



Helping communities identify targeted, sustainable economic development.

SAN MIGUEL COUNTY, NM

ASAP MODEL OUTPUT

OCTOBER 28, 2020



 **ASAP** is a regional collaborative effort between these institutions and the Western Rural Development Center:



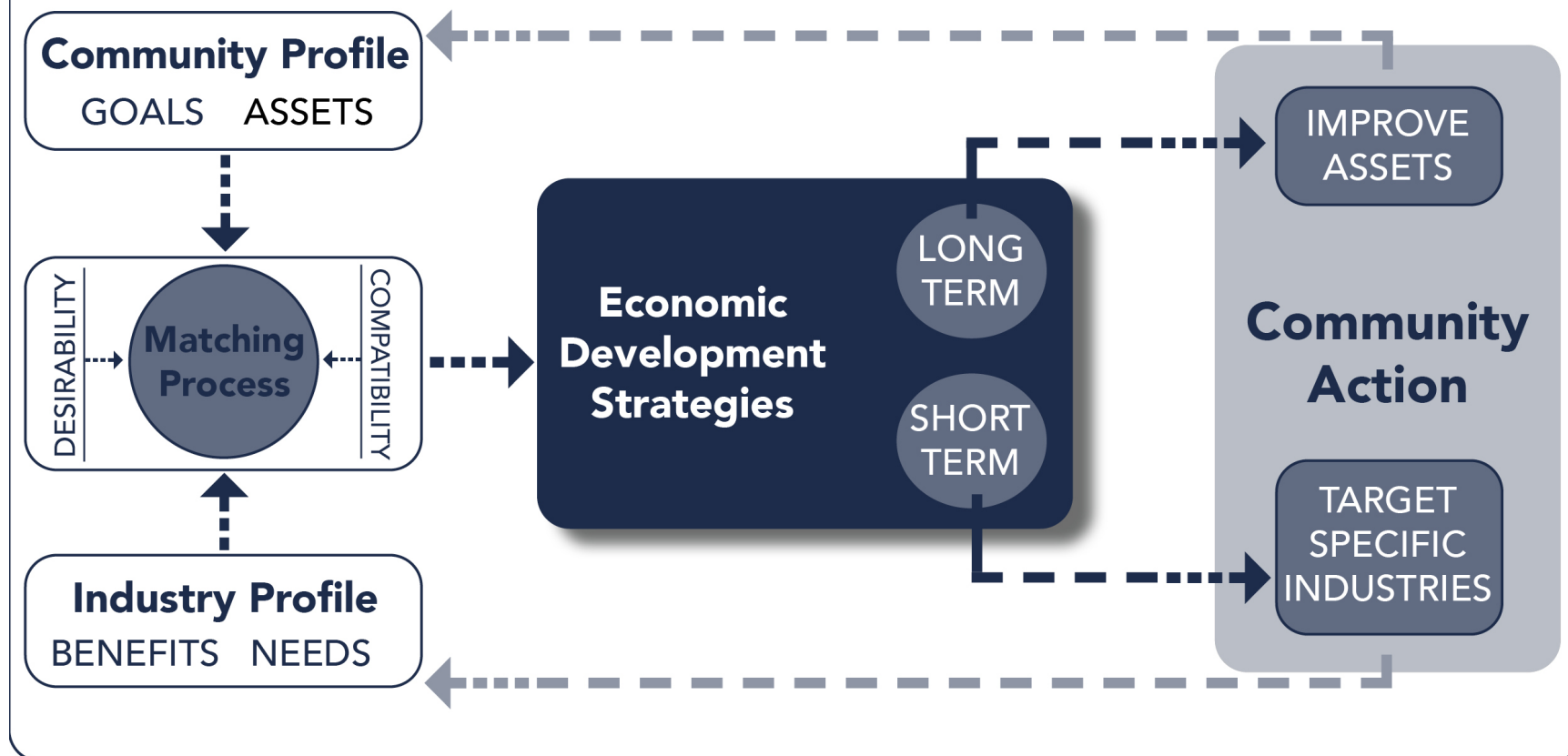
University of Nevada
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THE UNIVERSITY OF ARIZONA
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ASAP MODEL



ASAP DATA REQUIREMENTS

Primary

- Industry expansion and/or relocation needs and factors
 - Business survey
- Economic development goals and priorities
 - Business survey
 - Community survey
- Assets
 - Community asset inventory

Secondary

- IMPLAN
- U.S. Census Bureau
- U.S. EPA
- U.S. Bureau of Economic Analysis
- U.S. Bureau of Labor Statistics
- FBI
- Federation of Tax Administrators
- Etc.

BUSINESS RELOCATION CHOICE SURVEY

- Data collection began in 2003
 - Ongoing – ~150 new firms added per year since 2011
- Firms 'represent' 4-digit NAICS sector
 - 2,502 individual firms
 - 276 4-digit 2012 NAICS (88.5% of 312 sectors)
- Average observations per sector = 9
 - Median = 6
 - Min = 1 / Max = 69
- Target 10 observations per specific sector
 - Target 20 observation per 'other' sector
 - Emerging markets
 - Re-survey portion of existing firms

BUSINESS SURVEY DATA EXAMPLE

NAICS 4239 - Miscellaneous Durable Goods Merchant Wholesalers				N = 9
Physical Infrastructure	Not Important	Somewhat Important	Important	Very Important
Access within 30 minutes to an interstate highway	22%	44%	11%	22%
Access within 30 minutes to package freight services	67%	0%	0%	33%
Immediate access to a railhead or rail spur	78%	11%	0%	11%
Access within 30 minutes to rail freight	78%	22%	0%	0%
Access within 30 minutes to passenger air services	67%	33%	0%	0%
Access within 30 minutes to port or harbor facilities	78%	11%	0%	11%
Access within 30 minutes to an international trade port	78%	11%	0%	11%
Access to natural gas pipeline	100%	0%	0%	0%
Access within one day, at a reasonable cost, to the supplies you need	22%	11%	11%	56%
Access within one day, at a reasonable cost, to your customers	33%	33%	0%	33%
Access to 3-phase electric power	56%	0%	11%	33%
Access to fiber optic lines	22%	22%	11%	44%
Availability of high-volume water supply	100%	0%	0%	0%
Availability of high-volume wastewater disposal	100%	0%	0%	0%
Availability of solid waste disposal	67%	33%	0%	0%
Availability of cell phone service	0%	0%	11%	89%
Availability of local public transportation	78%	11%	11%	0%
Possibility for future expansion at site	22%	33%	22%	22%
Availability of high-speed internet	11%	0%	0%	89%
Access to ponds and streams	0%	0%	0%	0%
Availability of satellite transmission	0%	0%	0%	0%

BUSINESS SURVEY DATA EXAMPLE, CONT.


Economic Infrastructure	Not Important	Somewhat Important	Important	Very Important
Availability of managerial workforce	44%	33%	0%	22%
Availability of skilled workforce	33%	33%	0%	33%
Availability of technical workforce	44%	11%	11%	33%
Availability of unskilled workforce	67%	11%	0%	22%
Favorable local labor costs	33%	33%	0%	33%
Favorable worker's compensation tax rate	33%	11%	11%	44%
Favorable local business tax rates	11%	11%	0%	78%
Favorable state and local government incentives	100%	0%	0%	0%
Availability of union labor	56%	0%	0%	44%
Availability of specialized job training programs	89%	0%	0%	11%
Availability of long and short term financing	33%	56%	0%	11%
Existence of a business/trade association	78%	22%	0%	0%
Lenient environmental regulations	67%	11%	11%	11%

Quality of Life	Not Important	Somewhat Important	Important	Very Important
Low crime rate	11%	0%	22%	67%
Availability of affordable housing	11%	22%	11%	56%
Clean air and water	0%	11%	11%	78%
High quality natural ecosystem	22%	33%	22%	22%
Outdoor recreation opportunities	11%	44%	22%	22%
Social and cultural opportunities	33%	44%	22%	0%
Retail shopping opportunities	33%	67%	0%	0%
Quality educational system (K-12)	22%	0%	33%	44%
Access within 30 minutes to college or university	67%	22%	0%	11%
Availability of quality healthcare	22%	22%	22%	33%
Availability of public safety services (e.g. police, fire station)	11%	11%	22%	56%
Climate	22%	11%	22%	44%
Ease of attracting skilled workers	0%	0%	0%	0%

SAN MIGUEL COUNTY, NM COMMUNITY GOAL SURVEY

- 23 Surveys Completed
 - **Community Name Responses:**
Las Vegas, San Miguel
- Ranking of five goals per category
 - Environmental, Economic, Social
- Economic outlook
 - Personal and communities
- Rank quality of community characteristics
- Demographics





ASAP COMMUNITY

Community Name:

Date:

SAN MIGUEL COUNTY, NM COMMUNITY GOAL SURVEY

Table 1: San Miguel County, NM Community Development Goal Rankings

	<i>Goal</i>	<i>Weight</i>	<i>Rank</i>
G1.	Economic Quality	45.10%	1
G2.	Environmental Quality	33.10%	2
G3.	Social Quality	21.70%	3

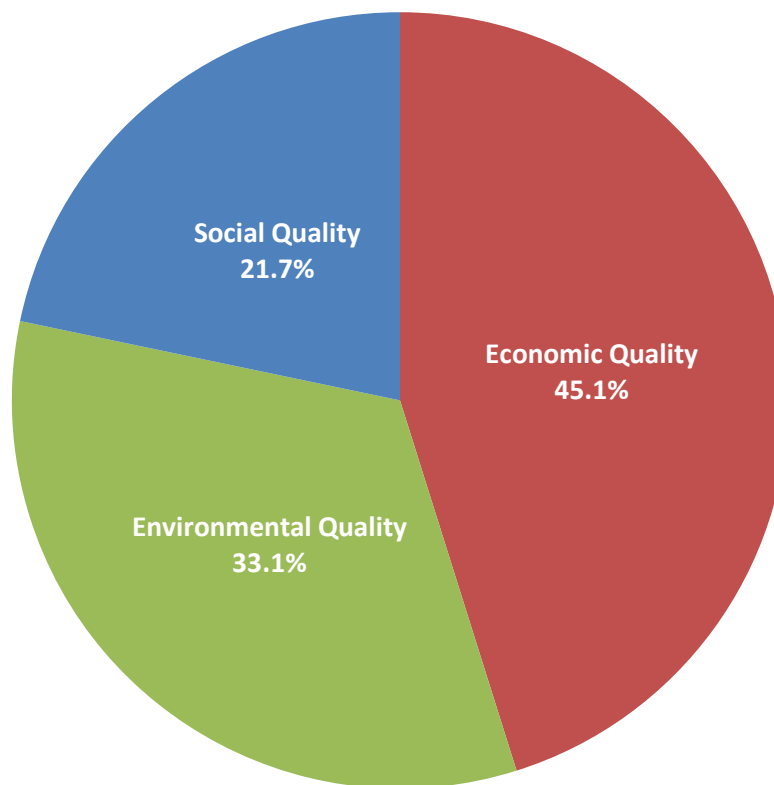
Table 2: Community Development Indicator Rankings

	<i>Indicator</i>	<i>Weight</i>	<i>Rank</i>
G1.	G1.I1 - Every new job generates additional jobs in the community	7.44%	7
	G1.I2 - New businesses return profits to the community	10.64%	2
	G1.I3 - New businesses hire locally	10.91%	1
	G1.I4 - New businesses buy locally	7.58%	6
	G1.I5 - New businesses increase the average local wage	8.52%	4
G2.	G2.I1 - New businesses do not pollute the water	9.60%	3
	G2.I2 - New businesses do not release toxic chemicals in the air	7.38%	8
	G2.I3 - New businesses are in compliance with hazardous waste management	7.91%	5
	G2.I4 - New businesses do not emit greenhouse gas	5.06%	10
	G2.I5 - New businesses do not develop undeveloped land	3.14%	15
G3.	G3.I1 - New businesses increase the local tax base	3.67%	13
	G3.I2 - New jobs are full-time	4.75%	11
	G3.I3 - New jobs offer benefits (health and/or retirement)	5.62%	9
	G3.I4 - New jobs provide training programs	4.10%	12
	G3.I5 - New businesses support community activities	3.56%	14

Number of observations	23
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SAN MIGUEL COUNTY, NM COMMUNITY GOAL SURVEY

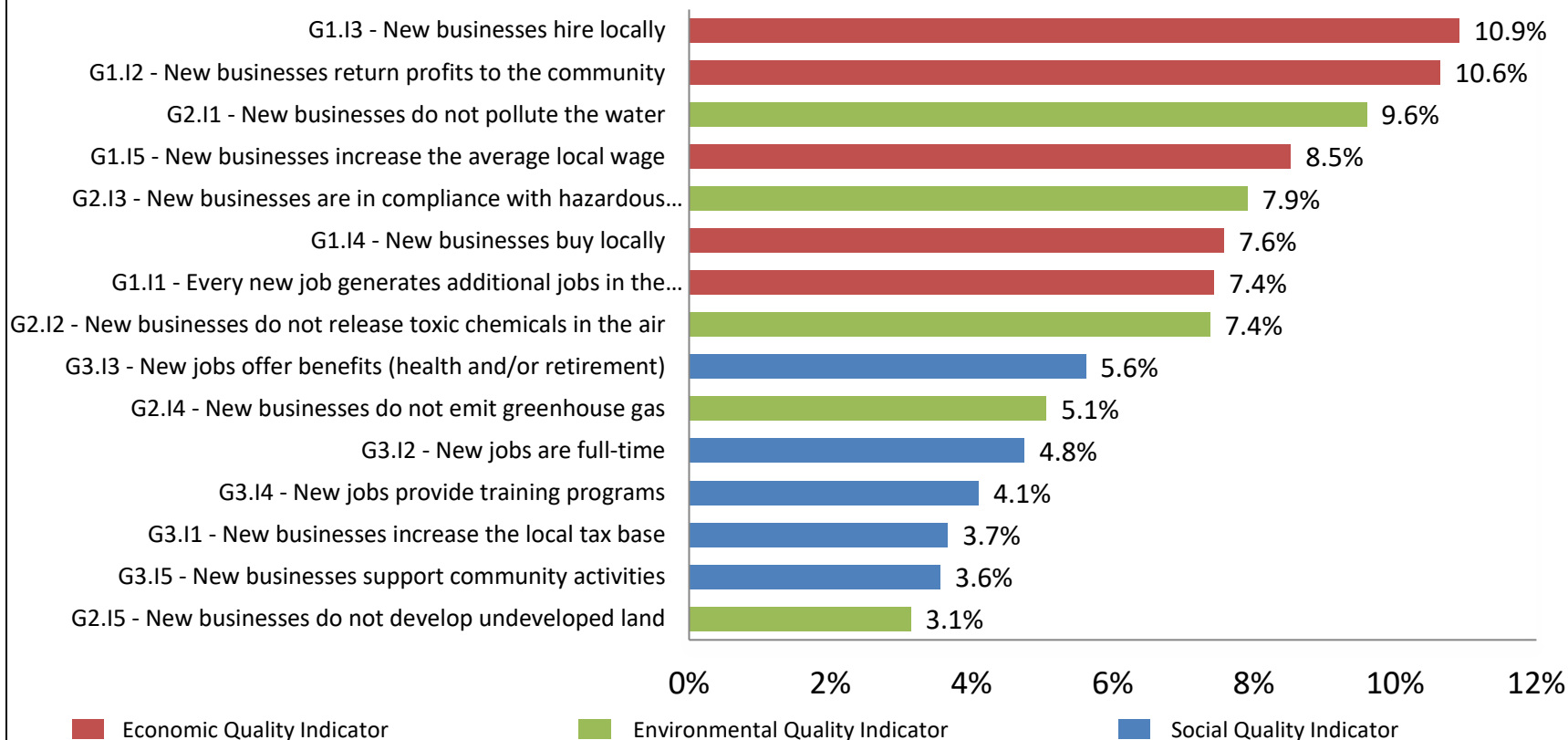
**Figure 1: Community Development Goal Weights:
San Miguel County, NM**



SAN MIGUEL COUNTY, NM

COMMUNITY GOAL SURVEY, CONT.

**Figure 2: Community Development Indicator Weights:
San Miguel County, NM**



COMMUNITY ASSET INVENTORY

- Current and projected
 - Building space (retail, industrial, mfg., office)
 - Land (developed & undeveloped, ag and non-ag)
- Availability of infrastructure and services
 - Access to all types of transportation
 - Hi-tech
 - Water/sewer etc..
- Business and social indicators
 - Workforce (education, prevailing wage, etc..)



COMMUNITY ASSET INVENTORY (1 OF 2)

Asset	Description	Source	Asset Values			Asset Value Basis	
			San Miguel Co., NM	Baseline	Ratio	San Miguel Co., NM	Baseline
S1	Local acreage available (private)	CAI	580,012	---	---		
S2	Local manufacturing space availability (sq ft)	CAI	386,813	---	---		
S3	Local warehouse availability (sq ft)	CAI	64,606	---	---		
S4	Local office space availability (sq ft)	CAI	53,261	---	---		
S5	Local retail space availability (sq ft)	CAI	87,238	---	---		
A1	Access within 30 minutes to interstate	CAI	Yes	---	---		
A2	Access within 30 minutes to package freight	CAI	Yes	---	---		
A3	Access within 30 minutes to railhead	CAI	Yes	---	---		
A4	Access within 30 minutes to rail freight	CAI	Yes	---	---		
A5	Access within 30 minutes to passenger air	CAI	No	---	---		
A6	Access within 30 minutes to port/harbor	CAI	No	---	---		
A7	Access within 30 minutes to international port	CAI	No	---	---		
A8	Access to natural gas pipeline	CAI	Yes	---	---		
A9 & A10	Driving miles to metropolitan area population > 50,000	CAI	67	282	23.759%	Santa Fe, NM	Glasgow, MT
A11	3-phase electric	CAI	Yes	---	---		
A12	Fiber optic lines	CAI	Yes	---	---		
A13	High-volume water supply	CAI	Yes	---	---		
A14	High-volume wastewater disposal	CAI	Yes	---	---		
A15	Solid waste disposal	CAI	Yes	---	---		
A16*	Cell phone service	CAI	N/A	N/A	N/A		
A17	Local public transportation	CAI	Yes	---	---		
A18	Expansion site	CAI	Yes	---	---		
A19	High-speed internet	CAI	Yes	---	---		



COMMUNITY ASSET INVENTORY (2 OF 2)

Asset	Description	Source	Asset Values			Asset Value Basis	
			San Miguel Co., NM	Baseline	Ratio	San Miguel Co., NM	Baseline
A20	% of workforce with college degree or equivalent	CAI	0.227	0.785	28.917%	Falls Church City, VA	
A21	% of workforce with HS degree or equivalent	CAI	0.813	0.988	82.287%	Falls Church City, VA	
A22	% of workforce with less than HS degree	CAI	0.188	0.664	28.313%	Kenedy Co., TX	
A23	Prevailing yearly wage	CAI	\$ 28,637.00	\$ 78,830.00	36.328%	Los Alamos Co., NM	
A24	Workers compensation tax rate	CAI	0.011	0.031	34.091%	NY	
A25	Business income tax rate	CAI	0.054	0.100	53.554%	PA	
A26*	Local and state government incentives	CAI	N/A	N/A	N/A		
A27*	Union labor	CAI	N/A	N/A	N/A		
A28	Specialized job training programs (excl. college and university)	CAI	Yes	---	---		
A29	Short- and long-term financing	CAI	Yes	---	---		
A30*	Business/trade association	CAI	N/A	N/A	N/A		
A31	Crime rate	CAI	0.043	0.083	51.994%	St. Louis, MO	
A32	Median home price	CAI	\$ 127,200.00	\$ 1,251,200.00	10.166%	San Jose (et.al), CA	MSA
A33	Air and water quality	CGS	8.8	---	---		
A34	Natural ecosystem	CGS	8.3	---	---		
A35	Outdoor recreation opportunities	CGS	7.6	---	---		
A36	Social and cultural opportunities	CGS	6.4	---	---		
A37	Retail shopping opportunities	CGS	4.4	---	---		
A38	Education system (K-12)	CGS	5.4	---	---		
A39	Access within 30 minutes to a college or university	CAI	Yes	---	---		
A40	Health care services	CGS	5.1	---	---		
A41	Public safety services (e.g. police, fire)	CGS	6.0	---	---		

* = Not included in ASAP Model

CAI = Community Asset Inventory - values provided by steering committee; ratio values validated and modified where necessary

CGS = Community Goal Survey - average of all community survey rankings (1=lowest, 10=highest)

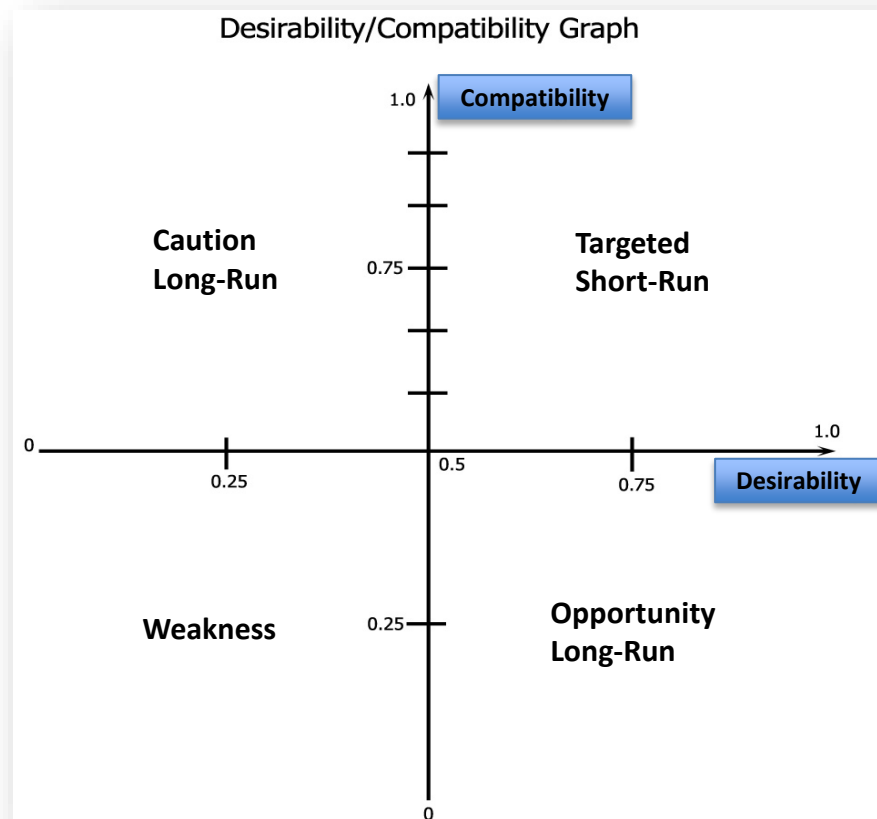
NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM – (NAICS)

- NAICS is the standard classification system used by federal agencies when reporting economics statistics related to business sectors.
- NAICS sectors can be aggregated at several different levels from 2-digit to 6-digit with the numerical NAICS code increasing as the business sector is further disaggregated.
- ASAP targeted sectors are reported using 2017 NAICS 4-digit level of aggregation.

NAICS Aggregation	NAICS Aggregation Description	NAICS Example	NAICS Example Sector Description
XX	Industry Sector (20 broad sectors up from 10 SIC)	11	Agriculture, Forestry, Fishing and Hunting
XXX	Industry Sub sector	111	Crop Production
XXXX	Industry Group	1113	Fruit and Tree Nut Farming
XXXXX	Industry	11133	Non-citrus Fruit and Tree Nut Farming
XXXXXX	U.S., Canadian or Mexican National specific	111331	Apple Orchards

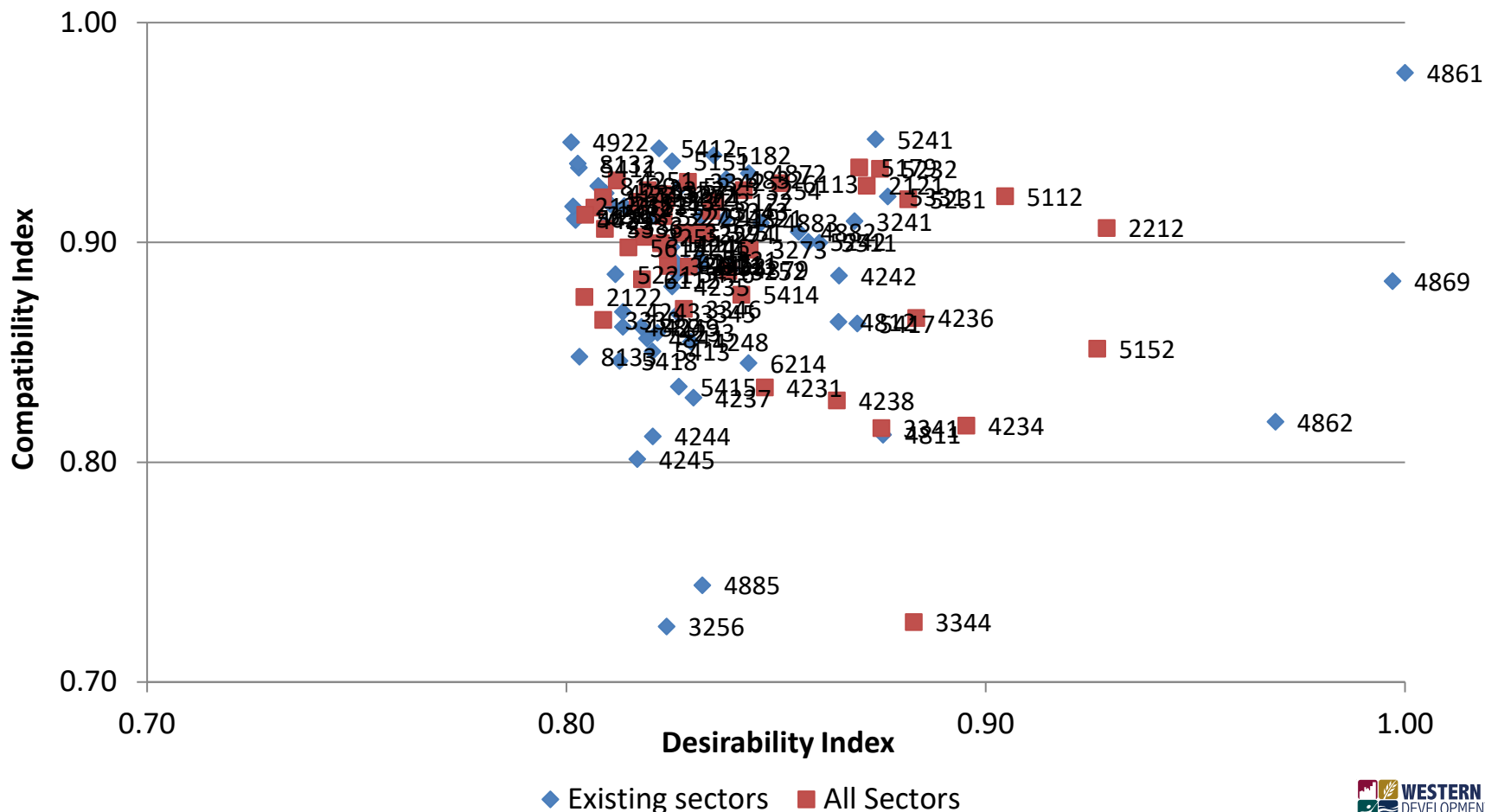
COMPATIBILITY AND DESIRABILITY INDEXES

- Compatibility = community meets industry production requirements
 - Objective measures (assets)
- Desirability = industry meets community goals and priorities
 - Subjective measures (survey ranking)
- Remember 'C' before 'D'



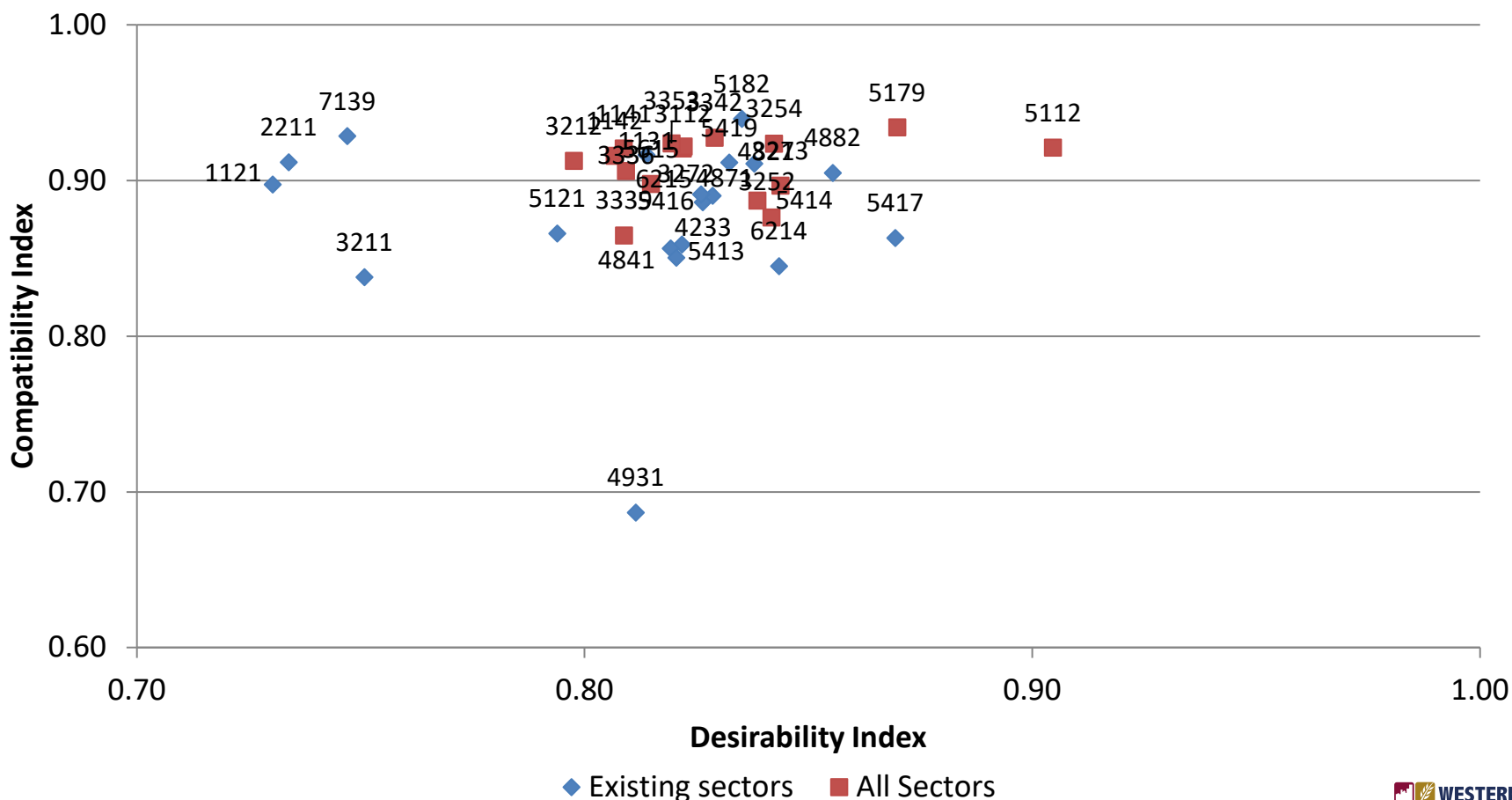
SAN MIGUEL COUNTY, NM – HIGH INDEX NAICS COMPATIBILITY AND DESIRABILITY >.80

Figure 4: San Miguel County, NM ASAP Results (Zoomed)



SAN MIGUEL COUNTY, NM– TARGET INDUSTRIES

Figure 5: San Miguel County, NM ASAP Results (Targeted)



SAN MIGUEL COUNTY, NM– TARGET INDUSTRIES

NAICS3	Description	Examples
111	Crop Production	Fruit and Nut Tree Farming
112	Animal Production and Aquaculture	Cattle Ranching and Farming
113	Forestry and Logging	Timber Tracts Operations
114	Fishing, Hunting and Trapping	Commercial Catching and Trapping
221	Utilities	Solar, Wind and Natural Gas
311	Food Manufacturing	Animal Food and Dairy Products
321	Wood Product Manufacturing	Veneer, Plywood and Engineered Wood
325	Chemical Manufacturing	Resin, Synthetic Fibers and Industrial Bleaches
327	Nonmetallic Mineral Product Manufacturing	Cement and Concrete
333	Machinery Manufacturing	Engine Parts, Pumps and Air Compressors
334	Computer and Electronic Product Manufacturing	Circuit Boards and Controllers
335	Electrical Equipment, Appliance, and Component Manufacturing	Motors and Electrical Switches
423	Merchant Wholesalers, Durable Goods	Construction Material Wholesalers
482	Rail Transportation	Passenger and Cargo Railroads
484	Truck Transportation	Freight Trucking
487	Scenic and Sightseeing Transportation	Sightseeing Trolleys
488	Support Activities for Transportation	Motor Vehicle Towing
493	Warehousing and Storage	Warehousing (excludes self storage)
511	Publishing Industries (except Internet)	Software Publishers
512	Motion Picture and Sound Recording Industries	Video and Television
517	Telecommunications	Satellite and Broadband Services
518	Data Processing, Hosting, and Related Services	Computer Data Storage Services
541	Professional, Scientific, and Technical Services	Accounting, Research and Development
561	Administrative and Support Services	Custodial Services
611	Educational Services	Colleges, Universities, Professional Schools
621	Ambulatory Health Care Services	Urgent Care Centers
623	Nursing and Residential Care Facilities	Hospice, Disability and Foster Care
713	Amusement, Gambling, and Recreation Industries	Outdoor Recreation

*28 Industry
Sub-Sectors
identified for
San Miguel
County*



SAN MIGUEL COUNTY, NM– TARGET INDUSTRIES

NAICS4	Description	Existing	DI	CI
1121	Cattle Ranching and Farming	X	0.7303	0.8975
1131	Timber Tract Operations	X	0.8138	0.9165
1141	Fishing		0.8087	0.9206
1142	Hunting and Trapping		0.8067	0.9159
2211	Electric Power Generation, Transmission and Distribution	X	0.7339	0.9117
3112	Grain and Oilseed Milling		0.8219	0.9207
3116	Animal Slaughtering and Processing		0.7774	0.9301
3211	Sawmills and Wood Preservation	X	0.7508	0.8380
3212	Veneer, Plywood and Engineered Product Manufacturing		0.7976	0.9127
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing		0.8386	0.8871
3254	Pharmaceutical and Medicine Manufacturing		0.8423	0.9238
3272	Glass and Glass Product Manufacturing		0.8221	0.9220
3273	Cement and Concrete Product Manufacturing		0.8437	0.8968
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing		0.8092	0.9062
3339	Other General Purpose Machinery Manufacturing		0.8088	0.8648
3342	Communications Equipment Manufacturing		0.8290	0.9276
3353	Electrical Equipment Manufacturing		0.8194	0.9239
4233	Lumber and Other Construction Materials Merchant Wholesalers	X	0.8217	0.8590
4821	Rail Transportation	X	0.8379	0.9109
4841	General Freight Trucking	X	0.8192	0.8564
4871	Scenic and Sightseeing Transportation, Land	X	0.8286	0.8902
4882	Support Activities for Rail Transportation	X	0.8554	0.9049
4931	Warehousing and Storage	X	0.8114	0.6867
5112	Software Publishers		0.9046	0.9211
5121	Motion Picture and Video Industries	X	0.7939	0.8660
5179	Other Telecommunications		0.8698	0.9342
5182	Data Processing, Hosting, and Related Services	X	0.8351	0.9397
5413	Architectural, Engineering, and Related Services	X	0.8205	0.8504
5414	Specialized Design Services		0.8417	0.8763
5416	Management, Scientific, and Technical Consulting Services	X	0.8264	0.8860
5417	Scientific Research and Development Services	X	0.8694	0.8632
5419	Other Professional, Scientific, and Technical Services	X	0.8323	0.9116
5615	Travel Arrangement and Reservation Services		0.8148	0.8978
6113	Colleges, Universities, and Professional Schools		0.8511	0.9270
6214	Outpatient Care Centers	X	0.8434	0.8451
6215	Medical and Diagnostic Laboratories	X	0.8260	0.8912
7139	Other Amusement and Recreation Industries	X	0.7470	0.9286

QUESTIONS?

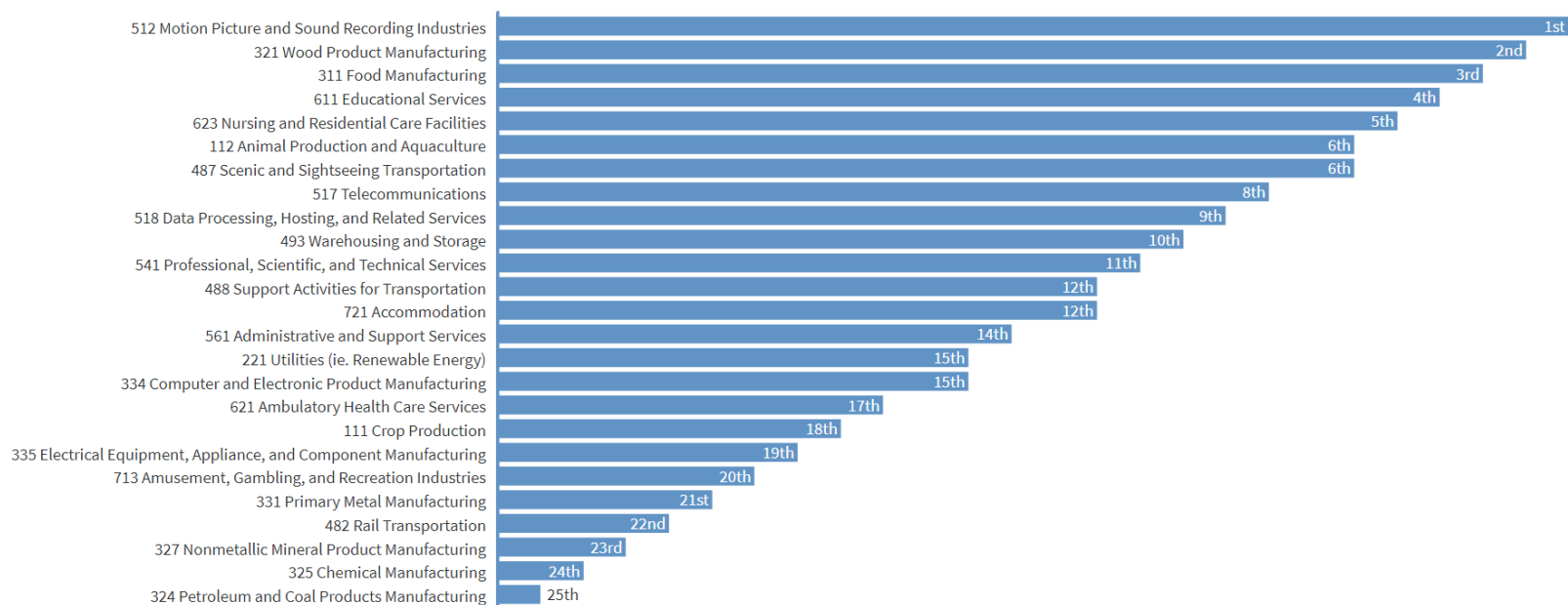
TIME TO RANK THE SECTORS!



DISCUSSION

 **Poll locked.** Responses not accepted.

San Miguel 3DIG - Rank Target Industries



 **Poll Everywhere**

WHAT'S NEXT?

- **Comprehensive Economic Development Strategy (CEDS)**
 - NCNMEDD will follow up with participants from the Roadshow meetings to review the draft CEDS
 - Specific section for each county
 - Target industries will be addressed for each county and the region as a whole

- **Implementation Strategies in Spring 2021**
 - Western Rural Development Center and NCNMEDD will reconvene Roadshow participants to discussion specific strategies for the target industries
 - In person meetings, if possible

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