



Target Industry Cluster Analysis

Middle Rio Grande Region, New Mexico

Table of contents

01

Overview

02

Industry Cluster Analysis

03

Target Industry Clusters

01 overview

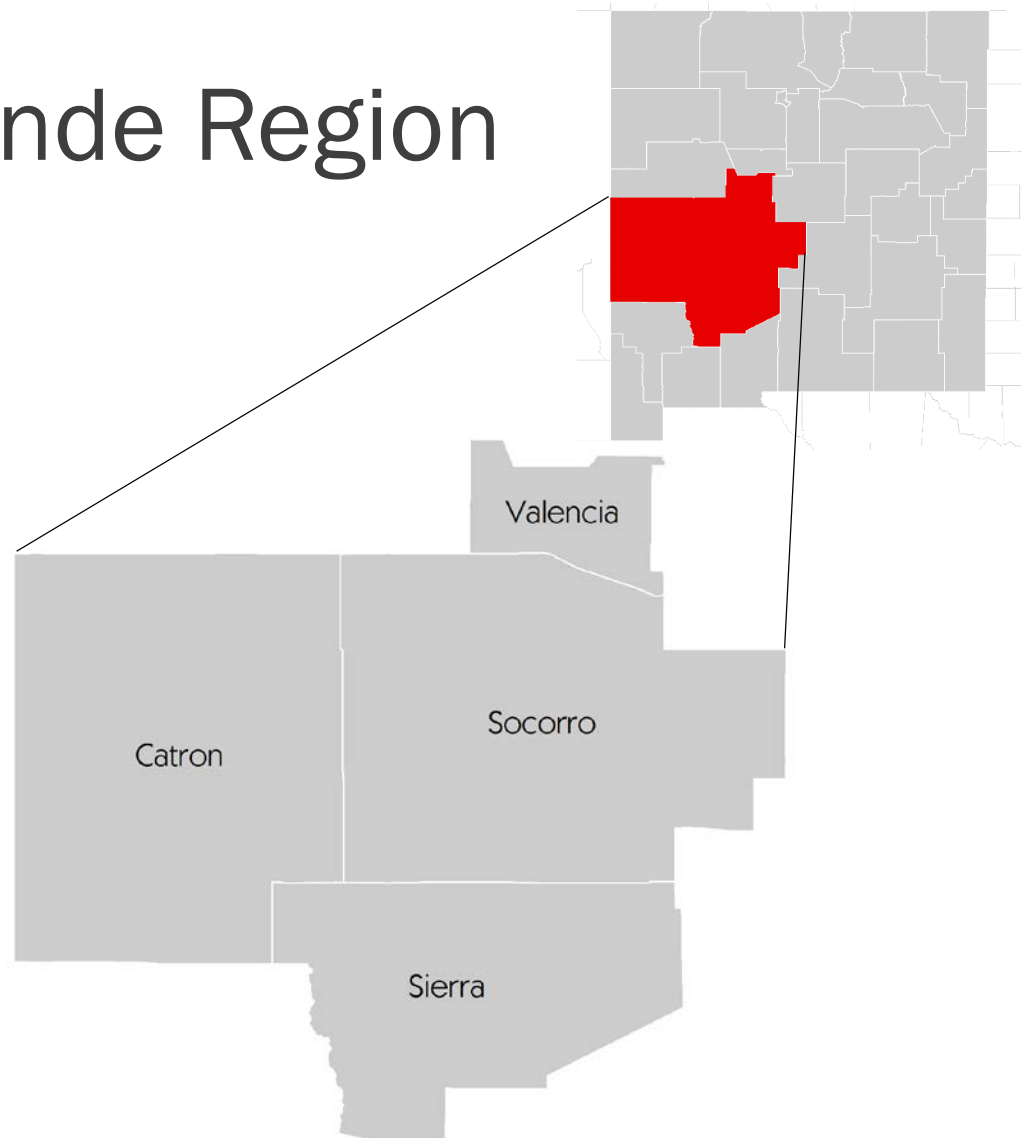
Middle Rio Grande Region, NM

Overview

Middle Rio Grande Region

The Middle Rio Grande Region is comprised of four counties in western New Mexico. Interstate I-25 passes through middle part of the region connecting to I-40 to the north. U.S. Highway 60 passes through the middle part of the region connecting to Phoenix, AZ to the west.

- Catron
- Sierra
- Socorro
- Valencia



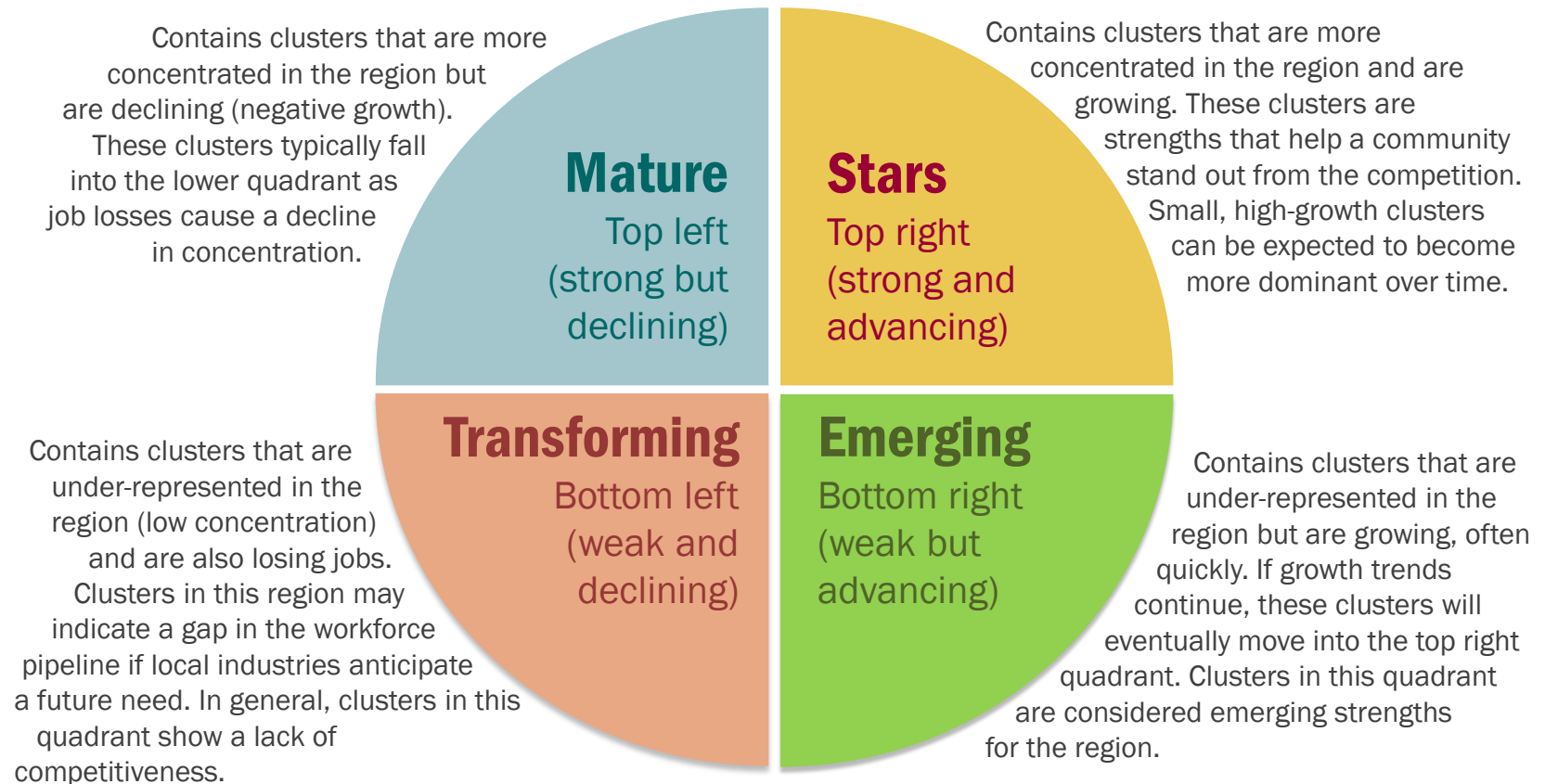
02 industry cluster analysis

Middle Rio Grande Region, NM

Industry cluster analysis

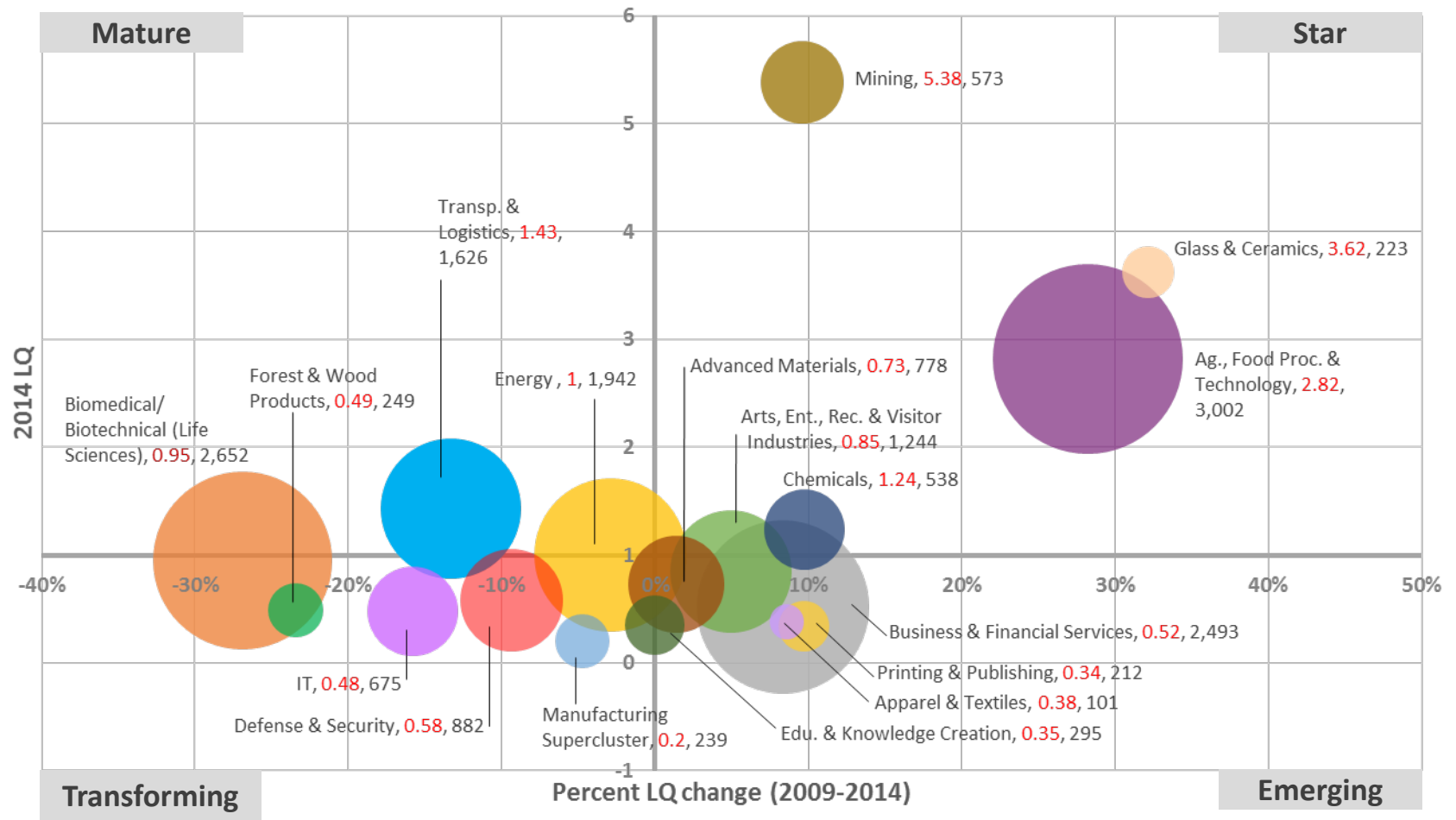
How to interpret cluster data results

The graph's four quadrants tell a different story for each cluster.



Industry and occupation

Industry cluster bubble chart



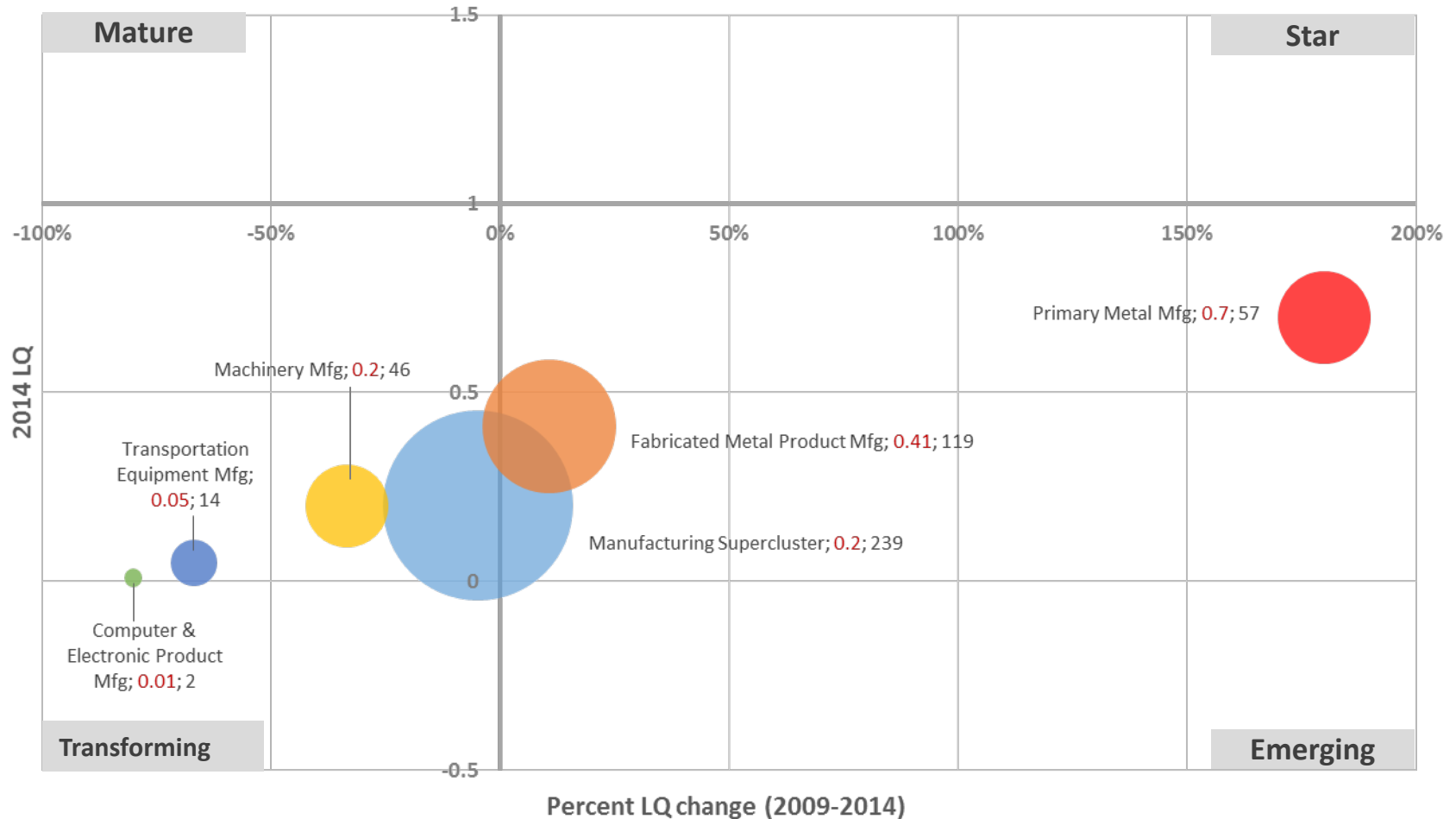
section 02

Source: EMSI Class of Worker 2014.4 (QCEW, non -QCEW, self-employed and extended proprietors).

Note: Label includes cluster name, LQ 2014, and Employment 2014; NAICS 2012 definitions

Industry and occupation

Manufacturing sub-cluster bubble chart

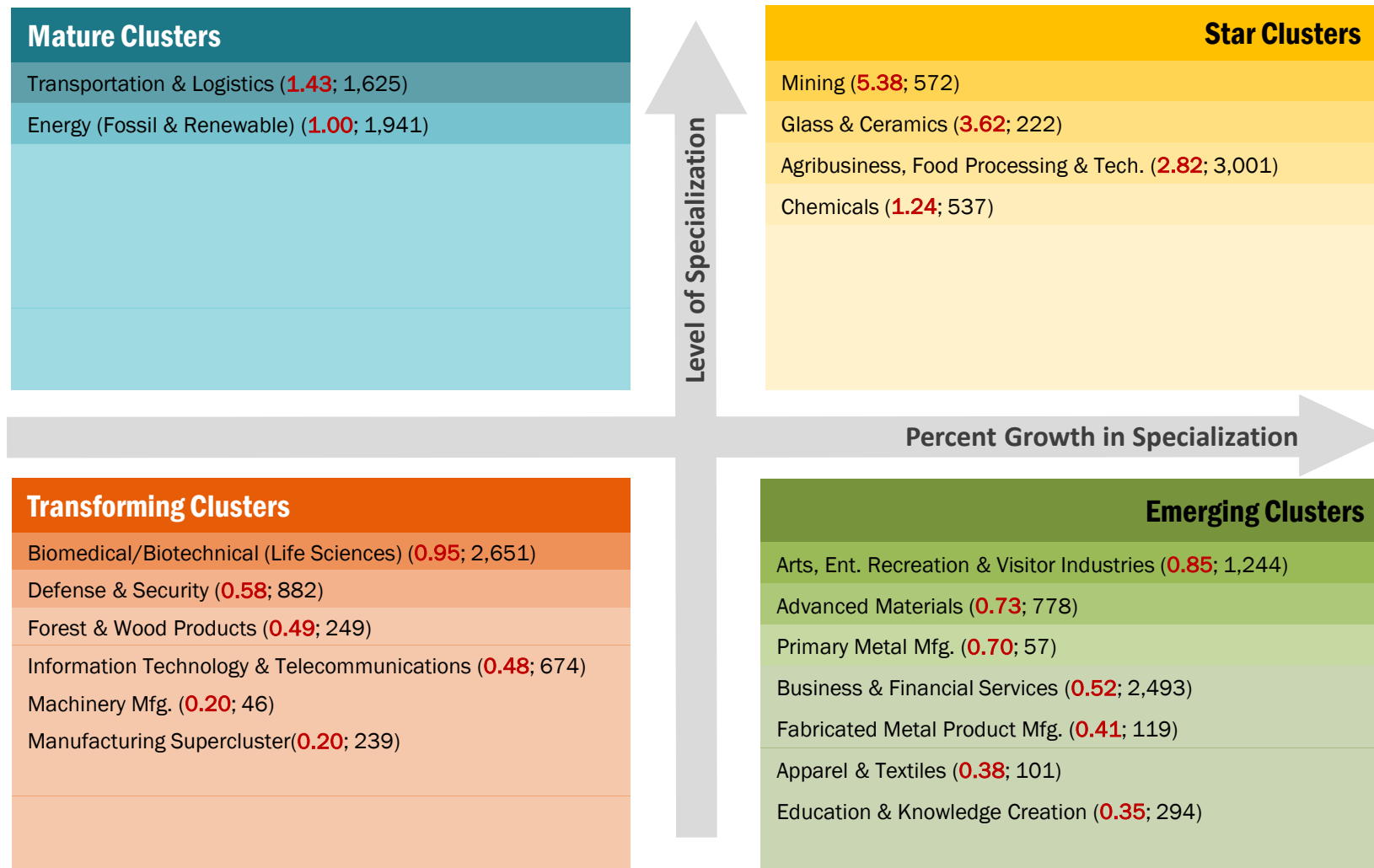


Note: Transportation Equipment Mfg., Machinery Mfg., Computer & Electronic Product Mfg., Primary Metal Mfg. subclusters have too few jobs. Electrical Equip, Appliance & Component Mfg. cluster does not exist in the region.

section 02

Source: EMSI Class of Worker 2014.4 (QCEW, non -QCEW, self-employed and extended proprietors).
 Note: Label includes cluster name, LQ 2014, and Employment 2014; NAICS 2012 definition

Industry cluster analysis



Note: Transportation Equipment Mfg., Machinery Mfg., Computer & Electronic Product Mfg., Primary Metal Mfg. subclusters have too few jobs. Electrical Equip, Appliance & Component Mfg. cluster does not exist in the region.

section 02

NOTE: The first number after each cluster represents its location quotient while the second number represents the number of total jobs (full and part time jobs by place of work) in that cluster in the region in 2014. The clusters are sorted in decreasing order by location quotient.

Industry and occupation

Bubble chart interpretation

Mature Industries

Only two industry clusters in the Middle Rio Grande Region are in the Maturing stage: Transportation & Logistics and Energy (Fossil & Renewable). These industries are relatively concentrated, but their growth is trending downward. It is worth noting, however, that the Middle Rio Grande Region may find it worthwhile to invest in efforts to shore up the concentration of these industries.

Transforming Industries

Transforming clusters capture the mix of industries that are experiencing relative decline and limited export capability. In the Middle Rio Grande Region, top four transforming clusters are Biomedical/Biotechnical (Life Sciences), Defense & Security, Forest & Wood Products, and Information Technology & Telecommunications. Any amount of growth in these industries would require relatively large investments.

Star Industries

Star industry clusters are highly concentrated, exporting and still experiencing growth in the region. The most highly concentrated of the Star industry clusters in the Middle Rio Grande Region is Mining. Its location quotient is 5.38, indicating that the cluster is 5 times more concentrated in the region compared to the U.S. The other strong clusters in the region are Glass & Ceramics; Chemicals/Chemical-based Products; and Agribusiness, Food Processing & Technology.

Emerging Industries

Industry clusters that may be poised for future growth are classified as “Emerging.” There are eight clusters in the Middle Rio Grande Region. The top four include Arts, Ent. Recreation & Visitor Industries, Advanced Materials, and Primary Metal Mfg., and Business & Financial Services. Other Emerging clusters are fabricated metal product mfg., apparel and textiles, and education & knowledge creation clusters.

03 target industry cluster

**Agribusiness, Food
Processing and Technology**

**Arts, Entertainment,
Recreation And Visitor
Industries**

Energy

Forest and Wood Products

**Information Technology &
Telecommunications**

Defense and Security

**Business and Financial
Service**

Shift-Share Analysis by Top Industry Sectors: Middle Rio Grande Region, NM

Agribusiness, Food Processing and Technology Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Regional Performance, 2009-2014
Animal Production	2,302	143	-183	-40	↑ 458
Crop Production	327	22	-20	2	↑ 29
Postharvest Crop Activities (except Cotton Ginning)	75	5	1	6	↑ 5
Farm Labor Contractors and Crew Leaders	66	2	2	4	↑ 38
Livestock Merchant Wholesalers	50	3	-3	0	↑ 16
Meat Processed from Carcasses	27	1	-1	0	↑ 13
Dried and Dehydrated Food Manufacturing	22	0	0	0	↑ 21
All Other Miscellaneous Food Manufacturing	19	2	1	3	-17
Soil Preparation, Planting, and Cultivating	19	3	5	8	-28
Animal (except Poultry) Slaughtering	12	0	-1	-1	↑ 7
Farm Management Services	11	1	1	2	-2

Note: Upward arrow (↑) indicates regional competitiveness. EMSI does not include detailed sectors for Spice and Extract Manufacturing; Coffee and Tea Manufacturing; Fruit and Vegetable Canning; and Retail Bakeries.

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Agribusiness, Food Processing and Technology Cluster

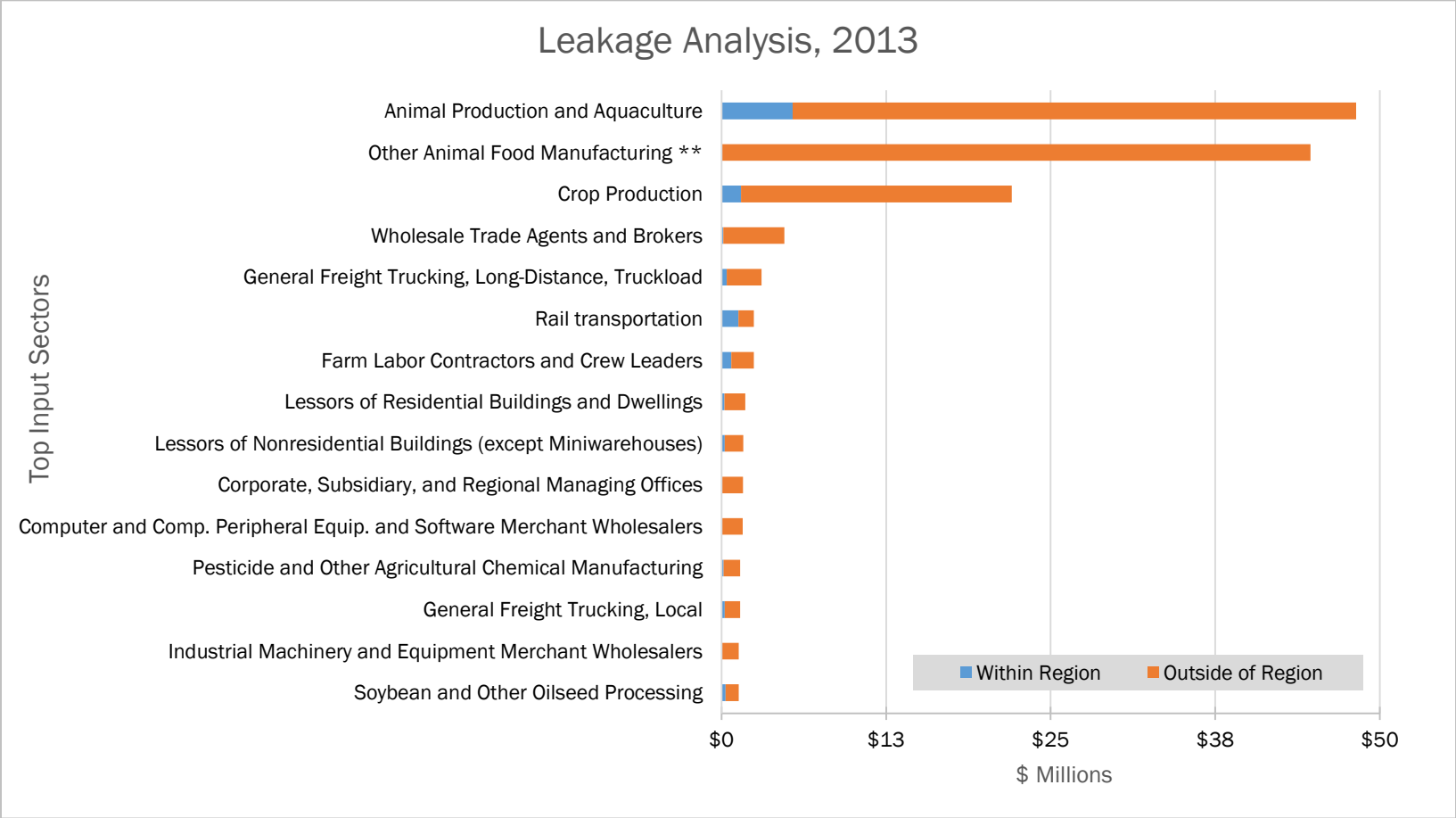
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Animal Production and Aquaculture	\$48.20	11%	89%
Other Animal Food Manufacturing **	\$44.73	0%	100%
Crop Production	\$22.04	7%	93%
Wholesale Trade Agents and Brokers	\$4.77	3%	97%
General Freight Trucking, Long-Distance, Truckload	\$3.05	13%	87%
Rail transportation	\$2.47	52%	48%
Farm Labor Contractors and Crew Leaders	\$2.45	30%	70%
Lessors of Residential Buildings and Dwellings	\$1.80	12%	88%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$1.65	14%	86%
Corporate, Subsidiary, and Regional Managing Offices	\$1.64	2%	98%
Computer and Computer Peripheral Equipment and Software Merchant Wholesalers *	\$1.62	0%	100%
Pesticide and Other Agricultural Chemical Manufacturing *	\$1.42	11%	89%
General Freight Trucking, Local	\$1.41	17%	83%
Industrial Machinery and Equipment Merchant Wholesalers *	\$1.31	4%	96%
Soybean and Other Oilseed Processing *	\$1.30	24%	76%

Note: * industry sector has less than 10 jobs as calculated by EMSI; ** industry sector is not present in the region .

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Agribusiness, Food Processing and Technology Cluster



Note: ** industry sector is not present in the region .

section 03

Source: EMSI Class of Worker 2014.4 (QCEW, non-QCEW, self-employed and extended proprietors).

Top Occupations: Middle Rio Grande Region, NM

Agribusiness, Food Processing and Technology Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Farmers, Ranchers, and Other Agricultural Managers	1,995	21%	\$10.5	High school diploma or equivalent
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	401	25%	\$9.5	Less than high school
Farmworkers, Farm, Ranch, and Aquacultural Animals	43	19%	\$15.5	Less than high school
Animal Trainers	35	-20%	\$11.0	High school diploma or equivalent
Agricultural Equipment Operators	33	27%	\$11.0	Less than high school
Nonfarm Animal Caretakers	26	-24%	\$9.2	Less than high school
Managers, All Other	26	24%	\$23.5	High school diploma or equivalent
First-Line Supervisors of Farming, Fishing, and Forestry Workers	24	20%	\$18.0	High school diploma or equivalent
Laborers and Freight, Stock, and Material Movers, Hand	20	43%	\$11.4	Less than high school
Heavy and Tractor-Trailer Truck Drivers	19	19%	\$16.1	Postsecondary non-degree award
Bookkeeping, Accounting, and Auditing Clerks	18	6%	\$14.4	High school diploma or equivalent
Packers and Packagers, Hand	14	27%	\$10.8	Less than high school
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	13	-7%	\$21.8	High school diploma or equivalent
Helpers--Production Workers	12	100%	\$11.2	Less than high school
Graders and Sorters, Agricultural Products	12	33%	\$8.8	Less than high school

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

section 03

Shift-Share Analysis by Top Industry Sectors: Middle Rio Grande Region, NM

Arts, Entertainment, Recreation And Visitor Industries Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Regional Performance, 2009-2014
Hotels (except Casino Hotels) and Motels	408	32	1	33	-45
Independent Artists, Writers, and Performers	268	19	9	28	-9
Other Spectator Sports	76	4	3	7	↑ 21
All Other Amusement and Recreation Industries	70	3	7	10	↑ 23
Fitness and Recreational Sports Centers	57	6	3	9	-24
RV (Recreational Vehicle) Parks and Campgrounds	51	3	4	7	0
Motion Picture Theaters (except Drive-Ins)	41	4	-10	-6	-7
Golf Courses and Country Clubs	37	2	-1	1	↑ 4
Racetracks	33	2	-2	0	↑ 3
Marinas	21	3	3	6	-23
Sports Teams and Clubs	17	1	3	4	↑ 4
Recreational and Vacation Camps (except Campgrounds)	16	1	1	2	0
Bed-and-Breakfast Inns	16	1	0	1	↑ 5
Radio Stations	14	1	-1	0	↑ 2
Travel Agencies	13	0	-1	-1	↑ 9

Note: Upward arrow (↑) indicates regional competitiveness.

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Arts, Entertainment, Recreation And Visitor Industries Cluster

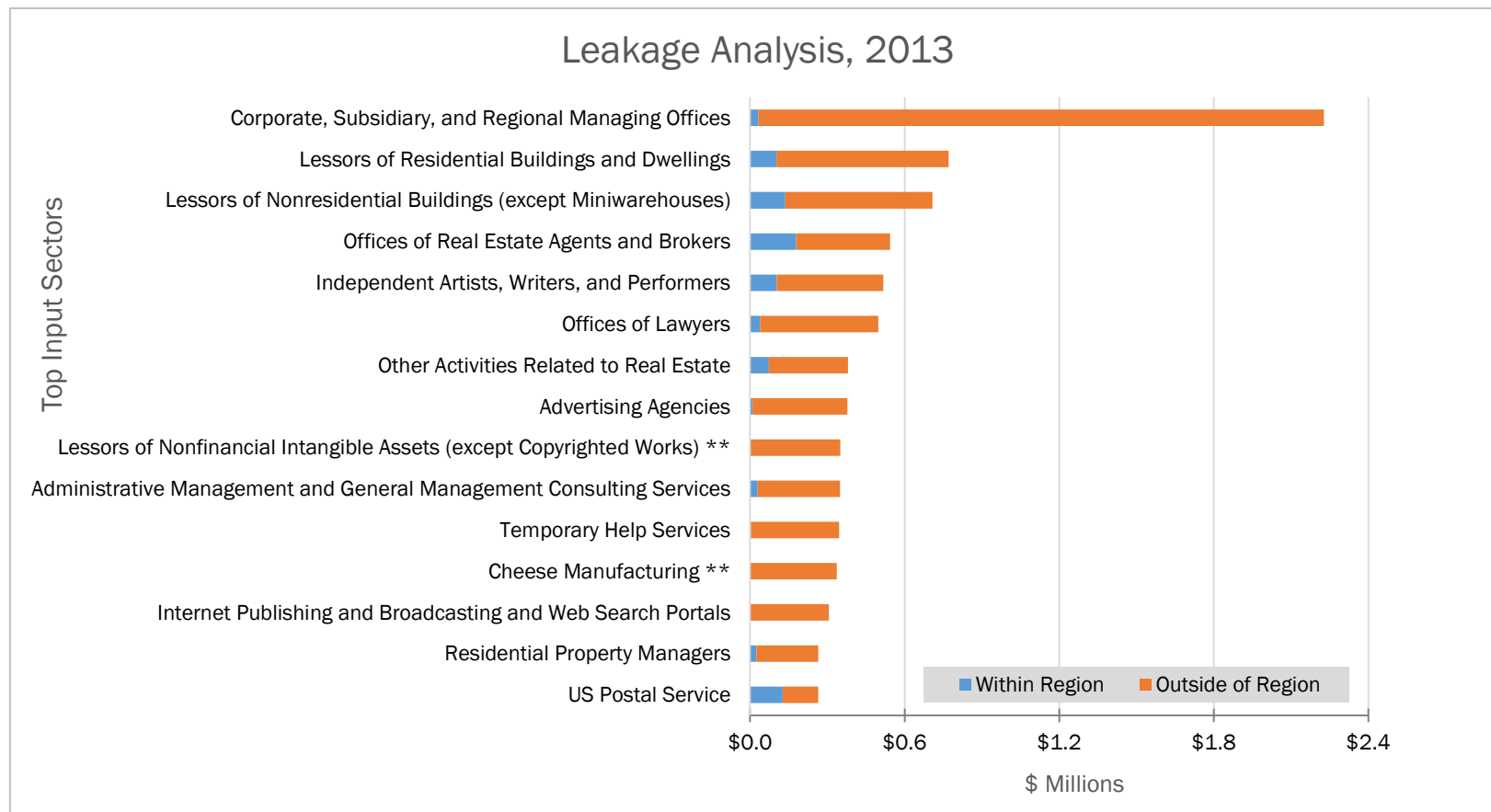
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Corporate, Subsidiary, and Regional Managing Offices	\$2.23	1%	99%
Lessors of Residential Buildings and Dwellings	\$0.77	13%	87%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$0.71	19%	81%
Offices of Real Estate Agents and Brokers	\$0.54	33%	67%
Independent Artists, Writers, and Performers	\$0.52	20%	80%
Offices of Lawyers	\$0.50	8%	92%
Other Activities Related to Real Estate	\$0.38	19%	81%
Advertising Agencies *	\$0.38	3%	97%
Lessors of Nonfinancial Intangible Assets (except Copyrighted Works) **	\$0.35	0%	100%
Administrative Management and General Management Consulting Services	\$0.35	9%	91%
Temporary Help Services	\$0.35	1%	99%
Cheese Manufacturing **	\$0.34	0%	100%
Internet Publishing and Broadcasting and Web Search Portals *	\$0.31	1%	99%
Residential Property Managers	\$0.27	9%	91%
US Postal Service	\$0.26	48%	52%

Note: * industry sector has less than 10 jobs as calculated by EMSI; ** industry sector is not present in the region .

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Arts, Entertainment, Recreation And Visitor Industries Cluster



Note: ** industry sector is not present in the region .

section 03

Top Occupations: Middle Rio Grande Region, NM

Arts, Entertainment, Recreation And Visitor Industries Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Maids and Housekeeping Cleaners	117	-2%	\$8.6	Less than high school
Musicians and Singers	97	21%	\$12.2	High school diploma or equivalent
Writers and Authors	73	7%	\$14.4	Bachelor's degree
Lodging Managers	71	9%	\$13.1	High school diploma or equivalent
Hotel, Motel, and Resort Desk Clerks	58	-6%	\$8.9	High school diploma or equivalent
Recreation Workers	41	11%	\$10.0	Bachelor's degree
Waiters and Waitresses	33	-6%	\$9.5	Less than high school
Multimedia Artists and Animators	32	3%	\$9.2	Bachelor's degree
Art Directors	24	0%	\$12.7	Bachelor's degree
Maintenance and Repair Workers, General	24	-8%	\$13.2	High school diploma or equivalent
Photographers	22	0%	\$10.7	High school diploma or equivalent
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	21	17%	\$10.4	Less than high school
Fitness Trainers and Aerobics Instructors	19	0%	\$15.3	High school diploma or equivalent
Coaches and Scouts	19	19%	\$12.6	Bachelor's degree
Entertainers and Performers, Sports and Related Workers, All Other	19	19%	\$14.0	High school diploma or equivalent

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

section 03

Shift-Share Analysis by Top Industry Sectors: Middle Rio Grande Region, NM

Energy (Fossil And Renewable) Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Regional Performance, 2009-2014
Gasoline Stations with Convenience Stores	372	26	-11	15	↑ 11
Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	250	27	-10	17	-130
Electrical Contractors and Other Wiring Installation Contractors	220	20	-15	5	-45
Plumbing, Heating, and Air-Conditioning Contractors	213	16	-6	10	-15
Water and Sewer Line and Related Structures Construction	122	11	-17	-6	-11
Other Heavy and Civil Engineering Construction	105	7	-11	-4	↑ 19
Electric Power Distribution	80	8	34	42	-61
Engineering Services	67	8	-2	6	-39
Fuel Dealers	56	3	-4	-1	↑ 22
Power and Communication Line and Related Structures Construction	53	3	5	8	↑ 6
Miscellaneous Intermediation	52	3	11	14	↑ 2
Crude Petroleum and Natural Gas Extraction	45	3	3	6	-3
Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	43	0	1	1	↑ 38
Other Gasoline Stations	40	2	-1	1	↑ 20
Other Scientific and Technical Consulting Services	33	3	3	6	-9

Note: Upward arrow (↑) indicates regional competitiveness.

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Energy (Fossil And Renewable) Cluster

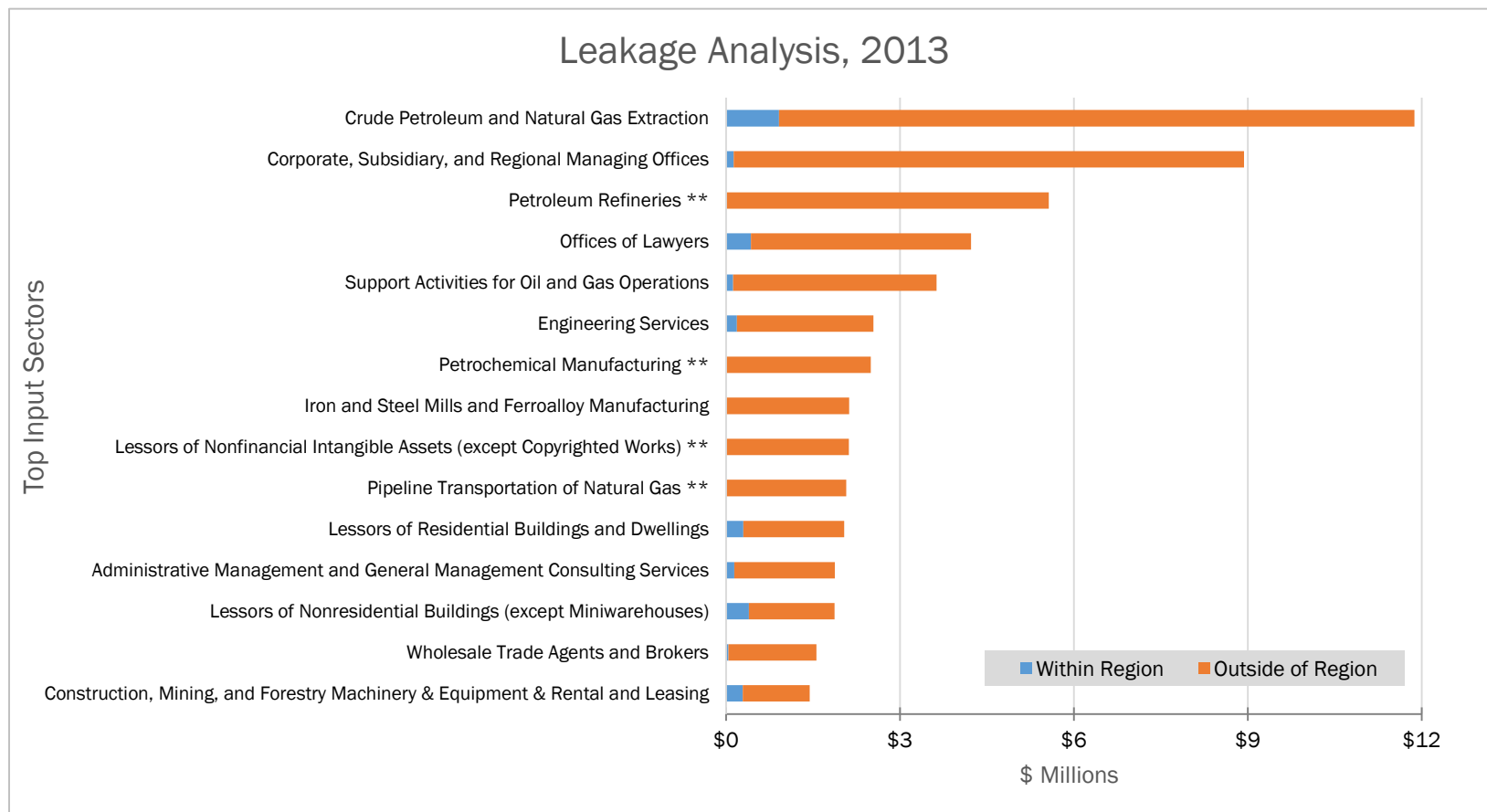
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Crude Petroleum and Natural Gas Extraction	\$11.88	8%	92%
Corporate, Subsidiary, and Regional Managing Offices	\$8.93	2%	98%
Petroleum Refineries **	\$5.57	0%	100%
Offices of Lawyers	\$4.23	10%	90%
Support Activities for Oil and Gas Operations	\$3.63	3%	97%
Engineering Services	\$2.54	7%	93%
Petrochemical Manufacturing **	\$2.50	0%	100%
Iron and Steel Mills and Ferroalloy Manufacturing *	\$2.13	0%	100%
Lessors of Nonfinancial Intangible Assets (except Copyrighted Works) **	\$2.12	0%	100%
Pipeline Transportation of Natural Gas **	\$2.07	0%	100%
Lessors of Residential Buildings and Dwellings	\$2.04	15%	85%
Administrative Management and General Management Consulting Services	\$1.88	8%	92%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$1.87	21%	79%
Wholesale Trade Agents and Brokers	\$1.56	3%	97%
Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	\$1.44	20%	80%

Note: * industry sector has less than 10 jobs as calculated by EMSI; ** industry sector is not present in the region .

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Energy (Fossil And Renewable) Cluster



Note: ** industry sector is not present in the region .

section 03

Top Occupations: Middle Rio Grande Region, NM

Energy (Fossil And Renewable) Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Cashiers	229	5%	\$8.9	Less than high school
Construction Laborers	124	8%	\$10.6	Less than high school
First-Line Supervisors of Retail Sales Workers	83	38%	\$11.7	High school diploma or equivalent
Electricians	76	-18%	\$16.6	High school diploma or equivalent
Carpenters	58	9%	\$12.4	High school diploma or equivalent
Plumbers, Pipefitters, and Steamfitters	55	2%	\$18.2	High school diploma or equivalent
First-Line Supervisors of Construction Trades and Extraction Workers	53	-9%	\$19.8	High school diploma or equivalent
General and Operations Managers	46	-4%	\$33.1	Bachelor's degree
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	43	0%	\$12.0	High school diploma or equivalent
Managers, All Other	40	3%	\$23.5	High school diploma or equivalent
Operating Engineers and Other Construction Equipment Operators	37	-3%	\$16.4	High school diploma or equivalent
Management Analysts	29	-48%	\$25.1	Bachelor's degree
Helpers--Electricians	29	-12%	\$11.6	High school diploma or equivalent
Construction Managers	29	-9%	\$18.7	Bachelor's degree
Personal Financial Advisors	27	80%	\$23.7	Bachelor's degree

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

section 03

Shift-Share Analysis by Top Industry Sectors: Middle Rio Grande Region, NM

Forest And Wood Products Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Regional Performance, 2009-2014
Roofing Contractors	73	6	-3	3	-16
Finish Carpentry Contractors	30	5	-9	-4	-28
Support Activities for Forestry	28	3	-2	1	-8
Flooring Contractors	19	2	-3	-1	-4
Wood Kitchen Cabinet and Countertop Manufacturing	18	2	-4	-2	-12
Logging	17	1	-1	0	-1
Framing Contractors	17	2	-4	-2	-4
Sawmills	14	0	0	0	↑ 9
Nonupholstered Wood Household Furniture Manufacturing	14	1	-2	-1	0

Note: Upward arrow (↑) indicates regional competitiveness. EMSI does not show sufficient jobs for Other Millwork (including Flooring); All Other Miscellaneous Wood Product Manufacturing; Upholstered Household Furniture Manufacturing; Custom Architectural Woodwork and Millwork Manufacturing; Other Paperboard Container Manufacturing; and Wood Window and Door Manufacturing.

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Forest And Wood Products Cluster

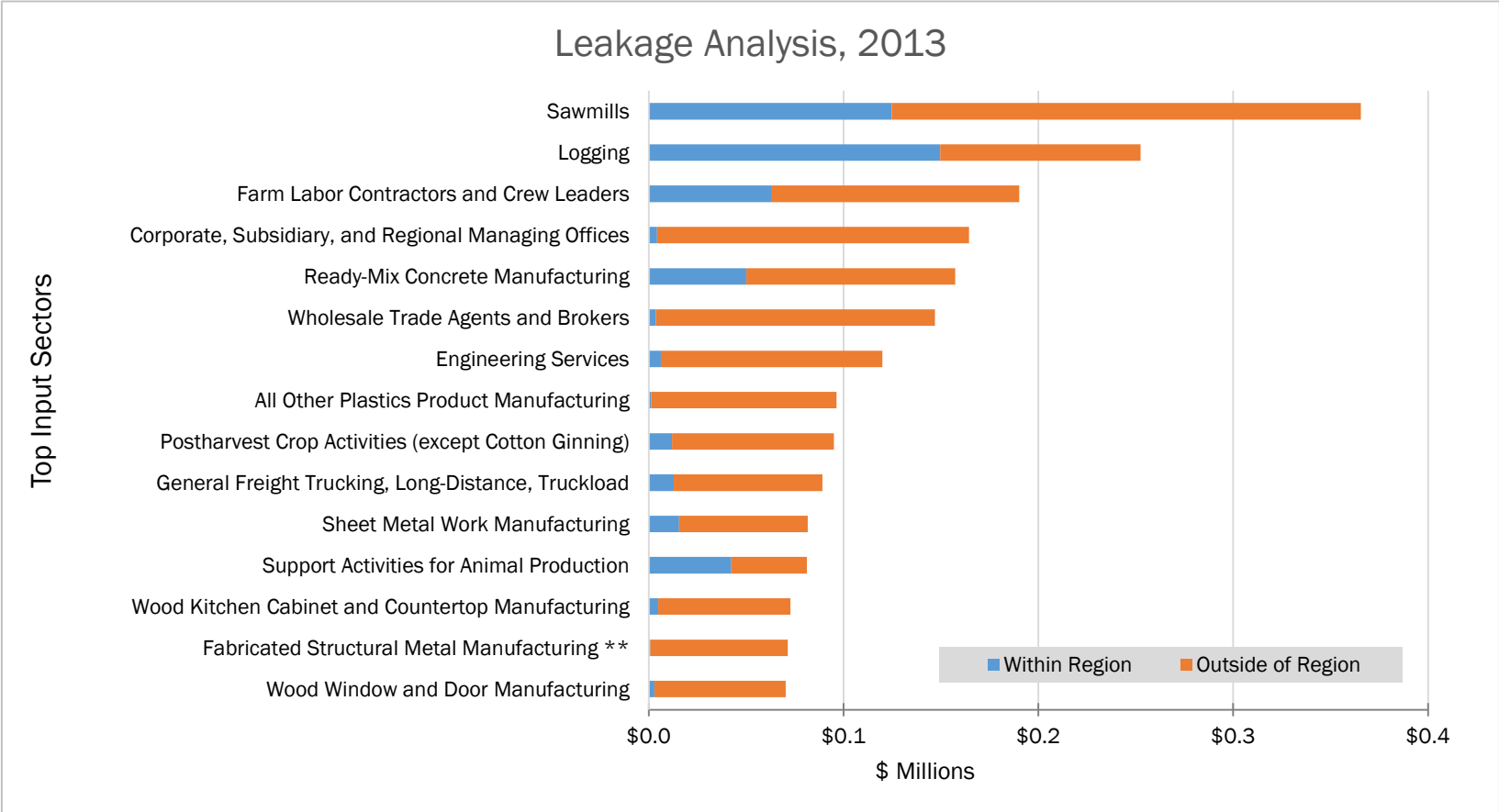
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Sawmills	\$0.37	34%	66%
Logging	\$0.25	59%	41%
Farm Labor Contractors and Crew Leaders	\$0.19	33%	67%
Corporate, Subsidiary, and Regional Managing Offices	\$0.16	3%	97%
Ready-Mix Concrete Manufacturing	\$0.16	32%	68%
Wholesale Trade Agents and Brokers	\$0.15	3%	97%
Engineering Services	\$0.12	5%	95%
All Other Plastics Product Manufacturing *	\$0.10	1%	99%
Postharvest Crop Activities (except Cotton Ginning)	\$0.10	13%	87%
General Freight Trucking, Long-Distance, Truckload	\$0.09	14%	86%
Sheet Metal Work Manufacturing	\$0.08	19%	81%
Support Activities for Animal Production	\$0.08	52%	48%
Wood Kitchen Cabinet and Countertop Manufacturing	\$0.07	7%	93%
Fabricated Structural Metal Manufacturing **	\$0.07	1%	99%
Wood Window and Door Manufacturing *	\$0.07	4%	96%

Note: * industry sector has less than 10 jobs as calculated by EMSI; ** industry sector is not present in the region .

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Forest And Wood Products Cluster



Note: ** industry sector is not present in the region .

section 03

Source: EMSI Class of Worker 2014.4 (QCEW, non -QCEW, self-employed and extended proprietors).

Top Occupations: Middle Rio Grande Region, NM

Forest And Wood Products Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Roofers	31	-11%	\$12.8	Less than high school
Carpenters	21	-34%	\$12.4	High school diploma or equivalent
Construction Laborers	19	-24%	\$10.6	Less than high school
Cabinetmakers and Bench Carpenters	15	-25%	\$11.8	High school diploma or equivalent
Managers, All Other	11	-15%	\$23.5	High school diploma or equivalent
Logging Equipment Operators	10	11%	\$11.7	High school diploma or equivalent

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014. Extended proprietors include estimates for underreported self employment, proprietorships, trusts, partnerships and cooperatives. EMSI does not include detailed occupations for Glaziers; Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders; Inspectors, Testers, Sorters, Samplers, and Weighers; Operating Engineers and Other Construction Equipment Operators; Team Assemblers; Drywall and Ceiling Tile Installers; Jewelers and Precious Stone and Metal Workers; Assemblers and Fabricators, All Other; and Receptionists and Information Clerks.

section 03

Shift-Share Analysis by Top Industry Sectors: Middle Rio Grande Region, NM

Information Technology And Telecommunications Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Regional Performance, 2009-2014
Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	250	27	-10	17	-130
Electrical Contractors and Other Wiring Installation Contractors	220	20	-15	5	-45
Wired Telecommunications Carriers	76	5	-6	-1	↑ 5
Computer Systems Design Services	42	4	6	10	-22
Custom Computer Programming Services	34	4	7	11	-23
Data Processing, Hosting, and Related Services	12	0	0	0	↑ 12
Computer Facilities Management Services	11	0	0	0	↑ 7

Note: Upward arrow (↑) indicates regional competitiveness. EMSI does not show sufficient jobs for sectors for Research and Development in the Social Sciences and Humanities; Software Publishers; Other Industrial Machinery Manufacturing; Satellite Telecommunications; Computer and Computer Peripheral Equipment and Software Merchant Wholesalers; Research and Development in Biotechnology; Other Computer Related Services; and Other Management Consulting Services.

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Information Technology And Telecommunications Cluster

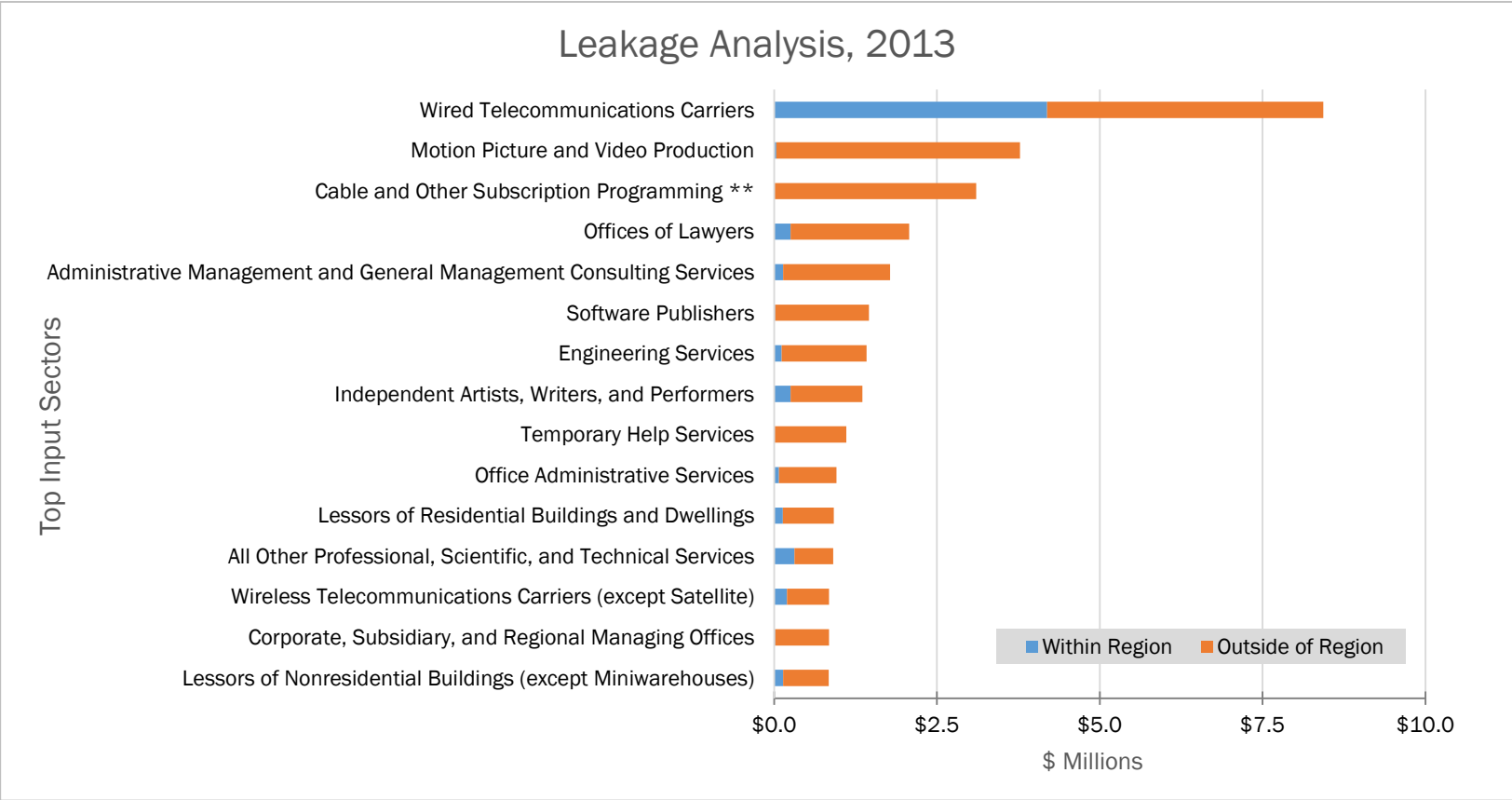
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Wired Telecommunications Carriers	\$8.44	50%	50%
Motion Picture and Video Production *	\$3.78	1%	99%
Cable and Other Subscription Programming **	\$3.10	0%	100%
Offices of Lawyers	\$2.07	12%	88%
Administrative Management and General Management Consulting Services	\$1.78	8%	92%
Software Publishers *	\$1.45	1%	99%
Engineering Services	\$1.42	8%	92%
Independent Artists, Writers, and Performers	\$1.36	19%	81%
Temporary Help Services	\$1.11	0%	100%
Office Administrative Services	\$0.96	8%	92%
Lessors of Residential Buildings and Dwellings	\$0.92	15%	85%
All Other Professional, Scientific, and Technical Services	\$0.91	35%	65%
Wireless Telecommunications Carriers (except Satellite)	\$0.84	23%	77%
Corporate, Subsidiary, and Regional Managing Offices	\$0.84	2%	98%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$0.84	17%	83%

Note: * industry sector has less than 10 jobs as calculated by EMSI; ** industry sector is not present in the region .

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Information Technology And Telecommunications Cluster



Note: ** industry sector is not present in the region .

section 03

Source: EMSI Class of Worker 2014.4 (QCEW, non -QCEW, self-employed and extended proprietors).

Top Occupations: Middle Rio Grande Region, NM

Information Technology And Telecommunications Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Electricians	65	-22%	\$16.6	High school diploma or equivalent
Unclassified Occupation	46	18%	\$14.9	N/A
Helpers--Electricians	27	-13%	\$11.6	High school diploma or equivalent
Managers, All Other	21	-16%	\$23.5	High school diploma or equivalent
Construction Laborers	20	5%	\$10.6	Less than high school
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	20	-17%	\$12.0	High school diploma or equivalent
Carpenters	19	0%	\$12.4	High school diploma or equivalent
General and Operations Managers	17	-19%	\$33.1	Bachelor's degree
Telecommunications Equipment Installers and Repairers, Except Line Installers	15	-12%	\$25.2	Postsecondary non-degree award
Web Developers	14	27%	\$14.8	Associate's degree
First-Line Supervisors of Construction Trades and Extraction Workers	12	-20%	\$19.8	High school diploma or equivalent
Computer Programmers	12	-20%	\$31.8	Bachelor's degree
Computer Systems Analysts	12	-14%	\$26.2	Bachelor's degree

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

section 03

Source: EMSI Class of Worker 2014.4 (QCEW, non -QCEW, self-employed and extended proprietors).

Shift-Share Analysis by Top Industry Sectors: Middle Rio Grande Region, NM

Defense and Security Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Regional Performance, 2009-2014
Federal Government, Military	310	22	-26	-4	↑ 27
Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	250	27	-10	17	-130
Other Personal and Household Goods Repair and Maintenance	126	8	6	14	↑ 14
Power and Communication Line and Related Structures Construction	53	3	5	8	↑ 6
Computer Systems Design Services	42	4	6	10	-22
Custom Computer Programming Services	34	4	7	11	-23
Computer Facilities Management Services	11	0	0	0	↑ 7

Note: Upward arrow (↑) indicates regional competitiveness. EMSI does not show sufficient jobs for Other Computer Related Services; Uranium-Radium-Vanadium Ore Mining; Motor Vehicle Supplies and New Parts Merchant Wholesalers; Investigation Services; Automobile and Other Motor Vehicle Merchant Wholesalers; Surgical Appliance and Supplies Manufacturing; Other Aircraft Parts and Auxiliary Equipment Manufacturing; and Security Guards and Patrol Services.

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Defense and Security Cluster

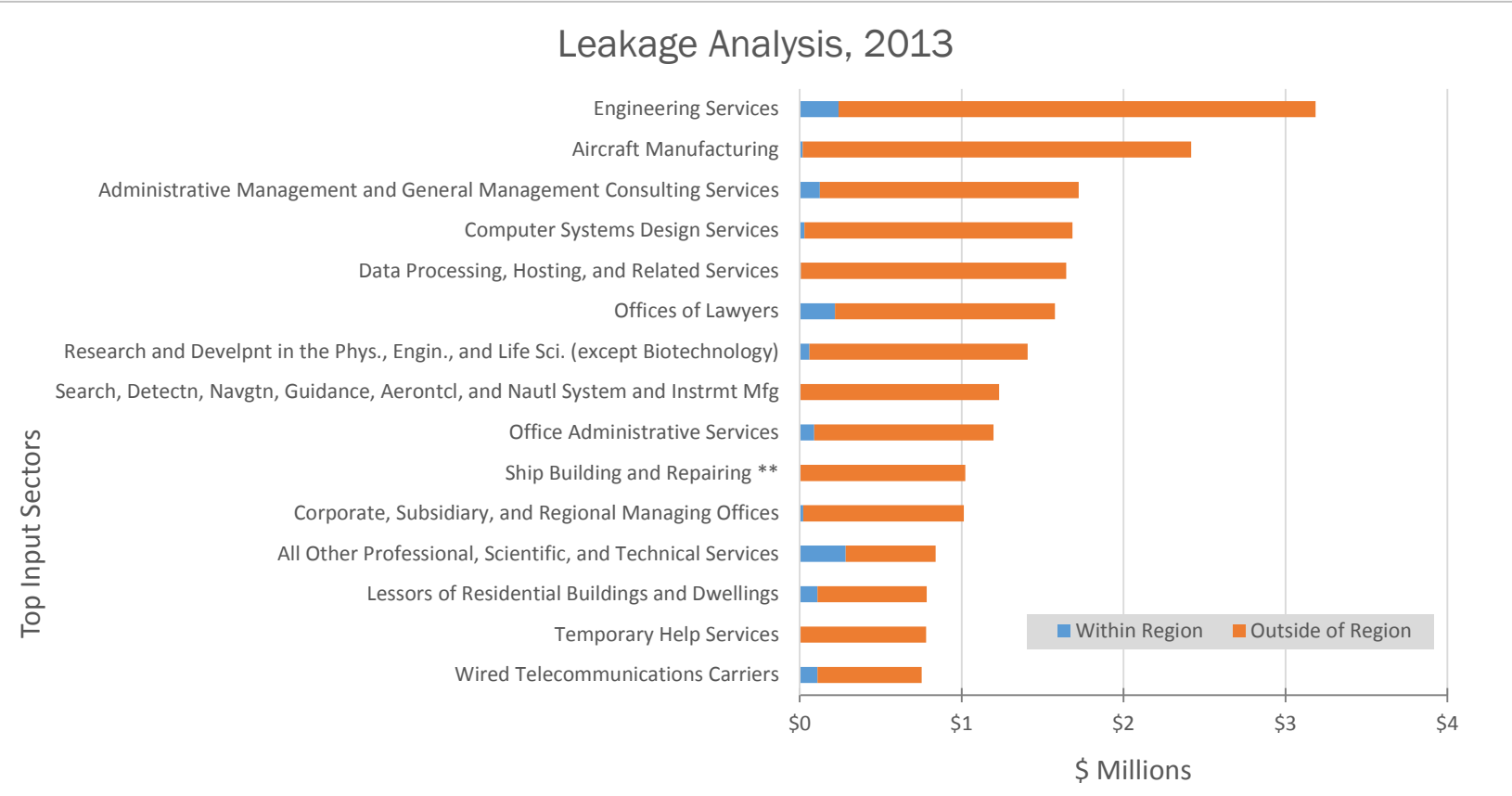
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Engineering Services	\$3.19	8%	92%
Aircraft Manufacturing *	\$2.42	1%	99%
Administrative Management and General Management Consulting Services	\$1.72	7%	93%
Computer Systems Design Services	\$1.68	2%	98%
Data Processing, Hosting, and Related Services	\$1.65	0%	100%
Offices of Lawyers	\$1.58	14%	86%
Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	\$1.41	4%	96%
Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing *	\$1.23	0%	100%
Office Administrative Services	\$1.20	8%	92%
Ship Building and Repairing **	\$1.02	0%	100%
Corporate, Subsidiary, and Regional Managing Offices	\$1.01	2%	98%
All Other Professional, Scientific, and Technical Services	\$0.84	34%	66%
Lessors of Residential Buildings and Dwellings	\$0.78	14%	86%
Temporary Help Services	\$0.78	1%	99%
Wired Telecommunications Carriers	\$0.75	14%	86%

Note: * industry sector has less than 10 jobs as calculated by EMSI; ** industry sector is not present in the region .

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Defense and Security Cluster



Note: ** industry sector is not present in the region .

section 03

Source: EMSI Class of Worker 2014.4 (QCEW, non-QCEW, self-employed and extended proprietors).

Top Occupations: Middle Rio Grande Region, NM

Defense and Security Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Military occupations	310	8%	\$15.1	N/A
Tailors, Dressmakers, and Custom Sewers	30	20%	\$8.0	Less than high school
Managers, All Other	21	-19%	\$23.5	High school diploma or equivalent
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	17	-19%	\$12.0	High school diploma or equivalent
General and Operations Managers	15	-21%	\$33.1	Bachelor's degree
Web Developers	14	27%	\$14.8	Associate's degree
Upholsterers	12	20%	\$8.7	High school diploma or equivalent
Computer Programmers	12	-20%	\$31.8	Bachelor's degree
First-Line Supervisors of Non-Retail Sales Workers	12	33%	\$13.7	High school diploma or equivalent
Construction Laborers	11	38%	\$10.6	Less than high school
Computer Systems Analysts	11	-15%	\$26.2	Bachelor's degree
Home Appliance Repairers	10	25%	\$9.8	High school diploma or equivalent

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014. EMSI does not show sufficient occupations for Community Health Workers; First-Line Supervisors of Construction Trades and Extraction Workers; and Janitors and Cleaners, Except Maids and Housekeeping Cleaners.

section 03

Shift-Share Analysis by Top Industry Sectors: Middle Rio Grande Region, NM

Business and Financial Services Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Regional Performance, 2009-2014
Lessors of Miniwarehouses and Self-Storage Units	244	13	42	55	↑ 22
Other Activities Related to Real Estate	234	17	17	34	-21
Insurance Agencies and Brokerages	196	12	16	28	↑ 13
Consumer Lending	134	10	-11	-1	-2
Offices of Lawyers	128	10	-9	1	-4
Portfolio Management	106	4	29	33	↑ 21
Residential Property Managers	98	3	7	10	↑ 47
Administrative Management and General Management Consulting Services	97	9	10	19	-35
Other Accounting Services	95	7	-4	3	0
Lessors of Nonresidential Buildings (except Miniwarehouses)	86	4	11	15	↑ 23
Engineering Services	67	8	-2	6	-39
Investment Advice	58	5	-1	4	-6
Trust, Fiduciary, and Custody Activities	55	2	5	7	↑ 18
Miscellaneous Intermediation	52	3	11	14	↑ 2
Lessors of Other Real Estate Property	51	4	4	8	-5

Note: Upward arrow (↑) indicates regional competitiveness.

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Business and Financial Services Cluster

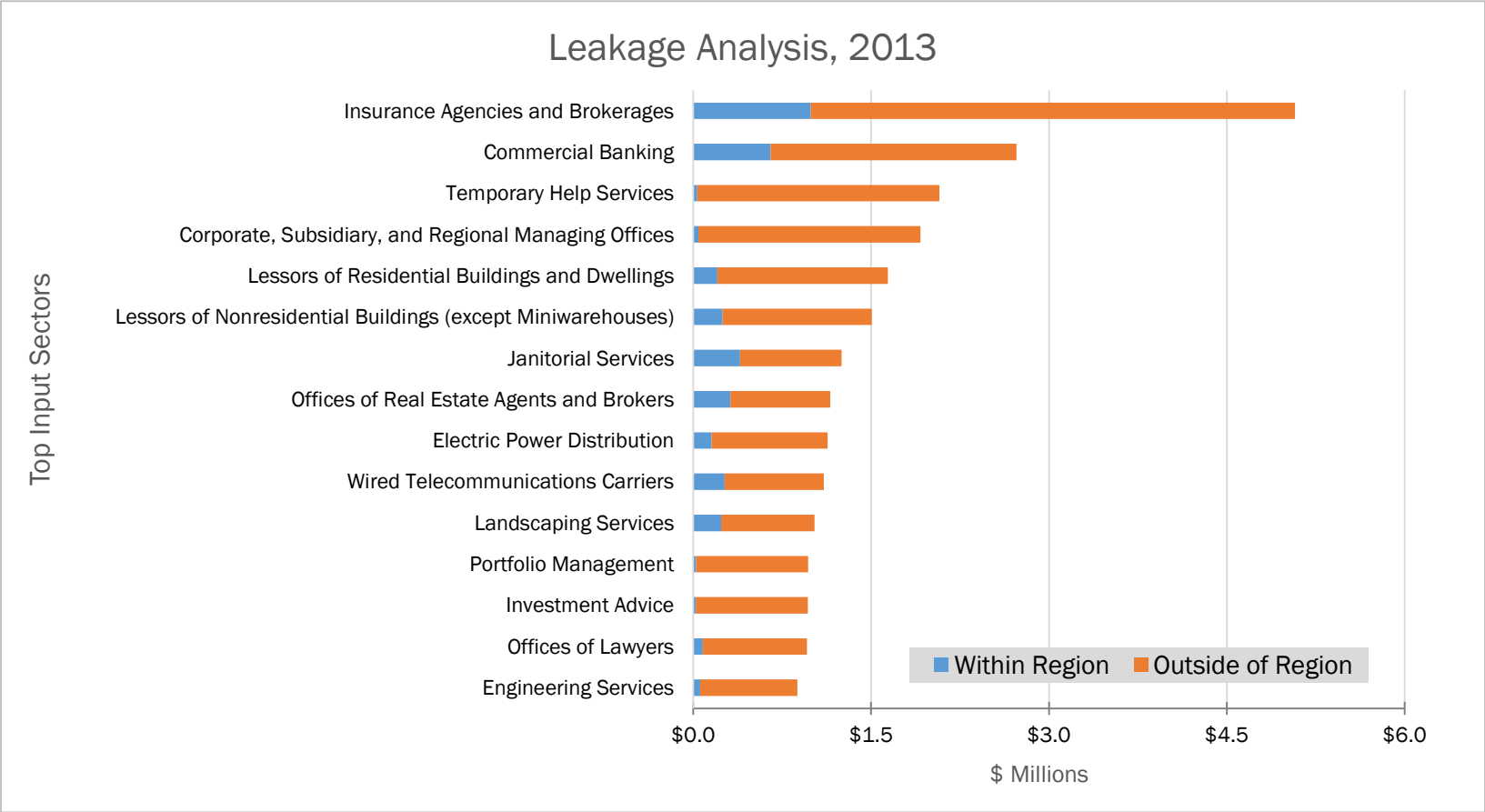
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Insurance Agencies and Brokerages	\$5.07	20%	80%
Commercial Banking	\$2.73	24%	76%
Temporary Help Services	\$2.08	2%	98%
Corporate, Subsidiary, and Regional Managing Offices	\$1.92	2%	98%
Lessors of Residential Buildings and Dwellings	\$1.64	12%	88%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$1.51	16%	84%
Janitorial Services	\$1.25	31%	69%
Offices of Real Estate Agents and Brokers	\$1.16	27%	73%
Electric Power Distribution	\$1.13	14%	86%
Wired Telecommunications Carriers	\$1.10	24%	76%
Landscaping Services	\$1.02	23%	77%
Portfolio Management	\$0.97	3%	97%
Investment Advice	\$0.97	2%	98%
Offices of Lawyers	\$0.96	8%	92%
Engineering Services	\$0.88	7%	93%

Note: * industry sector has less than 10 jobs as calculated by EMSI; ** industry sector is not present in the region .

section 03

Top 15 Inputs by Dollars: Middle Rio Grande Region, NM

Business and Financial Services Cluster



Note: ** industry sector is not present in the region .

section 03

Source: EMSI Class of Worker 2014.4 (QCEW, non -QCEW, self-employed and extended proprietors).

Top Occupations: Middle Rio Grande Region, NM

Business and Financial Services Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Real Estate Sales Agents	397	25%	\$10.7	High school diploma or equivalent
Insurance Sales Agents	177	51%	\$15.6	High school diploma or equivalent
Personal Financial Advisors	133	53%	\$23.7	Bachelor's degree
Property, Real Estate, and Community Association Managers	128	35%	\$19.6	High school diploma or equivalent
Accountants and Auditors	112	-1%	\$24.6	Bachelor's degree
Management Analysts	99	-27%	\$25.1	Bachelor's degree
Securities, Commodities, and Financial Services Sales Agents	90	30%	\$18.7	Bachelor's degree
Lawyers	88	14%	\$34.8	Doctoral or professional degree
Real Estate Brokers	72	26%	\$16.5	High school diploma or equivalent
Bookkeeping, Accounting, and Auditing Clerks	61	11%	\$14.4	High school diploma or equivalent
Managers, All Other	58	12%	\$23.5	High school diploma or equivalent
Loan Interviewers and Clerks	53	-2%	\$11.8	High school diploma or equivalent
Appraisers and Assessors of Real Estate	44	19%	\$14.1	Bachelor's degree
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	40	0%	\$12.0	High school diploma or equivalent
Financial Managers	37	32%	\$31.6	Bachelor's degree

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

section 03

Report Contributors

This report was prepared by the Purdue Center for Regional Development, in partnership with the Southern Rural Development Center and USDA Rural Development, in support of the Stronger Economies Together program.



Report Authors

Bo Beaulieu, PhD
Indraneel Kumar, PhD
Andrey Zhalnin, PhD



Data Analysis

Ayoung Kim
Francisco Scott



Report Design

Tyler Wright

This report was supported, in part, by grant from the USDA Rural Development through the auspices of the Southern Rural Development Center. It was produced in support of the Stronger Economies Together (SET) program.

PURDUE
UNIVERSITY



Center for Regional Development
Advancing Collaboration : Energizing Regions

The Purdue Center for Regional Development (PCRD) seeks to pioneer new ideas and strategies that contribute to regional collaboration, innovation and prosperity.

For more information,
please contact:

Dr. Bo Beaulieu,
PCRD Director:
ljb@purdue.edu

Or

765-494-7273

October 2015