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Labor Markets in New Mexico’s Career and Technical Education Region C



Region C

Introduction

Career Technical Education (CTE) provides students of all ages with the academic and technical skills necessary to succeed in future careers and to become lifelong learners. In total, about 12.5 million high school and college students are enrolled in CTE across the nation. Funded by the Carl D. Perkins Career and Technical Education Act (Perkins), CTE prepares these learners for the world of work by introducing them to workplace competencies, and makes academic content accessible to students by providing hands-on experiences in various industry sectors.[[1]](#footnote-1)

More than 62,000 New Mexico students are enrolled in CTE programs, and more than 17,000 are “concentrators,” who take two or more CTE courses. CTE Concentrators graduate at a rate more than 23 percentage points higher than the general student body. More than half of the state’s community college students are enrolled in CTE programs, with more than 33,000 concentrating in CTE fields.

Federal legislation requires a Comprehensive Local Needs Assessment for proposed CTE programs, and the New Mexico Public Education Department commissioned this initiative to provide parameters and guidance to CTE program applicants. Our intention is to provide intelligence on regional labor markets and economic trends to inform CTE strategies that make high-quality career opportunities more available to the students we serve.

The Region

Region C comprises a number of school districts and charter schools:

* Cimarron Public
* Clayton Municipal
* Des Moines Municipal
* House Municipal
* Las Vegas City
* Logan Municipal
* Maxwell Municipal
* Mora Independent
* Mosquero Municipal
* Pecos Independent
* Raton
* Roy Municipal
* San Jon Municipal
* Santa Rosa
* Springer
* Tucumcari
* Vaughn
* Wagon Mound
* West Las Vegas

Regional Education Cooperatives (REC) exist to provide educational services to students, staff, and families of the member districts and communities. REC’s provide ancillary support and technical assistance in implementing federal and state statutes and regulations; professional development; and support for members in meeting the Public Education Department's requirements. The region is served by Regional Education Cooperatives #3 and #4.

Three postsecondary institutions serve the area: New Mexico Highlands University, Mesalands Community College and Luna Community College. The districts lie primarily in Colfax, Union, Quay, Mora, Harding, San Miguel and Guadalupe Counties, all of which are within either the Northern or Eastern Workforce Regions.

**The Key Findings**

**The People**

* Population in the region has declined significantly in recent years Declines have been noted in every county in the region. The only segment of the region’s population to experience growth is those 65 years and older. The most pronounced decline is among those below 20 years old.
* More than 58% of the population in the region has either a high school diploma and no college experience or some college experience and no degree.
* The percentage of the population in the region who hold a bachelor’s degree or higher (18.5%) is significantly lower than the national average of 30.9%.

**The Employers**

The largest industries in the region are

1. Government and Government Enterprises
2. Health Care and Social Assistance
3. Accommodation and Food Service
4. Retail Trade
5. Construction
6. Finance and Insurance
7. Transportation and Warehousing
8. Agriculture, Forestry, Fishing and Farming

One of the unique characteristics of this region is the concentration of the *Services for the Elderly and Persons with Disabilities* industry and the services that support it. As the region’s population continues to age, it is likely that demand for these services will increase.

According to the New Mexico Department of Workforce Solutions, there are nine organizations in the region who employ more than 250 workers.

* Las Vegas City Public Schools
* Luna Community College
* Walmart Supercenter
* Alta Vista Regional Hospital
* New Mexico Motor Transportation Division
* Angel Fire Resort

**The Jobs**

The occupation families with the largest projected growth include:

1. Personal Care and Service Occupations (403 new jobs)
2. Installation, Maintenance and Repair (72)
3. Education, Training and Library (50)
4. Management (35)
5. Farming, Fishing and Forestry (29)
6. Transportation and Material Moving (5)
7. Computer and Mathematical (5)

This report sought to identify “quality careers,” which are projected to grow significantly in coming years in this region and which typically pay higher-than-average wages. Several of these Quality Careers were from the Management or Business and Financial Operations clusters, including Education Administrators, Financial Managers, Medical Services Managers, Human Resources Specialists and Compliance Officers.

**The Observations**

This report identifies three segments of the regional economy which can serve as a starting point for conversations about the region’s economic priorities.

Education

Several of the region’s largest-growth occupations are from the Education, Training and Library Occupations family. These careers are a priority for the region in two primary ways: the careers offer stable employment with livable wages for the individuals who pursue them, and they are also in and of themselves, critical components of the region’s capacity to develop adequate labor supplies for high-priority industries and to attract quality employers to the region.

Business Management

A number of business and financial careers were profiled in this report, including Financial Managers, Construction Managers and Medical, Marketing Research Analysts, Human Resources Specialists and Health Services Managers. These careers are crucial to many of the region’s most critical industries. Professional, Scientific and Technical Services, Hospitals and Construction.

21st Century Transportation

Many of the region’s largest industries rely on an adequate transportation industry, including education, manufacturing and construction. Truck Drivers are in high demand throughout the region, and the evolution of technologies in this field mean that education and training will continue to be a primary component of readiness.

Other areas that were considered for this recommendation, but ultimately not included were:

* Skilled construction trades
* Engineering Technologies

The People

**Population**

There are 1,601 students enrolled in grades 9-12 across the region’s 13 school districts. Trends in the region’s population will have an obvious effect on that enrollment and warrants regular analysis. CTE Region C has seen negative population trends over recent years, with none of the region’s counties experiencing net positive growth since 2010. Combined, the region’s population has decreased a striking 8.1% since that time, including an 11.8% decline in Colfax County.

**Table 1: Population by County, 2010-2018:**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Year | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| Colfax | 13,733 | 13,627 | 13,257 | 13,082 | 12,718 | 12,449 | 12,280 | 12,206 | 12,110 |
| Union | 4,542 | 4,410 | 4,401 | 4,347 | 4,248 | 4,166 | 4,154 | 4,188 | 4,118 |
| Quay | 9,066 | 9,044 | 8,807 | 8,676 | 8,466 | 8,446 | 8,390 | 8,310 | 8,253 |
| Mora | 4,893 | 4,780 | 4,685 | 4,697 | 4,616 | 4,613 | 4,539 | 4,542 | 4,506 |
| Harding | 690 | 713 | 700 | 691 | 693 | 719 | 687 | 687 | 655 |
| San Miguel | 29,398 | 29,354 | 29,098 | 28,829 | 28,505 | 28,233 | 28,058 | 27,782 | 27,591 |
| Guadalupe | 4,693 | 4,625 | 4,592 | 4,532 | 4,443 | 4,351 | 4,368 | 4,409 | 4,341 |

**Demographics-Race and Ethnicity**

**Table 2: Region C Population, by Race and Ethnicity:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Race/Ethnicity | 2010 Population | 2018 Population | Change | % Change | 2018 % of Total |
| White, Hispanic | 40,616 | 37,758 | (2,858) | (7%) | 61.32% |
| White, Non-Hispanic | 22,106 | 18,601 | (3,505) | (16%) | 30.21% |
| American Indian, Hispanic | 1,022 | 1,205 | 183 | 18% | 1.96% |
| Black, Non-Hispanic | 630 | 792 | 162 | 26% | 1.29% |
| Other, Hispanic | 1,107 | 1,313 | 206 | 19% | 2.13% |
| Other | 1,534 | 1,904 | 370 | 24% | 3.09% |
| *United States Census Bureau, Annual Population Estimates* | | | | | |

**Demographics-Age**

It is notable that the population of the region is both decreasing and aging. All age bands have declined in recent years, with the exception of those 65 years and older, which has increased at a rate of more than 23% since 2010.

**Table 3: Region C Population, by Age:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Age Cohort | 2010 Population | 2018 Population | Change | % Change | 2018 % of Cohort |
| Under 10 | 7,520 | 6,094 | (1,426) | -19.0% | 9.90% |
| 10-19 | 8,801 | 7,127 | (1,674) | -19.0% | 11.57% |
| 20-29 | 7,621 | 7,273 | (348) | -4.6% | 11.81% |
| 30-39 | 7,058 | 6,761 | (297) | -4.2% | 10.98% |
| 40-49 | 8,842 | 6,425 | (2,417) | -27.3% | 10.43% |
| 50--64 | 15,355 | 13,295 | (2,060) | -13.4% | 21.59% |
| 65+ | 11,819 | 14,597 | 2,778 | 23.5% | 23.71% |
| *United States Census Bureau, Annual Population Estimates* | | | | | |

**Demographics-Educational Attainment**

**Table 4: Region C Population by Educational Attainment:**

|  |  |
| --- | --- |
| Education Level | Population |
| Less than 9th Grade | 5.8% |
| 9th Grade to 12th Grade | 11.6% |
| High School Diploma | 35.1% |
| Some College | 23.4% |
| Associate’s Degree | 5.7% |
| Bachelor’s Degree | 10.9% |
| Graduate Degree or Higher | 7.6% |
| *United States Census Bureau, American Community Survey* | |

More than 58% of the population in the region has either a high school diploma and no college experience or some college experience and no degree.

The percentage who hold a bachelor’s degree or higher (18.5%) is significantly lower than the national average of 30.9%.

The Employers

To gain perspective on the businesses who employ workers in Region C, we look at data from the New Mexico Department of Workforce Solutions, in particular the *Quarterly Census of Employment and Wages*. Data from that instrument are organized according to the *North American Industry Classification System (NAICS)*, in which businesses are categorized by their primary lines of business into general industry sectors, then subdivided into more granular industry definitions. For this report, we look first at the general industry sectors, then at the detailed industries they include.

An Employment Location Quotient is an indexed value that illustrates the concentration of an industry in a particular location. An LQ of 1.0 indicates that employment in the target industry is exactly equal to the national average. An LQ of 2.0, then would indicate that employment in the target industry is double the national average.

**Table 5: Components of Top Industry Sectors, Region C:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sector/Top Detailed Industries** | | **2019 Jobs** | **Average Wages** | **Location Quotient** |
| **Government** | | | | |
|  | Education (Local Government) | 1,933 | $32,287 | 1.85 |
|  | Local Government, Excluding Education and Hospitals | 1,496 | $32,921 | 1.98 |
|  | Education (State Government) | 1,252 | $24,778 | 3.46 |
|  | State Government, Excluding Education and Hospitals | 1,027 | $49,147 | 3.45 |
| **Health Care and Social Assistance** | | | | |
|  | Services for the Elderly and Persons with Disabilities | 1,016 | $15,025 | 4.03 |
|  | General Medical and Surgical Hospitals | 560 | $53,136 | 0.90 |
|  | Home Health Care Services | 486 | $12,108 | 2.49 |
|  | Offices of Physicians | 160 | $65,823 | 0.46 |
|  | Nursing Care Facilities (Skilled Nursing Facilities) | 154 | $40,198 | 0.73 |
| **Accommodation and Food Services** | | | | |
|  | Restaurants and Other Eating Places | 1,506 | $13,134 | 1.07 |
|  | Hotels (except Casino Hotels) and Motels | 1,048 | $19,475 | 4.87 |
| **Retail Trade** | | | | |
|  | Gasoline Stations with Convenience Stores | 474 | $20,752 | 4.34 |
|  | Other Gasoline Stations | 428 | $22,899 | 31.84 |
|  | General Merchandise Stores, Warehouse Clubs, Supercenters | 377 | $24,045 | 1.46 |
|  | Supermarkets and Other Grocery (except Convenience) Stores | 279 | $20,823 | 0.84 |
|  | Pharmacies and Drug Stores | 104 | $30,685 | 1.13 |
|  | Automotive Parts and Accessories Stores | 85 | $25,611 | 1.73 |
| **Construction** | | | | |
|  | Residential Building Construction | 144 | $28,136 | 1.32 |
|  | Highway, Street, and Bridge Construction | 88 | $30,735 | 1.96 |
|  | Plumbing, Heating, and Air-Conditioning Contractors | 83 | $36,440 | 0.56 |
|  | Commercial and Institutional Building Construction | 68 | $40,383 | 0.77 |
|  | Electrical Contractors and Other Wiring Installation Contractors | 63 | $41,790 | 0.50 |
| **Sector/Top Detailed Industries** | | **2019 Jobs** | **Average Earnings** | **Location Quotient** |
| **Finance and Insurance** | | | | |
|  | Commercial Banking | 319 | $47,603 | 1.81 |
|  | Insurance Agencies and Brokerages | 95 | $35,267 | 0.65 |
|  | Credit Unions | 59 | $37,775 | 1.63 |
| **Transportation and Warehousing** | | | | |
|  | Taxi Service | 164 | $18,302 | 34.77 |
|  | Couriers and Express Delivery Services | 68 | $46,664 | 0.79 |
|  | Rail Transportation | 62 | $103,136 | 2.11 |
| *Economic Modelling Specialists International* | | | | |

**Detailed Industries by County**

It is also instructive to look at detailed industries in each of the counties that make up this CTE Region. In our quest to prioritize industries and occupations, one of the most valuable pieces of intelligence we can utilize is industry employment data.

**Table 6: Employment by Industry, Colfax County, 2019:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Colfax | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ |
| Hotels (except Casino Hotels) and Motels | 441 | $24,644 | 8.84 | 43.8% |
| Restaurants and Other Eating Places | 408 | $13,844 | 1.25 | 28.4% |
| Local Government, Excluding Education and Hospitals | 374 | $34,235 | 2.14 | 38.0% |
| State Government, Excluding Education and Hospitals | 356 | $52,218 | 5.16 | 53.9% |
| Civic and Social Organizations | 353 | $19,508 | 29.75 | 22.9% |
| Education (Local Government) | 321 | $36,050 | 1.32 | 53.6% |
| Education (State Government) | 173 | $48,219 | 2.07 | 49.7% |
| RV (Recreational Vehicle) Parks and Recreational Camps | 169 | $36,655 | 81.03 | 48.5% |
| Other Gasoline Stations | 107 | $21,042 | 34.26 | 38.3% |
| Supermarkets and Other Grocery Stores | 98 | $21,447 | 1.27 | 33.7% |
| *Economic Modelling Specialists International* | | | | |

**Table 7: Employment by Industry, Guadalupe County, 2019:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Guadulupe | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ |
| Hotels (except Casino Hotels) and Motels | 221 | $17,724 | 13.6 | 48.9% |
| Education (Local Government) | 184 | $32,181 | 2.3 | 55.4% |
| Restaurants and Other Eating Places | 168 | $12,122 | 1.6 | 32.7% |
| Other Gasoline Stations | 156 | $24,917 | 153.0 | 28.8% |
| Local Government, Excluding Education and Hospitals | 140 | $28,483 | 2.4 | 32.9% |
| Facilities Support Services | 121 | $41,982 | 78.0 | 38.0% |
| General Medical and Surgical Hospitals | 70 | $36,387 | 1.5 | 37.1% |
| Gasoline Stations with Convenience Stores | 66 | $21,612 | 8.0 | 0.0% |
| State Government, Excluding Education and Hospitals | 57 | $46,809 | 2.5 | 49.1% |
| Other Outpatient Care Centers | 28 | $76,096 | 4.3 | 0.0% |
| *Economic Modelling Specialists International* | | | | |

**Table 8: Employment by Industry, Harding County, 2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Harding | | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ | |
| Education (Local Government) | | 37 | $45,680 | 4.14 | N/A | |
| Local Government, Excluding Education and Hospitals | | 25 | $24,848 | 3.87 | N/A | |
| Animal Production | | 23 | $28,217 | 76.16 | N/A | |
| *Economic Modelling Specialists International* | | | | |

**Table 9: Employment by Industry, Mora County, 2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Mora | | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ | |
| Education (Local Government) | | 127 | $26,883 | 3.35 | N/A | |
| Local Government, Excluding Education and Hospitals | | 94 | $37,534 | 3.44 | N/A | |
| Other Outpatient Care Centers | | 78 | $33,695 | 24.48 | N/A | |
| Home Health Care Services | | 52 | $7,606 | 7.32 | N/A | |
| Services for the Elderly and Persons with Disabilities | | 48 | $15,750 | 5.26 | N/A | |
| Animal Production | | 32 | $29,752 | 25.31 | N/A | |
| State Government, Excluding Education and Hospitals | | 30 | $39,273 | 2.74 | N/A | |
| Federal Government, Civilian, Excluding Postal Service | | 25 | $54,287 | 2.35 | N/A | |
| Electric Power Transmission, Control, and Distribution | | 22 | $75,613 | 19.08 | N/A | |
| *Economic Modelling Specialists International* | | | | |

**Table 10: Employment by Industry, Quay County, 2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Quay | | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ | |
| Restaurants and Other Eating Places | | 275 | $12,166 | 1.41 | N/A | |
| Local Government, Excluding Education and Hospitals | | 261 | $34,847 | 2.51 | 37.9% | |
| Education (Local Government) | | 228 | $39,459 | 1.58 | 57.5% | |
| Education (State Government) | | 199 | $22,804 | 3.98 | 49.7% | |
| Hotels (except Casino Hotels) and Motels | | 180 | $14,815 | 6.08 | 40.6% | |
| General Medical and Surgical Hospitals | | 124 | $77,772 | 1.44 | N/A | |
| Gasoline Stations with Convenience Stores | | 122 | $22,277 | 8.07 | 32.8% | |
| State Government, Excluding Education and Hospitals | | 107 | $49,497 | 2.61 | N/A | |
| Highway, Street, and Bridge Construction | | 63 | $29,703 | 10.18 | N/A | |
| *Economic Modelling Specialists International* | | | | |

**Table 11: Employment by Industry, San Miguel County, 2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| San Miguel | | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ | |
| Education (Local Government) | | 920 | $29,419 | 1.99 | 50.8% | |
| Education (State Government) | | 873 | $20,518 | 5.46 | 49.7% | |
| Services for the Elderly and Persons with Disabilities | | 822 | $13,792 | 7.37 | 47.4% | |
| Hospitals (State Government) | | 664 | $60,781 | 30.35 | 37.7% | |
| Restaurants and Other Eating Places | | 568 | $13,462 | 0.91 | 15.8% | |
| Local Government, Excluding Education and Hospitals | | 487 | $31,130 | 1.46 | 38.0% | |
| State Government, Excluding Education and Hospitals | | 430 | $48,383 | 3.27 | 54.0% | |
| Home Health Care Services | | 380 | $11,920 | 4.42 | 51.6% | |
| General Merchandise Stores, Warehouse Clubs, Supercenters | | 314 | $24,265 | 2.76 | 43.0% | |
| General Medical and Surgical Hospitals | | 280 | $45,083 | 1.02 | 46.4% | |
| *Economic Modelling Specialists International* | | | | |

**Table 12: Employment by Industry, Union County, 2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Union | | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ | |
| Facilities Support Services | | 146 | $42,224 | 105.91 | N/A | |
| Education (Local Government) | | 117 | $32,357 | 1.66 | N/A | |
| Local Government, Excluding Education and Hospitals | | 115 | $35,250 | 2.26 | N/A | |
| General Medical and Surgical Hospitals | | 80 | $57,437 | 1.89 | N/A | |
| Hotels (except Casino Hotels) and Motels | | 72 | $14,732 | 4.95 | 52.8% | |
| Restaurants and Other Eating Places | | 71 | $12,641 | 0.75 | N/A | |
| Commercial Banking | | 54 | $55,903 | 4.51 | N/A | |
| Support Activities for Crop Production | | 49 | $43,247 | 11.31 | N/A | |
| Gasoline Stations with Convenience Stores | | 47 | $25,887 | 6.37 | N/A | |
| Supermarkets and Other Grocery Stores | | 39 | $25,141 | 1.73 | N/A | |
| *Economic Modelling Specialists International* | | | | |

The Jobs

Another instrument of the New Mexico Department of Workforce Solutions that provides valuable perspective on career opportunities in this region is the *Occupational Employment Statistics* Series. Employment and wages are estimated for more than 750 occupation categories, and to evaluate growth in demand for particular occupations, we return the occupations with the largest growth since 2010.

**Table 13: Occupation Employment, Region C, 2010-2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Description | 2010 Jobs | 2019 Jobs | 2010 - 2019 Change | 2010 - 2019 % Change | Annual Openings | Median Annual Earnings |
| Personal Care Aides | 609 | 1,257 | 648 | 106% | 211 | $17,711 |
| Food Prep/Serving Workers, Fast Food | 432 | 552 | 120 | 28% | 119 | $17,547 |
| Taxi Drivers and Chauffeurs | 12 | 122 | 110 | 917% | 28 | $23,317 |
| Cooks, Restaurant | 182 | 247 | 65 | 36% | 40 | $20,435 |
| Farmworkers, Crop, Nursery, Greenhouse | 117 | 178 | 61 | 52% | 36 | $18,888 |
| Maintenance and Repair Workers, General | 297 | 342 | 45 | 15% | 41 | $31,202 |
| Secretaries and Administrative Assistants | 688 | 723 | 35 | 5% | 93 | $30,335 |
| General and Operations Managers | 165 | 196 | 31 | 19% | 20 | $75,837 |
| Waiters and Waitresses | 411 | 441 | 30 | 7% | 95 | $17,305 |
| Supervisors-Food Preparation and Serving | 147 | 174 | 27 | 18% | 30 | $25,861 |
| Customer Service Representatives | 174 | 197 | 23 | 13% | 29 | $24,568 |
| Recreation Workers | 113 | 135 | 22 | 19% | 26 | $20,332 |
| Dispatchers | 16 | 36 | 20 | 125% | 8 | $19,964 |
| Light Truck or Delivery Services Drivers | 61 | 81 | 20 | 33% | 11 | $25,347 |
| Farmworkers, Farm, Aquacultural Animals | 53 | 72 | 19 | 36% | 17 | $24,521 |
| Bartenders | 69 | 87 | 18 | 26% | 19 | $17,690 |
| Health Technologists and Technicians | 18 | 36 | 18 | 100% | 5 | $62,224 |
| Supervisors of Personal Service Workers | 41 | 57 | 16 | 39% | 7 | $32,060 |
| Dining Room/Cafe Attendants, Bar Helpers | 89 | 104 | 15 | 17% | 20 | $17,856 |
| Laborers, Freight/Material Movers, Hand | 121 | 136 | 15 | 12% | 22 | $26,052 |
| Cashiers | 946 | 960 | 14 | 1% | 199 | $19,062 |
| Food Batchmakers | 11 | 24 | 13 | 118% | 5 | $18,238 |
| Sales Representatives, Services, All Other | 31 | 43 | 12 | 39% | 7 | $45,156 |
| Substance Abuse, Behavioral Disorder, Mental Health Counselors | 39 | 51 | 12 | 31% | 8 | $49,739 |

Many factors go into an evaluation of a career’s potential, including demand and earning potential. The New Mexico Department of Workforce Solutions also projects changes in total employment for every occupation by 2026. The occupations that are projected to experience the largest growth and that pay wages above the region’s average are categorized here as high-quality careers, and detailed occupations are grouped into general “occupation families.”

**Table 14: Projected Change, Occupations, 2016-2026, Region C:**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| High Quality Career | 2016 Jobs | | 2026 Jobs | New Jobs | % Change | Annual Openings | Average Earnings |
| **Management Occupations** | | | | | | | |
| General and Operations Managers | 193 | | 213 | 20 | 10% | 19 | $75,837 |
| Education Administrators, Postsecondary | 29 | | 36 | 7 | 24% | 3 | $70,435 |
| Education Administrators, Elementary/Secondary | 41 | | 46 | 5 | 12% | 4 | $73,984 |
| Social and Community Service Managers | 19 | | 24 | 5 | 26% | 2 | $56,890 |
| Financial Managers | 23 | | 28 | 5 | 22% | 2 | $78,445 |
| Property, Real Estate, Association Managers | 12 | | 15 | 3 | 25% | 1 | $37,694 |
| Education Administrators, All Other | 11 | | 13 | 2 | 18% | 1 | $70,723 |
| Farmers, Ranchers, Other Agricultural Managers | 63 | | 65 | 2 | 3% | 6 | $66,692 |
| Medical and Health Services Managers | 45 | | 46 | 1 | 2% | 4 | $91,536 |
| Food Service Managers | 17 | | 18 | 1 | 6% | 2 | $48,360 |
| **Business and Financial Operations Occupations** | | | | | | | |
| Business Operations Specialists, All Other | 79 | 84 | | 5 | 6% | 8 | $58,381 |
| Fundraisers | 17 | 19 | | 2 | 12% | 2 | $50,558 |
| Management Analysts | 34 | 35 | | 1 | 3% | 3 | $89,158 |
| Human Resources Specialists | 33 | 33 | | 0 | 0% | 3 | $50,792 |
| Compliance Officers | 17 | 17 | | 0 | 0% | 2 | $60,819 |
| Training and Development Specialists | 25 | 25 | | 0 | 0% | 3 | $56,241 |
| **Construction Occupations** | | | | | | | |
| Plumbers, Pipefitters, and Steamfitters | 33 | 40 | | 7 | 21% | 5 | $39,979 |
| Electricians | 37 | 43 | | 6 | 16% | 6 | $46,810 |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| High Quality Career | 2016 Jobs | 2026 Jobs | New Jobs | % Change | Annual Openings | Average Earnings |
| **Transportation and Material Moving Occupations** | | | | | | |
| Heavy and Tractor-Trailer Truck Drivers | 145 | 167 | 22 | 15% | 20 | $39,199 |
| **Architecture and Engineering Occupations** | | | | | | |
| Mechanical Drafters | 18 | 21 | 3 | 17% | 2 | $82,564 |
| Surveying and Mapping Technicians | 10 | 13 | 3 | 30% | 2 | $43,202 |
| **Education, Training and Library Occupations** | | | | | | |
| Postsecondary Teachers | 499 | 551 | 52 | 10% | 50 | $34,556 |
| Preschool Teachers, Except Special Education | 60 | 75 | 15 | 25% | 9 | $31,759 |
| Secondary School Teachers | 173 | 177 | 4 | 2% | 16 | $47,861 |
| **Production Occupations** | | | | | | |
| Water, Wastewater Plant and System Operators | 37 | 44 | 7 | 19% | 4 | $34,265 |
| Welders, Cutters, Solderers, and Brazers | 31 | 36 | 5 | 16% | 4 | $43,068 |

The Talent Development Ecosystem

**Assets**

CTE Region C is served by Regional Education Centers #3 and #4. Postsecondary educational institutions in the region include New Mexico Highlands University, Mesalands Community College and Luna Community College.

**Awards**

In 2018, the most recent academic year for which data are available, 1,369 degrees and certificates were awarded by these institutions, including 1,111 degrees.

Workforce Equilibrium

Finally, we use a crosswalk from the United States Department of Education to estimate the balance between the region’s emerging supply of qualified talent and projected demand for workers with relevant skills. The difference between awards in a program and the aggregated number of openings in related occupations is quantified here as a “Workforce Equilibrium Value.”

Ideally, the numbers representing emerging supply will be roughly equal to projected demand. Where an imbalance exists, there may be an opportunity to expand program offerings or to encourage students and jobseekers to consider careers in these fields. The educational system thus becomes a valuable factor in not only the success of individual students, but also in the economic success of the region.

**Table 15: Program Awards and Openings in Related Occupations, Region C:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Description | 2018 Awards | Openings-Related Occupations | 2019 Jobs | Equilibrium Value |
| Clinical/Medical Social Work | 271 | 14 | 122 | 257 |
| Business Administration and Management, General | 173 | 45 | 465 | 128 |
| Registered Nursing/Registered Nurse | 68 | 25 | 438 | 43 |
| Psychology, General | 56 | 2 | 21 | 55 |
| Counselor Education/School Counseling and Guidance Services | 54 | 7 | 59 | 47 |
| Special Education and Teaching, General | 42 | 42 | 386 | 1 |
| Physical Education Teaching and Coaching | 41 | 36 | 369 | 5 |
| Biology/Biological Sciences, General | 34 | 0 | 3 | 34 |
| Kindergarten/Preschool Education and Teaching | 31 | 12 | 99 | 19 |
| Curriculum and Instruction | 27 | 1 | 9 | 26 |
| Electromechanical and Instrumentation and Maintenance Technologies/Technicians, Other | 26 | 0 | 2 | 26 |
| Criminal Justice/Safety Studies | 26 | 2 | 26 | 24 |
| Liberal Arts and Sciences, General Studies and Humanities, Other | 26 | 0 | 0 | 26 |
| General Studies | 25 | 0 | 0 | 25 |
| Elementary Education and Teaching | 21 | 18 | 224 | 3 |
| Pre-Nursing Studies | 21 | 31 | 500 | (10) |
| Educational Leadership and Administration, General | 20 | 9 | 98 | 11 |
| Computer Support Specialist | 19 | 9 | 92 | 11 |
| Liberal Arts and Sciences/Liberal Studies | 18 | 50 | 503 | (32) |
| Dental Assisting/Assistant | 17 | 8 | 57 | 9 |
| Computer and Information Sciences, General | 17 | 6 | 82 | 11 |
| Chemistry, General | 14 | 0 | 3 | 14 |
| Health Teacher Education | 12 | 25 | 302 | (13) |
| Social Sciences, Other | 12 | 1 | 9 | 11 |
| English Language and Literature, General | 11 | 50 | 503 | (39) |
| Clinical/Medical Social Work | 271 | 14 | 122 | 257 |

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1. *https://webnew.ped.state.nm.us/bureaus/college-career-readiness/career-technical-education/* [↑](#footnote-ref-1)