

# 2019 Small Business Profile

## New Mexico

**154,804** Small Businesses  
**99.0%** of New Mexico Businesses

**334,945** Small Business Employees  
**53.3%** of New Mexico Employees



**EMPLOYMENT**  
**137**  
net jobs lost



**DIVERSITY**  
**84,491**  
minority-owned  
business employees



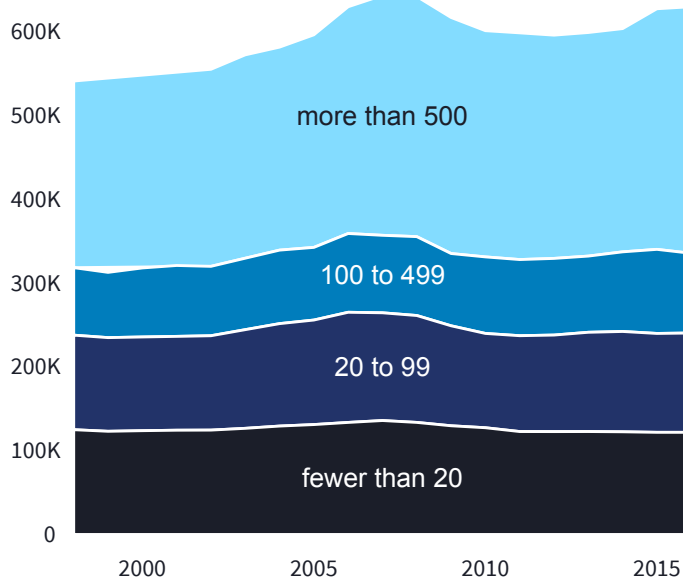
**TRADE**  
**1,094**  
small business  
exporters

### Overall New Mexico Economy

- In the third quarter of 2018, New Mexico grew at an annual rate of **2.0%**, which was slower than the overall US growth rate of **3.4%**. New Mexico's 2017 growth rate of **0.1%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **5.1%**, unchanged from **5.1%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

### Employment

**Figure 1: Employment by Business Size (Employees)**



- New Mexico small businesses employed **334,945** people, or **53.3%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.7%** during the 12-month period ending in February 2019. This was above the increase of **1.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **137** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **3,728** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **2,291** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

## Income and Finance

- The number of banks decreased by **1** between June 2016 and June 2017 to **39** banks. (Source: [FDIC](#))
- In 2017, **26,639** loans under \$100,000 (valued at **\$406.1 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 **\$41,098** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$21,722**. (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.

## Employer Business Owner Demographics

**Figure 2: New Mexico Employees per Business by Owner's Demographic, 2016**

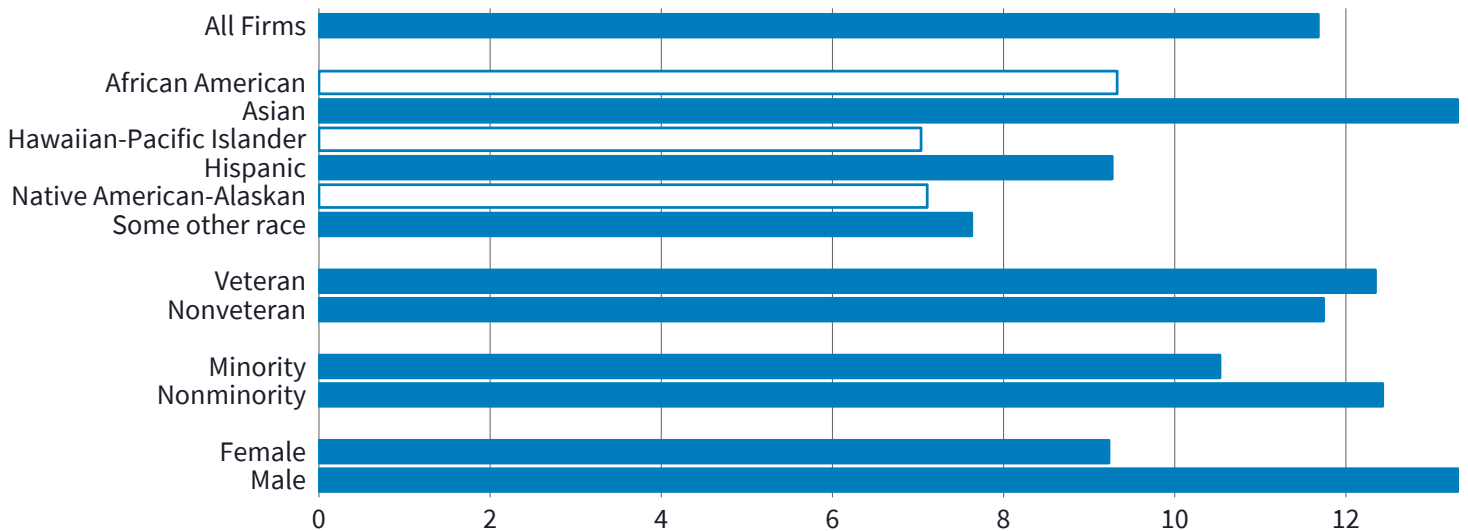
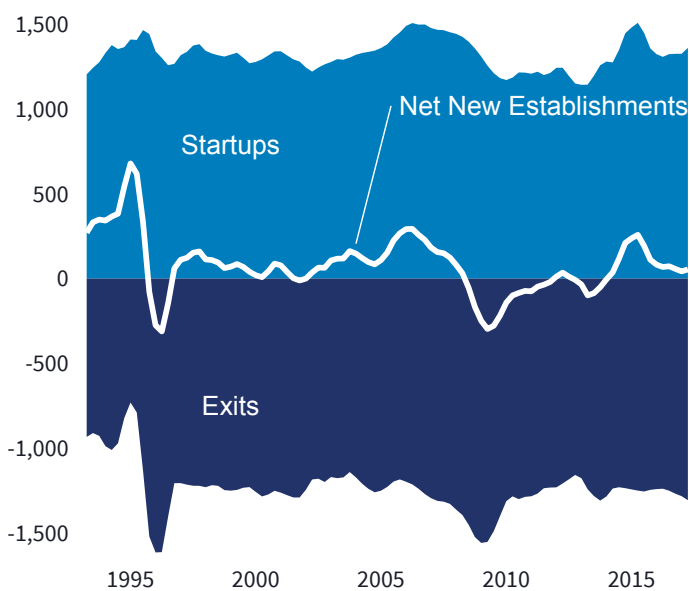


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

## Turnover among Establishments with Employees

**Figure 3: New Mexico Quarterly Startups and Exits**



- In the third quarter of 2017, **1,467** establishments started up, generating **5,142** 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, **1,355** establishments exited resulting in **4,741** 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 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

The BLS data covers only business establishments with employees. 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. Quarterly startup and exit values may not align with Figure 3 due to smoothing.

## International Trade

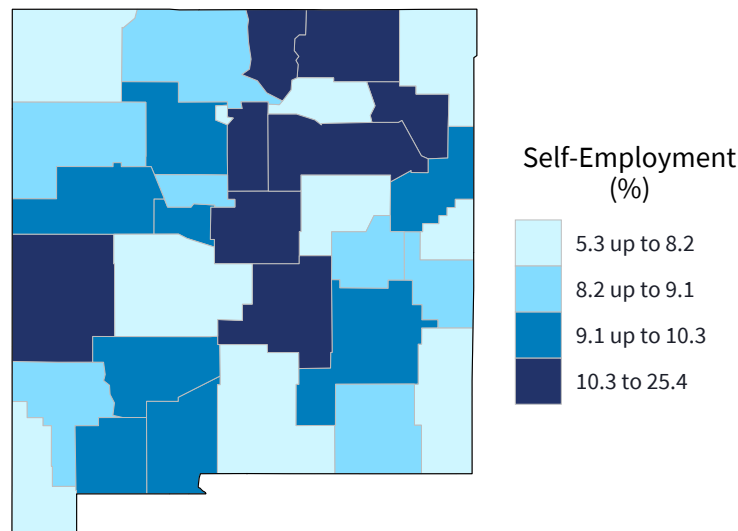
- A total of 1,316 companies exported goods from New Mexico in 2016. Of these, 1,094, or 83.1%, were small firms; they generated 40.6% of New Mexico's \$3.5 billion in total exports. (Source: ITA)

## Small Business Employment by Industry and Self-Employment by County






**Table 1: New Mexico Employment by Industry, 2016**

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	60,107	121,840	49.3
Accommodation and Food Services	56,540	89,698	63.0
Construction	37,407	38,946	96.0
Retail Trade	32,965	97,171	33.9
Other Services (except Public Administration)	24,303	26,494	91.7
Professional, Scientific, and Technical Services	23,179	57,997	40.0
Administrative, Support, and Waste Management	15,266	31,881	47.9
Manufacturing	15,124	25,757	58.7
Wholesale Trade	11,396	21,080	54.1
Finance and Insurance	11,110	24,135	46.0
Transportation and Warehousing	9,106	17,226	52.9
Arts, Entertainment, and Recreation	8,495	13,611	62.4
Mining, Quarrying, and Oil and Gas Extraction	8,495	17,869	47.5
Educational Services	7,976	8,812	90.5
Real Estate and Rental and Leasing	6,783	9,637	70.4
Information	3,393	15,080	22.5
Management of Companies and Enterprises	1,580	6,516	24.2
Utilities	1,261	4,476	28.2
Agriculture, Forestry, and Fishing and Hunting	350	388	90.2
Industries not classified	109	109	100.0
<b>Total</b>	<b>334,945</b>	<b>628,723</b>	<b>53.3</b>

**Figure 4: New Mexico Self-Employment Rates by County, 2017**



**Table 2: New Mexico Small Businesses by Industry and Firm Size, 2016**

				
Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	4,031	3,731	16,494	20,525
Other Services (except Public Administration)	3,741	3,484	16,777	20,518
Construction	4,247	3,809	11,165	15,412
Health Care and Social Assistance	3,856	3,214	11,285	15,141
Retail Trade	3,600	3,184	10,883	14,483
Real Estate and Rental and Leasing	1,774	1,682	12,281	14,055
Administrative, Support, and Waste Management	1,556	1,379	8,992	10,548
Arts, Entertainment, and Recreation	639	545	8,840	9,479
Transportation and Warehousing	1,016	860	5,530	6,546
Educational Services	535	432	4,809	5,344
Accommodation and Food Services	2,998	2,111	2,029	5,027
Finance and Insurance	1,252	1,113	2,952	4,204
Manufacturing	1,236	1,029	2,861	4,097
Wholesale Trade	1,212	935	2,722	3,934
Information	349	293	1,654	2,003
Mining, Quarrying, and Oil and Gas Extraction	569	425	1,129	1,698
Agriculture, Forestry, and Fishing and Hunting	94	91	1,538	1,632
Utilities	118	99	101	219
<b>Total</b>	<b>32,762</b>	<b>28,473</b>	<b>122,042</b>	<b>154,804</b>

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

**References**

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- ACS** American Community Survey, US Census Bureau
- ASE** Annual Survey of Entrepreneurs, US Census Bureau
- BEA** Bureau of Economic Analysis, US Department of Commerce
- BDM** Business Employment Dynamics, BLS
- BLS** Bureau of Labor Statistics, US Department of Labor
- CPS** Current Population Survey, BLS
- FDIC** Call Reports, Federal Deposit Insurance Corporation
- FFIEC** Federal Financial Institutions Examination Council
- ITA** International Trade Administration, US Department of Commerce
- NES** Nonemployer Statistics, US Census Bureau
- SUSB** Statistics of US Businesses, US Census Bureau