

SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

NEW MEXICO



154,489
99.0%


Small Businesses
of New Mexico Businesses

336,684
55.9%

Small Business Employees
of New Mexico Employees



EMPLOYMENT
5,009
net new jobs



DIVERSITY
60,595
minority-owned
businesses



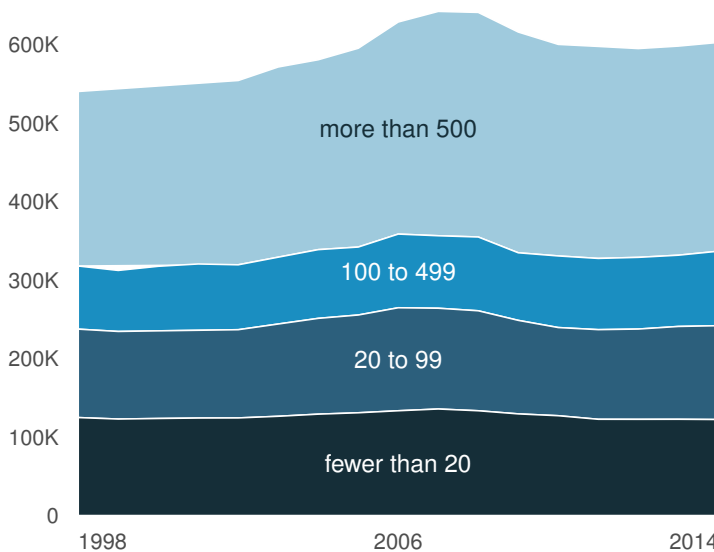
TRADE
84.0%
of New Mexico
exporters

OVERALL NEW MEXICO ECONOMY

- In the second quarter of 2016, New Mexico grew at an annual rate of -0.2%, which was slower than the overall US growth rate of 1.2%. New Mexico's 2015 growth rate of 1.7% was down from the 2014 rate of 2.5%. (Source: BEA)
- In November 2016, the unemployment rate was 6.7%, up from 6.6% at the close of 2015. This was above the November 2016 national unemployment rate of 4.6%. (Source: CPS)

EMPLOYMENT

Figure 1: New Mexico Employment by Business Size (Employees)



- New Mexico small businesses employed 336,684 people, or 55.9% of the private workforce, in 2014. (Source: SUSB)
- Firms with fewer than 100 employees have the largest share of small business employment. See Figure 1 for further details on firms with employees. (Source: SUSB)
- During the year ending November 2016, private-sector employment increased 1.3%. This was above the previous year's decrease of 0.8%. (Source: CPS)
- The number of proprietors increased in 2015 by 3.0% relative to the previous year. (Source: BEA)
- Small businesses created 5,009 net jobs in 2014. Among the seven BDS size-classes, firms employing 100 to 249 employees experienced the largest gains, adding 3,001 net jobs. The largest losses were in firms employing 50 to 99 employees, which lost 409 net jobs. (Source: BDS)

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2014 Business Dynamics Statistics (BDS), 2012 Survey of Business Owners (SBO), and 2014 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks reported in the Call Reports between June 2015 and June 2016 declined. (Source: FDIC)
- In 2014, 25,522 loans under \$100,000 (valued at \$371.3 million) were issued by New Mexico lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$41,696 in 2015. For individuals self-employed at their own unincorporated firms, this figure was \$17,879. (Source: ACS)

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

BUSINESS OWNER DEMOGRAPHICS

Figure 2: New Mexico Small Business Ownership, 2012

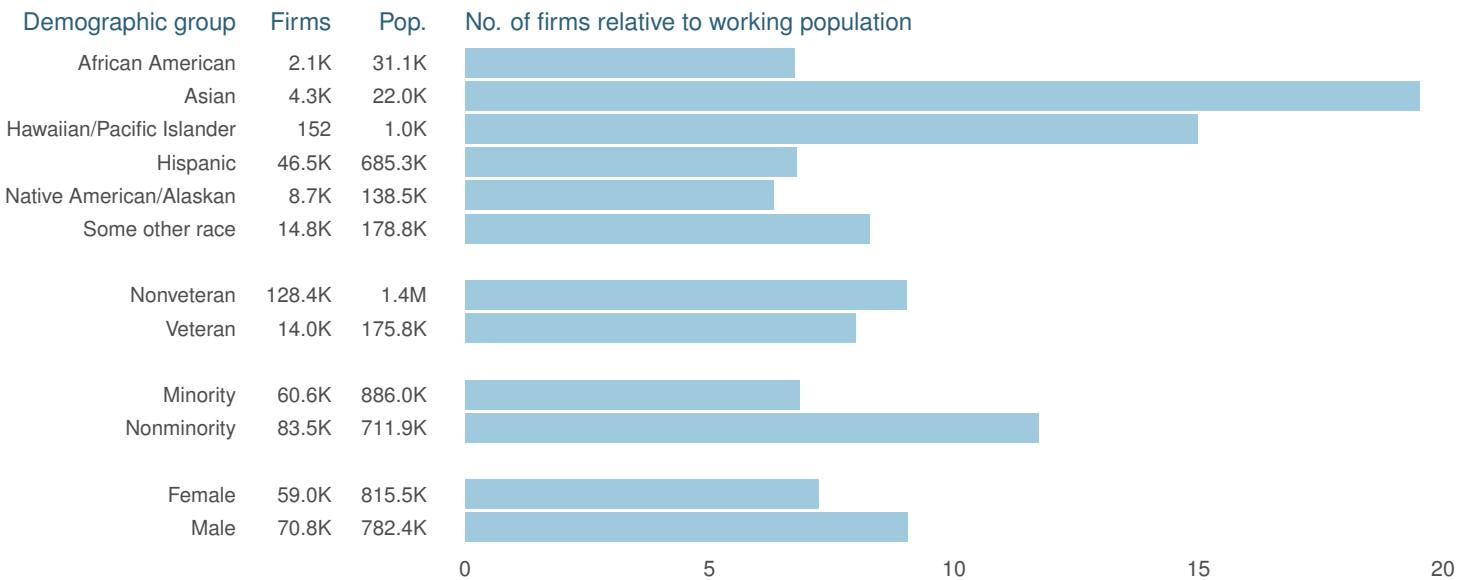
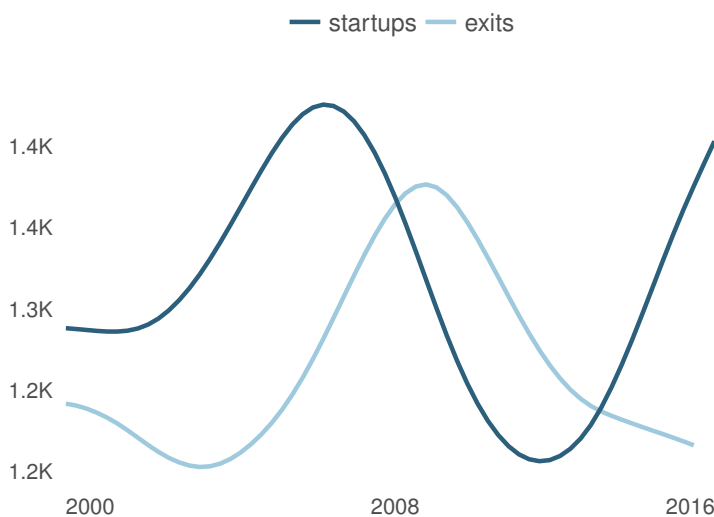


Figure 2 displays the number of small firms (SBO) per 100 people 16 years and over (ACS). For example, there are approximately 7 female-owned firms per 100 working age females or $59.0K \div 815.5K \times 100$. ACS and SBO differ in their classifications of individuals reporting more than one race. ACS provides a distinct category for two or more races while SBO tabulates these businesses into more than one group.

BUSINESS TURNOVER

Figure 3: New Mexico Quarterly Startups and Exits



- In the second quarter of 2015, 1,363 establishments started up, generating 5,358 new jobs in New Mexico. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,151 establishments exited resulting in 3,808 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 2000 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends.

The BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings.

INTERNATIONAL TRADE

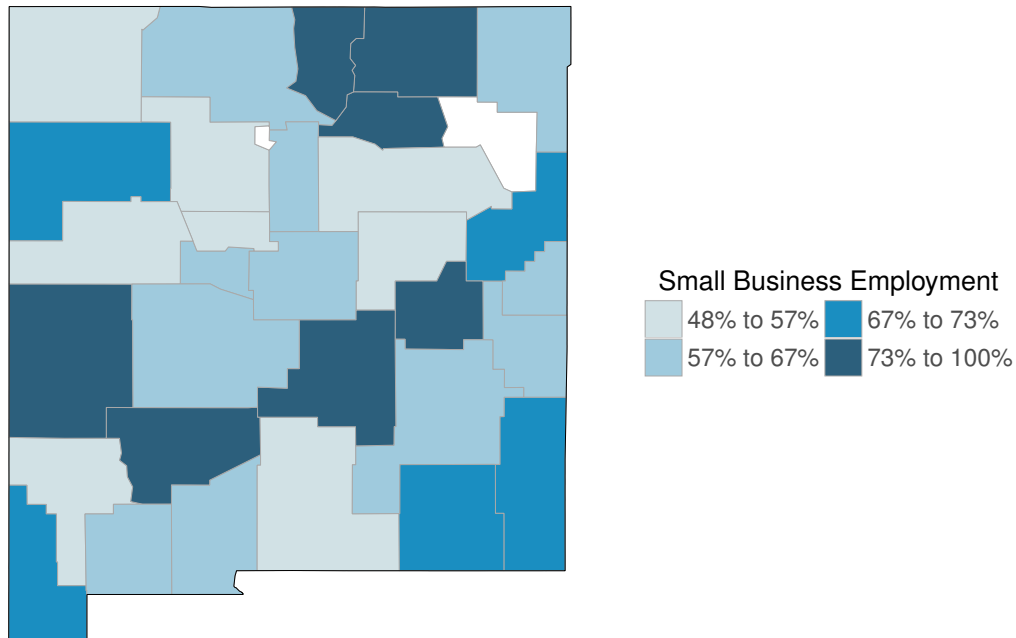
- A total of 1,413 companies exported goods from New Mexico in 2014. Among these, 1,187, or 84.0%, were small firms; they generated 38.9% of New Mexico's \$3.7 billion in total known exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New Mexico Employment by Industry, 2014

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	57,320	115,814	49%
Accommodation and Food Services	56,839	83,825	68%
Construction	35,934	38,237	94%
Retail Trade	34,258	95,707	36%
Other Services (Except Public Administration)	24,548	26,279	93%
Professional, Scientific, and Technical Services	23,753	46,523	51%
Manufacturing	14,878	26,449	56%
Administrative, Support, and Waste Management	14,757	31,187	47%
Finance and Insurance	11,650	22,586	52%
Wholesale Trade	11,543	21,422	54%
Mining, Quarrying, and Oil and Gas Extraction	10,515	21,717	48%
Transportation and Warehousing	9,761	17,821	55%
Arts, Entertainment, and Recreation	8,548	12,515	68%
Educational Services	8,140	8,941	91%
Real Estate and Rental and Leasing	7,413	10,437	71%
Information	3,803	11,594	33%
Utilities	1,233	4,623	27%
Agriculture, Forestry, and Fishing and Hunting	334	365	92%
Total	336,684	602,632	56%

Figure 4: New Mexico Small Business Percent of Employment by County



SMALL BUSINESSES BY INDUSTRY

Table 2: New Mexico Small Businesses by Industry and Firm Size, 2014

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	4,141	3,824	16,586	20,727
Other Services (Except Public Administration)	3,758	3,479	16,611	20,369
Health Care and Social Assistance	3,848	3,254	11,713	15,561
Construction	4,207	3,794	11,240	15,447
Retail Trade	3,722	3,284	11,189	14,911
Real Estate and Rental and Leasing	1,774	1,672	11,846	13,620
Administrative, Support, and Waste Management	1,509	1,336	9,065	10,574
Arts, Entertainment, and Recreation	638	545	8,715	9,353
Transportation and Warehousing	1,047	900	4,337	5,384
Accommodation and Food Services	2,982	2,102	1,932	4,914
Educational Services	529	431	4,263	4,792
Finance and Insurance	1,334	1,182	3,107	4,441
Wholesale Trade	1,266	991	3,146	4,412
Manufacturing	1,231	1,032	3,087	4,318
Information	368	310	1,653	2,021
Mining, Quarrying, and Oil and Gas Extraction	620	463	1,288	1,908
Agriculture, Forestry, and Fishing and Hunting	83	80	1,455	1,538
Utilities	130	112	110	240
Total	33,146	28,854	121,343	154,489

Data for counties shown in white in Figure 4 and values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses. (Source: SUSB, NES)

REFERENCES

The Small Business Profiles, source data, and methodology are available at <http://go.usa.gov/x9yxK>.

ACS	American Community Survey, 5-year estimates, U.S. Census Bureau
BEA	Bureau of Economic Analysis
BDM	Business Employment Dynamics, BLS
BDS	Business Dynamics Statistics, U.S. Census Bureau
BLS	Bureau of Labor Statistics, U.S. Department of Labor
CES	Current Employment Statistics, BLS
CEW	Census of Employment and Wages, BLS
CPS	Current Population Survey, BLS
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration
NES	Nonemployer Statistics, U.S. Census Bureau
SBO	Survey of Business Owners, U.S. Census Bureau
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau

