

Quarterly Economic Summary

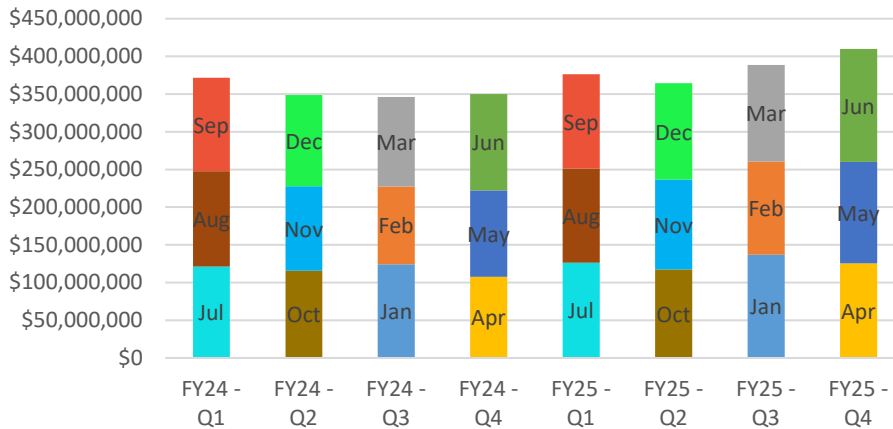
Otero County

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Chart 1. Matched Taxable Gross Receipts Per Quarter



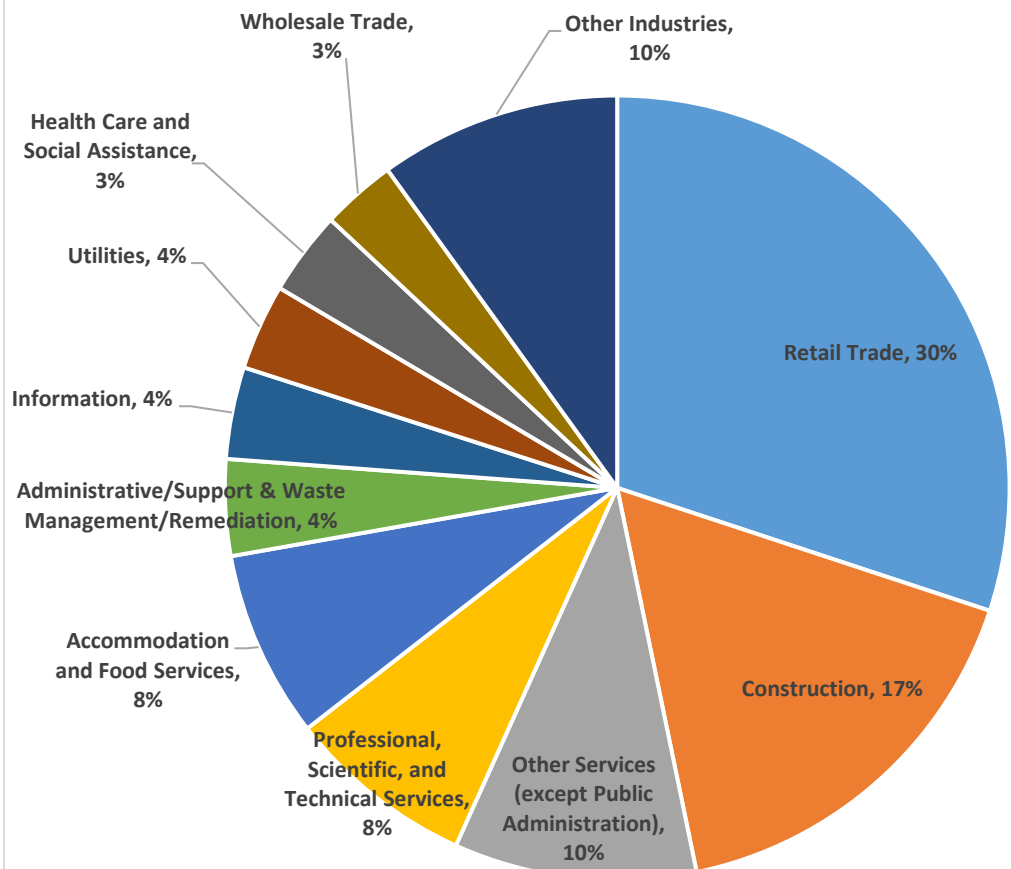
Source: NM TRD - Monthly Local Government Distribution Reports (RP-500)

In the fourth quarter of FY25, 24 out of 33 counties reported positive year-over-year (YOY) economic growth compared to Q4 FY24, with a statewide 6.9% increase in matched taxable gross receipts (MTGR). Growth was observed across most industry sectors, led by construction and mining, quarrying, and oil and gas extraction. In Q3 FY25, employment and average wages in New Mexico increased YOY, while the number of establishments declined.

Over the last eight quarters, Otero County's MTGR has averaged \$369.4M, which is \$40.2M less than the amount reported during Q4 FY25 (\$409.7M). From Q3 FY25 to Q4 FY25, MTGR increased by 5.4%, or just over \$20.9M (Chart 1). As seen in Chart 2, the retail trade and construction industries accounted for 47% of total MTGR. These industries were also the top two industries in Q3 FY25, comprising 30% and 13%, respectively.

Matched Taxable Gross Receipts (MTGR) provide the most accurate tax data for assessing underlying economic activity. The data collection process involves matching tax payments with reported receipts for each taxpayer by industry.

Chart 2. FY25 - Q4 Industry Size by Matched Taxable Gross Receipts



Source: NM TRD - Monthly Local Government Distribution Reports (RP-500)

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Table 1. Matched Taxable Gross Receipts by Industry

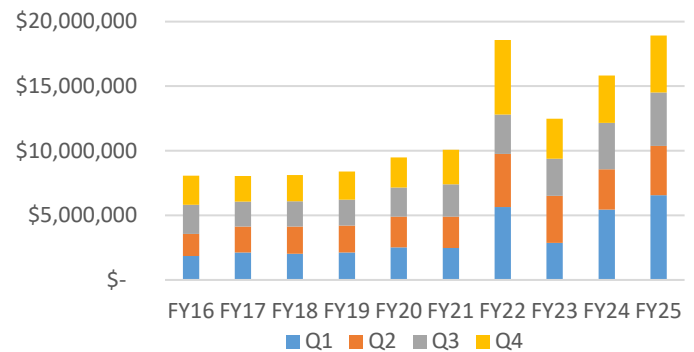
Industries	FY24 - Q4	FY25 - Q4	Growth	Year over year Change
Accommodation and Food Services	\$ 32,921,911	\$ 31,598,005	\$ (1,323,906)	-4%
Administrative/Support & Waste Management/Remediation	\$ 11,071,308	\$ 16,243,986	\$ 5,172,678	47%
Agriculture, Forestry, Fishing, and Hunting	\$ 1,130,924	\$ 3,140,438	\$ 2,009,514	178%
Arts, Entertainment, and Recreation	\$ 714,401	\$ 1,745,721	\$ 1,031,320	144%
Construction	\$ 41,271,021	\$ 68,279,438	\$ 27,008,417	65%
Educational Services	\$ 3,817,809	\$ 3,284,044	\$ (533,765)	-14%
Finance and Insurance	\$ 1,095,917	\$ 1,321,747	\$ 225,830	21%
Health Care and Social Assistance	\$ 23,187,233	\$ 14,178,554	\$ (9,008,679)	-39%
Information	\$ 13,372,952	\$ 15,508,911	\$ 2,135,959	16%
Management of Companies and Enterprises	\$ 94,100	\$ 5,988	\$ (88,112)	-94%
Manufacturing	\$ 8,212,331	\$ 10,984,071	\$ 2,771,740	34%
Mining, Quarrying, and Oil and Gas Extraction	\$ 631,930	\$ 510,708	\$ (121,222)	-19%
Other Services (except Public Administration)	\$ 30,684,271	\$ 40,892,163	\$ 10,207,892	33%
Professional, Scientific, and Technical Services	\$ 23,929,252	\$ 31,707,069	\$ 7,777,817	33%
Public Administration	\$ 477,808	\$ 378,003	\$ (99,805)	-21%
Real Estate and Rental and Leasing	\$ 7,939,545	\$ 9,038,522	\$ 1,098,977	14%
Retail Trade	\$ 118,797,727	\$ 123,071,648	\$ 4,273,921	4%
Transportation and Warehousing	\$ 1,077,715	\$ 926,991	\$ (150,724)	-14%
Unclassified Establishments	\$ 7,275,110	\$ 9,403,019	\$ 2,127,909	29%
Utilities	\$ 13,266,723	\$ 14,487,157	\$ 1,220,434	9%
Wholesale Trade	\$ 8,785,567	\$ 12,572,678	\$ 3,787,110	43%
All Industries	\$ 350,153,952	\$ 409,652,132	\$ 59,498,180	17%

Source: NM TRD - Monthly Local Government Distribution Reports (RP-500) and EDD Calculations

Table 1 shows that all but 7 industries reported a YOY increase in MTGR. The largest increase came from the construction industry, which posted a YOY increase of \$27M. The largest decline came from the health care and social assistance industry, which posted a YOY decrease of \$9M.

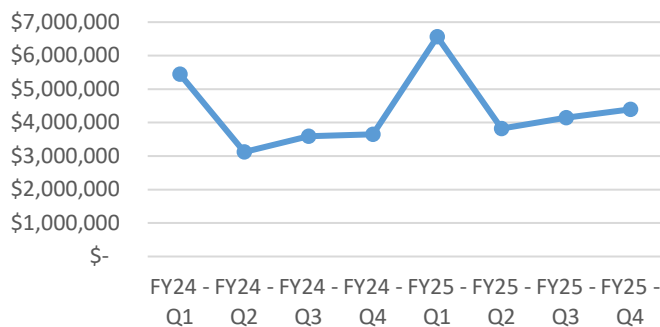
Annual gross receipts tax (GRT) revenue collections in FY25 reached \$18.9M, surpassing the previous high of \$18.6M recorded in FY22 (Chart 3). On a quarterly basis, GRT collections in Q4 FY25 (\$4.4M) grew by \$249.9K, or 6%, from Q3 FY25 (Chart 4). Over the last eight quarters, quarterly collections averaged \$4.3M.

Chart 3. Annual Total GRT Revenue Collections



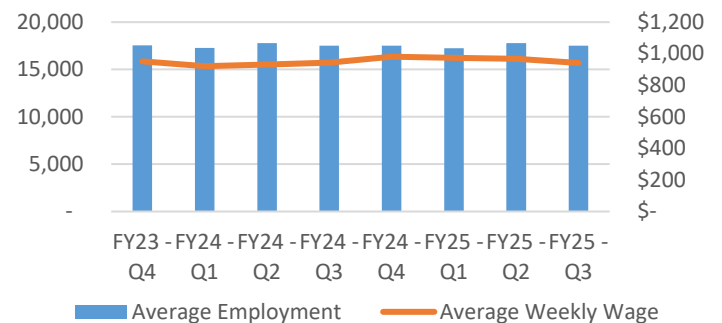
Source: NM TRD - Monthly Local Government Distribution Reports (RP-500)

Chart 4. Quarterly GRT Revenue Collections



Source: NM TRD - Monthly Local Government Distribution Reports (RP-500)

Chart 5. Total Employment & Weekly Wage



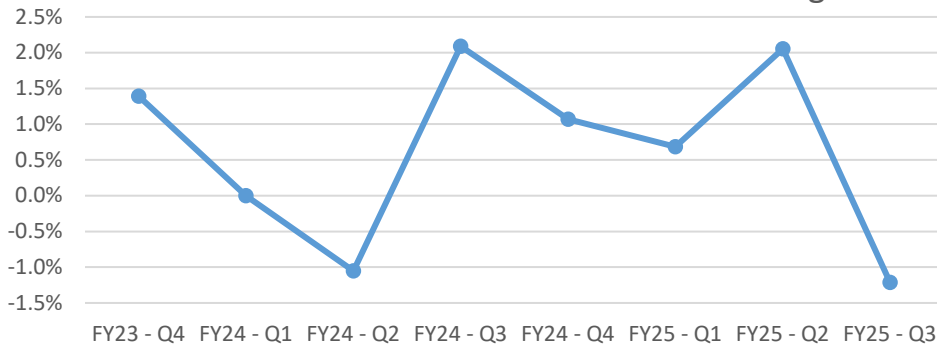
Source: NM DWS - Quarterly Census of Employment and Wages

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Chart 6. Establishment Year Over Year % Change



An **establishment**, as defined by the Quarterly Census of Employment and Wages (QCEW) and referenced in Chart 6, is an economic unit, such as a farm, factory, or store, located at a single physical address and engaged in one type of economic activity.

Source: NM DWS - Quarterly Census of Employment and Wages and EDD Calculations

The **Quarterly Census of Employment and Wages (QCEW)**, used in Charts 5-6 and Table 2, produces comprehensive data on the number of establishments, monthly employment, and quarterly wages for workers covered by state unemployment insurance (UI) laws and federal workers covered by the Unemployment Compensation for Federal Employees (UCFE) program. These data are aggregated to many different levels, starting at the 6-digit NAICS industry level, to higher industry levels (NAICS industry groups, sectors, and supersectors), and to higher geographic levels (MSA, state, and national).

Data are based on information reported by New Mexico employers, covering 97% of nonfarm wage and salary workers. Data are published every quarter. Considered the gold standard for its reliability of industry data, the QCEW data are the most complete universe of monthly employment and quarterly wage information by detailed industry.

Table 2. FY25 - Q3 Employment Data and Establishments by Industry

Industry	Average Employment	YOY Change in Average Employment	Average Weekly Wage	YOY change in Average Weekly Wage	Number of Establishments	YOY Change in Establishments
Accommodation and Food Services	2,565	2.1%	\$ 590	0.5%	108	-6.9%
Administrative/Support & Waste Management/Remediation	944	-3.7%	\$ 1,004	9.0%	99	-2.0%
Agriculture, Forestry, Fishing, and Hunting	128	12.3%	\$ 757	1.5%	20	33.3%
Arts, Entertainment, and Recreation	216	-12.6%	\$ 680	16.6%	24	-11.1%
Construction	1,064	5.1%	\$ 1,012	8.5%	119	-5.6%
Educational Services	2,066	2.5%	\$ 1,080	0.6%	27	0.0%
Finance and Insurance	338	2.1%	\$ 1,010	1.3%	61	-1.6%
Health Care and Social Assistance	3,211	-4.1%	\$ 939	-10.0%	211	3.9%
Information	216	10.2%	\$ 1,042	-3.3%	32	-5.9%
Management of Companies and Enterprises	*	*	*	*	9	12.5%
Manufacturing	74	-10.8%	\$ 578	0.5%	17	-10.5%
Mining, Quarrying, and Oil and Gas Extraction	*	*	*	*	7	40.0%
Other Services (except Public Administration)	360	-0.3%	\$ 771	3.8%	82	-4.7%
Professional, Scientific, and Technical Services	582	-1.9%	\$ 1,374	7.7%	126	0.0%
Public Administration	2,399	2.2%	\$ 1,294	-3.6%	55	1.9%
Real Estate and Rental and Leasing	194	3.2%	\$ 762	7.2%	61	5.2%
Retail Trade	2,407	-1.5%	\$ 633	5.1%	152	-5.0%
Transportation and Warehousing	388	-2.3%	\$ 1,290	4.7%	45	-6.3%
Utilities	163	1.2%	\$ 1,366	4.5%	19	5.6%
Wholesale Trade	92	19.5%	\$ 1,565	-0.4%	29	11.5%
All Industries	17,504	0.0%	\$ 941	-0.2%	1,303	-1.2%

Source: NM DWS - Quarterly Census of Employment and Wages and EDD Calculations *Some data may be withheld to avoid disclosure of confidential information.

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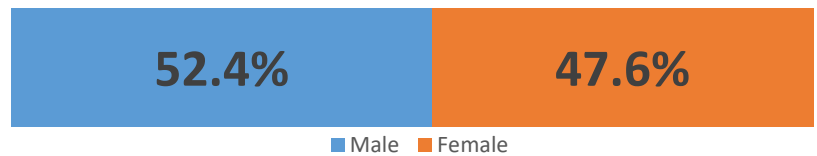


Population

68,235

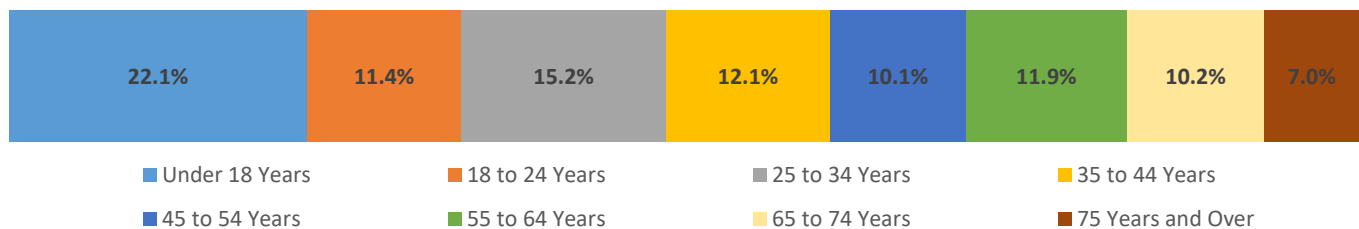
Source: U.S. Census Bureau - American Community Survey (ACS) 2023, 5-year estimates

Population Sex



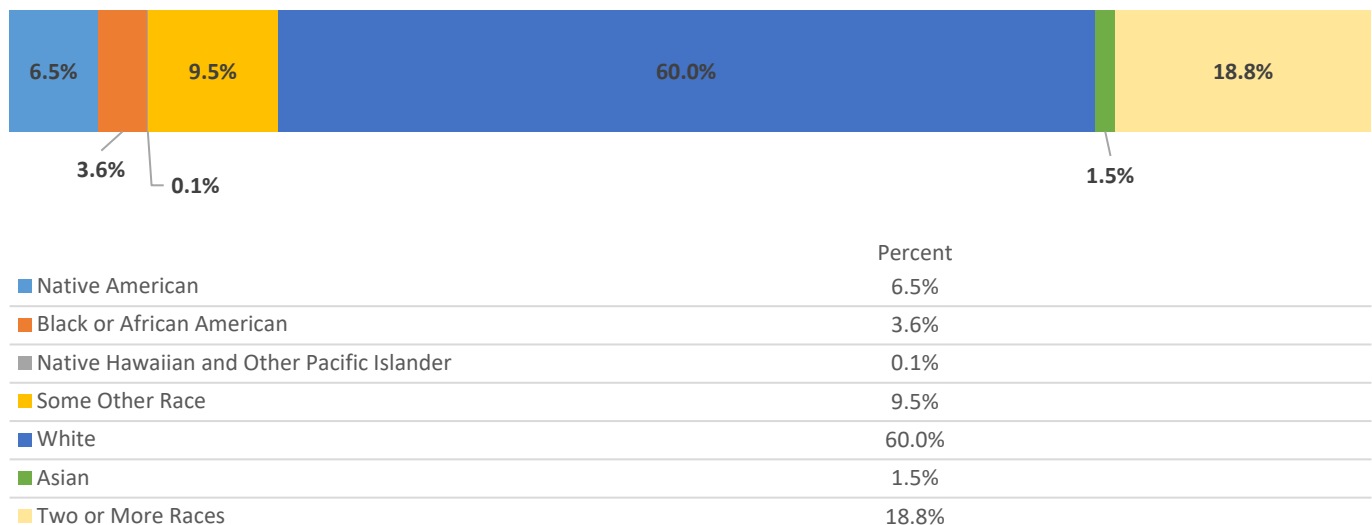
Source: U.S. Census Bureau - ACS 2023, 5-year estimates

Population Age



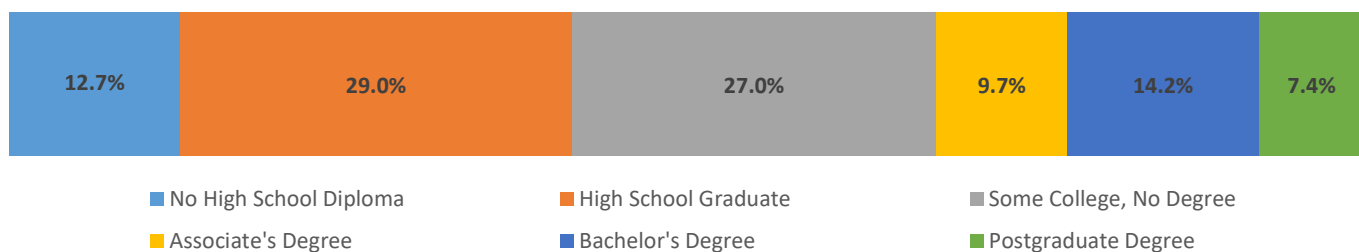
Source: U.S. Census Bureau - ACS 2023, 5-year estimates

Race



Source: U.S. Census Bureau - ACS 2023, 5-year estimates

Educational Attainment, Age 25-64



Source: U.S. Census Bureau - ACS 2023, 5-year estimates