
| Government and government enterprises   | 12.23                | 18.44             | 16.69           |
| Federal, civilian   | 1.42                 | 2.59              | 0.99            |
| Military  | 0.96                 | 1.58              | 0.41            |
| State and local   | 9.85                 | 14.27             | 15.30           |
| State government  | 2.69                 | 5.12              | 7.82            |
| Local government  | 7.16                 | 9.15              | 7.48            |
| <b>Total employment</b>   | <b>100.00</b>        | <b>100.00</b>     | <b>100.00</b>   |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N and author's calculation

| <b>Table 8: Santa Fe Percent of Employment by Sectors 2014-2018</b> |               |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|
| <b>Description</b>  | <b>2014</b>   | <b>2015</b>   | <b>2016</b>   | <b>2017</b>   | <b>2018</b>   |
| <b>By type</b>  |               |               |               |               |               |
| Wage and salary employment  | 68.93         | 69.30         | 69.07         | 69.06         | 68.75         |
| Proprietors employment  | 31.07         | 30.70         | 30.93         | 30.94         | 31.25         |
| Farm proprietors employment   | 0.65          | 0.64          | 0.64          | 0.65          | 0.63          |
| Nonfarm proprietors employment                                      | 30.42         | 30.06         | 30.28         | 30.30         | 30.62         |
| <b>By industry</b>  |               |               |               |               |               |
| Farm employment   | 0.79          | 0.80          | 0.82          | 0.81          | 0.79          |
| Nonfarm employment  | 99.21         | 99.20         | 99.18         | 99.19         | 99.21         |
| Private nonfarm employment  | 80.39         | 80.82         | 81.98         | 82.31         | 82.52         |
| Forestry, fishing, and related activities                           | 0.20          | 0.19          | 0.21          | 0.22          | 0.24          |
| Mining  | 1.13          | 1.31          | 1.32          | 1.02          | 0.95          |
| Utilities   | 0.15          | 0.17          | 0.18          | 0.15          | N/A           |
| Construction  | 4.91          | 4.74          | 4.85          | 4.97          | N/A           |
| Manufacturing   | 1.75          | 1.76          | 1.80          | 1.87          | N/A           |
| Wholesale trade   | 1.70          | 1.79          | 1.53          | 1.53          | 1.47          |
| Retail trade  | 11.67         | 11.38         | 11.20         | 10.92         | 10.75         |
| Transportation and warehousing                                      | 1.02          | 1.00          | 1.07          | 1.31          | N/A           |
| Information   | 1.61          | 1.58          | 1.69          | 1.74          | 1.78          |
| Finance and insurance   | 3.70          | 3.55          | 3.55          | 3.46          | 3.46          |
| Real estate and rental and leasing                                  | 5.51          | 5.38          | 5.37          | 5.36          | 5.46          |
| Professional, scientific, and technical services                    | 7.67          | 7.81          | 7.74          | 7.96          | 8.07          |
| Management of companies and enterprises                             | 0.27          | 0.32          | 0.36          | 0.38          | 0.42          |
| Administrative and waste management services                        | 3.78          | 3.64          | 3.96          | 4.12          | 3.96          |
| Educational services  | 2.93          | 2.94          | 3.11          | 2.82          | 2.60          |
| Health care and social assistance                                   | 11.07         | 11.75         | 11.92         | 11.95         | 11.97         |
| Arts, entertainment, and recreation                                 | 5.00          | 4.91          | 4.94          | 5.18          | 5.41          |
| Accommodation and food services                                     | 9.70          | 9.91          | 10.48         | 10.74         | 10.91         |
| Other services, except public administration                        | 6.63          | 6.69          | 6.72          | 6.60          | 6.71          |
| Government and government enterprises                               | 18.82         | 18.38         | 17.20         | 16.88         | 16.69         |
| Federal, civilian   | 1.02          | 1.01          | 1.04          | 1.05          | 0.99          |
| Military  | 0.43          | 0.40          | 0.40          | 0.41          | 0.41          |
| State and local   | 17.37         | 16.97         | 15.76         | 15.42         | 15.30         |
| State government  | 9.69          | 9.46          | 8.31          | 8.14          | 7.82          |
| Local government  | 7.68          | 7.51          | 7.45          | 7.28          | 7.48          |
| <b>Total employment</b>   | <b>100.00</b> | <b>100.00</b> | <b>100.00</b> | <b>100.00</b> | <b>100.00</b> |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N and author's calculation



| <b>Table 9: New Mexico Percent of Employment by Industry 2014-2018</b> |               |               |               |               |               |
|--|---------------|---------------|---------------|---------------|---------------|
| <b>Description</b>   | <b>2014</b>   | <b>2015</b>   | <b>2016</b>   | <b>2017</b>   | <b>2018</b>   |
| <b>By type</b>   |               |               |               |               |               |
| Wage and salary employment   | 78.67         | 78.75         | 78.82         | 78.60         | 78.49         |
| Proprietors employment   | 21.33         | 21.25         | 21.18         | 21.40         | 21.51         |
| Farm proprietors employment  | 1.99          | 1.98          | 1.97          | 1.96          | 1.90          |
| Nonfarm proprietors employment   | 19.34         | 19.27         | 19.21         | 19.44         | 19.61         |
| <b>By industry</b>   |               |               |               |               |               |
| Farm employment  | 2.62          | 2.66          | 2.74          | 2.64          | 2.57          |
| Nonfarm employment   | 97.38         | 97.34         | 97.26         | 97.36         | 97.43         |
| Private nonfarm employment   | 78.04         | 78.25         | 78.18         | 78.58         | 78.99         |
| Forestry, fishing, and related activities                              | 0.52          | 0.51          | 0.53          | 0.55          | 0.55          |
| Mining   | 3.53          | 3.36          | 2.91          | 2.84          | 3.09          |
| Utilities  | 0.42          | 0.43          | 0.45          | 0.42          | 0.41          |
| Construction   | 5.50          | 5.47          | 5.49          | 5.65          | 5.77          |
| Manufacturing  | 3.14          | 3.13          | 3.04          | 2.97          | 3.01          |
| Wholesale trade  | 2.66          | 2.61          | 2.32          | 2.28          | 2.20          |
| Retail trade   | 10.51         | 10.52         | 10.40         | 10.15         | 10.01         |
| Transportation and warehousing   | 2.39          | 2.49          | 2.44          | 2.73          | 2.95          |
| Information  | 1.45          | 1.43          | 1.46          | 1.41          | 1.37          |
| Finance and insurance  | 3.21          | 3.16          | 3.27          | 3.25          | 3.23          |
| Real estate and rental and leasing                                     | 3.61          | 3.63          | 3.65          | 3.69          | 3.75          |
| Professional, scientific, and technical services                       | 7.02          | 7.10          | 7.12          | 7.28          | 7.32          |
| Management of companies and enterprises                                | 0.52          | 0.54          | 0.58          | 0.56          | 0.58          |
| Administrative and waste management services                           | 5.02          | 4.85          | 4.93          | 5.14          | 5.16          |
| Educational services   | 1.54          | 1.55          | 1.56          | 1.55          | 1.52          |
| Health care and social assistance                                      | 11.51         | 11.88         | 12.29         | 12.28         | 12.16         |
| Arts, entertainment, and recreation                                    | 2.24          | 2.22          | 2.21          | 2.29          | 2.33          |
| Accommodation and food services  | 8.15          | 8.26          | 8.47          | 8.52          | 8.53          |
| Other services, except public administration                           | 5.10          | 5.11          | 5.07          | 5.01          | 5.05          |
| Government and government enterprises                                  | 19.35         | 19.09         | 19.08         | 18.77         | 18.44         |
| Federal, civilian  | 2.72          | 2.67          | 2.69          | 2.67          | 2.59          |
| Military   | 1.64          | 1.54          | 1.57          | 1.58          | 1.58          |
| State and local  | 14.98         | 14.88         | 14.83         | 14.53         | 14.27         |
| State government   | 5.42          | 5.40          | 5.37          | 5.23          | 5.12          |
| Local government   | 9.56          | 9.48          | 9.45          | 9.29          | 9.15          |
| <b>Total employment</b>  | <b>100.00</b> | <b>100.00</b> | <b>100.00</b> | <b>100.00</b> | <b>100.00</b> |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N and author's calculations

**Table 10: United States Percent of Employment by Industry 2014-2018**

| Description                                      | 2014   | 2015   | 2016   | 2017   | 2018   |
|--|--------|--------|--------|--------|--------|
| <b>By type</b>                                   |        |        |        |        |        |
| Wage and salary employment                       | 77.71  | 77.57  | 77.53  | 77.15  | 76.90  |
| Proprietors employment                           | 22.29  | 22.43  | 22.47  | 22.85  | 23.10  |
| Farm proprietors employment                      | 0.99   | 0.96   | 0.94   | 0.92   | 0.89   |
| Nonfarm proprietors employment                   | 21.30  | 21.46  | 21.53  | 21.93  | 22.21  |
| <b>By industry</b>                               |        |        |        |        |        |
| Farm employment                                  | 1.42   | 1.39   | 1.36   | 1.33   | 1.30   |
| Nonfarm employment                               | 98.58  | 98.61  | 98.64  | 98.67  | 98.70  |
| Private nonfarm employment                       | 85.66  | 85.92  | 86.07  | 86.26  | 86.48  |
| Forestry, fishing, and related activities        | 0.51   | 0.48   | 0.48   | 0.48   | 0.48   |
| Mining   | 0.86   | 0.82   | 0.75   | 0.67   | 0.67   |
| Utilities  | 0.31   | 0.31   | 0.32   | 0.30   | 0.29   |
| Construction                                     | 5.14   | 5.17   | 5.34   | 5.36   | 5.47   |
| Manufacturing                                    | 6.93   | 6.87   | 6.79   | 6.72   | 6.73   |
| Wholesale trade                                  | 3.61   | 3.58   | 3.34   | 3.30   | 3.20   |
| Retail trade                                     | 10.05  | 10.03  | 9.93   | 9.83   | 9.62   |
| Transportation and warehousing                   | 3.37   | 3.64   | 3.84   | 4.33   | 4.66   |
| Information                                      | 1.79   | 1.74   | 1.75   | 1.73   | 1.72   |
| Finance and insurance                            | 5.17   | 5.17   | 5.27   | 5.21   | 5.18   |
| Real estate and rental and leasing               | 4.51   | 4.55   | 4.59   | 4.68   | 4.73   |
| Professional, scientific, and technical services | 6.91   | 7.01   | 6.98   | 7.04   | 7.08   |
| Management of companies and enterprises          | 1.27   | 1.27   | 1.35   | 1.31   | 1.33   |
| Administrative and waste management services     | 6.29   | 6.18   | 6.22   | 6.20   | 6.21   |
| Educational services                             | 2.42   | 2.42   | 2.40   | 2.39   | 2.38   |
| Health care and social assistance                | 11.17  | 11.22  | 11.28  | 11.29  | 11.27  |
| Arts, entertainment, and recreation              | 2.27   | 2.22   | 2.26   | 2.30   | 2.33   |
| Accommodation and food services                  | 7.28   | 7.34   | 7.45   | 7.51   | 7.51   |
| Other services, except public administration     | 5.83   | 5.87   | 5.74   | 5.62   | 5.61   |
| Government and government enterprises            | 12.92  | 12.69  | 12.57  | 12.41  | 12.23  |
| Federal, civilian                                | 1.50   | 1.48   | 1.47   | 1.45   | 1.42   |
| Military   | 1.06   | 1.03   | 1.00   | 0.98   | 0.96   |
| State and local                                  | 10.36  | 10.18  | 10.10  | 9.98   | 9.85   |
| State government                                 | 2.86   | 2.81   | 2.77   | 2.73   | 2.69   |
| Local government                                 | 7.49   | 7.37   | 7.33   | 7.24   | 7.16   |
| <b>Total employment</b>                          | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |

Source: Bureau of Economic Analysis at [www.bea.gov](http://www.bea.gov), table CAEMP25N and author's calculation