2020

# Labor Markets in New Mexico’s Career and

Technical Education Region B

## Trevor Stokes NS4ED 1/1/2020

0 | P a g e

Region B

**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

More than 62,000 New Mexico students are enrolled in CTE programs, and 17,000+ are “concentrators,” who take two or more CTE courses. 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 B comprises a number of school districts and charter schools:

* Chama Valley
* Cuba Independent
* Dulce Independent
* Española
* Jemez Mountain
* Jemez Valley
* Los Alamos
* Mesa Vista
* Peñasco Independent
* Pojoaque Valley
* Questa Independent
* Santa Fe
* Taos Municipal
* State Charter-Academy for Technology and the Classics
* State Charter-Monte del Sol
* State Charter-Vista Grande
* State Charter Walatow

Regional Education Cooperatives (REC) REC 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 #2.

Postsecondary educational institutions in the region include Santa Fe Community College, Northern New Mexico College, University of New Mexico-Taos and UNM-Los Alamos.. The districts lie primarily in Rio Arriba, Sandoval, Santa Fe, Los Alamos and Taos Counties, all of which are within the Northern Workforce Region.

*1 https://webnew.ped.state.nm.us/bureaus/college-career-readiness/career-technical-education/*

**The Key Findings**

#### The People

* + It is notable that the population of the region is aging. The age band with the largest growth since 2010 is 65 years and older. While the school-age population has declined significantly over that period, the oldest segment of the population has simultaneously increased at a remarkable rate of more than 50%.
	+ Just more than half (50.7%) 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 (29.3%) is somewhat lower than the national average of 30.9%.

#### The Employers

The largest industries in the Region are

1. Government
2. Health Care and Social Assistance
3. Accommodation and Food Services
4. Professional, Scientific and Technical Services
5. Retail Trade
6. Administrative and Support and Waste Management and Remediation

One of the unique characteristics of this region is the concentration of the *Professional, Scientific and Technical Services* industry, in which the region’s workers are employed at a rate almost 3 times the national average. Specifically, many of these jobs (10,992) are in the *Research and Development in the Physical, Engineering, and Life Sciences* industry.

According to the New Mexico Department of Workforce Solutions, there are 15 organizations in the region who employ more than 250 workers.

* Jicarilla Apache Tribe Police
* Santa Claran Hotel Casino
* Ohkay Hotel Casino
* Walmart Supercenter
* Presbyterian Espanola Hospital

#### The Jobs

* Los Alamos Medical Center
* Los Alamos National Bank
* Taos Municipal Schools
* Fisher Sand and Gravel
* Rio Rancho High School
	+ Black Mesa Casino
	+ UNM Sandoval Medical Center
	+ Hyatt Regency-Tamaya Resort
	+ Isleta Casino and Resort
	+ Intel Corporation
	+ New Mexico Government

The occupation families with the largest projected growth include:

1. Food Preparation and Serving Occupations (2,204 new jobs)
2. Personal Care and Service Occupations (1,324)
3. Health Care Practitioners and Technical Occupations (1,016)
4. Management (880)
5. Life, Physical and Social Science Occupations (676)
6. Construction and Extraction (598)
7. Business and Financial Operations Occupations (492)

This report also 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 Health Sciences Cluster, including Registered Nurses ($69,788, 304 new jobs. Others came from the Management cluster, including General and Operations Managers ($84,270, 237 new jobs),

Medical and Health Services Managers ($97,565, 86 new jobs), Financial Managers ($87,201, 84), Farming and Agricultural Managers ($61,186, 77), and Computer and Information Systems Managers ($106,169, 49).

#### 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.

Health Care

Four of the region’s largest-growth occupations are from the Health Care Practitioners and Technical Occupations family or the Health Care Support Occupations family. Health Care businesses employ more than 15,000 people, and many of these jobs pay higher-than-average wages. Five different pathways provide a spectrum of career opportunities:

STEM

* + Therapeutic Services
	+ Health Informatics
	+ Diagnostic Services
		- Biotechnology Research and Development
		- Support Services

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, Compliance Officers, Human Resources Specialists, Accountants 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.

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

* + - * Skilled Construction Trades  Advanced Manufacturing

**The People**

#### Population

Trends in the region’s population will have an obvious effect on the region’s school enrollment and warrants regular analysis. CTE Region B has seen uneven population trends over recent years, with only Los Alamos, Sandoval and Santa Fe Counties experiencing net positive growth since 2010. Combined, the region’s population has increased 5.4% over that time. Almost all of the growth has occurred in Sandoval County (9.6%) and Santa Fe County (5.0%). Rio Arriba has seen a 3.2% decline.

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

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **County** | **2010** | **2011** | **2012** | **2013** | **2014** | **2015** | **2016** | **2017** | **2018** |
| Rio Arriba | 40,289 | 40,246 | 40,197 | 40,069 | 39,739 | 39,364 | 39,233 | 39,191 | 39,006 |
| Los Alamos | 17,994 | 18,229 | 18,238 | 17,950 | 17,807 | 17,830 | 18,239 | 18,804 | 19,101 |
| Taos | 32,896 | 32,891 | 32,766 | 32,962 | 32,971 | 32,814 | 32,960 | 32,862 | 32,835 |
| Sandoval | 132,430 | 134,312 | 135,381 | 136,326 | 137,039 | 138,531 | 140,471 | 142,624 | 145,179 |
| Santa Fe | 141,702 | 143,053 | 144,209 | 145,400 | 146,361 | 147,108 | 147,320 | 147,514 | 148,750 |

*United States Census Bureau, Annual Population Estimates*

4.0%

**Population by Percentage Change, by Year**

3.0%

2.0%

1.0%

0.0%

-1.0%

-2.0%

2011 2012 2013 2014 2015 2016 2017 2018

Rio Arriba Los Alamos Taos Sandoval Santa Fe

#### Demographics-Race and Ethnicity

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Race/Ethnicity** | **2010****Population** | **2018****Population** | **Change** | **% Change** | **2018 % of****Total** |
| White, Non-Hispanic | 157,913 | 157,333 | (580) | -0.4% | 40.7% |
| White, Hispanic | 157,231 | 168,174 | 10,943 | 7.0% | 43.5% |
| American Indian, any ethnicity | 33,370 | 36,974 | 3,604 | 10.8% | 9.6% |
| Other, Hispanic | 6,057 | 7,375 | 1,317 | 21.7% | 1.9% |
| Other | 13,558 | 16,319 | 2,760 | 20.4% | 4.2% |

*United States Census Bureau, Annual Population Estimates*

**Population, by Race and Ethnicity, 2018**

Other, Hispanic 2%

Other 4%

American Indian, any ethnicity 10%

White, Non- Hispanic 41%

White, Hispanic 43%

#### Demographics-Age

It is notable that the population of the region is aging. The age band with the largest growth since 2010 is 65 years and older. While the school-age population has declined significantly over that period, the oldest segment of the population has simultaneously increased at a remarkable rate of more than 50%.

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Age Cohort** | **2010****Population** | **2018****Population** | **Change** | **% Change** | **2018 % of****Cohort** |
| Under 10 | 46,717 | 41,238 | (5,480) | -11.7% | 10.7% |
| 10-19 | 48,288 | 47,275 | (1,013) | -2.1% | 12.2% |
| 20-29 | 39,578 | 42,294 | 2,716 | 6.9% | 11.0% |
| 30-39 | 44,689 | 46,411 | 1,721 | 3.9% | 12.0% |
| 40-49 | 51,681 | 45,643 | (6,038) | -11.7% | 11.8% |
| 50-64 | 84,855 | 81,418 | (3,437) | -4.1% | 21.1% |
| 65 and over | 52,320 | 81,897 | 29,576 | 56.5% | 21.2% |

*United States Census Bureau, Annual Population Estimates*

#### Demographics-Educational Attainment

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

|  |  |
| --- | --- |
| **Education Level** | **Population** |
| Less than 9th Grade | 4.6% |
| 9th Grade to 12th Grade | 6.6% |
| High School Diploma | 24.8% |
| Some College | 22.3% |
| Associate’s Degree | 7.6% |
| Bachelor’s Degree | 18.8% |
| Graduate Degree or Higher | 15.4% |

Just more than half (50.7%) 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 (29.3%) is somewhat lower than the national average of 30.9%.

*United States Census Bureau, American Community Survey*

**The Employers**

To gain perspective on the businesses who employ workers in Region B, 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.

**Employment, Top Industries, Region B**

Government Health Care and Social Assistance Accommodation and Food Services Professional, Scientific, and Technical Services

Retail Trade

Administrative and Waste Management Services

Construction Manufacturing

Arts, Entertainment, and Recreation

Finance and Insurance

Educational Services

Real Estate and Rental and Leasing



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

|  |  |  |  |
| --- | --- | --- | --- |
| **Sector/Top Detailed Industries** | **2019 Jobs** | **Average Wages** | **Location Quotient** |
| **Professional, Scientific and Technical Services** |
| Research & Development-Physical, Engineering, Life Sciences | 10,992 | $104,250 | 29.47 |
| Computer Systems Design and Related Services | 792 | $82,555 | 0.69 |
| Offices of Lawyers | 633 | $84,052 | 0.69 |
| Engineering Services | 487 | $88,521 | 0.56 |
| **Government** |
| Local Government, Excluding Education and Hospitals | 12,578 | $39,404 | 2.50 |
| Education (Local Government) | 8,619 | $38,138 | 3.90 |
| State Government, Excluding Education and Hospitals | 7,729 | $58,108 | 3.90 |
| Federal Government, Civilian, Excluding Postal Service | 1,588 | $75,088 | 1.10 |
| Education (State Government) | 1,243 | $28,455 | 2.77 |
| **Health Care and Social Assistance** |
| General Medical and Surgical Hospitals | 3,191 | $66,573 | 0.77 |
| Services for the Elderly and Persons with Disabilities | 2,898 | $16,137 | 1.70 |
| Offices of Physicians | 2,022 | $75,317 | 0.87 |
| Offices of Dentists | 1,100 | $51,988 | 1.31 |
| Continuing Care Communities and Elderly Living Facilities | 985 | $26,235 | 1.78 |
| Nursing Care Facilities (Skilled Nursing Facilities) | 813 | $31,798 | 0.58 |
| Child Day Care Services | 770 | $22,363 | 1.78 |
| **Accommodation and Food Services** |
| Restaurants and Other Eating Places | 12,030 | $20,093 | 1.34 |
| Hotels (except Casino Hotels) and Motels | 3,814 | $27,604 | 2.65 |

|  |  |  |  |
| --- | --- | --- | --- |
| **Sector/Top Detailed Industries** | **2019 Jobs** | **Average Wages** | **Location Quotient** |
| **Manufacturing** |
| Semiconductor and Other Electronic Component Manufacturing | 1,401 | $134,796 | 4.28 |
| Medical Equipment and Supplies Manufacturing | 211 | $39,031 | 0.75 |
| Breweries | 151 | $27,833 | 2.10 |
| Lighting Fixture Manufacturing | 151 | $40,818 | 4.33 |
| Audio and Video Equipment Manufacturing | 150 | $57,986 | 8.40 |
| **Construction** |
| Residential Building Construction | 1,283 | $38,018 | 1.76 |
| Plumbing, Heating, and Air-Conditioning Contractors | 754 | $44,533 | 0.75 |
| Electrical Contractors and Other Wiring Installation Contractors | 623 | $50,152 | 0.73 |
| Commercial and Institutional Building Construction | 618 | $61,794 | 1.03 |

*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, Los Alamos County, 2019:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Los Alamos** | **2019****Jobs** | **Average Wages/ Earnings** | **Location Quotient** | **Age 45+** |
| Research/Development-Physical, Engineering, Life Sciences | 10,697 | $104,320 | 153.98 | 54.8% |
| Education (Local Government) | 699 | $42,390 | 0.81 | 57.4% |
| Local Government, Excluding Education and Hospitals | 631 | $51,568 | 1.01 | 38.0% |
| Restaurants and Other Eating Places | 367 | $19,795 | 0.31 | 26.7% |
| Supermarkets and Other Grocery Stores | 297 | $32,455 | 1.08 | 30.3% |
| Offices of Physicians | 267 | $69,021 | 0.93 | 46.1% |
| Facilities Support Services | 223 | $52,445 | 13.17 | 50.7% |
| Education (State Government) | 197 | $30,460 | 0.66 | 49.7% |
| Federal Government, Civilian, Excluding Postal Service | 197 | $103,709 | 0.79 | 50.3% |
| Engineering Services | 190 | $97,765 | 1.77 | 64.2% |

*Economic Modelling Specialists International*

#### Table 7: Employment by Industry, Rio Arriba County, 2019:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Rio Arriba** | **2019****Jobs** | **Average Wages/ Earnings** | **Location Quotient** | **Age 45+** |
| Local Government, Excluding Education and Hospitals | 2,566 | $31,120 | 6.73 | 38.0% |
| Education (Local Government) | 903 | $38,971 | 1.71 | 57.1% |
| Restaurants and Other Eating Places | 771 | $16,035 | 1.08 | 25.9% |
| Education (State Government) | 474 | $24,305 | 2.59 | 49.8% |
| General Merchandise Stores, Warehouse Clubs, Supercenters | 396 | $26,081 | 3.04 | 41.7% |
| General Medical and Surgical Hospitals | 344 | $84,444 | 1.10 | 47.4% |
| Nursing Care Facilities (Skilled Nursing Facilities) | 255 | $29,873 | 2.40 | 51.4% |
| Federal Government, Civilian, Excluding Postal Service | 217 | $66,051 | 1.43 | 49.8% |
| Home Centers | 191 | $23,995 | 4.03 | 45.0% |
| Services for the Elderly and Persons with Disabilities | 191 | $18,093 | 1.50 | 52.9% |
| *Economic Modelling Specialists International***Table 8: Employment by Industry, Taos County, 2019:** |  |  |
| **Taos** | **2019****Jobs** | **Average Wages/ Earnings** | **Location Quotient** | **Age 45+** |
| Restaurants and Other Eating Places | 1,292 | $16,941 | 1.65 | 30.0% |
| Local Government, Excluding Education and Hospitals | 844 | $34,784 | 2.02 | 38.0% |
| Hotels (except Casino Hotels) and Motels | 749 | $22,009 | 6.28 | 46.3% |
| Education (Local Government) | 596 | $35,052 | 1.03 | 57.2% |
| Skiing Facilities | 581 | $26,776 | 192.80 | 43.2% |
| Supermarkets and Other Grocery Stores | 373 | $28,512 | 2.02 | 38.9% |
| General Medical and Surgical Hospitals | 336 | $61,774 | 0.98 | 55.1% |
| Services for the Elderly and Persons with Disabilities | 264 | $16,367 | 1.89 | 53.4% |
| Federal Government, Civilian, Excluding Postal Service | 209 | $70,562 | 1.25 | 49.8% |
| Residential Building Construction | 199 | $28,670 | 3.30 | 46.7% |

*Economic Modelling Specialists International*

#### Table 9: 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 | 3.6 | 46.1% |
| Education (Local Government) | 2,834 | $41,447 | 1.7 | 48.0% |
| Restaurants and Other Eating Places | 2,817 | $16,067 | 1.3 | 19.4% |
| Semiconductor, Other Electronic Component Manufacturing | 1,401 | $134,796 | 18.0 | 72.8% |
| Merchandise Stores, Warehouse Clubs and Supercenters | 938 | $22,867 | 2.3 | 32.0% |
| General Medical and Surgical Hospitals | 651 | $49,513 | 0.7 | 36.9% |
| Services for the Elderly and Persons with Disabilities | 608 | $16,255 | 1.5 | 45.6% |
| Retirement Communities and Elderly Assisted Living Facilities | 598 | $24,315 | 3.0 | 41.1% |
| Supermarkets and Other Grocery (except Convenience) Stores | 501 | $26,119 | 1.0 | 41.1% |
| Hotels (except Casino Hotels) and Motels | 418 | $30,013 | 1.2 | 37.6% |
| *Economic Modelling Specialists International***Table 10: Employment by Industry, Santa Fe County, 2019:** |  |  |  |  |
| **Santa Fe** | **2019****Jobs** | **Average Wages/****Earnings** | **Location Quotient** | **Age 45+** |
| State Government, Excluding Education and Hospitals | 7,056 | $59,025 | 7.47 | 42.6% |
| Full-Service Restaurants | 4,467 | $24,314 | 1.96 | 32.4% |
| Local Government, Excluding Education and Hospitals | 4,244 | $43,596 | 1.77 | 46.0% |
| Hotels (except Casino Hotels) and Motels | 2,428 | $29,467 | 3.54 | 40.9% |
| Elementary and Secondary Schools (Local Government) | 1,948 | $43,224 | 0.65 | 48.0% |
| Limited-Service Restaurants | 1,891 | $19,930 | 1.02 | 32.4% |
| Services for the Elderly and Persons with Disabilities | 1,803 | $15,839 | 2.22 | 49.3% |
| Supermarkets and Other Grocery (except Convenience) Stores | 1,755 | $29,248 | 1.67 | 39.4% |
| General Medical and Surgical Hospitals | 1,678 | $69,697 | 0.85 | 52.9% |
| Colleges, Universities, Professional Schools (Local Government) | 1,628 | $24,044 | 5.82 | 44.0% |

*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 11: Occupation Employment, Region B, 2010-2019:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Description** | **2010****Jobs** | **2019****Jobs** | **2010 -****2019****Change** | **2010 -****2019 %****Change** | **Annual Openings** | **Median Annual****Earnings** |
| Personal Care Aides | 1,873 | 3,734 | 1,861 | 99% | 626 | $19,939 |
| Customer Service Representatives | 2,038 | 3,505 | 1,467 | 72% | 536 | $31,447 |
| Food Prep/Serving Workers, Fast Food | 2,655 | 3,491 | 836 | 31% | 654 | $20,340 |
| Cooks, Restaurant | 1,304 | 1,941 | 637 | 49% | 294 | $26,290 |
| General and Operations Managers | 2,314 | 2,781 | 467 | 20% | 280 | $84,270 |
| Secretaries and Administrative Assistants | 4,321 | 4,707 | 386 | 9% | 617 | $35,676 |
| Waiters and Waitresses | 2,743 | 3,090 | 347 | 13% | 612 | $19,174 |
| Supervisors-Food Preparation and Serving | 1,025 | 1,280 | 255 | 25% | 207 | $28,959 |
| Sales Representatives, Services, All Other | 351 | 573 | 222 | 63% | 91 | $47,974 |
| Supervisors of Personal Service Workers | 247 | 425 | 178 | 72% | 51 | $37,763 |
| Bartenders | 393 | 554 | 161 | 41% | 101 | $19,116 |
| Ophthalmic Medical Technicians | 153 | 312 | 159 | 104% | 39 | $38,721 |
| Software Developers, Applications | 340 | 496 | 156 | 46% | 53 | $70,885 |
| Nuclear Engineers | 301 | 452 | 151 | 50% | 52 | $140,871 |
| Maintenance and Repair Workers, General | 1,613 | 1,757 | 144 | 9% | 190 | $34,433 |
| Teachers and Instructors, All Other | 487 | 625 | 138 | 28% | 89 | $66,040 |
| Landscaping and Groundskeeping Workers | 857 | 989 | 132 | 15% | 139 | $28,828 |
| Market Research Analysts and Specialists | 195 | 319 | 124 | 64% | 41 | $53,505 |
| Farmwork/Labor-Crop, Nursery/Greenhouse | 113 | 233 | 120 | 106% | 44 | $18,538 |
| Information Security Analysts | 159 | 271 | 112 | 70% | 29 | $97,304 |
| Registered Nurses | 1,832 | 1,940 | 108 | 6% | 140 | $69,788 |
| Computer & Information Research Scientists | 243 | 347 | 104 | 43% | 39 | $138,425 |
| Dental Assistants | 382 | 486 | 104 | 27% | 65 | $36,088 |
| Cashiers | 3,061 | 3,165 | 104 | 3% | 627 | $21,947 |

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 12: Projected Change, Occupations, 2016-2026, Region B:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **High Quality Career** | **2016****Jobs** | **2026****Jobs** | **New Jobs** | **%****Change** | **Annual Openings** | **Average Earnings** |
| **Health Care Practitioners and Technical Occupations** |
| Registered Nurses | 1,858 | 2,162 | 304 | 16% | 141 | $69,788 |
| Nurse Practitioners | 163 | 238 | 75 | 46% | 19 | $93,444 |
| Emergency Medical Technicians and Paramedics | 199 | 272 | 73 | 37% | 26 | $32,823 |
| Ophthalmic Medical Technicians | 274 | 328 | 54 | 20% | 31 | $38,721 |
| Dental Hygienists | 133 | 177 | 44 | 33% | 16 | $84,826 |
| Physical Therapists | 142 | 182 | 40 | 28% | 11 | $91,620 |
| **Management Occupations** |
| General and Operations Managers | 2,633 | 2,870 | 237 | 9% | 268 | $84,270 |
| Medical and Health Services Managers | 249 | 335 | 86 | 35% | 33 | $97,565 |
| Financial Managers | 361 | 445 | 84 | 23% | 41 | $87,201 |
| Farmers, Ranchers, Other Agricultural Managers | 44 | 121 | 77 | 175% | 41 | $61,186 |
| Computer and Information Systems Managers | 243 | 292 | 49 | 20% | 17 | $106,169 |
| Food Service Managers | 229 | 278 | 49 | 21% | 35 | $56,050 |
| Social and Community Service Managers | 203 | 247 | 44 | 22% | 25 | $68,766 |
| Administrative Services Managers | 334 | 375 | 41 | 12% | 35 | $88,003 |
| Architectural and Engineering Managers | 234 | 267 | 33 | 14% | 25 | $174,963 |
| Property, Real Estate, Association Managers | 143 | 172 | 29 | 20% | 16 | $51,356 |
| Natural Sciences Managers | 143 | 170 | 27 | 19% | 17 | $84,365 |
| **Business and Financial Operations Occupations** |
| Market Research Analysts & Specialists | 271 | 357 | 86 | 32% |  | $53,505 |
| Management Analysts | 672 | 745 | 73 | 11% |  | $56,738 |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **High Quality Career** | **2016****Jobs** | **2026****Jobs** | **New Jobs** | **%****Change** | **Annual Openings** | **Average Earnings** |
| **Computer and Mathematical Occupations** |
| Computer and Information Research Scientists | 296 | 388 | 92 | 31% | 37 | $138,420 |
| Computer Systems Analysts | 241 | 267 | 26 | 11% | 22 | $76,465 |
| Information Security Analysts | 237 | 302 | 65 | 27% | 27 | $97,304 |
| Computer Programmers | 80 | 77 | (3) | (4%) | 6 | $102,823 |
| Software Developers, Applications | 420 | 565 | 145 | 35% | 52 | $70,885 |
| **Architecture and Engineering Occupations** |
| Engineers, All Other | 319 | 423 | 104 | 33% | 41 | $133,180 |
| Engineering Technicians | 492 | 564 | 72 | 15% | 62 | $87,900 |
| Nuclear Engineers | 433 | 465 | 32 | 7% | 33 | $140,871 |
| Architects | 80 | 108 | 28 | 35% | 10 | $68,273 |
| Health and Safety Engineers | 101 | 128 | 27 | 27% | 12 | $122,034 |

**The Talent Development Ecosystem**

#### Assets

The region is served by Regional Education Cooperative #2. Postsecondary educational institutions in the region include Santa Fe Community College, Northern New Mexico College, University of New Mexico- Taos and UNM-Los Alamos.

#### Awards

In 2018, the most recent academic year for which data are available, 1,844 degrees and certificates were awarded by these institutions, including 941 degrees and 903 certificates.

**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 13: Program Awards and Openings in Related Occupations, Region B:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Description** | **2018****Awards** | **Openings- Related Occupations** | **2019****Jobs** | **Equilibrium Value** |
| Liberal Arts and Sciences/Liberal Studies | 147 | 103 | 889 | 44 |
| Registered Nursing/Registered Nurse | 123 | 140 | 1,940 | (17) |
| Business Administration and Management, General | 101 | 627 | 5,932 | (526) |
| Nursing Assistant/Aide and Patient Care Assistant/Aide | 95 | 127 | 932 | (32) |
| Cinematography and Film/Video Production | 80 | 11 | 66 | 69 |
| General Studies | 65 | 0 | 0 | 65 |
| Emergency Medical Technology/Technician | 50 | 35 | 238 | 15 |
| Creative Writing | 46 | 15 | 103 | 31 |
| Early Childhood Education and Teaching | 45 | 77 | 629 | (32) |
| Secondary Education and Teaching | 43 | 89 | 1,070 | (46) |
| Social Work | 42 | 144 | 1,219 | (102) |
| Accounting | 40 | 150 | 1,411 | (110) |
| Medical/Clinical Assistant | 37 | 111 | 840 | (74) |
| Phlebotomy Technician/Phlebotomist | 37 | 10 | 61 | 27 |
| Cosmetology/Cosmetologist, General | 33 | 53 | 341 | (20) |
| Elementary Education and Teaching | 33 | 129 | 1,501 | (96) |
| Fine/Studio Arts, General | 32 | 1 | 9 | 31 |
| Accounting Technology/Technician and Bookkeeping | 27 | 251 | 1,805 | (224) |
| Special Education and Teaching, General | 27 | 207 | 1,563 | (180) |
| Art Therapy/Therapist | 27 | 2 | 21 | 25 |
| Physical Sciences | 24 | 17 | 155 | 7 |
| Community Health Services/Liaison/Counseling | 22 | 43 | 301 | (21) |
| Acupuncture and Oriental Medicine | 22 | 2 | 16 | 20 |
| Criminal Justice/Safety Studies | 21 | 29 | 331 | (8) |

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

## NS4ED

### 200 E Broadway Maryville, TN

NS4ed.com Joseph Goins, President

