

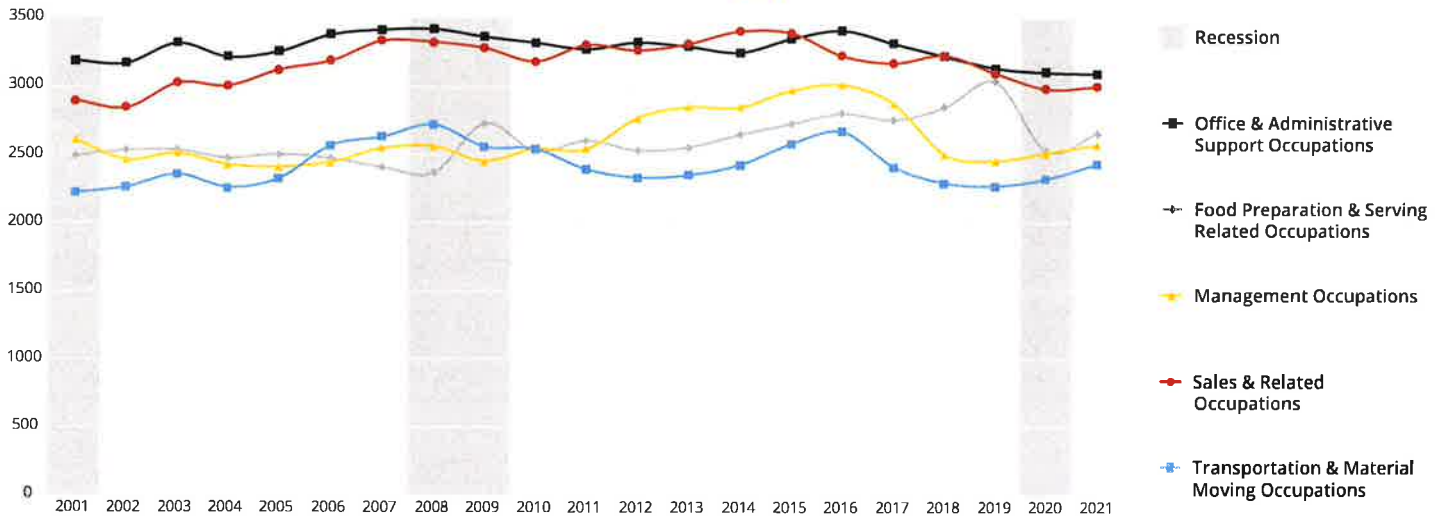
Chaves County, New Mexico

INDUSTRY & WORKFORCE ANALYSIS



Center for Regional Development

Top 5 Occupations 2001-2021



Inverse Staffing Top Industries by Occupation Groups



Office & Admin Support Occupations

Local Government, Excluding Education and Hospitals

Elementary and Secondary Schools (Local Government)

Offices of Physicians (except Mental Health Specialists)

Sales & Related Occupations

Warehouse Clubs and Supercenters

Supermarkets and Other Grocery (except Convenience) Stores

Offices of Real Estate Agents and Brokers

Food Preparation & Serving Related Occupations

Limited-Service Restaurants

Full-Service Restaurants

Snack and Nonalcoholic Beverage Bars

Management Occupations

Animal Production

Crude Petroleum Extraction

Crop Production

Transportation & Material Moving Occupations

Crude Petroleum Extraction

Couriers and Express Delivery Services

General Freight Trucking, Local

Top Skills in Major Occupation Groups



• Common

• Specialized

• Software

Office & Admin Support Occupations

- Customer Service
- Communications
- Administrative Support
- Merchandising
- Microsoft Excel
- Microsoft Office

Sales & Related Occupations

- Sales
- Customer Service
- Merchandising
- Cash Register
- Microsoft Excel
- Microsoft Word

Food Preparation & Serving Related Occupations

- Sanitation
- Communications
- Food Safety & Sanitation
- Food Preparation
- SAP Applications
- Microsoft Outlook

Management Occupations

- Management
- Leadership
- Nursing
- Accounting
- Microsoft Office
- Microsoft Excel

Transportation & Material Moving Occupations

- Customer Service
- Loading & Unloading
- Truck Driving
- Warehousing
- Microsoft Excel
- Web Browsers

Median Hourly Earnings by Major Occupations

Office & Admin
Support Occupations

\$16.45

Sales & Related
Occupations

\$13.99

Food Preparation &
Serving Related
Occupations

\$11.25

Management
Occupations

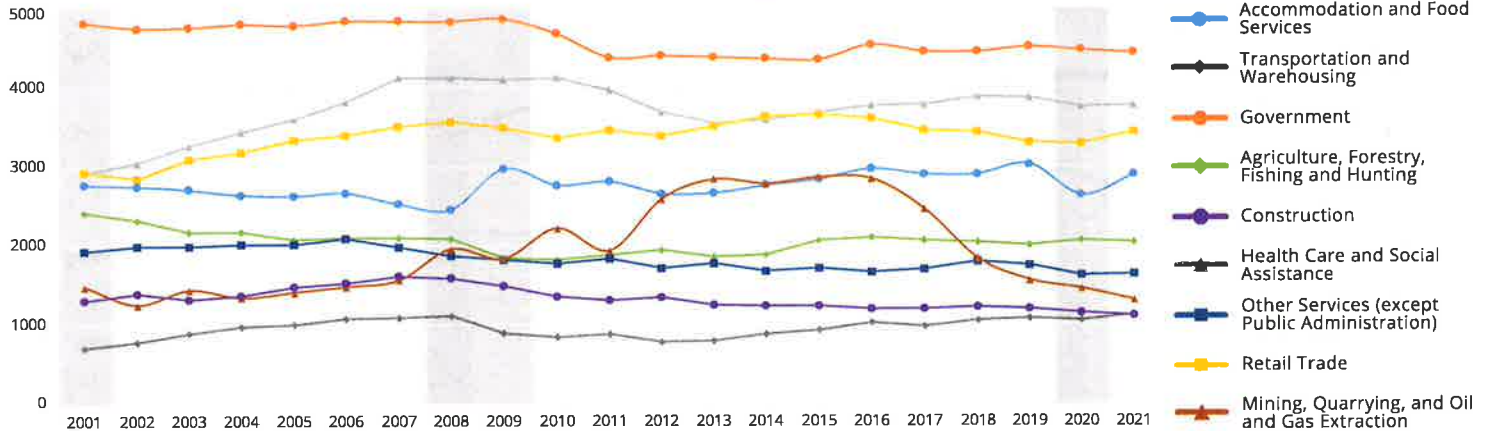
\$28.54

Transportation &
Material Moving
Occupations

\$15.38

Cost of Living
Index
97.3

Top 9 Industries 2001-2021



Health Care and Social Assistance	2021 Jobs	2021 Location Quotient
Home Health Care Services	662	2.37
Services for the Elderly and Persons with Disabilities	595	1.92
Offices of Physicians (except Mental Health Specialists)	550	1.33

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Registered Nurses	507	50	\$36.48	21
Medical Assistants	115	12	\$15.83	16
Nursing Assistants	92	11	\$14.48	30
Medical and Health Services Managers	68	6	\$49.39	20
Licensed Practical and Licensed Vocational Nurses	60	7	\$29.02	26
Physical Therapists	47	4	\$43.99	21
Clinical Laboratory Technologists and Technicians	44	4	\$24.90	13

Agriculture, Forestry, Fishing and Hunting	2021 Jobs	2021 Location Quotient
Animal Production	1,384	8.43
Crop Production	368	1.72
Farm Labor Contractors and Crew Leaders	148	3.16

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Laborers and Freight, Stock, and Material Movers, Hand	7	1	\$13.32	29
Heavy and Tractor-Trailer Truck Drivers	5	0.4	\$20.74	29
First-Line Supervisors of Retail Sales Workers	4	0.4	\$17.41	NA
Cashiers	4	0.4	\$10.61	NA
General and Operations Managers	3	0.3	\$41.71	59
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3	0.3	\$22.14	39

Mining	2021 Jobs	2021 Location Quotient
Crude Petroleum Extraction	972	21.41
Support Activities for Oil and Gas Operations	190	6.69
Natural Gas Extraction	80	6.11

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Heavy and Tractor-Trailer Truck Drivers	4	0.5	\$20.74	NA
Human Resources Specialists	1	0.1	\$22.23	48
Industrial Engineering Technologists and Technicians	1	0.1	\$33.16	NA
Maintenance and Repair Workers, General	1	0.2	\$17.28	NA



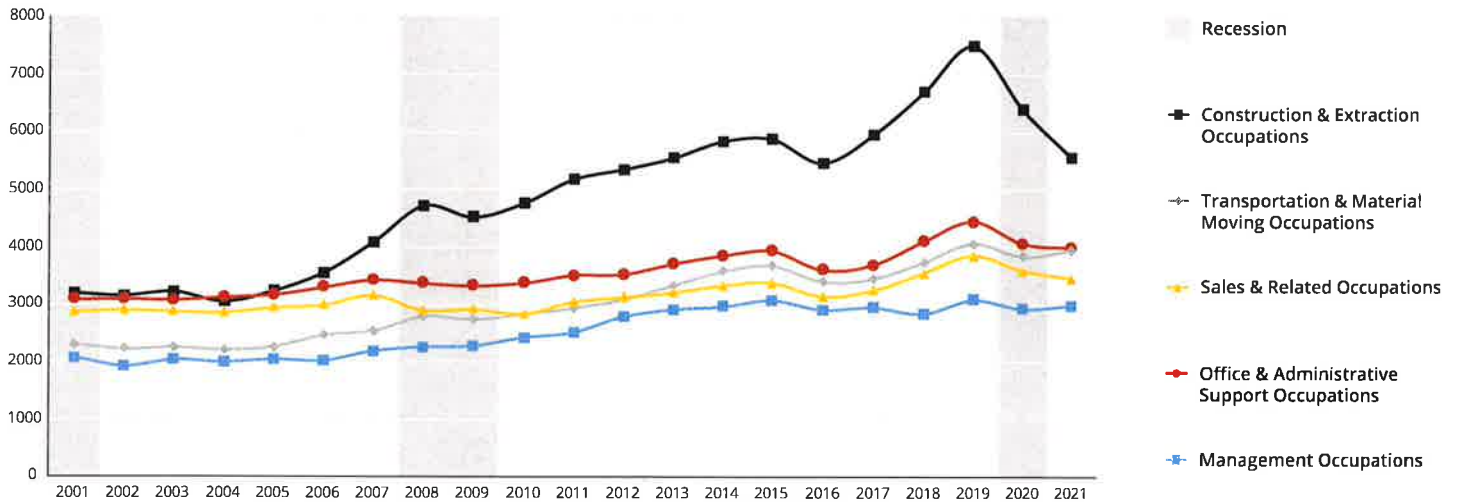
Eddy County, New Mexico

INDUSTRY & WORKFORCE ANALYSIS



Center for Regional Development

Top 5 Occupations 2001-2021



Inverse Staffing Top Industries by Occupation Groups



Construction & Extraction Occupations

Support Activities for Oil and Gas Operations

Oil and Gas Pipeline and Related Structures Construction

Crude Petroleum Extraction

Office & Admin Support Occupations

Support Activities for Oil and Gas Operations

Local Government, Excluding Education and Hospitals

Crude Petroleum Extraction

Transportation & Material Moving Occupations

Specialized Freight (except Used Goods) Trucking, Local

Crude Petroleum Extraction

Support Activities for Oil and Gas Operations

Sales & Related Occupations

Gasoline Stations with Convenience Stores

Warehouse Clubs and Supercenters

Supermarkets and Other Grocery (except Convenience) Stores

Management Occupations

Crude Petroleum Extraction

Crop Production

Support Activities for Oil and Gas Operations

Top Skills in Major Occupation Groups



• Common

• Specialized

• Software

Construction & Extraction Occupations

- Communications
- Operations
- Hand Tools
- Power Tool Operation
- Microsoft Excel
- Microsoft Office

Office & Admin Support Occupations

- Customer Service
- Operations
- Administrative Support
- Invoicing
- Microsoft Office
- Microsoft Excel

Transportation & Material Moving Occupations

- Operations
- Customer Service
- Truck Driving
- Oil And Gas
- Operational Databases
- Microsoft Excel

Sales & Related Occupations

- Sales
- Customer Service
- Merchandising
- Selling Techniques
- Microsoft Excel
- Microsoft Office

Management Occupations

- Operations
- Management
- Construction
- Auditing
- Microsoft Office
- Microsoft Excel

Median Hourly Earnings by Major Occupations

Construction & Extraction Occupations

\$21.93

Office & Administrative Support Occupations

\$18.36

Transportation & Material Moving Occupations

\$20.41

Sales & Related Occupations

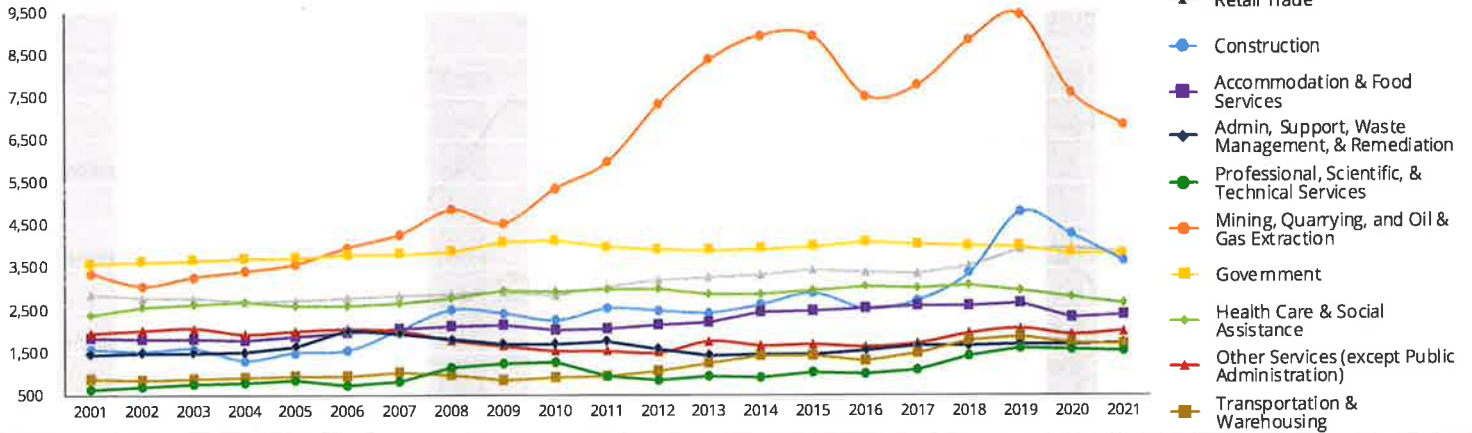
\$15.60

Management Occupations

\$36.33

Cost of Living Index
104.2

Top 10 Industries 2001-2021



Mining Industries	2021 Jobs	2021 Location Quotient
Support Activities for Oil and Gas Operations	3,371	91.93
Crude Petroleum Extraction	2,293	39.21
Potash, Soda, and Borate Mineral Mining	588	915.88

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Heavy and Tractor-Trailer Truck Drivers	121	12	\$25.56	37
Control and Valve Installers and Repairers, Except Mechanical Door	44	5	\$40.87	24
Production Workers, All Other	44	5	\$15.37	18
Maintenance and Repair Workers, General	42	4	\$19.64	26
Construction Laborers	38	4	\$15.56	25

Construction Industries	2021 Jobs	2021 Location Quotient
Oil and Gas Pipeline and Related Structures Construction	726	23.18
All Other Specialty Trade Contractors	585	4.21
Industrial Building Construction	465	14.49

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Heavy and Tractor-Trailer Truck Drivers	32	3	\$25.56	38
Construction Laborers	17	2	\$15.56	NA
Industrial Machinery Mechanics	13	1	\$32.12	35
Construction Managers	10	1	\$51.40	21
Production Workers, All Other	10	1	\$15.37	NA

Transportation & Warehousing Industries	2021 Jobs	2021 Location Quotient
Specialized Freight (except Used Goods) Trucking, Local	590	12.20
General Freight Trucking, Local	324	3.37
Pipeline Transportation of Natural Gas	120	21.23

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Heavy and Tractor-Trailer Truck Drivers	117	9	\$25.56	26
Miscellaneous Construction and Related Workers	23	3	\$20.84	31
Health Technologists and Technicians, All Other	17	2	\$25.17	40
Laborers and Freight, Stock, and Material Movers, Hand	16	2	\$15.69	21
General and Operations Managers	12	1	\$48.35	53



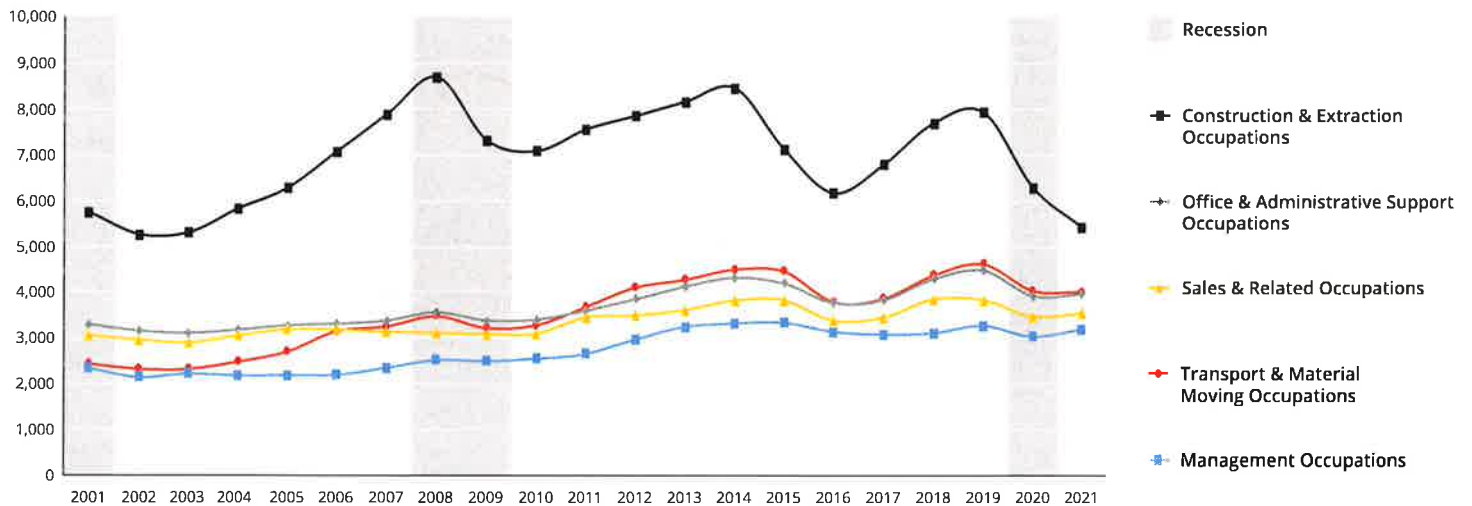
Lea County, New Mexico

INDUSTRY & WORKFORCE ANALYSIS



Center for Regional Development

Top 5 Occupations 2001-2021



Inverse Staffing Top Industries by Occupation Groups



Construction & Extraction Occupations

Support Activities for Oil and Gas Operations

Oil and Gas Pipeline and Related Structures Construction

Drilling Oil and Gas Wells

Transportation & Material Moving Occupations

Specialized Freight (except Used Goods) Trucking, Local

Support Activities for Oil and Gas Operations

Crude Petroleum Extraction

Office & Admin Support Occupations

Support Activities for Oil and Gas Operations

Local Government, Excluding Education and Hospitals

Elementary and Secondary Schools (Local Government)

Sales & Related Occupations

Warehouse Clubs and Supercenters

Supermarkets and Other Grocery (except Convenience) Stores

Gasoline Stations with Convenience Stores

Management Occupations

Crude Petroleum Extraction

Animal Production

Support Activities for Oil and Gas Operations

Top Skills in Major Occupation Groups



• Common

• Specialized

• Software

Construction & Extraction Occupations

- Communications
- Operations
- Hand Tools
- Power Tool Operation
- Microsoft Excel
- Microsoft Office

Transportation & Material Moving Occupations

- Operations
- Customer Service
- Truck Driving
- Oil And Gas
- Operational Databases
- Microsoft Office

Office & Admin Support Occupations

- Customer Service
- Communications
- Administrative Support
- Data Entry
- Microsoft Office
- Microsoft Excel

Sales & Related Occupations

- Customer Service
- Sales
- Merchandising
- Cash Register
- Microsoft Excel
- Microsoft Office

Management Occupations

- Management
- Operations
- Restaurant Operation
- Marketing
- Microsoft Excel
- Microsoft Office

Median Hourly Earnings *by Major Occupations*

Construction & Extraction Occupations

\$20.64

Transportation & Material Moving Occupations

\$18.96

Office & Administrative Support Occupations

\$16.98

Sales & Related Occupations

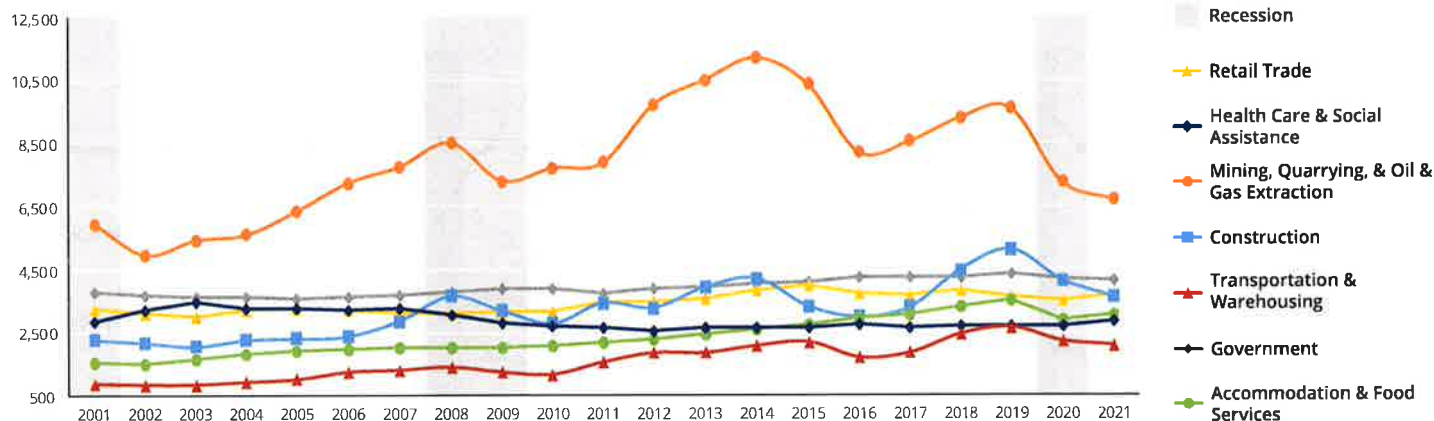
\$16.07

Management Occupations

\$32.82

Cost of Living Index
96.9

Top 7 Industries *2001-2021*



Mining Industries	2021 Jobs	2021 Location Quotient
Support Activities for Oil and Gas Operations	3,718	99.54
Crude Petroleum Extraction	1,577	26.47
Drilling Oil and Gas Wells	1,007	129.00

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Heavy and Tractor-Trailer Truck Drivers	68	8	\$23.54	25
Plumbers, Pipefitters, and Steamfitters	29	3	\$25.03	17
Welders, Cutters, Solderers, and Brazers	24	2	\$27.86	16
Maintenance and Repair Workers, General	24	2	\$18.60	35
Power Plant Operators	19	2	\$49.59	15

Construction Industries	2021 Jobs	2021 Location Quotient
Oil and Gas Pipeline and Related Structures Construction	1,194	37.42
Electrical Contractors and Other Wiring Installation Contractors	630	2.81
Site Preparation Contractors	337	2.42

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Heavy and Tractor-Trailer Truck Drivers	21	2	\$23.54	46
Construction Laborers	9	1	\$14.81	NA
Public Safety Telecommunicators	5	1	\$16.05	54
Telecommunications Line Installers and Repairers	5	1	\$24.27	NA

Transportation & Warehousing Industries	2021 Jobs	2021 Location Quotient
Specialized Freight (except Used Goods) Trucking, Local	893	18.1
Pipeline Transportation of Natural Gas	222	38.5
General Freight Trucking, Long-Distance, Truckload	215	1.3

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Heavy and Tractor-Trailer Truck Drivers	149	12	\$23.54	23
Bus and Truck Mechanics and Diesel Engine Specialists	15	2	\$23.58	21
Health Technologists and Technicians, All Other	15	1	\$21.12	30
Miscellaneous Construction and Related Workers	12	1	\$18.99	12
Couriers and Messengers	10	1	\$13.81	NA



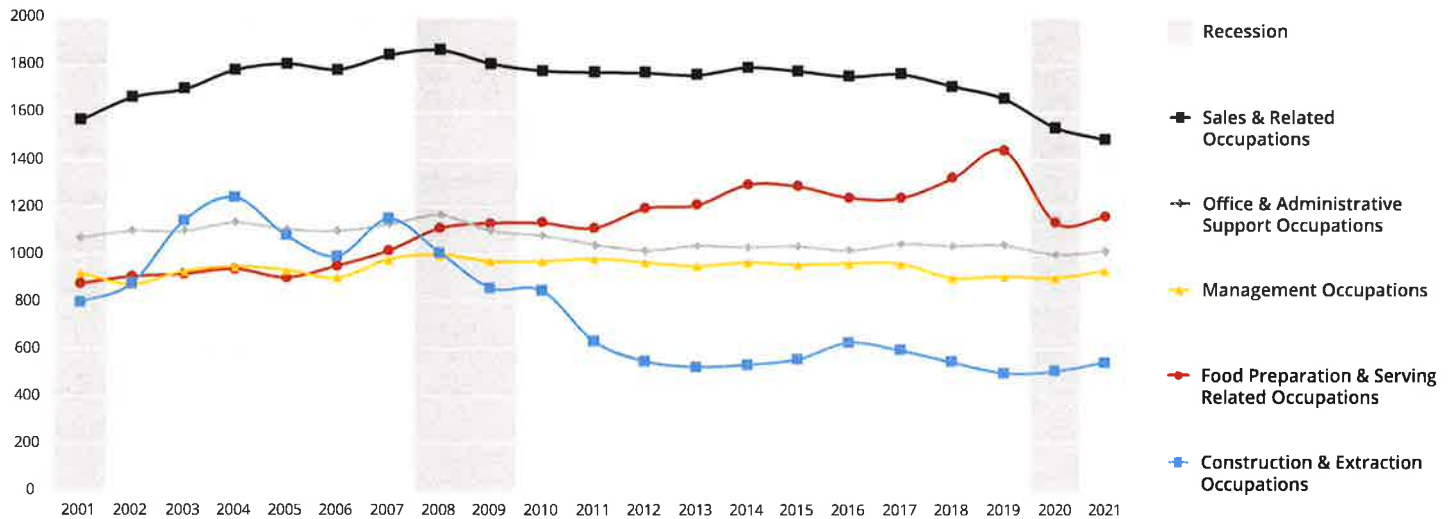
Lincoln County, New Mexico

INDUSTRY & WORKFORCE ANALYSIS



Center for Regional Development

Top 5 Occupations 2001-2021



Inverse Staffing Top Industries by Occupation Groups



Sales & Related Occupations

Offices of Real Estate Agents and Brokers

Warehouse Clubs and Supercenters

Gasoline Stations with Convenience Stores

Food Preparation & Serving Related Occupations

Full-Service Restaurants

Limited-Service Restaurants

Casinos (except Casino Hotels)

Office & Admin Support Occupations

Hotels (except Casino Hotels) and Motels

Local Government, Excluding Education and Hospitals

Elementary and Secondary Schools (Local Government)

Management Occupations

Animal Production

Hotels (except Casino Hotels) and Motels

Offices of Real Estate Agents and Brokers

Construction & Extraction Occupations

New Single-Family Housing Construction (except For-Sale Builders)

Site Preparation Contractors

Local Government, Excluding Education and Hospitals

Top Skills in Major Occupation Groups



• Common

• Specialized

• Software

Sales & Related Occupations

- Customer Service
- Sales
- Merchandising
- Cash Register
- Web Browsers
- Microsoft Outlook

Food Preparation & Serving Related Occupations

- Communications
- Customer Service
- Restaurant Operation
- Food Services
- Spreadsheets
- Microsoft Office

Office & Admin Support Occupations

- Customer Service
- Communications
- Merchandising
- Cash Register
- Epic EMR
- Microsoft Excel

Management Occupations

- Management
- Communications
- Nursing
- Restaurant Operation
- Microsoft Office
- Microsoft Excel

Construction & Extraction Occupations

- Good Driving Record
- Management
- Carpentry
- Construction
- AutoCAD
- MicroStation (CAD Software)

Median Hourly Earnings by Major Occupations

Sales & Related Occupations

\$14.43

Food Preparation & Serving Related Occupations

\$12.42

Office & Admin Support Occupations

\$15.74

Management Occupations

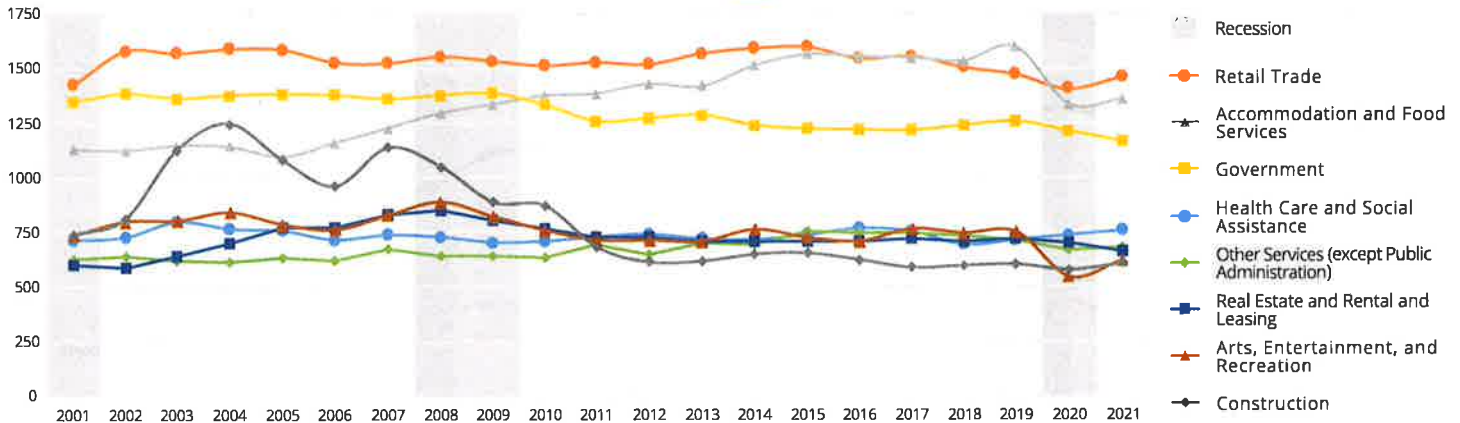
\$24.31

Construction & Extraction Occupations

\$17.38

Cost of Living Index
103.2

Top 8 Industries 2001-2021



Retail Trade	2021 Jobs	2021 Location Quotient
Warehouse Clubs and Supercenters	217	2.78
Supermarkets and Other Grocery (except Convenience) Stores	186	1.45
Gasoline Stations with Convenience Stores	145	3.40

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
First-Line Supervisors of Retail Sales Workers	93	9	\$17.91	19
Retail Salespersons	35	4	\$13.48	14
Customer Service Representatives	30	3	\$14.28	21
Stockers and Order Fillers	23	3	\$14.25	40
Merchandise Displayers and Window Trimmers	21	2	\$14.04	17
Pharmacists	13	2	\$60.93	42

Accommodation and Food Services	2021 Jobs	2021 Location Quotient
Full-Service Restaurants	510	2.20
Limited-Service Restaurants	318	1.48
Hotels (except Casino Hotels) and Motels	248	3.76

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Fast Food and Counter Workers	22	2	\$12.13	46
Food Service Managers	20	2	\$30.85	16
First-Line Supervisors of Food Preparation and Serving Workers	7	1	\$17.08	11
Waiters and Waitresses	7	1	\$11.67	8
Cooks, Restaurant	5	0.4	\$15.21	8
Driver/Sales Workers	4	0.3	\$11.67	NA

Arts, Entertainment, and Recreation	2021 Jobs	2021 Location Quotient
Golf Courses and Country Clubs	198	10.38
Casinos (except Casino Hotels)	186	67.07
Independent Artists, Writers, and Performers	76	1.41

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
General and Operations Managers	1	0.11	\$43.97	NA
Accountants and Auditors	1	0.11	\$29.36	48
Amusement and Recreation Attendants	1	0.07	\$12.42	34
Maintenance and Repair Workers, General	1	0.07	\$18.03	36



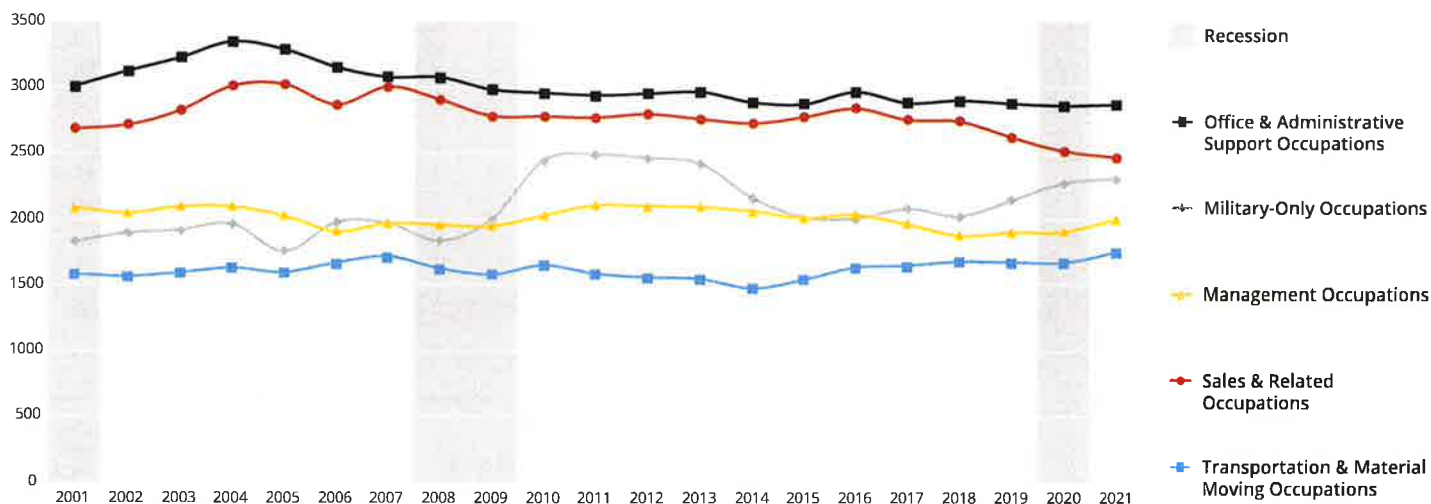
Otero County, New Mexico

INDUSTRY & WORKFORCE ANALYSIS



Center for Regional Development

Top 5 Occupations 2001-2021



Inverse Staffing Top Industries by Occupation Groups



Office & Admin Support Occupations

Local Government, Excluding Education and Hospitals

Federal Government, Civilian, Excluding Postal Service

Elementary and Secondary Schools (Local Government)

Sales & Related Occupations

Warehouse Clubs and Supercenters

Offices of Real Estate Agents and Brokers

Home Centers

Military-Only Occupations

Federal Government, Military

Management Occupations

Crop Production

Federal Government, Military

Federal Government, Civilian, Excluding Postal Service

Transportation & Material Moving Occupations

Federal Government, Military

Warehouse Clubs and Supercenters

Supermarkets and Other Grocery (except Convenience) Stores

Top Skills in Major Occupation Groups



• Common

• Specialized

• Software

Office & Admin Support Occupations

- Customer Service
- Operations
- Billing
- Accounting
- Spreadsheets
- Microsoft Excel

Sales & Related Occupations

- Customer Service
- Sales
- Merchandising
- Cash Register
- Microsoft Office
- Microsoft Excel

Military-Only Occupations

- Management
- Writing
- Mission Planning
- Federal Aviation Regulations
- VMware Infrastructure

Management Occupations

- Communications
- Management
- Marketing
- Project Engineering
- Microsoft Excel
- Microsoft Office

Transportation & Material Moving Occupations

- Customer Service
- Management
- Truck Driving
- Warehousing
- Web Browsers
- Microsoft Words

Median Hourly Earnings by Major Occupations

Office & Administrative Support Occupations

\$15.71

Sales & Related Occupations

\$13.31

Military-Only Occupations

\$17.95

Management Occupations

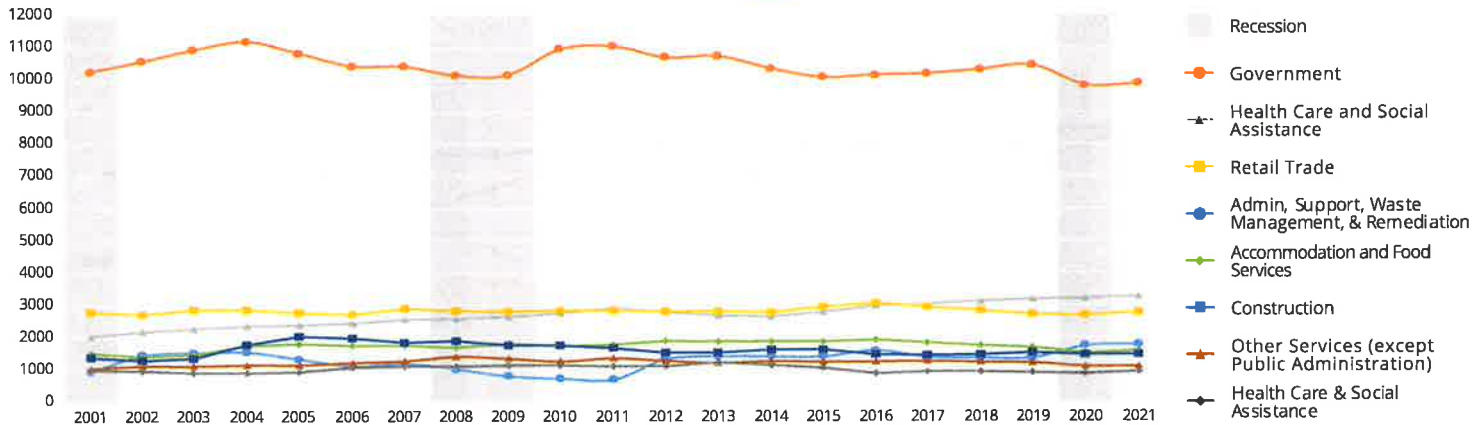
\$31.57

Transportation & Material Moving Occupations

\$16.54

Cost of Living Index
97.4

Top 8 Industries 2001-2021



Government	2021 Jobs	2021 Location Quotient
Federal Government, Military	4,424	16.77
Local Government, Excluding Education and Hospitals	1,923	2.52
Federal Government, Civilian, Excluding Postal Service	1,685	5.13

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Recreation Workers	11	1	\$12.26	30
Surveyors	7	1	\$22.15	22
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	7	1	\$12.72	NA
Police and Sheriff's Patrol Officers	6	0.5	\$23.13	15
Fast Food and Counter Workers	6	1	\$10.92	30
Managers, All Other	5	0.5	\$45.63	NA

Health Care	2021 Jobs	2021 Location Quotient
General Medical and Surgical Hospitals	916	1.39
Home Health Care Services	541	1.99
Services for the Elderly and Persons with Disabilities	370	1.23

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Nursing Assistants	233	23	\$13.32	60
Registered Nurses	198	18	\$33.92	22
Home Health and Personal Care Aides	107	10	\$10.78	60
Medical and Health Services Managers	68	7	\$44.81	22
Licensed Practical and Licensed Vocational Nurses	68	6	\$26.91	22
Health Technologists and Technicians, All Other	58	6	\$22.35	22
Medical Assistants	36	4	\$14.59	17

Administrative and Support and WM	2021 Jobs	2021 Location Quotient
Facilities Support Services	834	32.25
Investigation Services	179	15.80
Telemarketing Bureaus and Other Contact Centers	163	2.54

Job Postings (Jan 2021-April 2023)	Unique Postings	Avg. Unique Monthly Postings	Median Hourly Earnings	Median Posting Duration (in Days)
Registered Nurses	289	26	\$33.92	22
Nurse Practitioners	36	4	\$57.80	18
Managers, All Other	26	2	\$45.63	38
General Internal Medicine Physicians	24	2	\$108.67	20
Licensed Practical and Licensed Vocational Nurses	22	2	\$26.91	21
Physicians, All Other	19	2	\$124.50	20
Physical Therapists	17	1	\$48.19	23