

SANTA FE COUNTY MSA (US CENSUS) ECONOMIC DATA

Summary:

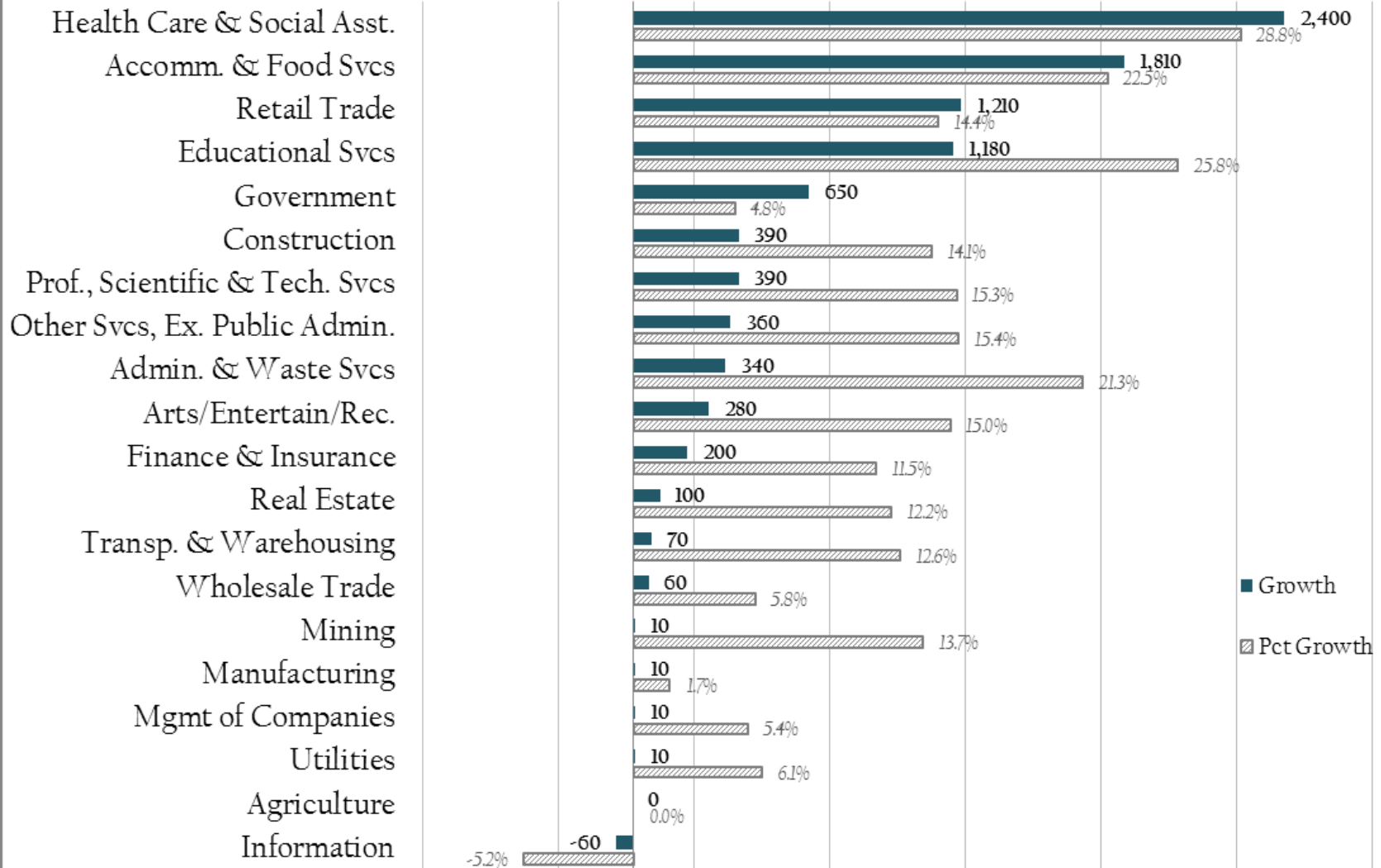
- Government is big. Tourism is big.
- Healthcare and education are big and growing.
- Small businesses are numerous.
- Tourism and arts industries often have low wages.
- Financial and other knowledge industries support high wages.

TOP SIX CATEGORIES = 73% OF JOBS

Santa Fe MSA (NM Dept. Workforce Solutions) Number of Jobs by category	4th QTR 2013 Jobs	4th QTR 2013 Percentage by Category
Government	9,700	15.8%
Retail Trade	9,104	14.9%
Health Care & Social Assistance	9,092	13.8%
Accommodation & Food Service	8,438	14.8%
Education	4,977	8.1%
Construction	3,439	5.6%
Other Services, Except Public Admin.	2,471	4.0%
Professional & Technical Services	2,464	4.0%
Arts/Entertainment/Recreation	2,280	3.7%
Administrative & Waste Mgmt.	2,126	3.5%
Finance & Insurance	1,780	2.9%
Information	1,011	1.7%
Remaining Industry categories	4,370	7.1%
Total Works for all Categories	61,252	100%

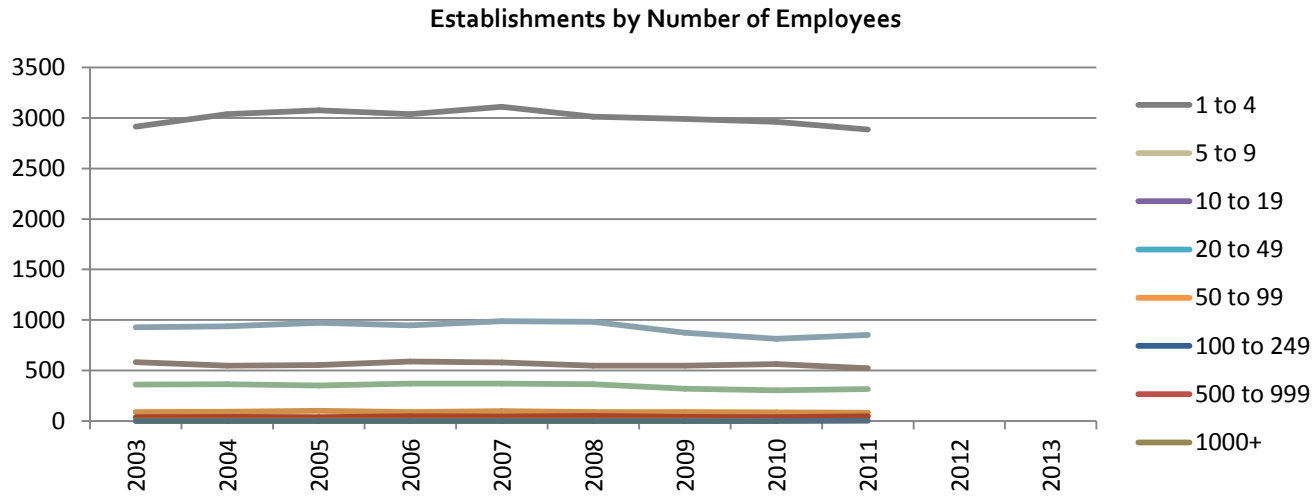
Source: New Mexico Department of Workforce Solutions' QCEW unit4th Qtr. 2013 (October, November, December) Quarterly Census of Employment and Wages, Sector (2 digit) data for Santa Fe County, NM,

Projected Santa Fe Employment Growth, 2010 to 2020



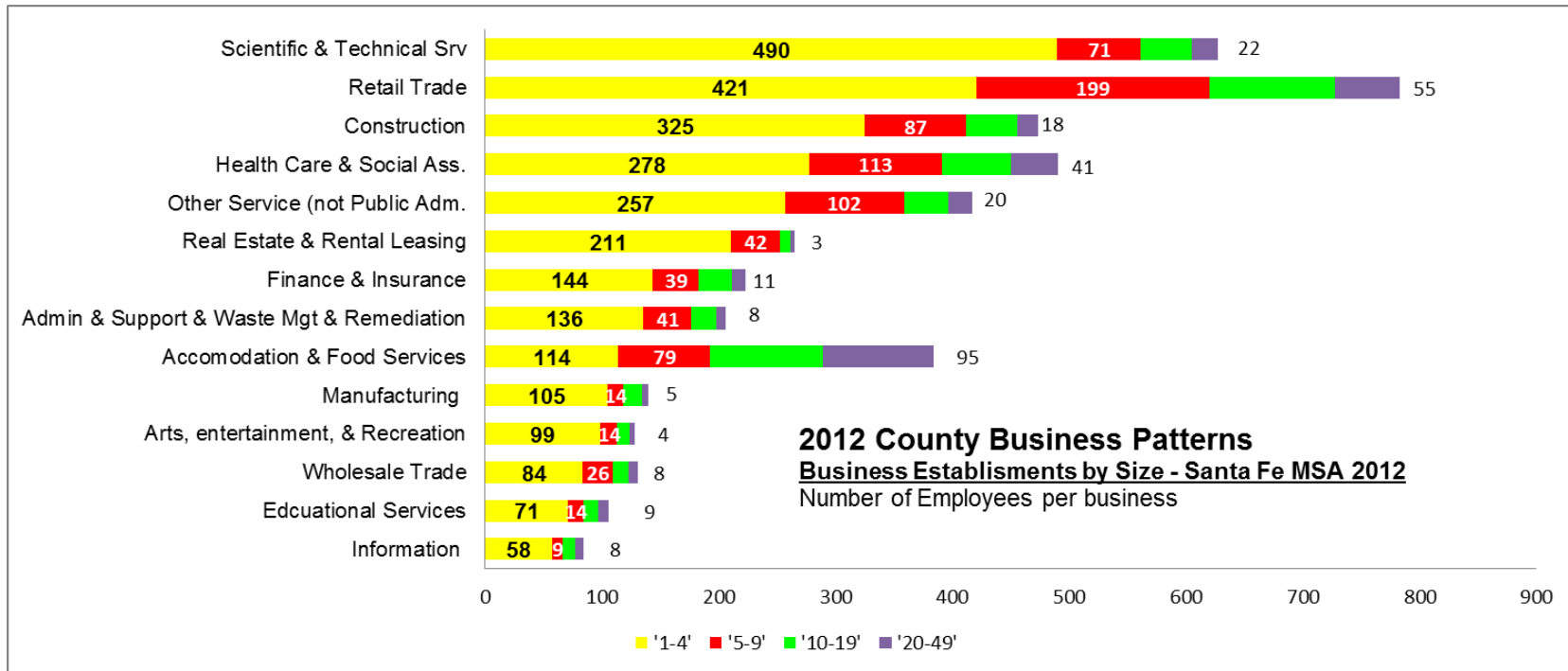
LOTS OF SMALL BUSINESSES

The chart below shows that 61% of total business establishments are comprised of 1-4 employees or 2863 out of 4702 business establishments.



STRENGTH IN SCIENTIFIC AND TECHNICAL SMALL BUSINESSES

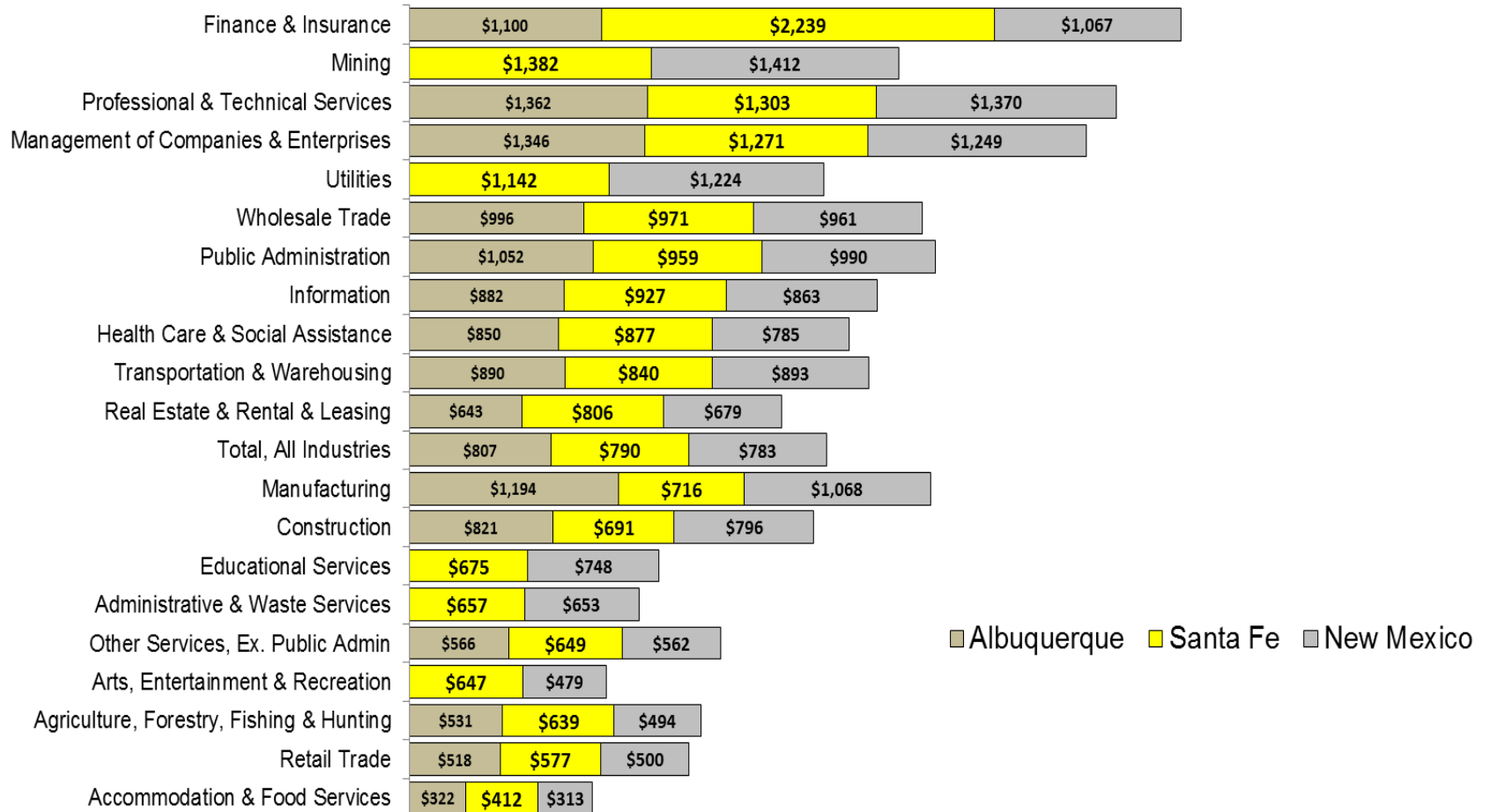
TYPES OF BUSINESS – BY SIZE



Source: <http://censtats.census.gov/>

Total employees are 41,203 with Science representing 2,390 employees or 5.8% of this sample. Retail, Health and accommodation each take about 20% each of the sample with 26,353 employees for these three industries.

Wages by Industry MSAs - Annual (Weekly) Averages, 2012



INDUSTRY WAGES + GROWTH

Job Category	2012 Real GDP Percent of Total	3rd QTR 2013 GRT Percent of Total	3r QTR 2013 GRT (\$M)	4th QTR 2013 Average People Employed by category	4th QTR 2013 Average Weekly Wages	4th QTR 2013 Percent of total jobs	2010 - 2020 Projected Job Growth	2010 - 2020 Percent Job Growth
Finance & Insurance	5.2%	1.2%	\$12	1,780	\$5,891	2.9%	200	11.5%
Professional & Technical Services	6.0%	8.5%	\$82	2,464	\$1,531	4.0%	390	15.3%
Information	2.6%	5.8%	\$56	1,011	\$1,047	1.7%	(60)	-5.2%
Government	19.6%	0.0%	\$0	9,700	\$1,042	15.8%	650	4.8%
Health Care & Social Assistance	9.1%	4.8%	\$46	9,092	\$946	14.8%	2,400	28.8%
Construction	3.6%	14.1%	\$136	3,439	\$894	5.6%	390	14.1%
Administrative & Waste Mgmt	1.7%	0.1%	\$9	2,126	\$704	3.5%	340	21.3%
Other Svcs, Except Public Admin.	3.2%	9.8%	\$94	2,471	\$692	4.0%	360	15.4%
Education	1.2%	0.7%	\$6	4,977	\$680	8.1%	1,180	25.8%
Arts/Entertainment/Recreation	1.1%	0.6%	\$6	2,280	\$663	3.7%	280	15.0%
Retail Trade	9.9%	28.1%	\$271	9,104	\$580	14.9%	1,210	14.4%
Accommodation & Food Services	7.0%	13.6%	\$131	8,438	\$430	13.8%	1,810	22.5%
Totals	99.5%	100.0%	\$965	61,253	\$946	100%	7,020	

Santa Fe Population	US Census 2010	Jan. 1, 2014 (Estimated)
City	67,947	82,800
Metro Area (Includes City)	117,651	119,200
County (Incudes metro area & City)	144,170	146,200
* Includes city's annexation of 13,000+ residents effective January 1, 2014		