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



Region E

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 high school 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 E comprises a number of school districts and charter schools:

* Belen Consolidated
* Bernalillo
* Estancia Municipal
* Los Lunas
* Moriarty
* Mountainair
* Rio Rancho
* State Charter-School of Dreams
* State Charter-Robert F Kennedy

Regional Education Cooperatives (REC)s exists 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 Cooperative #5.

Seventeen postsecondary institutions serve the area. The two largest are the University of New Mexico and Central New Mexico Community College. The districts lie primarily in Sandoval, Bernalillo, Valencia and Torrance Counties, all of which are within the Central Workforce Region.

The Key Findings

**The People**

* It is notable that the population of the region is aging. The youngest age bands have declined in recent years, while the number of those 65 years and older have increased dramatically.
* Just less than half 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 (30.4%) is slightly 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. Retail Trade
4. Accommodation and Food Service
5. Professional, Scientific and Technical Services
6. Administrative and Waste Management Services
7. Construction
8. Manufacturing

One of the unique characteristics of this region is the concentration of the *Medical and Diagnostic Laboratories, which employs the region’s workers at a rate 2-1/2 times the national average, and the Research and Development in the Physical, Engineering and Life Sciences*  industry, which employs the region’s workers at a rate approximately eight times the national average.

According to the New Mexico Department of Workforce Solutions, there are twelve organizations in the region who employ more than 1,000 workers.

* Isleta Casino and Resort
* Intel Corporation
* Albuquerque International Airport
* Albuquerque Police Department
* Tricore Reference Laboratories
* Honeywell Aerospace
* Presbyterian Healthcare Services
* Sandia Resort and Casino
* University of New Mexico School of Medicine
* Da Vita Medical Group
* Sandia Corporation
* Central New Mexico Correctional Facility

**The Jobs**

The occupation families with the largest projected growth include:

1. Personal Care and Service Occupations (5,595 new jobs)
2. Construction (2,995)
3. Health Care Practitioners and Technical (2,895)
4. Management (2,301)
5. Business and Financial Operations (1,773)
6. Transportation and Material Moving (1,159)
7. Health Care Support (213)

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 Information Technology cluster, including Applications Developers ($80,720, 248 new jobs by 2026), Systems Analysts ($81,091, 186 new jobs), Security Analysts ($104,985, 134) and Computer and Information Research Scientists ($132,586, 78). Several other quality careers came from the Construction Cluster, including Inspectors ($56,965, 507) and Structural Iron and Steel Workers ($57,763, 4).

**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.

STEM

Science, Technology, Engineering and Mathematics play an outsized role in the labor markets of this region. Health Care is a critical sector which faces challenging shortages of qualified talent in several fields. Engineering is a high-demand field, with applications in computer-oriented businesses, laboratories, research and development organizations and others. Computer occupations are some of the most high-demand, high-wage careers in the region. The evolving technological demands of these fields is blurring the lines between them. For that reason, this report identifies STEM as a priority field instead of identifying each area separately.

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.

Skilled Construction Trades

The skilled construction trades offer some of the region’s most in-demand careers, with great earning potential and the prospect of a high-quality career pathway without the burden of large student debt loads. Many of these careers make use of cutting-edge technology and offer work environments and working conditions other than the interior office environments and formal processes of many other fields.

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

* Education
* 21st Century Transportation

The People

**Population**

There are 11,337 students enrolled in grades 9-12 across the region’s nine school districts. Trends in the region’s population will have an obvious effect on that enrollment and warrants regular analysis. CTE Region E has seen uneven population trends over recent years, with only Sandoval County experiencing net positive growth since every year since 2010. Combined, the region’s population has increased 3.0% since that time, including a 9.6% increase in Sandoval County.

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

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| Sandoval | 132,430 | 134,312 | 135,381 | 136,326 | 137,039 | 138,531 | 140,471 | 142,624 | 145,179 |
| Bernalillo | 663,948 | 670,278 | 673,697 | 676,497 | 676,229 | 676,678 | 678,165 | 678,686 | 678,701 |
| Valencia | 76,797 | 76,950 | 76,786 | 76,502 | 75,915 | 75,731 | 75,682 | 75,994 | 76,456 |
| Torrance | 16,399 | 16,443 | 16,153 | 15,825 | 15,669 | 15,608 | 15,515 | 15,593 | 15,591 |

**Demographics-Race and Ethnicity**

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Race/Ethnicity | 2010 Population | 2018 Population | Change | % Change | 2018 % of Total |
| White, Hispanic | 382,272 | 415,388 | 33,116 | 8.7% | 42.97% |
| White, Non-Hispanic | 376,401 | 354,203 |  (22,198) | -5.9% | 42.31% |
| American Indian or Alaskan Native, Non-Hispanic | 44,960 | 50,583 | 5,623 | 12.5% | 5.05% |
| Black, Non-Hispanic | 20,134 | 20,961 | 827 | 4.1% | 2.26% |
| Other, Hispanic | 34,133 | 42,093 | 7,960 | 23.3% | 3.84% |
| Other | 31,677 | 37,057 | 5,380 | 17.0% | 3.56% |
| *United States Census Bureau, Annual Population Estimates* |

**Demographics-Age**

It is notable that the population of the region is aging. The youngest age bands have declined in recent years, while the number of those 65 years and older have increased dramatically.

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Age Cohort | 2010 Population | 2018 Population | Change | % Change | 2018 % of Cohort |
| Under 10 | 121,444 | 107,192 |  (14,252) |  (11.7%) | 11.6% |
| 10-19 | 121,894 | 118,008 |  (3,886) |  (3.2%) | 12.8% |
| 20-29 | 126,118 | 122,633 |  (3,485) |  (2.8%) | 13.3% |
| 30-39 | 115,401 | 128,103 | 12,702 | 11.0% | 13.9% |
| 40-49 | 120,835 | 110,509 |  (10,326) |  (8.5%) | 12.0% |
| 50-64 | 174,009 | 175,258 | 1,249 | 0.7% | 19.0% |
| 65+ | 109,874 | 158,583 | 48,709 | 44.3% | 17.2% |
| *United States Census Bureau, Annual Population Estimates* |

**Demographics-Educational Attainment**

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

|  |  |
| --- | --- |
| Education Level | Population |
| Less than 9th Grade | 5.3% |
| 9th Grade to 12th Grade | 7.0% |
| High School Diploma | 25.0% |
| Some College | 24.3% |
| Associate’s Degree | 8.0% |
| Bachelor’s Degree | 17.2% |
| Graduate Degree or Higher | 13.2% |
| *United States Census Bureau, American Community Survey* |

Just less than half 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 (30.4%) is slightly lower than the national average of 30.9%.

The Employers

To gain perspective on the businesses who employ workers in Region E, 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 indicates that industry employment is double the national rate.

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

|  |  |  |  |
| --- | --- | --- | --- |
| **Sector/Top Detailed Industries** | **2019 Jobs** | **Average Wages** | **Location Quotient** |
| **Government** |
|  | Local Government, Excluding Education and Hospitals | 21,577 | $43,505 | 1.45 |
|  | Education (Local Government) | 20,391 | $35,480 | 0.99 |
|  | Federal Government, Civilian, Excluding Postal Service | 12,837 | $84,420 | 2.16 |
|  | Education (State Government) | 10,903 | $53,434 | 1.53 |
|  | Hospitals (State Government) | 8,464 | $58,148 | 8.62 |
|  | State Government, Excluding Education and Hospitals | 7,072 | $51,061 | 1.20 |
|  | Federal Government, Military | 5,620 | $52,457 | 1.13 |
|  | US Postal Service | 1,563 | $62,381 | 0.99 |
| **Health Care and Social Assistance** |
|  | General Medical and Surgical Hospitals | 10,156 | $68,285 | 0.83 |
|  | Services for the Elderly and Persons with Disabilities | 8,125 | $18,814 | 1.61 |
|  | Offices of Physicians | 5,551 | $82,337 | 0.81 |
|  | Home Health Care Services | 4,934 | $25,150 | 1.28 |
|  | Other Outpatient Care Centers | 4,747 | $59,270 | 2.71 |
|  | Child Day Care Services | 3,132 | $23,267 | 1.29 |
|  | Nursing Care Facilities (Skilled Nursing Facilities) | 2,988 | $41,047 | 0.72 |
|  | Offices of Dentists | 2,982 | $48,922 | 1.20 |
|  | Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly | 2,751 | $24,818 | 1.12 |
|  | Medical and Diagnostic Laboratories | 1,785 | $58,887 | 2.48 |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sector/Top Detailed Industries** | **2019 Jobs** | **Average Earnings** | **Location Quotient** |
| **Professional, Scientific and Technical** |
|  | Research/Development-Physical, Engineering, Life Science | 13,343 | $104,544 | 7.95 |
|  | Computer Systems Design and Related Services | 3,385 | $71,940 | 0.60 |
|  | Offices of Lawyers | 3,381 | $78,052 | 1.23 |
|  | Engineering Services | 3,204 | $92,322 | 1.24 |
|  | Accounting, Tax Prep, Bookkeeping, and Payroll Services | 2,166 | $51,607 | 0.82 |
|  | Management Consulting Services | 1,418 | $74,242 | 0.44 |
|  | Veterinary Services | 1,088 | $39,425 | 1.06 |
|  | Architectural Services | 628 | $63,524 | 1.25 |
|  | Environmental Consulting Services | 582 | $72,573 | 2.53 |
|  | Research/Development-Social Sciences and Humanities | 554 | $29,067 | 3.34 |
| **Administrative and Waste Services** |
|  | Telephone Call Centers | 6,489 | $35,242 | 4.97 |
|  | Temporary Help Services | 4,060 | $28,030 | 0.53 |
|  | Janitorial Services | 2,971 | $15,676 | 1.05 |
|  | Investigation, Guard, and Armored Car Services | 2,756 | $27,698 | 1.32 |
| **Construction** |
|  | Electrical Contractors, Wiring Installation Contractors | 4,017 | $56,819 | 1.60 |
|  | Commercial and Institutional Building Construction | 3,580 | $60,139 | 2.02 |
|  | Plumbing, Heating, and Air-Conditioning Contractors | 2,851 | $51,405 | 0.96 |
|  | Residential Building Construction | 2,046 | $48,063 | 0.95 |
|  | Highway, Street, and Bridge Construction | 1,324 | $55,032 | 1.48 |
|  | Water/Sewer Line and Related Structures Construction | 1,186 | $61,476 | 2.35 |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sector/Top Detailed Industries** | **2019 Jobs** | **Average Wages** | **Location Quotient** |
| **Manufacturing** |
|  | Semiconductor, Electronic Components | 3,002 | $97,359 | 3.09 |
|  | Navigational…, Electromedical, and Control Instruments | 954 | $81,505 | 0.88 |
|  | Pharmaceutical and Medicine | 651 | $53,127 | 0.84 |
| *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, Sandoval County, 2019:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sandoval | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ |
| Local Government, Excluding Education and Hospitals | 4,285 | $38,337 | 3.58 | 46.1% |
| Telephone Call Centers | 3,430 | $35,902 | 32.71 | 28.5% |
| Education (Local Government) | 2,834 | $41,447 | 1.71 | 48.0% |
| Restaurants and Other Eating Places | 2,817 | $16,067 | 1.26 | 19.4% |
| Semiconductor, Electronic Component Manufacturing | 1,401 | $134,796 | 18.00 | 72.8% |
| Merchandise Stores, Warehouse Clubs and Supercenters | 938 | $22,867 | 2.30 | 32.0% |
| General Medical and Surgical Hospitals | 651 | $49,513 | 0.66 | 36.9% |
| Religious Organizations | 634 | $20,377 | 1.77 | 56.3% |
| Services for the Elderly and Persons with Disabilities | 608 | $16,255 | 1.50 | 45.6% |
| Retirement Communities, Elderly Assisted Living Facilities | 598 | $24,315 | 3.03 | 41.1% |
| *Economic Modelling Specialists International* |

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

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Bernalillo | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ |
| Restaurants and Other Eating Places | 27,378 | $18,299 | 1.12 | 21.8% |
| Local Government, Excluding Education and Hospitals | 16,184 | $45,329 | 1.25 | 46.1% |
| Education (Local Government) | 15,281 | $34,380 | 0.85 | 47.1% |
| Research/Development-Physical, Engineering, and Life Science | 13,336 | $104,541 | 9.13 | 50.5% |
| Federal Government, Civilian, Excluding Postal Service | 12,545 | $84,962 | 2.43 | 44.2% |
| Education (State Government) | 10,614 | $54,330 | 1.71 | 49.0% |
| General Medical and Surgical Hospitals | 9,506 | $69,571 | 0.89 | 45.3% |
| Hospitals (State Government) | 8,464 | $58,148 | 9.90 | 55.0% |
| Services for the Elderly and Persons with Disabilities | 6,785 | $19,575 | 1.54 | 45.6% |
| State Government, Excluding Education and Hospitals | 5,782 | $50,890 | 1.13 | 42.6% |
| *Economic Modelling Specialists International* |

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

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Torrance | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ |
| Education (Local Government) | 546 | $34,419 | 3.28 | 48.2% |
| Local Government, Excluding Education and Hospitals | 239 | $30,289 | 1.98 | 46.4% |
| Restaurants and Other Eating Places | 106 | $13,295 | 0.47 | N/A |
| Offices of Physicians | 104 | $65,681 | 1.87 | N/A |
| Other Gasoline Stations | 96 | $23,501 | 44.95 | N/A |
| Home Health Care Services | 93 | $30,860 | 2.98 | N/A |
| Gasoline Stations with Convenience Stores | 91 | $21,981 | 5.25 | N/A |
| Crop Production | 88 | $21,686 | 7.70 | N/A |
| New Car Dealers | 88 | $46,725 | 3.70 | 64.8% |
| Services for the Elderly and Persons with Disabilities | 85 | $14,246 | 2.08 | N/A |
| *Economic Modelling Specialists International* |

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

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Valencia | 2019 Jobs | Average Wages/ Earnings | Location Quotient | Age 45+ |
| Education (Local Government) | 1,730 | $35,762 | 2.07 | 48.0% |
| Restaurants and Other Eating Places | 1,466 | $14,992 | 1.30 | 22.9% |
| State Government, Excluding Education and Hospitals | 892 | $54,324 | 3.75 | 42.7% |
| Local Government, Excluding Education and Hospitals | 868 | $38,653 | 1.44 | 46.1% |
| Merchandise Stores, Warehouse Clubs and Supercenters | 735 | $24,871 | 3.57 | 40.3% |
| General Warehousing and Storage | 706 | $43,785 | 6.39 | 41.6% |
| Services for the Elderly and Persons with Disabilities | 647 | $13,832 | 3.17 | 43.6% |
| Electrical Contractors, Other Wiring Installation Contractors | 610 | $69,764 | 5.98 | 42.1% |
| Rail Transportation | 377 | $98,595 | 16.05 | 40.6% |
| Home Centers | 303 | $26,276 | 4.08 | 42.2% |
| *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 10: Occupation Employment, Region E, 2010-2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Description | 2010 Jobs | 2019 Jobs | 2010 - 2019 Change | 2010 - 2019 % Change | Annual Openings | Median Annual Earnings |
| Chief Executives | 501 | 268 |  (233) |  (47%) | 28 | $272,923 |
| General and Operations Managers | 5,371 | 6,485 | 1,114 | 21% | 640 | $92,036 |
| Legislators | 143 | 122 |  (21) |  (15%) | 12 | $19,903 |
| Advertising and Promotions Managers | 83 | 63 |  (20) |  (24%) | 7 | $62,040 |
| Marketing Managers | 242 | 276 | 34 | 14% | 29 | $89,884 |
| Sales Managers | 570 | 572 | 2 | 0% | 54 | $81,682 |
| Public Relations and Fundraising Managers | 82 | 119 | 37 | 45% | 13 | $100,569 |
| Administrative Services Managers | 838 | 952 | 114 | 14% | 92 | $93,471 |
| Computer/Information Systems Managers | 512 | 575 | 63 | 12% | 52 | $100,352 |
| Financial Managers | 1,156 | 1,331 | 175 | 15% | 116 | $101,984 |
| Industrial Production Managers | 177 | 205 | 28 | 16% | 19 | $98,821 |
| Purchasing Managers | 130 | 128 |  (2) |  (2%) | 13 | $118,627 |
| Transportation, Storage, Distribution Mgrs | 228 | 247 | 19 | 8% | 24 | $83,443 |
| Compensation and Benefits Managers | 27 | 15 |  (12) |  (44%) | 2 | $106,505 |
| Human Resources Managers | 212 | 314 | 102 | 48% | 35 | $98,565 |
| Training and Development Managers | 66 | 94 | 28 | 42% | 12 | $103,365 |
| Farmers, Ranchers, Agricultural Managers | 105 | 107 | 2 | 2% | 15 | $63,341 |
| Construction Managers | 659 | 822 | 163 | 25% | 73 | $81,028 |
| Preschool Education Administrators | 199 | 194 |  (5) |  (3%) | 18 | $39,467 |
| Elementary/Secondary Education Admins | 612 | 625 | 13 | 2% | 57 | $81,952 |
| Education Administrators, Postsecondary | 219 | 229 | 10 | 5% | 22 | $86,779 |
| Education Administrators, All Other | 58 | 76 | 18 | 31% | 7 | $76,760 |
| Architectural and Engineering Managers | 1,067 | 1,082 | 15 | 1% | 93 | $176,824 |
| Food Service Managers | 442 | 463 | 21 | 5% | 56 | $51,745 |

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 11: Projected Change, Occupations, 2016-2026, Region E:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| High Quality Career | 2016 Jobs | 2026 Jobs | New Jobs | % Change | Annual Openings | Average Earnings |
| **Construction Occupations** |
| Supervisors-Construction and Extraction | 2,229 | 2,736 | 507 | 23% | 324 | $56,965 |
| Construction and Building Inspectors | 180 | 213 | 33 | 18% | 28 | $51,908 |
| Service Unit Operators, Oil, Gas, Mining | 26 | 40 | 14 | 54% | 7 | $70,157 |
| Structural Iron and Steel Workers | 42 | 46 | 4 | 10% | 7 | $57,763 |
| Elevator Installers and Repairers | 89 | 93 | 4 | 4% | 13 | $73,259 |
| Rail-Track Equipment Operators | 41 | 45 | 4 | 10% | 5 | $64,878 |
| **Health Care Practitioners and Technical Occupations** |
| Registered Nurses | 9,275 | 10,366 | 1,091 | 12% | 642 | $74,527 |
| Nurse Practitioners | 391 | 511 | 120 | 31% | 36 | $112,198 |
| Physical Therapists | 579 | 678 | 99 | 17% | 37 | $92,847 |
| Speech-Language Pathologists | 391 | 485 | 94 | 24% | 33 | $65,034 |
| Respiratory Therapists | 393 | 481 | 88 | 22% | 33 | $59,740 |
| Physician Assistants | 402 | 484 | 82 | 20% | 33 | $113,077 |
| Dental Hygienists | 483 | 561 | 78 | 16% | 43 | $74,120 |
| Diagnostic Medical Sonographers | 350 | 428 | 78 | 22% | 29 | $65,805 |
| Occupational Health and Safety Specialists | 319 | 377 | 58 | 18% | 26 | $73,800 |
| Occupational Therapists | 341 | 397 | 56 | 16% | 26 | $77,822 |
| Radiologic Technologists | 597 | 642 | 45 | 8% | 39 | $59,920 |
| **Computer Occupations** |
| Software Developers, Applications | 716 | 964 | 248 | 35% | 84 | $80,720 |
| Computer Systems Analysts | 1,009 | 1,195 | 186 | 18% | 100 | $81,091 |
| Information Security Analysts | 407 | 541 | 134 | 33% | 48 | $104,985 |
| Computer & Information Research Scientists | 270 | 348 | 78 | 29% | 33 | $132,586 |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| High Quality Career | 2016 Jobs | 2026 Jobs | New Jobs | % Change | Annual Openings | Average Earnings |
| **Business and Financial Operations Occupations** |
| Management Analysts | 1,394 | 1,669 | 275 | 20% | 173 | $79,983 |
| Market Analysts & Marketing Specialists | 791 | 999 | 208 | 26% | 114 | $54,887 |
| Logisticians | 332 | 530 | 198 | 60% | 67 | $72,984 |
| Accountants and Auditors | 3,409 | 3,597 | 188 | 6% | 347 | $62,093 |
| **Management Occupations** |
| Financial Managers | 1,175 | 1,461 | 286 | 24% | 132 | $92,036 |
| Medical and Health Services Managers | 781 | 988 | 207 | 27% | 91 | $101,984 |
| Construction Managers | 699 | 868 | 169 | 24% | 77 | $118,993 |
| Computer/Information Systems Managers | 513 | 642 | 129 | 25% | 59 | $81,028 |
| Administrative Services Managers | 877 | 999 | 122 | 14% | 92 | $100,352 |
| Social and Community Service Managers | 321 | 415 | 94 | 29% | 43 | $93,471 |
| Architectural and Engineering Managers | 965 | 1,046 | 81 | 8% | 89 | $64,189 |

The Talent Development Ecosystem

**Assets**

CTE Region E is served by Regional Education Center #5. Postsecondary educational institutions in the region include the University of New Mexico, Central New Mexico Community College, Pima Medical Institute, Carrington College, the University of Phoenix, Brown-Mackie College, Southwestern Indian Polytechnic Institute, National American University and the Southwest University of Visual Arts..

**Awards**

In 2018, the most recent academic year for which data are available, 21,353 degrees and certificates were awarded by these institutions, including 12,909 that were awarded by Central New Mexico Community College and 6,318 from the University of New Mexico-Main Campus.

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 12: Program Awards and Openings in Related Occupations, Region E:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Description | 2018 Awards | Openings-Related Occupations | 2019 Jobs | Equilibrium Value |
| Business Administration and Management, General | 1,238 | 1,483 | 14,768 |  (245) |
| Registered Nursing/Registered Nurse | 719 | 642 | 9,422 | 78 |
| Psychology, General | 688 | 50 | 646 | 638 |
| Medical/Clinical Assistant | 374 | 486 | 3,870 |  (112) |
| Nursing Assistant/Aide and Patient Care Assistant/Aide | 332 | 364 | 2,749 |  (32) |
| Biology/Biological Sciences, General | 316 | 61 | 511 | 255 |
| Emergency Medical Technology/Technician (EMT Paramedic) | 308 | 107 | 890 | 201 |
| Child Care Provider/Assistant | 261 | 218 | 1,344 | 43 |
| Business/Commerce, General | 252 | 1,314 | 13,374 |  (1,062) |
| Computer and Information Sciences, General | 206 | 437 | 4,871 |  (231) |
| Sociology | 182 | 1 | 4 | 181 |
| Elementary Education and Teaching | 180 | 176 | 2,320 | 4 |
| Accounting | 166 | 396 | 4,062 |  (230) |
| Dental Assisting/Assistant | 163 | 171 | 1,356 |  (8) |
| Corrections | 162 | 192 | 2,044 |  (30) |
| English Language and Literature, General | 160 | 369 | 4,415 |  (209) |
| Rhetoric and Composition | 160 | 369 | 4,415 |  (209) |
| Spanish Language and Literature | 152 | 23 | 214 | 129 |
| Cosmetology/Cosmetologist, General | 151 | 171 | 1,222 |  (20) |
| Accounting Technology/Technician and Bookkeeping | 128 | 576 | 4,831 |  (448) |
| Mechanical Engineering | 126 | 242 | 2,785 |  (116) |
| Political Science and Government, General | 125 | 3 | 21 | 122 |
| Phlebotomy Technician/Phlebotomist | 123 | 61 | 530 | 62 |
| Automobile/Automotive Mechanics Technology/Technician | 116 | 210 | 2,079 |  (94) |
| Art/Art Studies, General | 113 | 20 | 185 | 93 |
| Law | 111 | 120 | 2,106 |  (9) |

For more information, contact Trevor Stokes at tstokes@careersthatwork.net

**NS4ED**

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Joseph Goins, President



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