



Target Industry Cluster Analysis

North Central New Mexico Tribal Group, New Mexico

Table of contents

01

Overview

02

Industry Cluster Analysis

03

Target Industry Cluster

01 overview

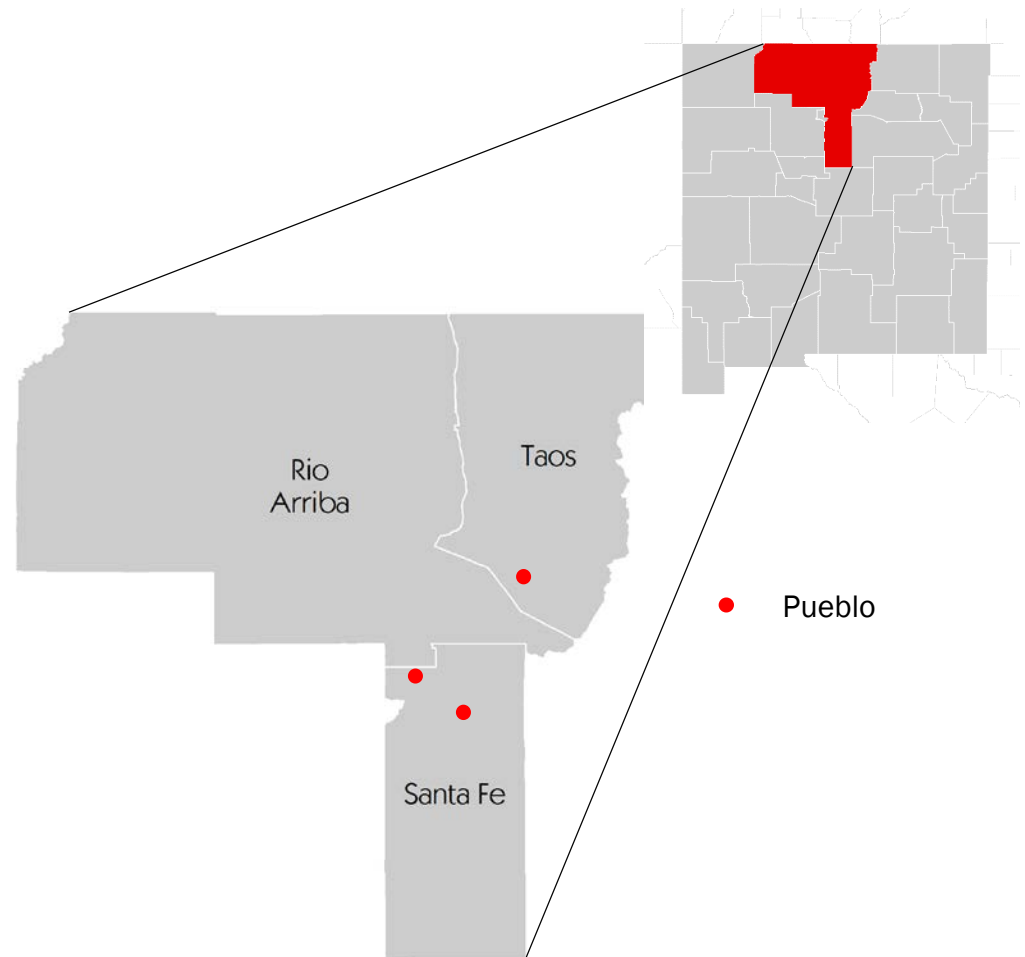
**North Central New Mexico
Tribal Group, NM**

Overview

North Central New Mexico Tribal Group Region

The North Central New Mexico Tribal Group Region is comprised of three counties in northern New Mexico. Interstate I-25 passes through southern part of the region connecting to I-40. State Highway 64 passes through the northern part of the region connecting to I-25 to the east.

- Rio Arriba
- Santa Fe
- Taos



02 target industry cluster

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

**Agribusiness, Food Processing
and Technology**

Energy (Fossil And Renewable)

Forest And Wood Products

Shift-Share Analysis by Top Industry Sectors: NCM Tribal Group, NM

Arts, Entertainment, Recreation And Visitor Industries Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Actual Job Growth, 2009-2014	Regional Performance, 2009-2014
		A	B	C=A+B	D	D-C
Hotels (except Casino Hotels) and Motels	3,401	259	6	265	-13	-278
Independent Artists, Writers, and Performers	3,126	248	121	369	-138	-507
Skiing Facilities	538	39	38	77	27	-50
Fitness and Recreational Sports Centers	319	24	11	35	-1	-36
All Other Amusement and Recreation Industries	318	16	39	55	102	↑ 47
Theater Companies and Dinner Theaters	285	20	22	42	17	-25
Motion Picture and Video Production	218	28	21	49	-146	-195
Museums	198	17	11	28	-25	-53
Bed-and-Breakfast Inns	196	17	7	24	-25	-49
Motion Picture Theaters (except Drive-Ins)	113	9	-22	-13	-2	↑ 11
Radio Stations	104	7	-4	3	15	↑ 12
Golf Courses and Country Clubs	97	6	-3	3	14	↑ 11
Musical Groups and Artists	97	6	10	16	13	-3
Other Spectator Sports	95	7	5	12	8	-4
Historical Sites	76	6	1	7	0	-7

Note: Upward arrow (↑) indicates regional competitiveness.

section 03

Top 15 Inputs by Dollars: NCNM Tribal Group, NM

Arts, Entertainment, Recreation And Visitor Industries Cluster

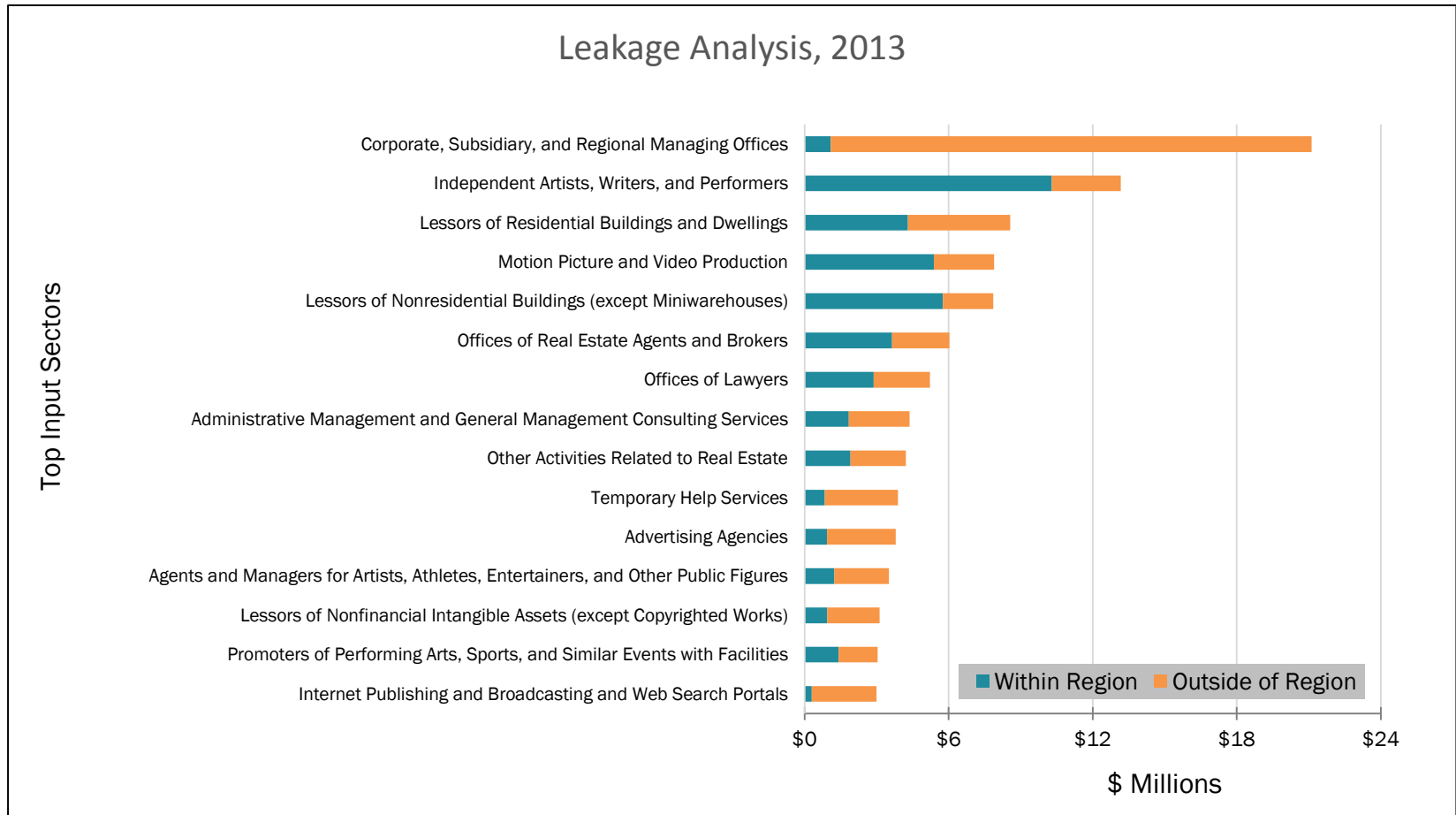
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Corporate, Subsidiary, and Regional Managing Offices	\$21.11	5%	95%
Independent Artists, Writers, and Performers	\$13.16	78%	22%
Lessors of Residential Buildings and Dwellings	\$8.57	50%	50%
Motion Picture and Video Production	\$7.89	68%	32%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$7.86	73%	27%
Offices of Real Estate Agents and Brokers	\$6.03	60%	40%
Offices of Lawyers	\$5.22	55%	45%
Administrative Management and General Management Consulting Services	\$4.37	42%	58%
Other Activities Related to Real Estate	\$4.22	45%	55%
Temporary Help Services	\$3.89	21%	79%
Advertising Agencies	\$3.80	25%	75%
Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	\$3.52	35%	65%
Lessors of Nonfinancial Intangible Assets (except Copyrighted Works) *	\$3.12	30%	70%
Promoters of Performing Arts, Sports, and Similar Events with Facilities	\$3.04	47%	53%
Internet Publishing and Broadcasting and Web Search Portals	\$2.99	10%	90%

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: NCNM Tribal Group, NM

Arts, Entertainment, Recreation And Visitor Industries 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: NCNM Tribal Group, 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	838	1%	\$10.4	Less than high school
Musicians and Singers	757	3%	\$16.4	High school diploma or equivalent
Writers and Authors	584	-8%	\$15.9	Bachelor's degree
Hotel, Motel, and Resort Desk Clerks	506	3%	\$11.0	High school diploma or equivalent
Waiters and Waitresses	483	2%	\$11.1	Less than high school
Multimedia Artists and Animators	267	-14%	\$13.6	Bachelor's degree
Cooks, Restaurant	243	0%	\$11.2	Less than high school
Art Directors	198	-13%	\$17.1	Bachelor's degree
Maintenance and Repair Workers, General	190	2%	\$14.0	High school diploma or equivalent
Photographers	188	-13%	\$16.5	High school diploma or equivalent
Actors	176	-10%	\$17.7	Some college, no degree
General and Operations Managers	174	-2%	\$39.1	Bachelor's degree
Recreation Workers	168	20%	\$11.1	Bachelor's degree
Craft Artists	151	-12%	\$6.0	High school diploma or equivalent
Entertainers and Performers, Sports and Related Workers, All Other	146	1%	\$17.6	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.

section 03

Shift-Share Analysis by Top Industry Sectors: NCM Tribal Group, NM

Agribusiness, Food Processing and Technology Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Actual Job Growth, 2009-2014	Regional Performance, 2009-2014
		A	B	C=A+B	D	D-C
Animal Production	1,470	126	-161	-35	-187	-152
Crop Production	1,213	41	-36	5	678	↑ 673
Tortilla Manufacturing	97	4	-1	3	40	↑ 37
Farm Labor Contractors and Crew Leaders	56	1	1	2	38	↑ 36
Commercial Bakeries	52	1	-1	0	40	↑ 40
Retail Bakeries	48	2	4	6	19	↑ 13
Breweries	45	2	8	10	25	↑ 15
Perishable Prepared Food Manufacturing	30	1	0	1	18	↑ 17
Soil Preparation, Planting, and Cultivating	27	3	5	8	-13	-21
Wineries	26	0	1	1	20	↑ 19
Distilleries	24	0	0	0	23	↑ 23
Postharvest Crop Activities (except Cotton Ginning)	20	1	0	1	14	↑ 13
Confectionery Manufacturing from Purchased Chocolate	18	2	-2	0	-2	-2
Fruit and Vegetable Canning	17	0	-1	-1	10	↑ 11
Farm Supplies Merchant Wholesalers	16	2	0	2	-5	-7

Note: Upward arrow (↑) indicates regional competitiveness.

section 03

Top 15 Inputs by Dollars: NCNM Tribal Group, NM

Agribusiness, Food Processing and Technology Cluster

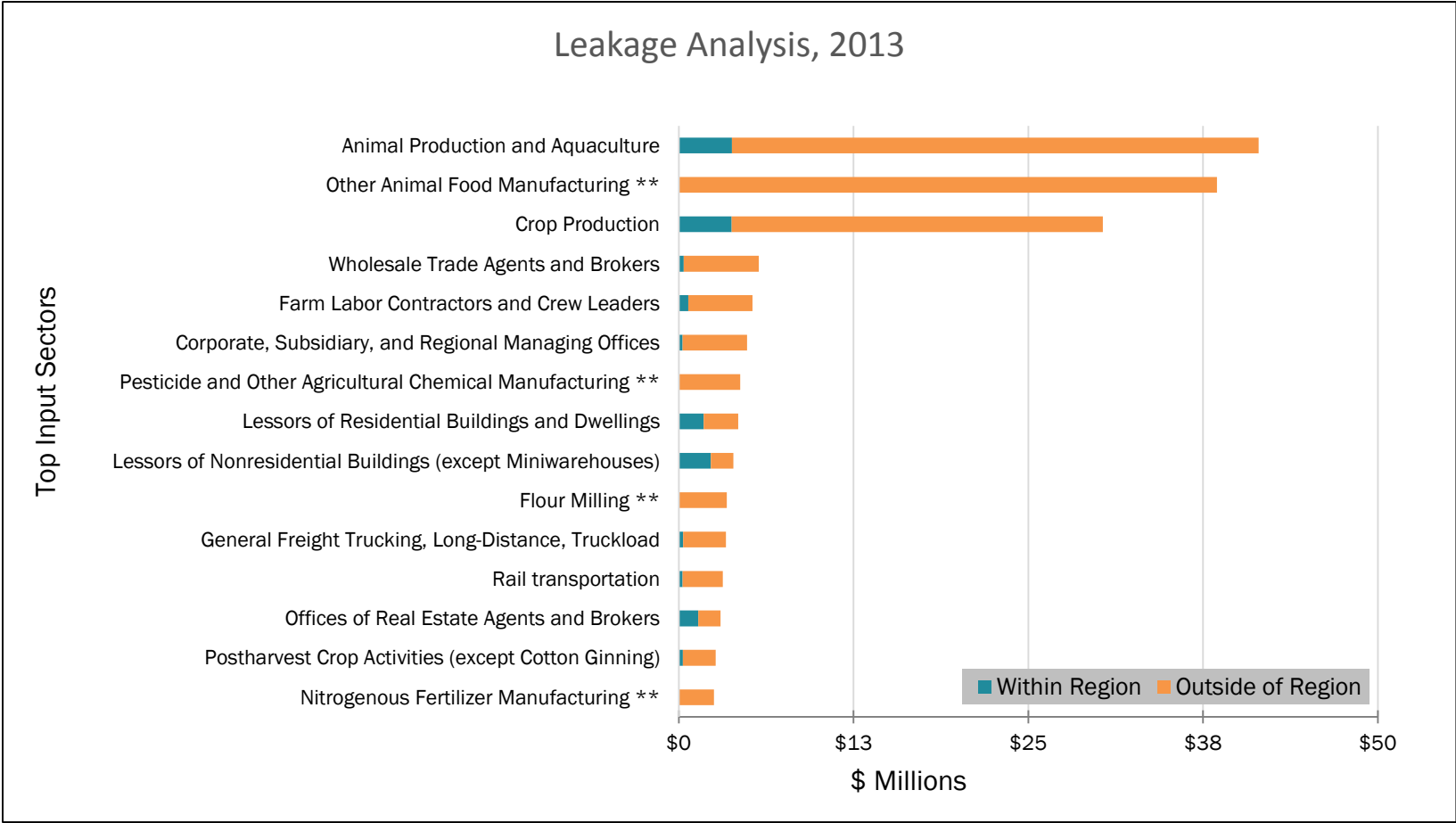
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Animal Production and Aquaculture	\$41.49	9%	91%
Other Animal Food Manufacturing **	\$38.49	0%	100%
Crop Production	\$30.33	12%	88%
Wholesale Trade Agents and Brokers	\$5.73	6%	94%
Farm Labor Contractors and Crew Leaders	\$5.28	13%	87%
Corporate, Subsidiary, and Regional Managing Offices	\$4.88	6%	94%
Pesticide and Other Agricultural Chemical Manufacturing **	\$4.39	0%	100%
Lessors of Residential Buildings and Dwellings	\$4.25	42%	58%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$3.90	59%	41%
Flour Milling **	\$3.43	0%	100%
General Freight Trucking, Long-Distance, Truckload	\$3.37	9%	91%
Rail transportation	\$3.15	9%	91%
Offices of Real Estate Agents and Brokers	\$3.00	47%	53%
Postharvest Crop Activities (except Cotton Ginning)	\$2.64	11%	89%
Nitrogenous Fertilizer Manufacturing **	\$2.52	0%	100%

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

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Top 15 Inputs by Dollars: NCNM Tribal Group, NM

Agribusiness, Food Processing and Technology Cluster



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

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

Top Occupations: NCNM Tribal Group, 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	2,406	22%	\$13.2	High school diploma or equivalent
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	157	40%	\$10.1	Less than high school
Bakers	56	100%	\$12.0	Less than high school
Managers, All Other	41	14%	\$17.7	High school diploma or equivalent
Food Batchmakers	37	106%	\$10.2	High school diploma or equivalent
Helpers--Production Workers	33	136%	\$9.7	Less than high school
Animal Trainers	28	-20%	\$11.3	High school diploma or equivalent
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	23	28%	\$21.6	High school diploma or equivalent
Bookkeeping, Accounting, and Auditing Clerks	23	35%	\$16.7	High school diploma or equivalent
Nonfarm Animal Caretakers	21	-9%	\$11.3	Less than high school
Packers and Packagers, Hand	18	80%	\$10.0	Less than high school
Laborers and Freight, Stock, and Material Movers, Hand	17	42%	\$11.6	Less than high school
General and Operations Managers	16	60%	\$39.1	Bachelor's degree
Heavy and Tractor-Trailer Truck Drivers	15	25%	\$13.4	Postsecondary non-degree award
Farmworkers, Farm, Ranch, and Aquacultural Animals	14	27%	\$13.2	Less than high school

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.

section 03

Shift-Share Analysis by Top Industry Sectors: NCM Tribal Group, NM

Energy (Fossil And Renewable) Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Actual Job Growth, 2009-2014	Regional Performance, 2009-2014
		A	B	C=A+B	D	D-C
Plumbing, Heating, and Air-Conditioning Contractors	641	48	-16	32	10	-22
Gasoline Stations with Convenience Stores	597	47	-20	27	-16	-43
Electrical Contractors and Other Wiring Installation Contractors	466	45	-35	10	-132	-142
Miscellaneous Intermediation	305	17	63	80	87	↑ 7
Electric Power Distribution	279	29	130	159	-98	-257
Engineering Services	274	28	-7	21	-88	-109
Other Scientific and Technical Consulting Services	244	18	17	35	8	-27
Environmental Consulting Services	229	13	2	15	53	↑ 38
Oil and Gas Pipeline and Related Structures Construction	191	3	10	13	155	↑ 142
Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	182	16	-6	10	-29	-39
Water and Sewer Line and Related Structures Construction	147	9	-15	-6	27	↑ 33
Crude Petroleum and Natural Gas Extraction	134	6	6	12	52	↑ 40
Support Activities for Oil and Gas Operations	131	5	37	42	64	↑ 22
Power and Communication Line and Related Structures Construction	95	4	8	12	37	↑ 25
Miscellaneous Financial Investment Activities	82	1	2	3	75	↑ 72

Note: Upward arrow (↑) indicates regional competitiveness.

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Top 15 Inputs by Dollars: NCNM Tribal Group, NM

Energy (Fossil And Renewable) Cluster

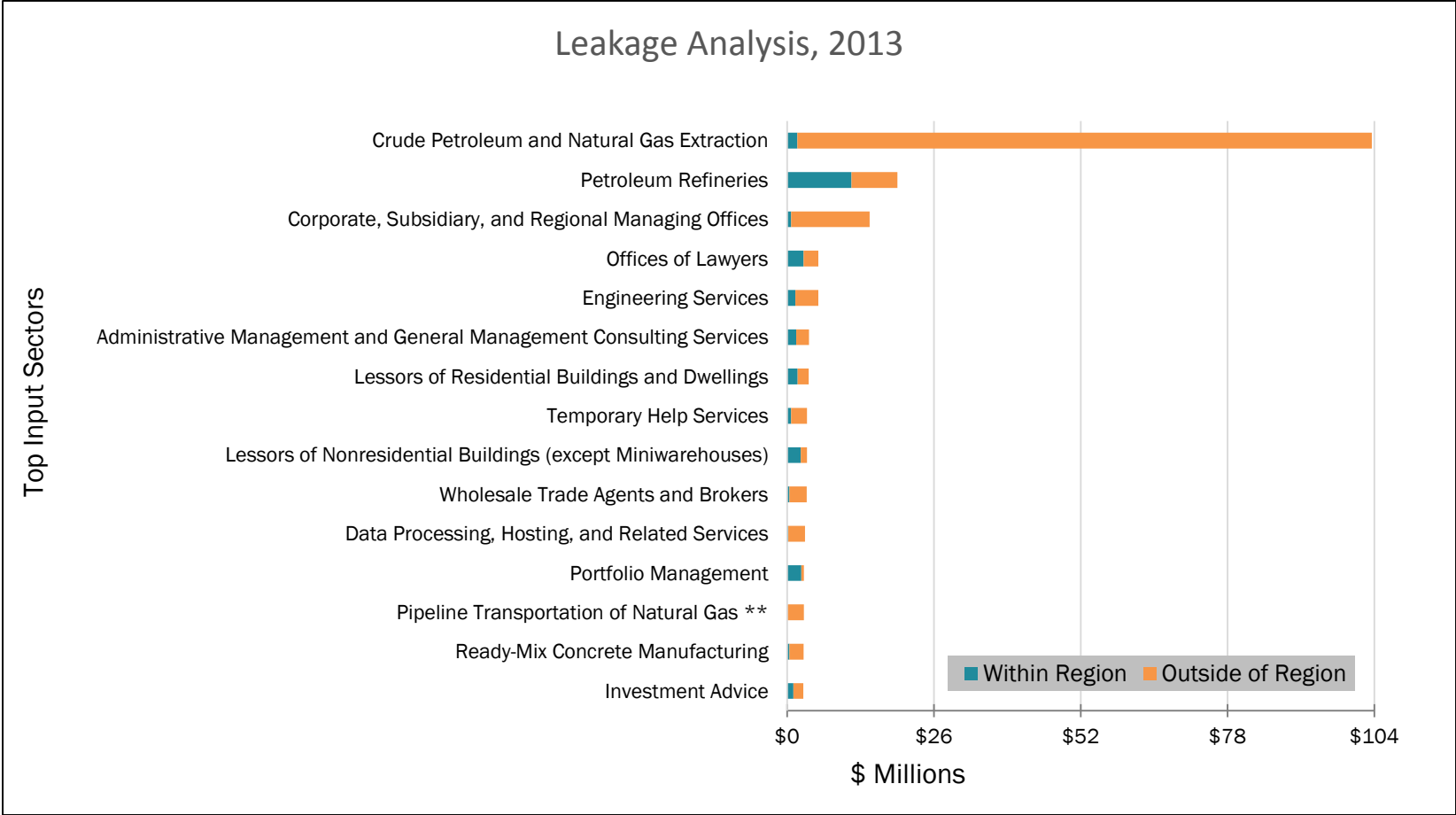
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Crude Petroleum and Natural Gas Extraction	\$103.54	2%	98%
Petroleum Refineries	\$19.53	58%	42%
Corporate, Subsidiary, and Regional Managing Offices	\$14.61	5%	95%
Offices of Lawyers	\$5.55	53%	47%
Engineering Services	\$5.54	26%	74%
Administrative Management and General Management Consulting Services	\$3.90	42%	58%
Lessors of Residential Buildings and Dwellings	\$3.83	49%	51%
Temporary Help Services	\$3.52	21%	79%
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$3.52	69%	31%
Wholesale Trade Agents and Brokers	\$3.49	12%	88%
Data Processing, Hosting, and Related Services	\$3.20	8%	92%
Portfolio Management	\$2.97	86%	14%
Pipeline Transportation of Natural Gas **	\$2.97	0%	100%
Ready-Mix Concrete Manufacturing	\$2.95	15%	85%
Investment Advice	\$2.90	38%	62%

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

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Top 15 Inputs by Dollars: NCNM Tribal Group, NM

Energy (Fossil And Renewable) Cluster



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

Top Occupations: NCNM Tribal Group, NM

Energy (Fossil And Renewable) Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Cashiers	395	-7%	\$10.4	Less than high school
Construction Laborers	246	48%	\$12.9	Less than high school
Management Analysts	223	6%	\$28.6	Bachelor's degree
Personal Financial Advisors	164	84%	\$34.5	Bachelor's degree
General and Operations Managers	156	4%	\$39.1	Bachelor's degree
Electricians	143	-32%	\$18.3	High school diploma or equivalent
Plumbers, Pipefitters, and Steamfitters	121	6%	\$17.2	High school diploma or equivalent
Carpenters	111	3%	\$14.6	High school diploma or equivalent
Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	108	16%	\$12.0	High school diploma or equivalent
First-Line Supervisors of Construction Trades and Extraction Workers	105	6%	\$20.8	High school diploma or equivalent
First-Line Supervisors of Retail Sales Workers	102	4%	\$15.1	High school diploma or equivalent
Securities, Commodities, and Financial Services Sales Agents	99	65%	\$28.0	Bachelor's degree
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	97	3%	\$14.3	High school diploma or equivalent
Managers, All Other	91	36%	\$17.7	High school diploma or equivalent
Construction Managers	74	-6%	\$22.3	Bachelor's degree

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.

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Shift-Share Analysis by Top Industry Sectors: NCM Tribal Group, NM

Forest And Wood Products Cluster

Industries	Jobs 2014	National Trend, 2009-2014	Industry Trend, 2009-2014	Cumulative Expected Growth	Actual Job Growth, 2009-2014	Regional Performance, 2009-2014
		A	B	C=A+B	D	D-C
Roofing Contractors	271	16	-7	9	65	↑ 56
Finish Carpentry Contractors	95	10	-18	-8	-33	-25
Wood Kitchen Cabinet and Countertop Manufacturing	83	6	-9	-3	11	↑ 14
Framing Contractors	55	5	-13	-8	-18	-10
Nonupholstered Wood Household Furniture Manufacturing	53	5	-10	-5	-11	-6
Sawmills	51	5	-1	4	-14	-18
Flooring Contractors	50	5	-7	-2	-9	-7
Support Activities for Forestry	43	4	-3	1	-10	-11
Logging	31	4	-3	1	-19	-20
Furniture Merchant Wholesalers	28	1	0	1	12	↑ 11
All Other Miscellaneous Wood Product Manufacturing	24	3	-1	2	-17	-19
Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers	24	2	-2	0	4	↑ 4
Custom Architectural Woodwork and Millwork Manufacturing	20	2	1	3	-4	-7
Wood Window and Door Manufacturing	18	7	-16	-9	-73	-64
Paper (except Newsprint) Mills	16	2	-5	-3	-10	-7

Note: Upward arrow (↑) indicates regional competitiveness.

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Top 15 Inputs by Dollars: NCNM Tribal Group, NM

Forest And Wood Products Cluster

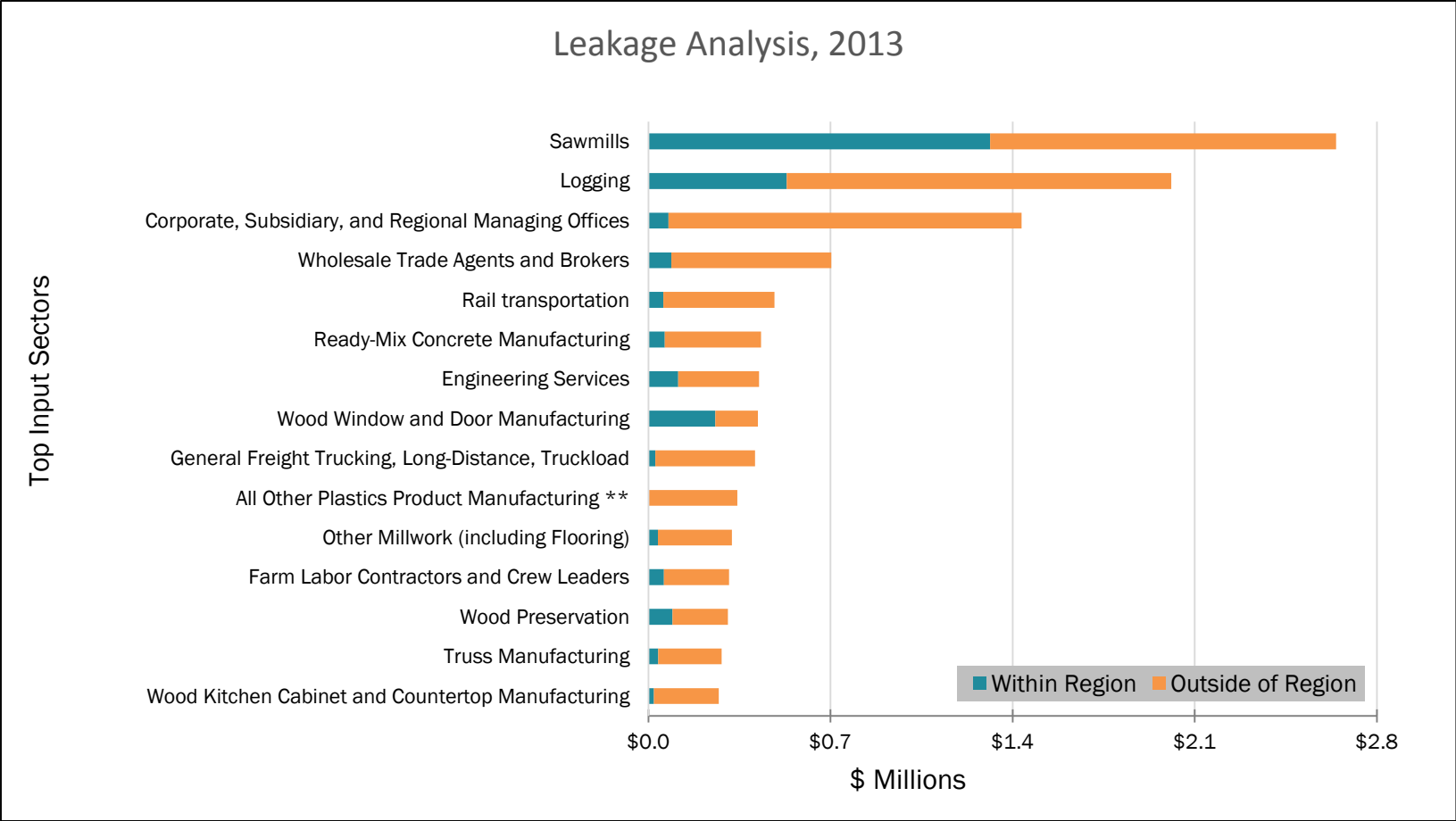
Industries	Estimated Input (\$ Millions), 2013	% In-Region	% Out of Region
Sawmills	\$2.64	50%	50%
Logging	\$2.01	26%	74%
Corporate, Subsidiary, and Regional Managing Offices	\$1.43	5%	95%
Wholesale Trade Agents and Brokers	\$0.70	13%	87%
Rail transportation	\$0.48	12%	88%
Ready-Mix Concrete Manufacturing	\$0.43	14%	86%
Engineering Services	\$0.43	27%	73%
Wood Window and Door Manufacturing	\$0.42	61%	39%
General Freight Trucking, Long-Distance, Truckload	\$0.41	7%	93%
All Other Plastics Product Manufacturing **	\$0.34	0%	100%
Other Millwork (including Flooring)	\$0.32	11%	89%
Farm Labor Contractors and Crew Leaders	\$0.31	19%	81%
Wood Preservation *	\$0.31	30%	70%
Truss Manufacturing *	\$0.28	14%	86%
Wood Kitchen Cabinet and Countertop Manufacturing	\$0.27	8%	92%

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

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Top 15 Inputs by Dollars: NCNM Tribal Group, 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: NCM Tribal Group, NM

Forest And Wood Products Cluster

Occupations	Jobs 2014	% Change, 2009-2014	Median Hourly Earnings, 2014	Entry Level Education
Roofers	140	49%	\$14.2	Less than high school
Cabinetmakers and Bench Carpenters	70	-11%	\$10.7	High school diploma or equivalent
Carpenters	63	-20%	\$14.6	High school diploma or equivalent
Construction Laborers	57	-2%	\$12.9	Less than high school
Managers, All Other	47	-16%	\$17.7	High school diploma or equivalent
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	30	3%	\$21.6	High school diploma or equivalent
First-Line Supervisors of Construction Trades and Extraction Workers	27	-10%	\$20.8	High school diploma or equivalent
Unclassified Occupation	27	23%	\$12.2	N/A
Woodworkers, All Other	26	-28%	\$11.8	High school diploma or equivalent
Sawing Machine Setters, Operators, and Tenders, Wood	25	-14%	\$12.7	High school diploma or equivalent
General and Operations Managers	23	0%	\$39.1	Bachelor's degree
Construction Managers	21	-25%	\$22.3	Bachelor's degree
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	17	6%	\$14.3	High school diploma or equivalent
Helpers--Production Workers	16	-24%	\$9.7	Less than high school
Laborers and Freight, Stock, and Material Movers, Hand	16	-30%	\$11.6	Less than high school

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.

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