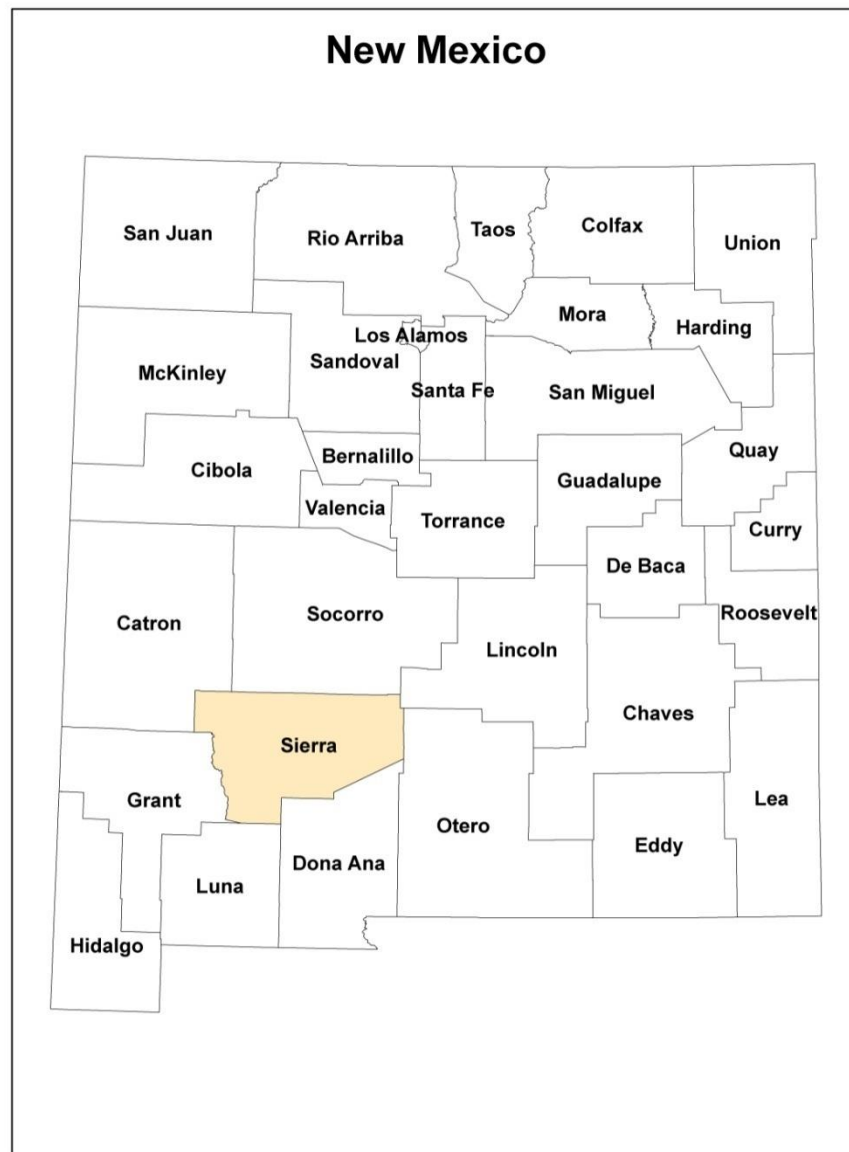


**The Economic Base of Sierra County, NM**

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

**DATE: July 2020**



## The Economic Base of Sierra 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>.

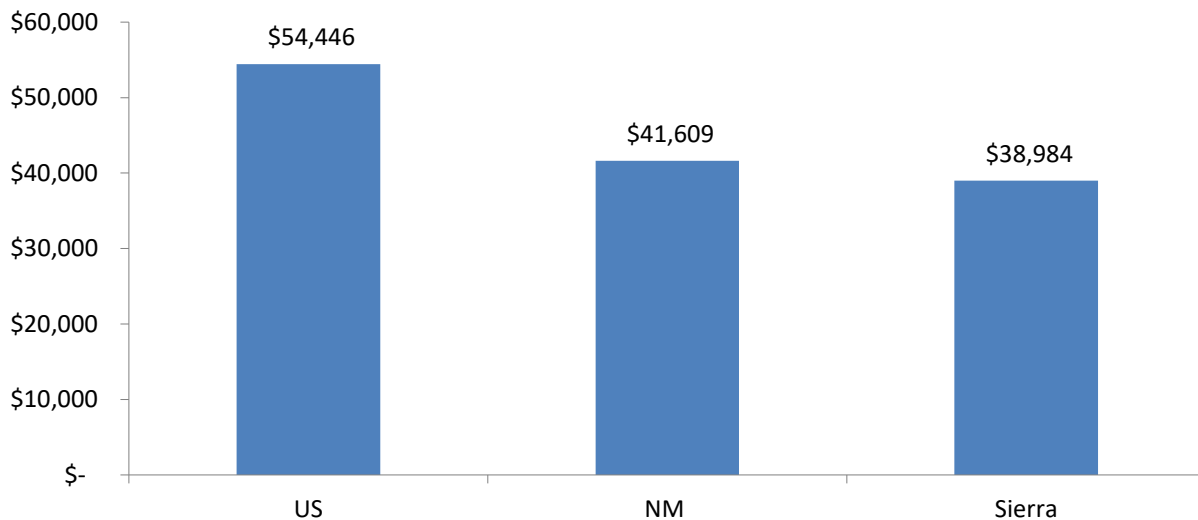
In this report, LQs are calculated for industries within Sierra County with the national employment as the basis for comparison (see Table 1). Additionally, LQs using employment for the state of New Mexico as benchmark are included (see Table 2). In this report, basic industries are identified using 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).

## Sierra County, New Mexico

Sierra County is located in southwestern New Mexico and contains 4,178.96 square miles, or 3.45 percent of the land area in New Mexico. In 2018, Sierra County ranked 25<sup>th</sup> in the state in terms of population with a population of 10,968. Sierra County's population was 0.52 percent of the state's total population. The City of Truth or Consequences had a population of 5,968 in 2018, representing 54.41 percent of Sierra County's total population. Between 2014 and 2018, the population in Sierra County decreased by 2.65 percent, while New Mexico's population increased 0.24 percent and the nation's population increased by 2.76 percent during the same period.

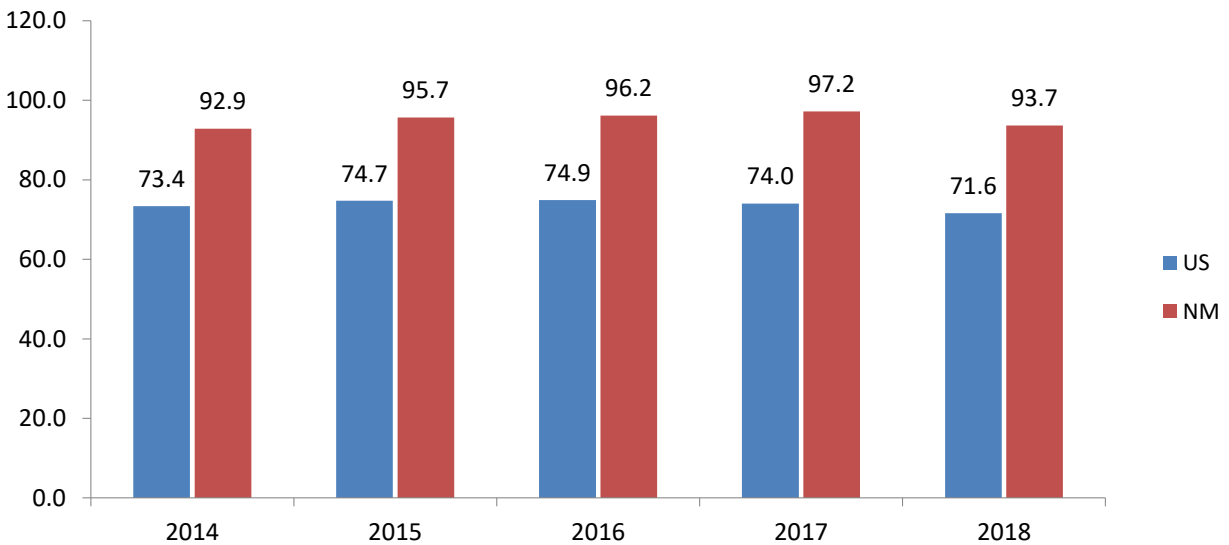
**Figure 1. Per Capita Personal Income: Sierra County (2018)**

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In 2018, per capita personal income for Sierra County was \$38,984 (See Figure 1). Per capita personal income in Sierra County for 2018 was 93.69 percent of the corresponding state figure of \$41,609 and 71.60 percent of the national figure of \$54,446 (See Figure 2). The 12.88 percent growth rate of per capita income for Sierra County between 2014 and 2018 was higher compared to the state's growth rate of 11.91 percent and lower compared to the nation's per capita income growth rate of 15.70 percent for the same period.

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



Total employment in Sierra County was 5,036 in 2018. Total employment in Sierra County increased by 4.11 percent between 2014 and 2018 compared to the increase experienced statewide of 2.93 percent and nationwide of 7.79 percent. The Sierra County employment to population ratio was 0.46. This ratio is much lower compared to the ratio in New Mexico (0.53) and in the United States (0.61).

In 2018, 74.98 percent of total employment in Sierra County was in the Private sector. Government and Government Enterprises accounted for 18.29 percent of total employment and Farm employment accounted for 6.73 percent of total employment. Local and State governments were the largest employers in the public sector with 10.05 and 5.96 percent of total employment, respectively. Federal/civilian employment accounted for 1.75 percent of total employment. Military employment represented 0.54 percent of total employment in the county. In the private sector, the industries with the highest percentages of total employment included: Retail Trade (11.97 percent), Accommodation and Food Services (11.56 percent), and Construction (6.04 percent). Sierra County employment by sector is displayed in Table 1.

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

Table 2 contains LQs for Sierra County from 2014 to 2018 calculated using data for the United States as basis for comparison. Table 3 contains LQs for Sierra 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 as a basic industry. Sectors with LQs greater than 1.0 have been shaded.

Within the private sector, the great importance of agriculture in Sierra County as an exporting industry is reflected in its LQs for this sector. In 2018, the LQ for Farm employment was 5.19 with LQs greater than 4.73 for all years considered. The importance of the tourism industry is reflected in the large LQs from Accommodation and Food Services and Arts Entertainment and Recreation. These two sectors are to be considered as basic industries given that the services are likely to be provided to visitors from outside the Sierra, reflecting the large tourism bases of Elephant Butte Lake State Park and the mineral hot springs of Truth or Consequences. Accommodation and Food Services had an LQ of 1.54 in 2018. Arts Entertainment and Recreation had an LQ of 1.05 for 2018.

Other industries in the private sector with LQs above 1.0 in 2018 included: Construction with an LQ of 1.10, Utilities with an LQ of 1.89, and Retail Trade with an LQ of 1.24. However, given that these industries are providing support to previously mentioned basic industries, they are considered as 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. All of the government sectors, with the exception of military employment, have LQs greater than 1.0 in 2018. State government, Local government, and Federal/civilian had LQs of 2.22, 1.40, and 1.23 in 2018, respectively. 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 Sierra County will be considered as a non-basic industry.

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

1. Accommodation and Food Services, accounted for 582 jobs.
2. The Agriculture industry with Farm employment, accounted for 339 jobs.
3. State government, accounted for 300 jobs.
4. Federal/civilian government, accounted for 88 jobs.
5. Arts Entertainment and Recreation, accounted for 123 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 Sierra County by total employment in the basic sectors. In Sierra County, the multiplier is equal to 3.52 (5,036/1,432). This ratio suggests that any additional basic sector job in Sierra County would be associated with additional 3.52 non-basic sector jobs. The export base multiplier (3.52) calculated above reinforces the importance of basic (exporting) industries to the economy of Sierra 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. In the case of Sierra County, potential double counting occupation may result in an upward bias of the multiplier given that farm proprietors often have more than one occupation.

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. Between 2017 and 2018, the population in Sierra County decreased by 1.10 percent from 11,090 in 2017 to 10,968 in 2018. Per capita personal income increased from \$38,415 in 2017 to \$38,984 in 2018, an increase of 1.48 percent. Total employment increased by 0.38 percent in 2018, an increase of 19 jobs.

**Tables 1 to 10 appear on pages 7-16**

| <b>Table 1: Sierra 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                              | 3385         | 3465         | 3524         | 3521         | 3503         |
| Proprietors employment                                  | 1452         | 1435         | 1461         | 1496         | 1533         |
| Farm proprietors employment                             | 220          | 225          | 225          | 226          | 223          |
| Nonfarm proprietors employment 2/                       | 1232         | 1210         | 1236         | 1270         | 1310         |
| <b>By industry</b>                                      |              |              |              |              |              |
| Farm employment   | 325          | 341          | 355          | 343          | 339          |
| Nonfarm employment                                      | 4512         | 4559         | 4630         | 4674         | 4697         |
| Private nonfarm employment                              | 3599         | 3672         | 3724         | 3757         | 3776         |
| Forestry, fishing, and related activities               | N/A          | N/A          | N/A          | N/A          | N/A          |
| Mining  | N/A          | N/A          | N/A          | N/A          | N/A          |
| Utilities   | 31           | 33           | 36           | 28           | 28           |
| Construction  | 334          | 338          | 313          | 319          | 304          |
| Manufacturing   | 127          | 119          | 136          | 140          | 141          |
| Wholesale trade   | 31           | 35           | 21           | 20           | 20           |
| Retail trade  | 581          | 566          | 591          | 599          | 603          |
| Transportation and warehousing                          | 60           | 68           | 63           | 74           | 83           |
| Information   | 34           | 29           | 31           | 31           | 29           |
| Finance and insurance                                   | 107          | 97           | 116          | 106          | 106          |
| Real estate and rental and leasing                      | 181          | 184          | 169          | 177          | 185          |
| Professional, scientific, and technical services        | 144          | 133          | 135          | 129          | 131          |
| Management of companies and enterprises                 | 18           | 22           | 32           | N/A          | 25           |
| Administrative and waste management services            | 56           | 74           | 78           | N/A          | 95           |
| Educational services                                    | N/A          | N/A          | N/A          | N/A          | N/A          |
| Health care and social assistance                       | N/A          | N/A          | N/A          | N/A          | N/A          |
| Arts, entertainment, and recreation                     | 101          | 126          | 139          | 129          | 123          |
| Accommodation and food services                         | 489          | 512          | 486          | 525          | 582          |
| Other services, except public administration            | 284          | 273          | 272          | 281          | 278          |
| Government and government enterprises                   | 913          | 887          | 906          | 917          | 921          |
| Federal, civilian                                       | 108          | 95           | 86           | 86           | 88           |
| Military  | 30           | 28           | 28           | 28           | 27           |
| State and local   | 775          | 764          | 792          | 803          | 806          |
| State government  | 279          | 287          | 306          | 314          | 300          |
| Local government  | 496          | 477          | 486          | 489          | 506          |
| <b>Total employment</b>                                 | <b>4,837</b> | <b>4,900</b> | <b>4,985</b> | <b>5,017</b> | <b>5,036</b> |

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



| <b>Table 2: Location Quotients for Sierra (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  | 0.90        | 0.91        | 0.91        | 0.91        | 0.90        |
| Proprietors employment  | 1.35        | 1.31        | 1.30        | 1.31        | 1.32        |
| Farm proprietors employment                                       | 4.60        | 4.78        | 4.80        | 4.92        | 4.97        |
| Nonfarm proprietors employment                                    | 1.20        | 1.15        | 1.15        | 1.15        | 1.17        |
| <b>By industry</b>  |             |             |             |             |             |
| Farm employment   | 4.73        | 5.01        | 5.22        | 5.13        | 5.19        |
| Nonfarm employment  | 0.95        | 0.94        | 0.94        | 0.94        | 0.94        |
| Private nonfarm employment  | 0.87        | 0.87        | 0.87        | 0.87        | 0.87        |
| Forestry, fishing, and related activities                         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Mining  | N/A         | N/A         | N/A         | N/A         | N/A         |
| Utilities   | 2.06        | 2.15        | 2.25        | 1.86        | 1.89        |
| Construction  | 1.34        | 1.33        | 1.18        | 1.19        | 1.10        |
| Manufacturing   | 0.38        | 0.35        | 0.40        | 0.41        | 0.42        |
| Wholesale trade   | 0.18        | 0.20        | 0.13        | 0.12        | 0.12        |
| Retail trade  | 1.20        | 1.15        | 1.19        | 1.21        | 1.24        |
| Transportation and warehousing                                    | 0.37        | 0.38        | 0.33        | 0.34        | 0.35        |
| Information   | 0.39        | 0.34        | 0.36        | 0.36        | 0.33        |
| Finance and insurance   | 0.43        | 0.38        | 0.44        | 0.41        | 0.41        |
| Real estate and rental and leasing                                | 0.83        | 0.82        | 0.74        | 0.75        | 0.78        |
| Professional, scientific, and technical services                  | 0.43        | 0.39        | 0.39        | 0.37        | 0.37        |
| Management of companies and enterprises                           | 0.29        | 0.35        | 0.48        | N/A         | 0.37        |
| Administrative and waste management services                      | 0.18        | 0.24        | 0.25        | N/A         | 0.30        |
| Educational services  | N/A         | N/A         | N/A         | N/A         | N/A         |
| Health care and social assistance                                 | N/A         | N/A         | N/A         | N/A         | N/A         |
| Arts, entertainment, and recreation                               | 0.92        | 1.16        | 1.24        | 1.12        | 1.05        |
| Accommodation and food services                                   | 1.39        | 1.42        | 1.31        | 1.39        | 1.54        |
| Other services, except public administration                      | 1.01        | 0.95        | 0.95        | 1.00        | 0.98        |
| Government and government enterprises                             | 1.46        | 1.43        | 1.45        | 1.47        | 1.50        |
| Federal, civilian   | 1.49        | 1.31        | 1.17        | 1.18        | 1.23        |
| Military  | 0.58        | 0.56        | 0.56        | 0.57        | 0.56        |
| State and local   | 1.55        | 1.53        | 1.57        | 1.60        | 1.62        |
| State government  | 2.02        | 2.08        | 2.22        | 2.29        | 2.22        |
| Local government  | 1.37        | 1.32        | 1.33        | 1.35        | 1.40        |
| <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 Sierra (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  | 0.89        | 0.90        | 0.90        | 0.89        | 0.89        |
| Proprietors employment  | 1.41        | 1.38        | 1.38        | 1.39        | 1.41        |
| Farm proprietors employment                                       | 2.29        | 2.32        | 2.29        | 2.30        | 2.33        |
| Nonfarm proprietors employment                                    | 1.32        | 1.28        | 1.29        | 1.30        | 1.33        |
| <b>By industry</b>  |             |             |             |             |             |
| Farm employment   | 2.57        | 2.62        | 2.60        | 2.58        | 2.62        |
| Nonfarm employment  | 0.96        | 0.96        | 0.95        | 0.96        | 0.96        |
| Private nonfarm employment  | 0.95        | 0.96        | 0.96        | 0.95        | 0.95        |
| Forestry, fishing, and related activities                         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Mining  | N/A         | N/A         | N/A         | N/A         | N/A         |
| Utilities   | 1.51        | 1.57        | 1.61        | 1.33        | 1.36        |
| Construction  | 1.26        | 1.26        | 1.14        | 1.12        | 1.05        |
| Manufacturing   | 0.84        | 0.78        | 0.90        | 0.94        | 0.93        |
| Wholesale trade   | 0.24        | 0.27        | 0.18        | 0.18        | 0.18        |
| Retail trade  | 1.14        | 1.10        | 1.14        | 1.18        | 1.20        |
| Transportation and warehousing                                    | 0.52        | 0.56        | 0.52        | 0.54        | 0.56        |
| Information   | 0.48        | 0.41        | 0.42        | 0.44        | 0.42        |
| Finance and insurance   | 0.69        | 0.63        | 0.71        | 0.65        | 0.65        |
| Real estate and rental and leasing                                | 1.04        | 1.03        | 0.93        | 0.96        | 0.98        |
| Professional, scientific, and technical services                  | 0.42        | 0.38        | 0.38        | 0.35        | 0.36        |
| Management of companies and enterprises                           | 0.72        | 0.83        | 1.11        | N/A         | 0.85        |
| Administrative and waste management services                      | 0.23        | 0.31        | 0.32        | N/A         | 0.37        |
| Educational services  | N/A         | N/A         | N/A         | N/A         | N/A         |
| Health care and social assistance                                 | N/A         | N/A         | N/A         | N/A         | N/A         |
| Arts, entertainment, and recreation                               | 0.93        | 1.16        | 1.26        | 1.12        | 1.05        |
| Accommodation and food services                                   | 1.24        | 1.27        | 1.15        | 1.23        | 1.35        |
| Other services, except public administration                      | 1.15        | 1.09        | 1.08        | 1.12        | 1.09        |
| Government and government enterprises                             | 0.98        | 0.95        | 0.95        | 0.97        | 0.99        |
| Federal, civilian   | 0.82        | 0.73        | 0.64        | 0.64        | 0.67        |
| Military  | 0.38        | 0.37        | 0.36        | 0.35        | 0.34        |
| State and local   | 1.07        | 1.05        | 1.07        | 1.10        | 1.12        |
| State government  | 1.06        | 1.08        | 1.14        | 1.20        | 1.16        |
| Local government  | 1.07        | 1.03        | 1.03        | 1.05        | 1.10        |
| <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: Sierra, Total Employment by Industry 2018</b> |                   |                                    |
|---|-------------------|------------------------------------|
|   | <b>Total Jobs</b> | <b>Percent of Total Employment</b> |
| <b>By type</b>  |                   |                                    |
| Wage and salary employment                                | 3,503             | 69.56                              |
| Proprietors employment                                    | 1,533             | 30.44                              |
| Farm proprietors employment                               | 223               | 4.43                               |
| Nonfarm proprietors employment                            | 1,310             | 26.01                              |
| <b>By industry</b>  |                   |                                    |
| Farm employment   | 339               | 6.73                               |
| Nonfarm employment  | 4,697             | 93.27                              |
| Private nonfarm employment                                | 3,776             | 74.98                              |
| Forestry, fishing, and related activities                 | N/A               | N/A                                |
| Mining  | N/A               | N/A                                |
| Utilities   | 28                | 0.56                               |
| Construction  | 304               | 6.04                               |
| Manufacturing   | 141               | 2.80                               |
| Wholesale trade   | 20                | 0.40                               |
| Retail trade  | 603               | 11.97                              |
| Transportation and warehousing                            | 83                | 1.65                               |
| Information   | 29                | 0.58                               |
| Finance and insurance                                     | 106               | 2.10                               |
| Real estate and rental and leasing                        | 185               | 3.67                               |
| Professional, scientific, and technical services          | 131               | 2.60                               |
| Management of companies and enterprises                   | 25                | 0.50                               |
| Administrative and waste management services              | 95                | 1.89                               |
| Educational services                                      | N/A               | N/A                                |
| Health care and social assistance                         | N/A               | N/A                                |
| Arts, entertainment, and recreation                       | 123               | 2.44                               |
| Accommodation and food services                           | 582               | 11.56                              |
| Other services, except public administration              | 278               | 5.52                               |
| Government and government enterprises                     | 921               | 18.29                              |
| Federal, civilian   | 88                | 1.75                               |
| Military  | 27                | 0.54                               |
| State and local   | 806               | 16.00                              |
| State government  | 300               | 5.96                               |
| Local government  | 506               | 10.05                              |
| <b>Total employment</b>                                   | <b>5,036</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: Sierra, New Mexico and United States Percent of Employment by Industry 2018</b> |                      |                   |               |
|---|----------------------|-------------------|---------------|
|   | <b>United States</b> | <b>New Mexico</b> | <b>Sierra</b> |
| <b>By type</b>  |                      |                   |               |
| Wage and salary employment  | 76.90                | 78.49             | 69.56         |
| Proprietors employment  | 23.10                | 21.51             | 30.44         |
| Farm proprietors employment   | 0.89                 | 1.90              | 4.43          |
| Nonfarm proprietors employment  | 22.21                | 19.61             | 26.01         |
| <b>By industry</b>  |                      |                   |               |
| Farm employment   | 1.30                 | 2.57              | 6.73          |
| Nonfarm employment  | 98.70                | 97.43             | 93.27         |
| Private nonfarm employment  | 86.48                | 78.99             | 74.98         |
| Forestry, fishing, and related activities   | 0.48                 | 0.55              | N/A           |
| Mining  | 0.67                 | 3.09              | N/A           |
| Utilities   | 0.29                 | 0.41              | 0.56          |
| Construction  | 5.47                 | 5.77              | 6.04          |
| Manufacturing   | 6.73                 | 3.01              | 2.80          |
| Wholesale trade   | 3.20                 | 2.20              | 0.40          |
| Retail trade  | 9.62                 | 10.01             | 11.97         |
| Transportation and warehousing  | 4.66                 | 2.95              | 1.65          |
| Information   | 1.72                 | 1.37              | 0.58          |
| Finance and insurance   | 5.18                 | 3.23              | 2.10          |
| Real estate and rental and leasing  | 4.73                 | 3.75              | 3.67          |
| Professional, scientific, and technical services  | 7.08                 | 7.32              | 2.60          |
| Management of companies and enterprises   | 1.33                 | 0.58              | 0.50          |
| Administrative and waste management services  | 6.21                 | 5.16              | 1.89          |
| Educational services  | 2.38                 | 1.52              | N/A           |
| Health care and social assistance   | 11.27                | 12.16             | N/A           |
| Arts, entertainment, and recreation   | 2.33                 | 2.33              | 2.44          |
| Accommodation and food services   | 7.51                 | 8.53              | 11.56         |
| Other services, except public administration  | 5.61                 | 5.05              | 5.52          |
| Government and government enterprises   | 12.23                | 18.44             | 18.29         |
| Federal, civilian   | 1.42                 | 2.59              | 1.75          |
| Military  | 0.96                 | 1.58              | 0.54          |
| State and local   | 9.85                 | 14.27             | 16.00         |
| State government  | 2.69                 | 5.12              | 5.96          |
| Local government  | 7.16                 | 9.15              | 10.05         |
| <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: Sierra 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  | 69.98         | 70.71         | 70.69         | 70.18         | 69.56         |
| Proprietors employment  | 30.02         | 29.29         | 29.31         | 29.82         | 30.44         |
| Farm proprietors employment                                       | 4.55          | 4.59          | 4.51          | 4.50          | 4.43          |
| Nonfarm proprietors employment                                    | 25.47         | 24.69         | 24.79         | 25.31         | 26.01         |
| <b>By industry</b>  |               |               |               |               |               |
| Farm employment   | 6.72          | 6.96          | 7.12          | 6.84          | 6.73          |
| Nonfarm employment  | 93.28         | 93.04         | 92.88         | 93.16         | 93.27         |
| Private nonfarm employment  | 74.41         | 74.94         | 74.70         | 74.89         | 74.98         |
| Forestry, fishing, and related activities                         | N/A           | N/A           | N/A           | N/A           | N/A           |
| Mining  | N/A           | N/A           | N/A           | N/A           | N/A           |
| Utilities   | 0.64          | 0.67          | 0.72          | 0.56          | 0.56          |
| Construction  | 6.91          | 6.90          | 6.28          | 6.36          | 6.04          |
| Manufacturing   | 2.63          | 2.43          | 2.73          | 2.79          | 2.80          |
| Wholesale trade   | 0.64          | 0.71          | 0.42          | 0.40          | 0.40          |
| Retail trade  | 12.01         | 11.55         | 11.86         | 11.94         | 11.97         |
| Transportation and warehousing                                    | 1.24          | 1.39          | 1.26          | 1.47          | 1.65          |
| Information   | 0.70          | 0.59          | 0.62          | 0.62          | 0.58          |
| Finance and insurance   | 2.21          | 1.98          | 2.33          | 2.11          | 2.10          |
| Real estate and rental and leasing                                | 3.74          | 3.76          | 3.39          | 3.53          | 3.67          |
| Professional, scientific, and technical services                  | 2.98          | 2.71          | 2.71          | 2.57          | 2.60          |
| Management of companies and enterprises                           | 0.37          | 0.45          | 0.64          | N/A           | 0.50          |
| Administrative and waste management services                      | 1.16          | 1.51          | 1.56          | N/A           | 1.89          |
| Educational services  | N/A           | N/A           | N/A           | N/A           | N/A           |
| Health care and social assistance                                 | N/A           | N/A           | N/A           | N/A           | N/A           |
| Arts, entertainment, and recreation                               | 2.09          | 2.57          | 2.79          | 2.57          | 2.44          |
| Accommodation and food services                                   | 10.11         | 10.45         | 9.75          | 10.46         | 11.56         |
| Other services, except public administration                      | 5.87          | 5.57          | 5.46          | 5.60          | 5.52          |
| Government and government enterprises                             | 18.88         | 18.10         | 18.17         | 18.28         | 18.29         |
| Federal, civilian   | 2.23          | 1.94          | 1.73          | 1.71          | 1.75          |
| Military  | 0.62          | 0.57          | 0.56          | 0.56          | 0.54          |
| State and local   | 16.02         | 15.59         | 15.89         | 16.01         | 16.00         |
| State government  | 5.77          | 5.86          | 6.14          | 6.26          | 5.96          |
| Local government  | 10.25         | 9.73          | 9.75          | 9.75          | 10.05         |
| <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



| <b>Table 10: United States 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   | 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>  | <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