Prewitt Industrial Cluster: Supply Chain & Preliminary Target Industry Analysis

Prepared for the

Northwest New Mexico Council of Governments

Prepared by

FOOTE CONSULTING GROUP, LLC

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INTRODUCTION

McKinley and Cibola Counties contracted with Foote Consulting Group, LLC (FCG), a global site selection and economic development firm, to complete this analysis for the Prewitt Region. This is the first of a multi-report project.

Targeting is well recognized as the best approach toward successful economic development marketing. This analysis will consist of three components:

- **Suppliers:** Understanding your prominent regional industries where most of their work is done elsewhere, but could potentially be done in your region
- **Freight:** Determining the major products that flow through your region and could potentially be manufactured/distributed in your region
- **Locations/Expansions:** Understanding which industries/services have actually located or expanded within the four states around your region, showing clustering trends.

The three will be compared and analyzed in order to determine the best preliminary targets. Following this process, the "Best Fit" targets will be identified through our Community Assessment Analysis, where it will be determined how the preliminary targets best meet the strengths of the Prewitt Region.

SUPPLY CHAIN ANALYSIS

Introduction

All businesses across all industries must purchase goods or services from others to create, produce, or deliver their final products or services to their customers. While not all inputs (goods or services), which an industry needs to produce its end products or services can be generated within the local economy, it is desirable to meet as many of the industry's needs locally as possible.

This analysis estimates the value of commodities purchased by the subject industry and how much is purchased within the local area versus outside the area. In doing this, one can better determine which areas of the industry supply chains are strongest, as well as those which present the best opportunities for growth within the area.

The supply chain analysis provides economic developers insight into the value of supply chain inputs, the amount of inputs produced in a region for the subject industry (represented in most cases by an absorption rate), and the stages along the supply chain which stand out as areas of competitive advantage. High absorption represents areas along the industry supply chain which allow the local area to capture the most value from a specific stage in the production or delivery of products and services within the supply chain.

Conversely, stages along the supply chain where a large amount of an input is being purchased from outside the area may suggest an opportunity for business attraction and/or entrepreneurship. When reviewing data relating to industry inputs, comparing both the absorption rate and the total value of inputs is important since services or components which maintain a high absorption rate may be of low value to the regional economy. Similarly, certain inputs, regardless of value or

absorption, may be of high strategic importance to the area in its efforts to build a stronger industry presence.

The supply chain information provided below indicates the flows of trade which support select McKinley and Cibola County sectors—the key sectors which may be appropriate targets for expansion are imports (gaps) from outside the region but still within the industry cluster. These gaps will be analyzed in terms of regional strengths and potential areas for targeting and support. To fully develop target clusters, the region can make the most progress by focusing on sectors which do not yet have a strong regional presence, but which have significant development potential.

Prewitt Region Supply Chain Trends

There are a number of industries that show good regional presence and activity (absorption), but where a large amount of an input is being purchased from outside the area (regional supply gap). Key industries, which could represent good supplier targets, include:

Cibola County	
Industry	*Regional Supply Gap ($M)*
Coal Mining	$10.70
Animal Production	$3.20
Corporate/Regional Offices	$2.80
Animal Food Manufacturing	$2.60
Oil/Gas Machinery	$2.20
Warehousing	$1.70
Engineering Services	$1.60
Logging	$1.50
Health Insurance	$1.50
Petroleum Refineries	$1.40
Crop Production	$1.30
Computer Equipment	$0.70
McKinley County	
Industry	*Regional Supply Gap ($M)*
Petroleum Extraction	$109.60
Gas Extraction	$34.20
Corporate/Regional Offices	$22.20
Wholesale Trade	$4.00
Insurance Carriers	$3.50
Sawmills	$3.10
Trucking	$2.90
Temp Help Services	$2.60
Cheese Manufacturing	$2.40
Pipelines/Oil	$2.20
Telecommunication Carriers	$2.10
Electronics	$0.80

The complete data is found in the Appendix.

Interview Results

During our fieldwork interviews of companies in Cibola and McKinley Counties, we asked about supplier needs:

What types of suppliers would like to see in the area that will help your operations?

Here are the results:

- Tech repair on computers, etc.
- Load-out equipment (for transloading)
- "Tag-team" trucking (shared services)
- "Rebuild shops" – local suppliers for construction
- Large specialty equipment
- "Rapid Parts" program – more shared services to obtain needed parts.

FREIGHT PROFILE

Introduction

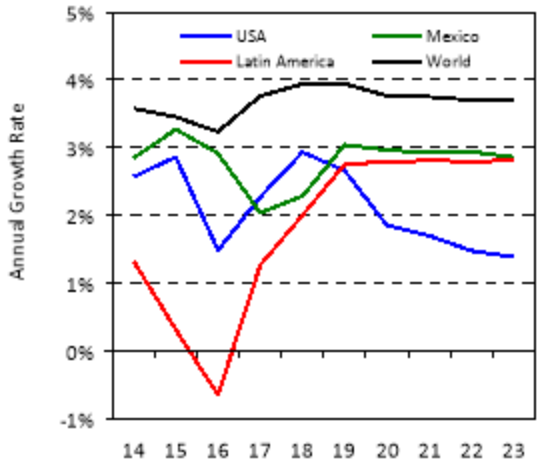
This analysis captures recent freight market and other trends that may impact development of fully-improved industrial sites and freight-related development in McKinley and Cibola Counties. It provides:

- Economic and transportation industry trends that may impact freight activity and opportunities in the Prewitt Region. The findings are based on a review of industry literature and our recent project experience in the freight sector
- A general profile of freight flowing along the corridor between the Port of Los Angeles/Long Beach and Dallas/Fort Worth, based on commodity flow data from the Freight Analysis Framework (FAF) released by the Federal Highway Administration
    - A profile is also presented for freight moving between the Port of Houston and New Mexico
- Industrial sector potential based on the market trends and goods/commodities profile, with a particular emphasis on the shale oil/gas sector; we also draw on our experience of similar types of site developments around the country.

Economic Trends

The overall economic climate is positive based on regional, national, and international trends. However, national and international growth projections over the medium term have been downgraded since the 2014 Report. New Mexico has underperformed relative to both the national economy and the Southwest region over the past five years.

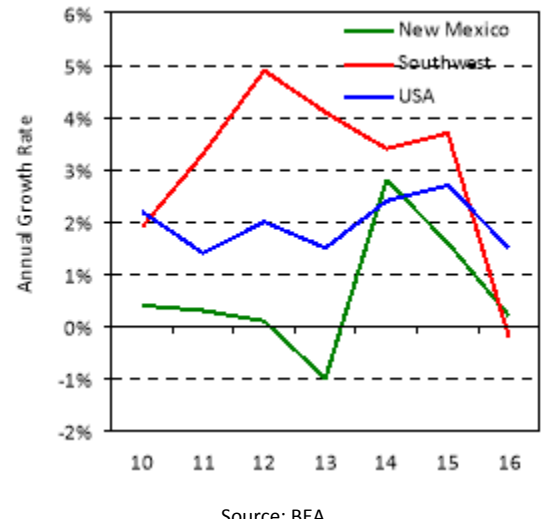
Figure 0-1: Historic and Forecast Annual Growth of Real GDP



Source: IMF World Economic Outlook, April 2018

- For the U.S. economy, annual growth is projected at an average 2.8 percent in 2018 and 2019. Growth is projected to slow in the medium term to an average 1.6 percent from 2020 to 2023. Medium-term risks include trade policy (tariffs, etc.), higher interest rates, and geo-political events. The outlook remains positive for the U.S. energy complex, with investment in energy production, midstream assets (e.g. storage), and downstream production (e.g. resins).
- The Southwest region (Arizona, New Mexico, Oklahoma, and Texas) [1] posted stronger average growth than all other U.S. regions in the period from 2010 through 2015. Growth fell sharply in 2016 due to weakness in the energy sector, but recovered in 2017 as expansion returned to the energy sector. Growth in the Southwest is expected to remain healthy due to factors such as population growth and investment in downstream sectors (e.g. petrochemicals). Volatility in the energy sector will remain a key risk. The Southwest region is the largest destination for New Mexico's outbound domestic freight, dominated by resource-based shipments.

Figure 0-2: New Mexico Real GDP Growth (Chained 2009 Dollars)



Source: BEA

- New Mexico underperformed relative to its neighboring states during the period 2010 to 2016, due to relative weakness in most sectors of the State's economy, demographic trends that show a decline in the number of adults aged 25 to 54, and weak growth of high-skill jobs. More recently, recovery in the State's key energy sector, including crude oil production and renewal energy, boosted economic growth in 2017.
- Mexico is the largest export market for New Mexico, followed by Canada (based on a review of FAF tonnage data). Major export sectors by tonnage volume are agricultural commodities and foodstuffs, coal, and manufactured goods (e.g., plastics, electronics and

[1] Regional definitions from the Bureau of Economic Analysis (BEA)

machinery). Projected economic growth is positive for these foreign markets, although GDP growth projections are lower compared to those presented in the 2014 Report. Overall, growth in these foreign markets should be beneficial to New Mexico's economy.

- New Mexico's population was an estimated 2.1 million in 2017[2] and the State has recorded below-average population growth over the past five to ten years relative to the country as a whole. The compound annual growth rate (CAGR) of the State's population was 0.2 percent from 2010 to 2017, compared to the 0.7 percent for the whole country. Population growth in New Mexico lagged behind its neighbors in the Southwest – Texas (1.6 percent), Arizona (1.3 percent), and Oklahoma (0.6 percent).

Port and Transportation Industry Trends

Review of the FAF data shows the following gateways are important to New Mexico's international trade:

- Port of Houston for seaborne freight with Europe and Latin America
- Los Angeles/Long Beach (LA/LB) for seaborne trade with Asia and other pacific trading partners
- Border crossings in Texas (El Paso and Laredo), New Mexico, and Arizona for cross-border trade with Mexico
- Border crossings in Michigan (Detroit), Montana, and Washington for cross-border trade with Canada.

Importers and exporters locating in New Mexico will evaluate these gateways for efficiency; cost; transit time; inland connections; and other factors. The selection of port gateway will reflect each shipper's supply chain requirements. Several industry trends will continue to have impact on New Mexico's import and export sectors.

The country's largest port gateway for containerized trade, LA/LB, continues to face challenges accommodating changes in the container shipping industry, notably adjusting terminal operations and inland connectivity to the larger container ships deployed in the transpacific trade. Congestion, equipment shortages, and delays are occurring due to the surges of import freight from these ultra-large vessel calls. The ports are exploring and investing in solutions, physical and IT, to boost their productivity and ease pressure on their marine terminals and inland corridors.

New Mexico's importers and exporters have options via other U.S. West Coast ports, Mexican ports, and all-water services via the Panama Canal to Houston and other Gulf ports. However, all these options would likely be more costly and less timely (relative to normal conditions at LA/LB), and have their own challenges. Mexican ports are facing growth of trade between Mexico and Asia, security concerns, and inefficiencies (e.g., custom broker influence on port selection). There are new all-water services via the Panama Canal into Houston, but they cannot match the transit time and service frequency offered over LA/LB although recent port delays of over a week in some cases at LA/LB make all-water service options more attractive. Exporters

[2] Source: Census Bureau

using Houston also face a poor supply of empty containers relative to LA/LB. All-water service is more suitable for lower-value less time-sensitive goods rather than higher-value perishable products (e.g., refrigerated freight, electronics, and seasonal consumer products).

For New Mexico shippers, other challenges include efficient inland connections, both rail and highway for the shipment of international containerized freight. The selection of inland transportation mode is part of the supply chain decision process for shippers. In general, rail deliveries are considered to be a lower-cost inland mode than trucking, but other factors (e.g. transit time and inventory stock requirements) drive the decision process. The highest cost portion of an international supply chain is the trucking to the final destination, or so-called "last-mile" transportation.

High frequency of intermodal rail[3] service is offered between LA/LB, and to a lesser extent Houston, and intermodal terminals in Phoenix (282 miles from the Prewitt Region) and Dallas-Fort Worth (750 miles from the Prewitt Region). These are the two major intermodal hubs in the region for international seaborne containerized freight. BNSF also operates an intermodal yard in Albuquerque (140 miles from the Prewitt Region) mainly for domestic intermodal freight; UP has intermodal terminals at Santa Teresa, NM (376 miles from the Prewitt Region) and Tucson, AZ (383 miles from the Prewitt Region) for domestic and international freight.

Trucking costs between the Prewitt Region and these intermodal centers will have a bearing on the viability of the Prewitt Region as a location for distribution and industry. Alternatively, freight can be trucked directly between the major port gateways and New Mexico (the Prewitt Region is 650 miles from Los Angeles and 1,020 miles from Houston).

The intermodal rail sector has expanded over the past decade, driven by increasingly competitive rail costs versus trucking; driver shortages in the trucking industry; investments by the railroads; shipper willingness to incorporate rail into supply chain strategies; penetration of shorter haul corridors; and the growth of intermodal-friendly international container volumes. Important developments supportive of intermodal rail have been:

- Operating costs of over-the-road truck service have risen rapidly relative to rail, and are expected to increase further, due to continued shortages of truck driver labor, hours of service rules and, until recently, the high price of diesel fuel. The impact of labor shortages is particularly prevalent in medium- and long-haul traffic lanes and can create spot shortages of truck service, particularly in peak months. Location strategies for distribution centers and other warehouses take into account these challenges and make access to trucking an intermodal rail option important.

- The supply of truck drivers will remain a significant challenge for the industry, particularly in the medium- to long-haul lanes. Developments on the regulatory front continue to impede the growth of the industry's capacity – for example, increased emphasis on safety and truck driver performance and hours-of-service regulations. A further constraint is the more stringent financial requirements placed on borrowers, which particularly impacts poorly-capitalized trucking firms and owner-operators in the long-haul segments of the market.

[3] Intermodal rail is the transport of freight in containers and trailers by railroad flat car. It involves the interchange of containers and trailers with over-the-road transport at intermodal rail terminals.

- Rail service (e.g., transit speed and reliability, terminal dwell times, service frequency, and coverage of origin-destination pairs) continues to improve due to major rail investments in infrastructure, such as expanded terminal facilities and improved right-of-way.
- Investments made by railroads, industrial real estate companies and shippers in the development and expansion of co-located intermodal rail yards and logistics facilities. These hubs act as regional distribution and consolidation points for international, cross-border, and domestic containerized freight. Local and regional truck services connect the hubs with smaller markets. Intermodal hubs are located in major population centers along strategic rail corridors.
- On the East Coast, some ports have successfully developed new inland terminals in key freight generating areas that offer direct intermodal rail service with the port, allowing the conversion of freight from truck to rail over short- to medium-haul distances. For example, the Greer Inland Port in South Carolina is 212 miles from the Port of Charleston. Interest by ports in developing inland terminals is expected to continue.
- Gallup Energy Logistics Park ("GLP"), (and the planned, but undeveloped Inland Port near-by on the Navajo Nation) located outside of Gallup, New Mexico is a rail-served industrial development on 2,500 acres located in McKinley County, approximately five miles north of Gallup, New Mexico. [4] (See further information under the Sites Assessment).

Freight Profile

A general profile of selected freight flows moving over the I-40, other east-west highway, and rail corridors was prepared from commodity flow data available from the Freight Analysis Framework Version 4 (FAF4). The profile provides an indication of the types of commodities and transport modes passing through Gallup, which is located on I-40 and the BNSF rail line. FAF4 integrates data from a variety of sources to create estimates of freight movement among states and major metropolitan areas by commodity and mode of transport. Data are presented for 2012, the FAF4 base year, 2015, and FAF4 forecasts for 2020, 2025, and 2030.

Freight profiles by transport mode and commodity are presented for the following geographic pairs:

- Los Angeles Combined Statistical Area (CSA) – New Mexico
- Houston CSA – New Mexico
- Los Angeles CSA – Dallas/Fort Worth CSA

The Los Angeles CSA covers the counties of Los Angeles; Orange; Riverside; San Bernardino; and Ventura, capturing not only the Port of Los Angeles/Long Beach but also the warehousing/distribution, transload, and other freight activities in areas surrounding the port that process international and domestic freight. Similarly, the Houston CSA captures freight flowing to and from the Port of Houston and Houston area logistics facilities.

[4] Information on the GLP Energy Logistics Park obtained from www.energylogsticspark.com

Los Angeles CSA – New Mexico

A profile of domestic and international freight by transport mode and commodity moving between the Los Angeles CSA and New Mexico is presented in Table 0-1 to Table 0-4. Truck is the dominant transport mode; its leading market position due to the commodity mix (e.g., furniture, consumer products, etc.) and proximity to Los Angeles (one to two days drive time). Truck's market share is projected to fall slightly over the forecast period, which may reflect greater penetration by intermodal rail in the LA-New Mexico freight lane.

The Multiple Modes category captures freight that moves by a combination of rail and truck to New Mexico. Its share of freight is approximately 10 percent inbound and 26 percent outbound. Projected growth in volume and share handled by Multiple Modes partly reflects increased penetration by intermodal rail service.

Table 0-1: Los Angeles CSA – New Mexico Freight by Mode (000 Tons)

Transport Mode	2012	2015	2020 f	2025 f	2030 f
LA CSA to New Mexico	**942.9**	**1,082.6**	**1,233.6**	**1,338.1**	**1,446.1**
Truck	836.8	967.1	1,098.3	1,178.7	1,259.0
Multiple Modes & Mail *	99.6	109.5	127.5	149.7	175.0
Air (include truck-air)	6.2	5.6	7.3	9.1	11.3
Rail	0.1	0.3	0.3	0.4	0.5
Other & Unknown	0.1	0.2	0.2	0.3	0.3
Share by Transport Mode					
Truck	88.8%	89.3%	89.0%	88.1%	87.1%
Multiple Modes & Mail *	10.6%	10.1%	10.3%	11.2%	12.1%
Air (include truck-air)	0.7%	0.5%	0.6%	0.7%	0.8%
Rail	0.0%	0.0%	0.0%	0.0%	0.0%
Other & Unknown	0.0%	0.0%	0.0%	0.0%	0.0%
New Mexico to LA CSA	**496.7**	**464.1**	**516.6**	**573.9**	**638.7**
Truck	363.7	334.9	354.4	378.6	404.1
Multiple Modes & Mail *	128.3	123.3	155.6	187.8	226.3
Rail	3.6	4.6	4.9	5.3	5.4
Air (include truck-air)	1.1	1.2	1.6	2.2	2.8
Other & Unknown	0.0	0.0	0.0	0.0	0.0
Share by Transport Mode					
Truck	73.2%	72.2%	68.6%	66.0%	63.3%
Multiple Modes & Mail *	25.8%	26.6%	30.1%	32.7%	35.4%
Rail	0.7%	1.0%	1.0%	0.9%	0.8%
Air (include truck-air)	0.2%	0.3%	0.3%	0.4%	0.4%
Other & Unknown	0.0%	0.0%	0.0%	0.0%	0.0%

* Multiple modes are defined in the FAF4 database as truck-rail, truck-water and rail-water shipments involving one or more end-to-end transfers of freight between two different modes. Source: FAF4

Table 0-2: Los Angeles CSA – New Mexico Freight by Commodity (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
LA to New Mexico	**942.9**	**1,082.6**	**1,233.6**	**1,338.1**	**1,446.1**					
Furniture	286.3	372.9	443.4	481.0	512.5	30.4%	34.4%	35.9%	35.9%	35.4%
Machinery	140.1	148.5	165.7	188.4	211.1	14.9%	13.7%	13.4%	14.1%	14.6%
Coal-n.e.c.	117.2	97.3	99.8	92.5	90.7	12.4%	9.0%	8.1%	6.9%	6.3%
Plastics/rubber	71.8	94.8	114.0	127.6	140.9	7.6%	8.8%	9.2%	9.5%	9.7%
Other foodstuffs	63.6	70.4	75.3	77.7	82.0	6.7%	6.5%	6.1%	5.8%	5.7%
Base metals	47.0	45.7	47.8	52.9	57.3	5.0%	4.2%	3.9%	4.0%	4.0%
Other ag prods.	42.2	45.0	48.7	50.4	52.3	4.5%	4.2%	3.9%	3.8%	3.6%
Motorized vehicles	35.9	44.2	46.4	48.4	49.4	3.8%	4.1%	3.8%	3.6%	3.4%
Electronics	34.5	39.4	50.3	62.2	76.2	3.7%	3.6%	4.1%	4.6%	5.3%
Nonmetal min. prods.	21.2	32.6	41.5	48.1	54.8	2.2%	3.0%	3.4%	3.6%	3.8%
Textiles/leather	12.9	17.3	17.7	18.0	19.2	1.4%	1.6%	1.4%	1.3%	1.3%
Chemical prods.	15.2	15.8	18.0	19.3	20.9	1.6%	1.5%	1.5%	1.4%	1.4%
Mixed freight	12.3	13.5	15.0	16.1	17.4	1.3%	1.3%	1.2%	1.2%	1.2%
Articles-base metal	7.9	9.8	11.1	12.8	14.2	0.8%	0.9%	0.9%	1.0%	1.0%
Misc. mfg. prods.	8.3	8.9	9.9	10.9	11.9	0.9%	0.8%	0.8%	0.8%	0.8%
Meat/seafood	5.6	6.0	6.2	6.1	6.2	0.6%	0.6%	0.5%	0.5%	0.4%
Newsprint/paper	5.1	4.2	4.2	4.3	4.3	0.5%	0.4%	0.3%	0.3%	0.3%
Basic chemicals	2.8	3.9	4.8	5.7	7.0	0.3%	0.4%	0.4%	0.4%	0.5%
Alcoholic beverages	3.4	3.3	3.8	4.5	5.3	0.4%	0.3%	0.3%	0.3%	0.4%
Printed prods.	2.7	2.8	2.6	2.5	2.2	0.3%	0.3%	0.2%	0.2%	0.2%
Others	6.9	6.2	7.6	8.8	10.3	0.7%	0.6%	0.6%	0.7%	0.7%
New Mexico to LA	**496.7**	**464.1**	**516.6**	**573.9**	**638.7**					
Newsprint/paper	211.1	172.1	173.5	173.2	174.1	42.5%	37.1%	33.6%	30.2%	27.3%
Waste/scrap	120.9	118.4	149.9	180.6	217.7	24.3%	25.5%	29.0%	31.5%	34.1%
Other foodstuffs	37.1	46.8	54.7	66.1	77.1	7.5%	10.1%	10.6%	11.5%	12.1%
Milled grain prods.	35.0	42.0	43.6	47.3	52.1	7.0%	9.1%	8.4%	8.2%	8.2%
Fertilizers	8.2	13.1	16.5	19.1	21.3	1.7%	2.8%	3.2%	3.3%	3.3%
Animal feed	15.5	11.9	12.7	14.9	16.8	3.1%	2.6%	2.5%	2.6%	2.6%
Nonmetal min. prods.	14.0	10.5	11.0	10.5	10.1	2.8%	2.3%	2.1%	1.8%	1.6%
Paper articles	10.0	9.2	9.6	10.2	10.5	2.0%	2.0%	1.9%	1.8%	1.6%
Articles-base metal	6.0	4.9	4.8	4.3	3.9	1.2%	1.1%	0.9%	0.7%	0.6%
Misc. mfg. prods.	4.0	4.4	4.8	5.1	5.5	0.8%	1.0%	0.9%	0.9%	0.9%
Other ag prods.	6.2	3.2	3.5	4.3	4.9	1.2%	0.7%	0.7%	0.7%	0.8%
Mixed freight	3.7	3.2	3.3	3.5	3.7	0.7%	0.7%	0.6%	0.6%	0.6%
Motorized vehicles	3.2	2.8	3.0	3.0	3.1	0.6%	0.6%	0.6%	0.5%	0.5%
Electronics	2.9	2.8	3.4	4.2	5.0	0.6%	0.6%	0.7%	0.7%	0.8%
Nonmetallic minerals	2.6	2.6	3.8	5.4	6.8	0.5%	0.6%	0.7%	0.9%	1.1%
Crude petroleum	1.9	2.4	2.5	2.5	2.4	0.4%	0.5%	0.5%	0.4%	0.4%
Coal-n.e.c.	1.7	2.2	2.5	2.8	3.0	0.4%	0.5%	0.5%	0.5%	0.5%
Machinery	3.3	2.2	2.9	3.8	4.7	0.7%	0.5%	0.6%	0.7%	0.7%
Basic chemicals	0.7	1.9	2.1	2.9	3.7	0.1%	0.4%	0.4%	0.5%	0.6%
Chemical prods.	0.5	1.7	2.4	3.3	4.3	0.1%	0.4%	0.5%	0.6%	0.7%
Others	8.0	5.7	6.1	6.9	7.7	1.6%	1.2%	1.2%	1.2%	1.2%

Source: FAF4

Table 0-3: Los Angeles CSA – New Mexico Freight by Truck (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
LA to New Mexico	**836.8**	**967.1**	**1098.3**	**1178.7**	**1259.0**					
Furniture	283.2	369.3	438.2	473.9	502.9	33.8%	38.2%	39.9%	40.2%	39.9%
Machinery	137.1	144.6	160.7	182.4	203.8	16.4%	14.9%	14.6%	15.5%	16.2%
Plastics/rubber	70.1	91.0	109.2	121.7	133.8	8.4%	9.4%	9.9%	10.3%	10.6%
Coal-n.e.c.	117.2	97.3	99.8	92.5	90.7	14.0%	10.1%	9.1%	7.8%	7.2%
Other foodstuffs	63.0	70.3	75.1	77.5	81.8	7.5%	7.3%	6.8%	6.6%	6.5%
Nonmetal min. prods.	19.7	31.5	40.1	46.4	52.7	2.4%	3.3%	3.6%	3.9%	4.2%
Other ag prods.	42.1	44.8	48.4	50.2	52.0	5.0%	4.6%	4.4%	4.3%	4.1%
Motorized vehicles	30.2	37.3	39.1	40.7	41.5	3.6%	3.9%	3.6%	3.5%	3.3%
Chemical prods.	14.7	15.0	17.1	18.2	19.5	1.8%	1.6%	1.6%	1.5%	1.5%
Mixed freight	11.9	13.1	14.4	15.5	16.7	1.4%	1.3%	1.3%	1.3%	1.3%
Electronics	7.3	9.9	11.8	13.9	16.1	0.9%	1.0%	1.1%	1.2%	1.3%
Articles-base metal	6.7	7.9	8.8	10.2	11.3	0.8%	0.8%	0.8%	0.9%	0.9%
Misc. mfg. prods.	7.2	7.8	8.7	9.5	10.3	0.9%	0.8%	0.8%	0.8%	0.8%
Textiles/leather	8.6	10.1	9.0	7.7	6.8	1.0%	1.0%	0.8%	0.7%	0.5%
Meat/seafood	5.3	5.7	5.8	5.8	5.9	0.6%	0.6%	0.5%	0.5%	0.5%
Base metals	3.9	3.8	4.0	4.4	4.8	0.5%	0.4%	0.4%	0.4%	0.4%
Newsprint/paper	4.8	4.0	4.0	4.0	4.0	0.6%	0.4%	0.4%	0.3%	0.3%
Alcoholic beverages	2.4	2.3	2.5	2.6	2.8	0.3%	0.2%	0.2%	0.2%	0.2%
Printed prods.	0.9	0.9	0.8	0.8	0.7	0.1%	0.1%	0.1%	0.1%	0.1%
Milled grain prods.	0.3	0.4	0.4	0.4	0.5	0.0%	0.0%	0.0%	0.0%	0.0%
Others	0.3	0.3	0.4	0.5	0.5	0.0%	0.0%	0.0%	0.0%	0.0%
New Mexico to LA	**363.7**	**334.9**	**354.4**	**378.6**	**404.1**					
Newsprint/paper	211.0	172.0	173.4	173.2	174.1	58.0%	51.4%	48.9%	45.7%	43.1%
Other foodstuffs	37.1	46.7	54.6	66.0	76.9	10.2%	13.9%	15.4%	17.4%	19.0%
Milled grain prods.	35.0	42.0	43.6	47.3	52.1	9.6%	12.5%	12.3%	12.5%	12.9%
Fertilizers	8.2	13.1	16.5	19.1	21.3	2.3%	3.9%	4.7%	5.1%	5.3%
Animal feed	14.8	11.4	12.1	14.2	16.1	4.1%	3.4%	3.4%	3.8%	4.0%
Nonmetal min. prods.	13.8	10.3	10.9	10.3	9.9	3.8%	3.1%	3.1%	2.7%	2.5%
Paper articles	9.7	8.9	9.3	9.9	10.2	2.7%	2.7%	2.6%	2.6%	2.5%
Articles-base metal	5.9	4.8	4.7	4.2	3.8	1.6%	1.4%	1.3%	1.1%	1.0%
Misc. mfg. prods.	3.9	4.3	4.6	5.0	5.3	1.1%	1.3%	1.3%	1.3%	1.3%
Mixed freight	3.7	3.2	3.3	3.5	3.7	1.0%	0.9%	0.9%	0.9%	0.9%
Other ag prods.	6.0	3.1	3.4	4.2	4.8	1.6%	0.9%	1.0%	1.1%	1.2%
Motorized vehicles	3.0	2.7	2.8	2.8	2.9	0.8%	0.8%	0.8%	0.7%	0.7%
Electronics	2.5	2.3	2.8	3.3	3.8	0.7%	0.7%	0.8%	0.9%	1.0%
Nonmetallic minerals	1.6	2.1	3.1	4.4	5.5	0.4%	0.6%	0.9%	1.2%	1.4%
Basic chemicals	0.7	1.8	2.1	2.9	3.6	0.2%	0.5%	0.6%	0.8%	0.9%
Machinery	2.1	1.3	1.8	2.3	2.9	0.6%	0.4%	0.5%	0.6%	0.7%
Chemical prods.	0.2	1.0	1.3	1.9	2.4	0.1%	0.3%	0.4%	0.5%	0.6%
Base metals	1.1	0.9	0.9	0.9	0.9	0.3%	0.3%	0.3%	0.2%	0.2%
Furniture	1.2	0.9	0.9	0.9	0.9	0.3%	0.3%	0.3%	0.2%	0.2%
Precision instruments	0.8	0.7	0.8	1.0	1.2	0.2%	0.2%	0.2%	0.3%	0.3%
Others	1.4	1.2	1.3	1.4	1.6	0.4%	0.3%	0.4%	0.4%	0.4%

Source: FAF4

Table 0-4: Los Angeles CSA – New Mexico Freight by Multiple Modes (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
LA to New Mexico	**99.6**	**109.5**	**127.5**	**149.7**	**175.0**					
Base metals	43.0	41.8	43.8	48.4	52.5	43.2%	38.2%	34.3%	32.3%	30.0%
Electronics	22.1	25.1	32.7	40.9	50.7	22.2%	22.9%	25.6%	27.3%	29.0%
Textiles/leather	4.2	7.1	8.5	10.1	12.1	4.2%	6.5%	6.7%	6.8%	6.9%
Motorized vehicles	5.7	6.9	7.3	7.7	7.9	5.7%	6.3%	5.7%	5.1%	4.5%
Machinery	2.9	3.8	4.8	5.8	7.0	2.9%	3.5%	3.7%	3.9%	4.0%
Basic chemicals	2.6	3.7	4.6	5.5	6.8	2.6%	3.4%	3.6%	3.7%	3.9%
Plastics/rubber	1.6	3.7	4.7	5.7	6.9	1.6%	3.4%	3.7%	3.8%	4.0%
Furniture	3.2	3.6	5.1	7.0	9.6	3.2%	3.3%	4.0%	4.7%	5.5%
Precision instruments	3.1	2.2	2.7	3.3	4.0	3.1%	2.0%	2.1%	2.2%	2.3%
Printed prods.	1.9	1.9	1.8	1.7	1.5	1.9%	1.7%	1.4%	1.1%	0.9%
Articles-base metal	1.2	1.9	2.2	2.5	2.9	1.2%	1.7%	1.7%	1.7%	1.6%
Wood prods.	1.0	1.3	1.6	1.8	2.0	1.0%	1.2%	1.2%	1.2%	1.1%
Nonmetal min. prods.	1.4	1.1	1.4	1.7	2.0	1.4%	1.0%	1.1%	1.1%	1.1%
Misc. mfg. prods.	1.1	1.1	1.2	1.4	1.5	1.2%	1.0%	1.0%	0.9%	0.9%
Alcoholic beverages	1.0	1.0	1.4	1.9	2.5	1.0%	0.9%	1.1%	1.2%	1.4%
Chemical prods.	0.4	0.8	0.9	1.1	1.3	0.4%	0.7%	0.7%	0.7%	0.8%
Transport equip.	0.4	0.7	1.0	1.1	1.4	0.4%	0.7%	0.8%	0.8%	0.8%
Pharmaceuticals	0.8	0.6	0.7	0.7	0.8	0.8%	0.6%	0.5%	0.5%	0.5%
Meat/seafood	0.3	0.4	0.4	0.4	0.4	0.3%	0.3%	0.3%	0.2%	0.2%
Mixed freight	0.3	0.3	0.3	0.4	0.4	0.3%	0.3%	0.3%	0.2%	0.2%
Others	1.3	0.6	0.6	0.7	0.7	1.3%	0.6%	0.5%	0.4%	0.4%
New Mexico to LA	**128.3**	**123.3**	**155.6**	**187.8**	**226.3**					
Waste/scrap	120.9	118.4	149.9	180.6	217.7	94.3%	96.0%	96.3%	96.2%	96.2%
Chemical prods.	0.2	0.6	0.9	1.2	1.6	0.1%	0.5%	0.6%	0.6%	0.7%
Machinery	1.0	0.6	0.8	1.1	1.4	0.8%	0.5%	0.5%	0.6%	0.6%
Animal feed	0.7	0.5	0.6	0.7	0.7	0.5%	0.4%	0.4%	0.4%	0.3%
Metallic ores	0.3	0.5	0.6	0.8	1.0	0.2%	0.4%	0.4%	0.4%	0.5%
Nonmetallic minerals	0.9	0.4	0.6	0.8	1.1	0.7%	0.3%	0.4%	0.4%	0.5%
Cereal grains	1.8	0.3	0.2	0.3	0.4	1.4%	0.3%	0.2%	0.2%	0.2%
Paper articles	0.3	0.3	0.3	0.3	0.3	0.2%	0.2%	0.2%	0.2%	0.1%
Printed prods.	0.2	0.2	0.2	0.2	0.2	0.2%	0.2%	0.1%	0.1%	0.1%
Textiles/leather	0.1	0.2	0.2	0.3	0.4	0.1%	0.2%	0.2%	0.2%	0.2%
Pharmaceuticals	0.2	0.2	0.2	0.3	0.3	0.1%	0.1%	0.1%	0.1%	0.1%
Motorized vehicles	0.2	0.1	0.2	0.2	0.2	0.1%	0.1%	0.1%	0.1%	0.1%
Nonmetal min. prods.	0.2	0.1	0.2	0.1	0.1	0.2%	0.1%	0.1%	0.1%	0.1%
Base metals	0.1	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.1%	0.1%
Coal	0.3	0.1	0.1	0.1	0.1	0.2%	0.1%	0.1%	0.0%	0.0%
Plastics/rubber	0.2	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.1%	0.1%
Other ag prods.	0.2	0.1	0.1	0.1	0.1	0.2%	0.1%	0.1%	0.1%	0.1%
Articles-base metal	0.1	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.0%	0.0%
Electronics	0.1	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.1%	0.1%
Precision instruments	0.1	0.1	0.1	0.1	0.1	0.1%	0.0%	0.0%	0.0%	0.0%
Others	0.2	0.2	0.2	0.2	0.2	0.1%	0.1%	0.1%	0.1%	0.1%

Source: FAF4

Key inbound commodities (passing through the Prewitt Region) include:

1. Furniture
2. Machinery
3. Coal – n.e.c.
4. Plastics/rubber
5. Other foodstuffs
6. Base metals
7. Other ag products
8. Motorized vehicles
9. Electronics
10. Nonmetal mining products

Key outbound commodities (passing through the Prewitt Region) include:

1. Newsprint/paper
2. Waste/scrap
3. Other foodstuffs
4. Milled grain products
5. Fertilizers
6. Animal feed
7. Nonmetal mining products
8. Paper articles
9. Articles – base metal
10. Misc. manufacturing products

Houston CSA – New Mexico

A profile of domestic freight by transport mode and commodity moving between the Houston CSA and New Mexico is presented in Table 0-5 to Table 0-9 (beginning on following page). Excluding pipeline movements, carload rail is the largest transport mode due to the long distances and types of commodities moving in this lane. There is also a strong flow of freight by Multiple Modes (intermodal rail service) from Houston to New Mexico.

Table 0-5: Houston CSA – New Mexico Freight by Mode (000 Tons)

Transport Mode	2012	2015	2020 f	2025 f	2030 f
Houston CSA to New Mexico	**748.8**	**854.7**	**1,011.8**	**1,115.8**	**1,218.7**
Rail	291.4	327.1	386.3	406.9	419.2
Truck	224.7	260.5	295.5	329.0	363.7
Pipeline	194.7	220.7	278.5	320.0	368.0
Multiple Modes & Mail *	37.5	45.6	50.5	58.5	66.1
Air (include truck-air)	0.3	0.6	0.7	0.9	1.1
Other and Unknown	0.1	0.3	0.4	0.5	0.6
Share by Transport Mode					
Rail	38.9%	38.3%	38.2%	36.5%	34.4%
Truck	30.0%	30.5%	29.2%	29.5%	29.8%
Pipeline	26.0%	25.8%	27.5%	28.7%	30.2%
Multiple Modes & Mail *	5.0%	5.3%	5.0%	5.2%	5.4%
Air (include truck-air)	0.0%	0.1%	0.1%	0.1%	0.1%
Other and unknown	0.0%	0.0%	0.0%	0.0%	0.0%
New Mexico to Houston CSA	**2,860.3**	**2,858.9**	**3,133.4**	**3,202.9**	**3,159.8**
Pipeline	1,693.6	1,687.9	1,774.7	1,822.5	1,854.5
Rail	784.8	782.6	890.7	886.9	813.9
Multiple Modes & Mail *	328.6	333.7	403.5	419.4	408.4
Truck	52.8	54.0	64.0	73.3	82.1
Air (include truck-air)	0.5	0.5	0.6	0.8	1.0
Other and Unknown	0.0	0.0	0.0	0.0	0.0
Share by Transport Mode					
Pipeline	59.2%	59.0%	56.6%	56.9%	58.7%
Rail	27.4%	27.4%	28.4%	27.7%	25.8%
Multiple Modes & Mail *	11.5%	11.7%	12.9%	13.1%	12.9%
Truck	1.8%	1.9%	2.0%	2.3%	2.6%
Air (include truck-air)	0.0%	0.0%	0.0%	0.0%	0.0%
Other and Unknown	0.0%	0.0%	0.0%	0.0%	0.0%

* Multiple modes are defined in the FAF4 database as truck-rail, truck-water and rail-water shipments involving one or more end-to-end transfers of freight between two different modes.

Source: FAF4

Table 0-6: Houston CSA – New Mexico Freight by Commodity (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
Houston to New Mexico	**748.8**	**854.7**	**1,011.8**	**1,115.8**	**1,218.7**					
Coal-n.e.c.	193.7	219.4	277.4	319.3	367.5	25.9%	25.7%	27.4%	28.6%	30.2%
Basic chemicals	203.6	213.6	263.5	275.2	275.3	27.2%	25.0%	26.0%	24.7%	22.6%
Other foodstuffs	99.0	126.6	136.3	144.3	155.5	13.2%	14.8%	13.5%	12.9%	12.8%
Articles-base metal	88.5	108.8	120.9	140.7	159.5	11.8%	12.7%	11.9%	12.6%	13.1%
Animal feed	55.0	62.6	72.4	78.2	84.0	7.3%	7.3%	7.2%	7.0%	6.9%
Alcoholic beverages	21.6	19.6	21.9	24.0	26.8	2.9%	2.3%	2.2%	2.2%	2.2%
Motorized vehicles	15.0	15.9	17.3	18.4	19.3	2.0%	1.9%	1.7%	1.7%	1.6%
Misc. mfg. prods.	13.5	15.7	17.1	18.7	20.1	1.8%	1.8%	1.7%	1.7%	1.6%
Electronics	10.3	14.7	17.4	20.1	23.1	1.4%	1.7%	1.7%	1.8%	1.9%
Chemical prods.	12.2	14.1	17.2	18.8	20.4	1.6%	1.6%	1.7%	1.7%	1.7%
Plastics/rubber	7.9	12.3	15.8	20.8	26.9	1.1%	1.4%	1.6%	1.9%	2.2%
Mixed freight	9.7	10.4	11.7	12.7	13.7	1.3%	1.2%	1.2%	1.1%	1.1%
Textiles/leather	5.6	5.4	5.1	4.6	4.2	0.7%	0.6%	0.5%	0.4%	0.3%
Base metals	3.7	4.3	4.5	5.0	5.3	0.5%	0.5%	0.4%	0.4%	0.4%
Nonmetal min. prods.	3.0	3.6	4.4	5.2	6.2	0.4%	0.4%	0.4%	0.5%	0.5%
Crude petroleum	1.9	2.3	2.1	2.0	1.8	0.3%	0.3%	0.2%	0.2%	0.1%
Machinery	1.7	1.9	2.4	3.0	3.7	0.2%	0.2%	0.2%	0.3%	0.3%
Milled grain prods.	1.0	1.4	1.5	1.6	1.8	0.1%	0.2%	0.1%	0.1%	0.1%
Furniture	1.2	1.3	1.6	1.8	2.1	0.2%	0.2%	0.2%	0.2%	0.2%
Wood prods.	0.3	0.3	0.4	0.4	0.5	0.0%	0.0%	0.0%	0.0%	0.0%
Others	0.6	0.7	0.8	0.9	1.1	0.1%	0.1%	0.1%	0.1%	0.1%
New Mexico to Houston	**2,860.3**	**2,858.9**	**3,133.4**	**3,202.9**	**3,159.8**					
Coal-n.e.c.	1,561.4	1,520.4	1,603.2	1,649.3	1,689.0	54.6%	53.2%	51.2%	51.5%	53.5%
Fuel oils	1,027.6	1,021.8	1,183.5	1,184.4	1,088.2	35.9%	35.7%	37.8%	37.0%	34.4%
Crude petroleum	187.6	228.8	225.8	223.2	210.8	6.6%	8.0%	7.2%	7.0%	6.7%
Fertilizers	31.0	40.2	67.2	84.9	103.7	1.1%	1.4%	2.1%	2.7%	3.3%
Other foodstuffs	24.7	20.9	23.7	27.1	29.9	0.9%	0.7%	0.8%	0.8%	0.9%
Machinery	4.5	5.1	5.6	6.0	6.4	0.2%	0.2%	0.2%	0.2%	0.2%
Other ag prods.	2.6	4.0	4.2	4.7	5.1	0.1%	0.1%	0.1%	0.1%	0.2%
Misc. mfg. prods.	2.9	2.3	2.9	3.6	4.6	0.1%	0.1%	0.1%	0.1%	0.1%
Nonmetallic minerals	1.5	2.3	3.5	4.4	5.4	0.1%	0.1%	0.1%	0.1%	0.2%
Waste/scrap	2.0	2.0	2.1	2.2	2.4	0.1%	0.1%	0.1%	0.1%	0.1%
Paper articles	1.8	1.8	1.8	1.9	1.9	0.1%	0.1%	0.1%	0.1%	0.1%
Articles-base metal	2.1	1.5	1.7	1.7	1.8	0.1%	0.1%	0.1%	0.1%	0.1%
Basic chemicals	0.9	1.0	1.0	1.3	1.6	0.0%	0.0%	0.0%	0.0%	0.1%
Electronics	0.8	0.9	1.1	1.3	1.6	0.0%	0.0%	0.0%	0.0%	0.1%
Furniture	0.9	0.9	0.9	0.9	1.0	0.0%	0.0%	0.0%	0.0%	0.0%
Motorized vehicles	1.3	0.8	0.9	0.9	1.0	0.0%	0.0%	0.0%	0.0%	0.0%
Mixed freight	0.9	0.8	0.8	0.8	0.9	0.0%	0.0%	0.0%	0.0%	0.0%
Base metals	1.0	0.7	0.7	0.6	0.6	0.0%	0.0%	0.0%	0.0%	0.0%
Coal	0.2	0.5	0.4	0.4	0.4	0.0%	0.0%	0.0%	0.0%	0.0%
Plastics/rubber	0.6	0.5	0.6	0.6	0.7	0.0%	0.0%	0.0%	0.0%	0.0%
Others	4.0	1.9	2.1	2.5	3.0	0.1%	0.1%	0.1%	0.1%	0.1%

Source: FAF4

Table 0-7: Houston CSA – New Mexico Freight by Truck (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
Houston to New Mexico	**224.7**	**260.5**	**295.5**	**329.0**	**363.7**					
Articles-base metal	53.3	65.4	72.7	84.6	95.9	23.7%	25.1%	24.6%	25.7%	26.4%
Animal feed	55.0	62.6	72.4	78.2	84.0	24.5%	24.0%	24.5%	23.8%	23.1%
Alcoholic beverages	21.3	19.3	21.5	23.5	26.2	9.5%	7.4%	7.3%	7.2%	7.2%
Misc. mfg. prods.	13.3	15.5	16.9	18.4	19.8	5.9%	5.9%	5.7%	5.6%	5.4%
Other foodstuffs	12.2	15.4	16.6	17.5	18.9	5.4%	5.9%	5.6%	5.3%	5.2%
Motorized vehicles	14.3	15.2	16.4	17.5	18.3	6.3%	5.8%	5.6%	5.3%	5.0%
Chemical prods.	12.0	13.7	16.7	18.2	19.7	5.3%	5.3%	5.7%	5.5%	5.4%
Electronics	9.3	13.0	15.3	17.4	19.7	4.2%	5.0%	5.2%	5.3%	5.4%
Plastics/rubber	7.1	10.5	13.6	18.1	23.6	3.1%	4.0%	4.6%	5.5%	6.5%
Mixed freight	9.5	10.0	11.3	12.1	13.1	4.2%	3.9%	3.8%	3.7%	3.6%
Textiles/leather	4.8	4.8	4.5	4.0	3.6	2.1%	1.8%	1.5%	1.2%	1.0%
Basic chemicals	4.1	4.3	5.3	5.5	5.5	1.8%	1.6%	1.8%	1.7%	1.5%
Base metals	3.1	3.6	3.8	4.1	4.4	1.4%	1.4%	1.3%	1.3%	1.2%
Nonmetal min. prods.	1.9	2.8	3.4	3.9	4.6	0.8%	1.1%	1.1%	1.2%	1.3%
Milled grain prods.	1.0	1.4	1.5	1.6	1.8	0.4%	0.5%	0.5%	0.5%	0.5%
Furniture	1.0	1.2	1.4	1.5	1.7	0.4%	0.5%	0.5%	0.5%	0.5%
Coal-n.e.c.	0.7	0.7	0.9	1.1	1.2	0.3%	0.3%	0.3%	0.3%	0.3%
Machinery	0.8	0.7	0.9	1.1	1.3	0.3%	0.3%	0.3%	0.3%	0.4%
Crude petroleum	0.1	0.2	0.2	0.2	0.1	0.1%	0.1%	0.1%	0.0%	0.0%
Precision instruments	0.1	0.1	0.2	0.2	0.2	0.1%	0.1%	0.1%	0.1%	0.1%
Others	0.0	0.1	0.1	0.1	0.1	0.0%	0.0%	0.0%	0.0%	0.0%
New Mexico to Houston	**52.8**	**54.0**	**64.0**	**73.3**	**82.1**					
Other foodstuffs	24.3	20.5	23.3	26.6	29.4	46.0%	38.0%	36.3%	36.2%	35.8%
Crude petroleum	5.5	7.0	7.2	7.3	7.0	10.5%	13.0%	11.2%	9.9%	8.5%
Fertilizers	5.3	6.9	11.5	14.5	17.7	10.0%	12.7%	17.9%	19.8%	21.6%
Machinery	4.1	4.8	5.2	5.5	5.8	7.8%	8.8%	8.1%	7.5%	7.1%
Other ag prods.	2.5	3.9	4.1	4.5	4.9	4.7%	7.2%	6.3%	6.2%	6.0%
Nonmetallic minerals	1.5	2.3	3.4	4.4	5.4	2.9%	4.2%	5.4%	5.9%	6.5%
Paper articles	1.8	1.8	1.8	1.9	1.9	3.5%	3.3%	2.8%	2.6%	2.3%
Misc. mfg. prods.	2.0	1.7	2.0	2.5	3.2	3.7%	3.1%	3.2%	3.5%	3.9%
Articles-base metal	1.4	1.0	1.1	1.2	1.2	2.6%	1.9%	1.8%	1.6%	1.5%
Basic chemicals	0.8	1.0	1.0	1.3	1.5	1.6%	1.8%	1.6%	1.7%	1.9%
Furniture	0.8	0.7	0.8	0.8	0.8	1.6%	1.4%	1.2%	1.1%	1.0%
Mixed freight	0.8	0.7	0.7	0.8	0.8	1.5%	1.3%	1.2%	1.1%	1.0%
Electronics	0.6	0.7	0.8	1.0	1.2	1.1%	1.2%	1.3%	1.4%	1.5%
Base metals	0.9	0.6	0.6	0.6	0.6	1.7%	1.2%	0.9%	0.8%	0.7%
Animal feed	0.1	0.3	0.3	0.3	0.3	0.2%	0.5%	0.5%	0.4%	0.4%
Plastics/rubber	0.2	0.2	0.2	0.2	0.2	0.3%	0.3%	0.3%	0.3%	0.3%
Motorized vehicles	0.1	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.1%	0.1%
Nonmetal min. prods.	0.1	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.1%	0.1%

Source: FAF4

Table 0-8: Houston CSA – New Mexico Freight by Rail (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
Houston to New Mexico	**291.4**	**327.1**	**386.3**	**406.9**	**419.2**					
Basic chemicals	199.5	209.3	258.2	269.7	269.8	68.5%	64.0%	66.9%	66.3%	64.4%
Other foodstuffs	86.7	111.0	119.4	126.5	136.4	29.7%	33.9%	30.9%	31.1%	32.5%
Plastics/rubber	0.8	1.7	2.2	2.7	3.3	0.3%	0.5%	0.6%	0.7%	0.8%
Electronics	0.5	0.9	1.3	1.6	2.1	0.2%	0.3%	0.3%	0.4%	0.5%
Articles-base metal	0.7	0.9	1.1	1.3	1.5	0.2%	0.3%	0.3%	0.3%	0.3%
Machinery	0.5	0.8	1.1	1.3	1.6	0.2%	0.3%	0.3%	0.3%	0.4%
Nonmetal min. prods.	1.1	0.8	1.0	1.3	1.6	0.4%	0.3%	0.3%	0.3%	0.4%
Chemical prods.	0.2	0.4	0.5	0.6	0.8	0.1%	0.1%	0.1%	0.1%	0.2%
Wood prods.	0.3	0.3	0.3	0.4	0.4	0.1%	0.1%	0.1%	0.1%	0.1%
Alcoholic beverages	0.3	0.3	0.4	0.5	0.6	0.1%	0.1%	0.1%	0.1%	0.2%
Furniture	0.2	0.2	0.2	0.3	0.4	0.1%	0.0%	0.1%	0.1%	0.1%
Other ag prods.	0.1	0.2	0.2	0.3	0.3	0.0%	0.0%	0.1%	0.1%	0.1%
Textiles/leather	0.3	0.1	0.1	0.2	0.2	0.1%	0.0%	0.0%	0.0%	0.0%
Paper articles	0.1	0.1	0.1	0.1	0.1	0.0%	0.0%	0.0%	0.0%	0.0%
Others	0.1	0.1	0.1	0.1	0.2	0.0%	0.0%	0.0%	0.0%	0.0%
New Mexico to Houston	**784.8**	**782.6**	**890.7**	**886.9**	**813.9**					
Fuel oils	732.0	727.9	843.0	843.7	775.1	93.3%	93.0%	94.7%	95.1%	95.2%
Crude petroleum	46.3	49.7	42.1	37.0	32.1	5.9%	6.4%	4.7%	4.2%	3.9%
Coal-n.e.c.	3.5	4.5	5.0	5.7	6.1	0.5%	0.6%	0.6%	0.6%	0.8%
Coal	0.2	0.5	0.4	0.4	0.4	0.0%	0.1%	0.0%	0.0%	0.0%
Others	2.7	0.1	0.1	0.1	0.1	0.3%	0.0%	0.0%	0.0%	0.0%

Source: FAF4

Table 0-9: Houston CSA – New Mexico Freight by Multiple Modes (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
Houston to New Mexico	**37.5**	**45.6**	**50.5**	**58.5**	**66.1**					
Articles-base metal	34.5	42.4	47.1	54.8	62.1	92.1%	92.9%	93.2%	93.7%	94.0%
Motorized vehicles	0.7	0.8	0.8	0.9	0.9	1.9%	1.7%	1.6%	1.5%	1.4%
Base metals	0.6	0.7	0.8	0.9	0.9	1.7%	1.6%	1.5%	1.5%	1.4%
Textiles/leather	0.5	0.5	0.5	0.4	0.4	1.4%	1.1%	1.0%	0.7%	0.6%
Electronics	0.2	0.3	0.3	0.4	0.4	0.5%	0.6%	0.6%	0.6%	0.6%
Machinery	0.3	0.2	0.3	0.4	0.5	0.8%	0.5%	0.6%	0.7%	0.7%
Other foodstuffs	0.2	0.2	0.2	0.3	0.3	0.5%	0.5%	0.5%	0.5%	0.4%
Misc. mfg. prods.	0.2	0.2	0.2	0.2	0.2	0.4%	0.4%	0.4%	0.4%	0.3%
Pharmaceuticals	0.2	0.2	0.2	0.2	0.2	0.5%	0.4%	0.3%	0.3%	0.3%
Others	0.1	0.1	0.1	0.1	0.2	0.3%	0.2%	0.3%	0.3%	0.3%
New Mexico to Houston	**328.6**	**333.7**	**403.5**	**419.4**	**408.4**					
Fuel oils	295.6	293.9	340.5	340.7	313.0	90.0%	88.1%	84.4%	81.3%	76.7%
Fertilizers	25.7	33.3	55.7	70.4	86.0	7.8%	10.0%	13.8%	16.8%	21.1%
Waste/scrap	2.0	2.0	2.1	2.2	2.4	0.6%	0.6%	0.5%	0.5%	0.6%
Motorized vehicles	1.3	0.7	0.8	0.8	0.9	0.4%	0.2%	0.2%	0.2%	0.2%
Misc. mfg. prods.	0.9	0.7	0.8	1.1	1.4	0.3%	0.2%	0.2%	0.3%	0.3%
Textiles/leather	0.2	0.5	0.6	0.7	0.8	0.1%	0.2%	0.1%	0.2%	0.2%
Articles-base metal	0.7	0.5	0.5	0.6	0.6	0.2%	0.1%	0.1%	0.1%	0.1%
Chemical prods.	0.3	0.4	0.5	0.6	0.7	0.1%	0.1%	0.1%	0.1%	0.2%
Plastics/rubber	0.4	0.4	0.4	0.4	0.5	0.1%	0.1%	0.1%	0.1%	0.1%
Other foodstuffs	0.4	0.3	0.3	0.4	0.4	0.1%	0.1%	0.1%	0.1%	0.1%
Printed prods.	0.2	0.2	0.2	0.2	0.1	0.1%	0.1%	0.0%	0.0%	0.0%
Machinery	0.2	0.2	0.2	0.2	0.2	0.0%	0.1%	0.0%	0.0%	0.1%
Electronics	0.2	0.2	0.2	0.3	0.3	0.1%	0.0%	0.1%	0.1%	0.1%
Precision instruments	0.1	0.1	0.2	0.2	0.3	0.0%	0.0%	0.0%	0.1%	0.1%
Pharmaceuticals	0.1	0.1	0.2	0.2	0.2	0.0%	0.0%	0.0%	0.0%	0.1%
Other ag prods.	0.1	0.1	0.1	0.1	0.1	0.0%	0.0%	0.0%	0.0%	0.0%
Furniture	0.0	0.1	0.1	0.1	0.1	0.0%	0.0%	0.0%	0.0%	0.0%
Base metals	0.1	0.1	0.1	0.1	0.1	0.0%	0.0%	0.0%	0.0%	0.0%
Others	0.1	0.1	0.1	0.1	0.1	0.0%	0.0%	0.0%	0.0%	0.0%

Source: FAF4

Key inbound commodities from Houston include:

1. Coal – n.e.c.
2. Basic chemicals
3. Other foodstuffs
4. Articles – base metal
5. Animal feed
6. Alcoholic beverages
7. Motorized vehicles
8. Misc. manufacturing products
9. Electronics
10. Chemical products

Key outbound commodities to Houston include:

1. Coal – n.e.c.
2. Fuel oils
3. Crude petroleum
4. Fertilizers
5. Other foodstuffs
6. Machinery
7. Other ag products
8. Misc. manufacturing products
9. Nonmetallic minerals
10. Waste/scrap

Dallas/Fort Worth CSA – New Mexico

A profile of domestic freight by transport mode and commodity moving between the Dallas/Fort Worth CSA and New Mexico is presented in Table 0-10 to Table 0-12 (beginning on the following page). Excluding pipeline movements, truck is the leading transport mode. The strong role of trucking reflects the role of Dallas/Fort Worth as a major distribution hub for Texas and neighboring states and the large consumption market in Dallas/Fort Worth.

Table 0-10: Dallas/Fort Worth CSA – New Mexico Freight by Mode (000 Tons)

Transport Mode	2012	2015	2020 f	2025 f	2030 f
Dallas/FW CSA to New Mexico	**661.0**	**720.1**	**781.5**	**830.0**	**887.0**
Truck	479.0	548.0	605.3	652.3	705.5
Pipeline	167.9	155.6	157.8	157.1	158.7
Multiple Modes & Mail *	13.3	15.4	17.1	18.9	20.9
Air (include truck-air)	0.8	1.0	1.3	1.6	1.9
Other and Unknown	0.0	0.0	0.0	0.0	0.0
Share by Transport Mode					
Truck	72.5%	76.1%	77.5%	78.6%	79.5%
Pipeline	25.4%	21.6%	20.2%	18.9%	17.9%
Multiple Modes & Mail *	2.0%	2.1%	2.2%	2.3%	2.4%
Air (include truck-air)	0.1%	0.1%	0.2%	0.2%	0.2%
Other and Unknown	0.0%	0.0%	0.0%	0.0%	0.0%
New Mexico to Dallas/FW CSA	**418.4**	**413.9**	**462.8**	**499.7**	**531.3**
Pipeline	167.2	184.1	206.6	216.8	219.3
Truck	186.5	172.5	191.7	212.7	234.2
Rail	61.7	54.7	61.6	66.8	73.9
Multiple Modes & Mail *	1.7	1.6	1.8	1.9	2.0
Air (include truck-air)	1.2	0.9	1.1	1.5	2.0
Share by Transport Mode					
Pipeline	40.0%	44.5%	44.6%	43.4%	41.3%
Truck	44.6%	41.7%	41.4%	42.6%	44.1%
Rail	14.7%	13.2%	13.3%	13.4%	13.9%
Multiple Modes & Mail *	0.4%	0.4%	0.4%	0.4%	0.4%
Air (include truck-air)	0.3%	0.2%	0.2%	0.3%	0.4%

* Multiple modes are defined in the FAF4 database as truck-rail, truck-water and rail-water shipments involving one or more end-to-end transfers of freight between two different modes.

Source: FAF4

Table 0-11: Dallas/Fort Worth CSA – New Mexico Freight by Commodity (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
Dallas/FW to New Mexico	**661.0**	**720.1**	**781.5**	**830.0**	**887.0**					
Mixed freight	205.0	215.5	237.6	256.0	279.3	31.0%	29.9%	30.4%	30.8%	31.5%
Coal-n.e.c.	155.7	144.0	149.3	150.4	153.5	23.6%	20.0%	19.1%	18.1%	17.3%
Other foodstuffs	75.0	88.4	90.9	90.4	91.7	11.4%	12.3%	11.6%	10.9%	10.3%
Misc. mfg. prods.	54.6	60.5	65.2	70.7	76.0	8.3%	8.4%	8.3%	8.5%	8.6%
Nonmetal min. prods.	25.6	39.9	50.2	56.7	63.2	3.9%	5.5%	6.4%	6.8%	7.1%
Base metals	25.3	28.8	31.6	35.5	38.6	3.8%	4.0%	4.0%	4.3%	4.4%
Meat/seafood	23.2	28.3	30.3	33.3	37.6	3.5%	3.9%	3.9%	4.0%	4.2%
Machinery	14.1	14.3	16.4	19.0	21.8	2.1%	2.0%	2.1%	2.3%	2.5%
Articles-base metal	11.0	13.8	15.5	18.2	20.6	1.7%	1.9%	2.0%	2.2%	2.3%
Crude petroleum	13.5	12.9	9.5	7.6	6.0	2.0%	1.8%	1.2%	0.9%	0.7%
Plastics/rubber	9.9	12.6	14.8	16.4	17.8	1.5%	1.7%	1.9%	2.0%	2.0%
Electronics	8.4	11.2	13.2	15.3	17.6	1.3%	1.6%	1.7%	1.8%	2.0%
Wood prods.	5.7	9.4	12.0	13.4	14.4	0.9%	1.3%	1.5%	1.6%	1.6%
Basic chemicals	6.9	7.8	10.1	11.2	11.7	1.0%	1.1%	1.3%	1.3%	1.3%
Milled grain prods.	5.6	7.4	8.4	9.1	10.0	0.9%	1.0%	1.1%	1.1%	1.1%
Motorized vehicles	5.0	6.7	6.9	7.2	7.3	0.8%	0.9%	0.9%	0.9%	0.8%
Textiles/leather	4.9	5.7	5.0	4.2	3.6	0.7%	0.8%	0.6%	0.5%	0.4%
Furniture	3.0	3.8	4.5	4.9	5.1	0.5%	0.5%	0.6%	0.6%	0.6%
Paper articles	1.9	2.3	2.5	2.6	2.8	0.3%	0.3%	0.3%	0.3%	0.3%
Printed prods.	2.0	1.9	1.8	1.7	1.5	0.3%	0.3%	0.2%	0.2%	0.2%
Others	4.5	4.9	5.6	6.3	7.1	0.7%	0.7%	0.7%	0.8%	0.8%
New Mexico to Dallas/FW	**418.4**	**413.9**	**462.8**	**499.7**	**531.3**					
Coal-n.e.c.	167.2	184.1	206.6	216.8	219.3	40.0%	44.5%	44.6%	43.4%	41.3%
Other foodstuffs	89.0	83.3	94.8	108.0	120.3	21.3%	20.1%	20.5%	21.6%	22.6%
Waste/scrap	65.1	57.8	65.1	70.5	78.0	15.6%	14.0%	14.1%	14.1%	14.7%
Milled grain prods.	21.7	25.5	27.6	29.8	32.6	5.2%	6.2%	6.0%	6.0%	6.1%
Metallic ores	29.7	23.2	24.9	28.0	32.2	7.1%	5.6%	5.4%	5.6%	6.1%
Nonmetal min. prods.	15.0	12.0	12.9	12.8	12.7	3.6%	2.9%	2.8%	2.6%	2.4%
Fertilizers	4.8	4.9	6.1	7.1	7.8	1.2%	1.2%	1.3%	1.4%	1.5%
Misc. mfg. prods.	4.2	4.6	5.2	5.6	6.1	1.0%	1.1%	1.1%	1.1%	1.2%
Mixed freight	4.7	4.1	4.3	4.5	4.7	1.1%	1.0%	0.9%	0.9%	0.9%
Newsprint/paper	3.9	3.2	3.2	3.2	3.2	0.9%	0.8%	0.7%	0.6%	0.6%
Paper articles	2.7	2.4	2.4	2.5	2.6	0.7%	0.6%	0.5%	0.5%	0.5%
Meat/seafood	2.5	2.3	2.7	2.9	3.0	0.6%	0.6%	0.6%	0.6%	0.6%
Electronics	1.8	1.5	1.8	2.3	2.7	0.4%	0.4%	0.4%	0.5%	0.5%
Furniture	1.5	1.3	1.3	1.3	1.3	0.4%	0.3%	0.3%	0.3%	0.2%
Precision instruments	1.0	0.9	1.1	1.4	1.6	0.2%	0.2%	0.2%	0.3%	0.3%
Base metals	0.9	0.6	0.5	0.5	0.5	0.2%	0.1%	0.1%	0.1%	0.1%
Machinery	0.5	0.5	0.5	0.6	0.7	0.1%	0.1%	0.1%	0.1%	0.1%
Other ag prods.	0.3	0.3	0.3	0.3	0.3	0.1%	0.1%	0.1%	0.1%	0.0%
Plastics/rubber	0.5	0.3	0.3	0.4	0.4	0.1%	0.1%	0.1%	0.1%	0.1%
Articles-base metal	0.3	0.2	0.2	0.2	0.2	0.1%	0.1%	0.1%	0.0%	0.0%
Others	1.0	0.9	1.0	1.1	1.2	0.3%	0.2%	0.2%	0.2%	0.2%

Source: FAF4

Table 0-12: Dallas/Fort Worth CSA – New Mexico Freight by Truck (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
Dallas/FW to New Mexico	**479.0**	**548.0**	**605.3**	**652.3**	**705.5**					
Mixed freight	202.3	212.6	234.4	252.6	275.5	42.2%	38.8%	38.7%	38.7%	39.1%
Other foodstuffs	74.8	88.1	90.6	90.1	91.4	15.6%	16.1%	15.0%	13.8%	13.0%
Misc. mfg. prods.	50.8	56.2	60.7	65.8	70.7	10.6%	10.3%	10.0%	10.1%	10.0%
Nonmetal min. prods.	25.6	39.9	50.1	56.6	63.1	5.4%	7.3%	8.3%	8.7%	9.0%
Base metals	25.2	28.8	31.6	35.5	38.6	5.3%	5.3%	5.2%	5.4%	5.5%
Meat/seafood	23.2	28.3	30.3	33.3	37.6	4.8%	5.2%	5.0%	5.1%	5.3%
Articles-base metal	10.7	13.4	15.1	17.7	20.0	2.2%	2.4%	2.5%	2.7%	2.8%
Machinery	12.7	12.9	14.7	17.1	19.6	2.6%	2.4%	2.4%	2.6%	2.8%
Plastics/rubber	9.7	12.3	14.5	16.0	17.3	2.0%	2.2%	2.4%	2.5%	2.5%
Wood prods.	5.7	9.4	12.0	13.4	14.4	1.2%	1.7%	2.0%	2.0%	2.0%
Basic chemicals	6.9	7.8	10.1	11.2	11.7	1.4%	1.4%	1.7%	1.7%	1.7%
Milled grain prods.	5.6	7.4	8.4	9.1	10.0	1.2%	1.4%	1.4%	1.4%	1.4%
Electronics	5.0	6.6	7.7	8.9	10.3	1.0%	1.2%	1.3%	1.4%	1.5%
Motorized vehicles	4.7	6.2	6.5	6.7	6.8	1.0%	1.1%	1.1%	1.0%	1.0%
Textiles/leather	4.7	5.4	4.8	4.0	3.4	1.0%	1.0%	0.8%	0.6%	0.5%
Furniture	3.0	3.8	4.5	4.9	5.1	0.6%	0.7%	0.8%	0.7%	0.7%
Paper articles	1.9	2.3	2.5	2.6	2.8	0.4%	0.4%	0.4%	0.4%	0.4%
Printed prods.	1.6	1.5	1.4	1.3	1.2	0.3%	0.3%	0.2%	0.2%	0.2%
Chemical prods.	1.3	1.4	1.6	1.7	1.9	0.3%	0.3%	0.3%	0.3%	0.3%
Other ag prods.	1.4	1.3	1.4	1.5	1.6	0.3%	0.2%	0.2%	0.2%	0.2%
Others	2.3	2.3	2.3	2.5	2.6	0.5%	0.4%	0.4%	0.4%	0.4%
New Mexico to Dallas/FW	**186.5**	**172.5**	**191.7**	**212.7**	**234.2**					
Other foodstuffs	89.0	83.3	94.8	107.9	120.3	47.7%	48.3%	49.4%	50.7%	51.4%
Milled grain prods.	21.7	25.5	27.6	29.8	32.6	11.7%	14.8%	14.4%	14.0%	13.9%
Metallic ores	29.7	23.2	24.9	28.0	32.2	15.9%	13.4%	13.0%	13.2%	13.7%
Nonmetal min. prods.	14.8	11.8	12.7	12.6	12.5	7.9%	6.9%	6.6%	5.9%	5.3%
Fertilizers	4.8	4.9	6.1	7.1	7.8	2.6%	2.9%	3.2%	3.3%	3.3%
Misc. mfg. prods.	4.0	4.4	4.9	5.3	5.8	2.1%	2.5%	2.5%	2.5%	2.5%
Mixed freight	4.5	3.9	4.1	4.3	4.5	2.4%	2.3%	2.1%	2.0%	1.9%
Newsprint/paper	3.9	3.2	3.2	3.2	3.2	2.1%	1.8%	1.7%	1.5%	1.4%
Waste/scrap	3.4	3.0	3.4	3.7	4.1	1.8%	1.8%	1.8%	1.7%	1.8%
Paper articles	2.7	2.4	2.4	2.5	2.6	1.5%	1.4%	1.3%	1.2%	1.1%
Meat/seafood	2.5	2.3	2.7	2.9	3.0	1.3%	1.3%	1.4%	1.4%	1.3%
Furniture	1.5	1.3	1.3	1.3	1.3	0.8%	0.7%	0.7%	0.6%	0.6%
Electronics	1.1	0.9	1.0	1.2	1.2	0.6%	0.5%	0.5%	0.5%	0.5%
Precision instruments	0.9	0.9	1.0	1.2	1.5	0.5%	0.5%	0.5%	0.6%	0.6%
Base metals	0.9	0.6	0.5	0.5	0.5	0.5%	0.3%	0.3%	0.2%	0.2%
Machinery	0.3	0.3	0.4	0.4	0.4	0.1%	0.2%	0.2%	0.2%	0.2%
Other ag prods.	0.3	0.3	0.2	0.2	0.2	0.1%	0.2%	0.1%	0.1%	0.1%
Articles-base metal	0.3	0.2	0.2	0.2	0.2	0.2%	0.1%	0.1%	0.1%	0.1%
Plastics/rubber	0.2	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.1%	0.1%
Others	0.2	0.1	0.1	0.1	0.1	0.1%	0.1%	0.1%	0.1%	0.1%

Source: FAF4

Key inbound commodities from Dallas/Fort Worth include:

1. Mixed freight
2. Coal – n.e.c.
3. Other foodstuffs
4. Misc. manufacturing products
5. Nonmetal mining products
6. Base metals
7. Meat/seafood
8. Machinery
9. Articles – base metal
10. Crude petroleum

Key outbound commodities to Dallas/Fort Worth include:

1. Coal – n.e.c.
2. Other foodstuffs
3. Waste/scrap
4. Milled grain products
5. Metallic ores
6. Nonmetal mining products
7. Fertilizers
8. Misc. manufacturing products
9. Mixed freight
10. Newsprint/paper

Los Angeles CSA – Dallas/Fort Worth CSA

A profile of domestic freight by transport mode and commodity moving between the Los Angeles CSA and the Dallas/Fort Worth CSA is presented in Table 0-13 to Table 0-16 (beginning on the following page). Excluding pipeline movements, truck is the leading transport followed by a significant volume classified as Multiple Modes. The large amount of Multiple Modes freight reflects the frequent intermodal rail service between the Port of Los Angeles/Long Beach and Dallas/Fort Worth.

Table 0-13: Los Angeles CSA – Dallas/Fort Worth CSA Freight by Mode (000 Tons)

Transport Mode	2012	2015	2020 f	2025 f	2030 f
LA CSA to Dallas/FW CSA	**1,708.2**	**1,920.2**	**2,195.2**	**2,486.0**	**2,857.1**
Truck	1,041.2	1,097.3	1,192.9	1,278.8	1,400.8
Multiple Modes & Mail *	600.7	755.3	926.3	1,119.8	1,356.1
Rail	46.6	43.3	44.9	48.8	52.5
Air (include truck-air)	18.4	23.2	29.7	36.7	45.4
Other and Unknown	1.5	1.2	1.5	1.9	2.3
Share by Transport Mode					
Truck	61.0%	57.1%	54.3%	51.4%	49.0%
Multiple Modes & Mail *	35.2%	39.3%	42.2%	45.0%	47.5%
Rail	2.7%	2.3%	2.0%	2.0%	1.8%
Air (include truck-air)	1.1%	1.2%	1.4%	1.5%	1.6%
Other and Unknown	0.1%	0.1%	0.1%	0.1%	0.1%
Dallas/FW CSA to LA CSA	**2,463.1**	**1,978.4**	**2,327.6**	**2,804.4**	**3,301.5**
Truck	1358.8	1202.1	1390.0	1628.1	1879.5
Multiple Modes & Mail *	1084.9	753.9	908.2	1138.8	1376.8
Rail	11.1	12.4	14.2	15.3	16.3
Air (include truck-air)	8.2	10.0	15.3	22.2	28.8
Other and Unknown	0.0	0.0	0.0	0.0	0.0
Share by Transport Mode					
Truck	55.2%	60.8%	59.7%	58.1%	56.9%
Multiple Modes & Mail *	44.0%	38.1%	39.0%	40.6%	41.7%
Rail	0.5%	0.6%	0.6%	0.5%	0.5%
Air (include truck-air)	0.3%	0.5%	0.7%	0.8%	0.9%
Other and Unknown	0.0%	0.0%	0.0%	0.0%	0.0%

* Multiple modes are defined in the FAF4 database as truck-rail, truck-water and rail-water shipments involving one or more end-to-end transfers of freight between two different modes.

Source: FAF4

Table 0-14: Los Angeles CSA – Dallas-Fort Worth CSA Freight by Commodity (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
LA to Dallas/FW	**1,708.2**	**1,920.2**	**2,195.2**	**2,486.0**	**2,857.1**					
Motorized vehicles	236.7	259.2	270.0	279.8	289.8	13.9%	13.5%	12.3%	11.3%	10.1%
Furniture	172.1	218.0	270.2	329.0	405.2	10.1%	11.4%	12.3%	13.2%	14.2%
Other foodstuffs	185.7	186.4	211.3	236.1	263.4	10.9%	9.7%	9.6%	9.5%	9.2%
Nonmetal min. prods.	109.7	148.9	179.7	208.8	243.7	6.4%	7.8%	8.2%	8.4%	8.5%
Electronics	112.8	128.8	161.1	195.8	234.8	6.6%	6.7%	7.3%	7.9%	8.2%
Plastics/rubber	89.6	120.8	148.3	175.2	206.7	5.2%	6.3%	6.8%	7.0%	7.2%
Base metals	105.6	92.6	93.5	100.7	107.3	6.2%	4.8%	4.3%	4.1%	3.8%
Articles-base metal	80.7	91.3	102.7	114.4	125.5	4.7%	4.8%	4.7%	4.6%	4.4%
Misc. mfg. prods.	82.3	90.5	105.0	119.3	134.6	4.8%	4.7%	4.8%	4.8%	4.7%
Machinery	66.8	86.4	110.3	135.5	165.7	3.9%	4.5%	5.0%	5.4%	5.8%
Chemical prods.	76.5	76.5	89.8	98.3	105.9	4.5%	4.0%	4.1%	4.0%	3.7%
Wood prods.	59.6	73.1	84.5	94.7	107.1	3.5%	3.8%	3.8%	3.8%	3.7%
Mixed freight	55.2	60.4	67.0	72.1	77.9	3.2%	3.1%	3.1%	2.9%	2.7%
Other ag prods.	51.3	58.0	56.7	57.0	57.5	3.0%	3.0%	2.6%	2.3%	2.0%
Textiles/leather	41.4	49.0	54.8	61.2	70.0	2.4%	2.5%	2.5%	2.5%	2.4%
Meat/seafood	31.3	29.5	31.6	32.0	32.6	1.8%	1.5%	1.4%	1.3%	1.1%
Milled grain prods.	27.4	28.9	32.5	34.7	36.8	1.6%	1.5%	1.5%	1.4%	1.3%
Printed prods.	24.6	25.8	24.1	23.1	21.3	1.4%	1.3%	1.1%	0.9%	0.7%
Basic chemicals	25.1	19.5	22.5	26.1	30.9	1.5%	1.0%	1.0%	1.0%	1.1%
Newsprint/paper	9.8	12.4	13.3	14.4	15.6	0.6%	0.6%	0.6%	0.6%	0.5%
Others	64.0	64.3	66.3	78.0	125.0	3.7%	3.3%	3.0%	3.1%	4.4%
Dallas/FW to LA	**2,463.1**	**1,978.4**	**2,327.6**	**2,804.4**	**3,301.5**					
Waste/scrap	634.1	381.1	519.6	716.2	920.9	25.7%	19.3%	22.3%	25.5%	27.9%
Other foodstuffs	214.4	236.0	246.4	255.6	263.4	8.7%	11.9%	10.6%	9.1%	8.0%
Other ag prods.	343.7	216.7	277.5	362.8	449.0	14.0%	11.0%	11.9%	12.9%	13.6%
Newsprint/paper	262.9	176.8	181.0	184.3	186.7	10.7%	8.9%	7.8%	6.6%	5.7%
Chemical prods.	125.5	142.2	165.7	192.4	223.5	5.1%	7.2%	7.1%	6.9%	6.8%
Mixed freight	120.6	126.8	139.8	150.7	164.4	4.9%	6.4%	6.0%	5.4%	5.0%
Plastics/rubber	99.5	88.5	107.2	129.8	154.0	4.0%	4.5%	4.6%	4.6%	4.7%
Articles-base metal	73.2	81.6	92.4	106.5	122.5	3.0%	4.1%	4.0%	3.8%	3.7%
Milled grain prods.	52.2	61.1	65.5	71.5	77.9	2.1%	3.1%	2.8%	2.5%	2.4%
Pharmaceuticals	52.9	57.5	65.0	76.0	89.0	2.1%	2.9%	2.8%	2.7%	2.7%
Machinery	49.7	52.6	65.6	84.0	104.5	2.0%	2.7%	2.8%	3.0%	3.2%
Motorized vehicles	37.4	47.8	50.5	53.4	56.7	1.5%	2.4%	2.2%	1.9%	1.7%
Cereal grains	5.3	36.6	30.8	40.6	49.0	0.2%	1.9%	1.3%	1.4%	1.5%
Electronics	33.8	33.6	40.4	49.5	60.5	1.4%	1.7%	1.7%	1.8%	1.8%
Misc. mfg. prods.	28.2	32.4	34.6	38.1	41.6	1.1%	1.6%	1.5%	1.4%	1.3%
Meat/seafood	26.6	28.6	32.5	38.5	45.3	1.1%	1.4%	1.4%	1.4%	1.4%
Animal feed	37.8	25.9	28.0	31.9	35.0	1.5%	1.3%	1.2%	1.1%	1.1%
Base metals	26.9	24.7	28.6	33.3	37.4	1.1%	1.2%	1.2%	1.2%	1.1%
Furniture	21.1	23.1	27.1	29.5	31.9	0.9%	1.2%	1.2%	1.1%	1.0%
Printed prods.	25.9	21.9	22.2	21.9	20.1	1.1%	1.1%	1.0%	0.8%	0.6%
Others	191.3	83.0	107.1	138.2	168.3	7.8%	4.2%	4.6%	4.9%	5.1%

Source: FAF4

Table 0-15: Los Angeles CSA – Dallas-Fort Worth CSA Freight by Truck (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
LA to Dallas/FW	**1,041.2**	**1,097.3**	**1,192.9**	**1,278.8**	**1,400.8**					
Motorized vehicles	173.6	190.1	194.8	199.4	203.8	16.7%	17.3%	16.3%	15.6%	14.5%
Other foodstuffs	169.6	166.5	187.1	206.8	228.0	16.3%	15.2%	15.7%	16.2%	16.3%
Furniture	110.1	128.8	143.7	155.5	169.4	10.6%	11.7%	12.0%	12.2%	12.1%
Chemical prods.	68.1	67.4	78.7	85.3	90.5	6.5%	6.1%	6.6%	6.7%	6.5%
Nonmetal min. prods.	60.5	66.8	77.7	83.7	89.9	5.8%	6.1%	6.5%	6.5%	6.4%
Electronics	51.8	58.1	68.2	78.6	88.3	5.0%	5.3%	5.7%	6.1%	6.3%
Other ag prods.	50.3	56.4	54.6	54.3	54.1	4.8%	5.1%	4.6%	4.2%	3.9%
Articles-base metal	51.0	52.6	56.7	61.7	65.6	4.9%	4.8%	4.8%	4.8%	4.7%
Mixed freight	36.7	40.4	44.8	48.0	51.6	3.5%	3.7%	3.8%	3.8%	3.7%
Misc. mfg. prods.	33.1	36.6	41.3	45.6	49.8	3.2%	3.3%	3.5%	3.6%	3.6%
Plastics/rubber	30.9	35.2	41.6	45.6	50.0	3.0%	3.2%	3.5%	3.6%	3.6%
Wood prods.	27.4	34.8	39.4	41.7	44.9	2.6%	3.2%	3.3%	3.3%	3.2%
Milled grain prods.	26.6	27.9	31.4	33.5	35.4	2.6%	2.5%	2.6%	2.6%	2.5%
Meat/seafood	26.8	25.6	27.2	27.0	26.8	2.6%	2.3%	2.3%	2.1%	1.9%
Printed prods.	21.2	21.8	19.9	18.6	16.7	2.0%	2.0%	1.7%	1.5%	1.2%
Base metals	21.7	18.9	19.1	20.6	21.9	2.1%	1.7%	1.6%	1.6%	1.6%
Textiles/leather	16.0	17.2	16.3	15.0	14.2	1.5%	1.6%	1.4%	1.2%	1.0%
Pharmaceuticals	8.0	8.1	9.5	10.9	12.6	0.8%	0.7%	0.8%	0.9%	0.9%
Fuel oils	24.3	7.9	2.9	5.7	42.3	2.3%	0.7%	0.2%	0.4%	3.0%
Basic chemicals	8.9	6.0	6.1	6.3	6.6	0.9%	0.5%	0.5%	0.5%	0.5%
Others	24.4	30.0	32.0	35.0	38.5	2.3%	2.7%	2.7%	2.7%	2.7%
Dallas/FW to LA	**1,358.8**	**1,202.1**	**1,390.0**	**1,628.1**	**1,879.5**					
Other ag prods.	339.7	214.1	274.2	358.5	443.7	25.0%	17.8%	19.7%	22.0%	23.6%
Chemical prods.	106.5	120.6	140.5	163.1	189.3	7.8%	10.0%	10.1%	10.0%	10.1%
Mixed freight	101.9	107.1	118.0	127.2	138.8	7.5%	8.9%	8.5%	7.8%	7.4%
Other foodstuffs	92.9	102.3	106.8	110.8	114.2	6.8%	8.5%	7.7%	6.8%	6.1%
Plastics/rubber	97.3	86.7	105.0	127.0	150.6	7.2%	7.2%	7.6%	7.8%	8.0%
Articles-base metal	72.3	80.4	91.0	104.8	120.4	5.3%	6.7%	6.5%	6.4%	6.4%
Milled grain prods.	52.1	61.1	65.5	71.5	77.9	3.8%	5.1%	4.7%	4.4%	4.1%
Pharmaceuticals	52.6	57.2	64.7	75.6	88.5	3.9%	4.8%	4.7%	4.6%	4.7%
Newsprint/paper	80.2	54.0	55.2	56.2	57.0	5.9%	4.5%	4.0%	3.5%	3.0%
Machinery	46.1	48.3	60.1	76.7	95.3	3.4%	4.0%	4.3%	4.7%	5.1%
Motorized vehicles	35.3	44.9	47.3	49.9	52.9	2.6%	3.7%	3.4%	3.1%	2.8%
Misc. mfg. prods.	25.2	28.9	30.9	33.9	37.1	1.9%	2.4%	2.2%	2.1%	2.0%
Meat/seafood	26.6	28.6	32.5	38.5	45.3	2.0%	2.4%	2.3%	2.4%	2.4%
Animal feed	37.8	25.9	28.0	31.9	34.9	2.8%	2.2%	2.0%	2.0%	1.9%
Base metals	26.5	24.3	28.2	32.7	36.8	2.0%	2.0%	2.0%	2.0%	2.0%
Printed prods.	21.8	18.4	18.6	18.4	16.9	1.6%	1.5%	1.3%	1.1%	0.9%
Basic chemicals	57.3	17.2	22.9	29.5	35.6	4.2%	1.4%	1.6%	1.8%	1.9%
Electronics	14.9	14.6	17.3	20.7	24.8	1.1%	1.2%	1.2%	1.3%	1.3%
Furniture	11.7	12.6	14.7	15.8	16.9	0.9%	1.0%	1.1%	1.0%	0.9%
Waste/scrap	12.7	11.1	12.4	13.0	13.4	0.9%	0.9%	0.9%	0.8%	0.7%
Others	47.3	43.9	56.1	72.3	89.2	3.5%	3.7%	4.0%	4.4%	4.7%

Source: FAF4

Table 0-16: Los Angeles CSA – Dallas-Fort Worth CSA by Multiple Modes (000 Tons)

Commodity	2012	2015	2020 f	2025 f	2030 f	2012 Share	2015 Share	2020 f Share	2025 f Share	2030 f Share
LA to Dallas/FW	**600.7**	**755.3**	**926.3**	**1,119.8**	**1,356.1**					
Furniture	61.8	88.7	125.9	172.6	234.8	10.3%	11.7%	13.6%	15.4%	17.3%
Plastics/rubber	57.1	83.8	104.6	127.2	154.0	9.5%	11.1%	11.3%	11.4%	11.4%
Nonmetal min. prods.	49.1	82.0	101.8	124.8	153.5	8.2%	10.9%	11.0%	11.1%	11.3%
Machinery	61.3	79.8	102.3	126.1	154.7	10.2%	10.6%	11.0%	11.3%	11.4%
Motorized vehicles	63.0	68.9	75.1	80.3	85.9	10.5%	9.1%	8.1%	7.2%	6.3%
Electronics	49.1	54.9	71.7	90.1	112.4	8.2%	7.3%	7.7%	8.1%	8.3%
Misc. mfg. prods.	48.7	53.4	63.2	73.0	84.0	8.1%	7.1%	6.8%	6.5%	6.2%
Base metals	43.8	38.2	38.6	41.5	44.3	7.3%	5.1%	4.2%	3.7%	3.3%
Wood prods.	32.0	38.1	44.8	52.7	61.8	5.3%	5.0%	4.8%	4.7%	4.6%
Articles-base metal	29.4	38.1	45.3	51.8	58.9	4.9%	5.0%	4.9%	4.6%	4.3%
Textiles/leather	23.3	29.5	35.9	43.1	51.9	3.9%	3.9%	3.9%	3.9%	3.8%
Other foodstuffs	16.1	19.9	24.2	29.3	35.4	2.7%	2.6%	2.6%	2.6%	2.6%
Mixed freight	17.0	18.7	20.7	22.2	23.9	2.8%	2.5%	2.2%	2.0%	1.8%
Basic chemicals	15.3	12.8	15.7	19.0	23.5	2.5%	1.7%	1.7%	1.7%	1.7%
Cereal grains	1.9	9.9	11.3	13.0	14.7	0.3%	1.3%	1.2%	1.2%	1.1%
Paper articles	6.4	6.8	7.5	8.4	9.3	1.1%	0.9%	0.8%	0.7%	0.7%
Newsprint/paper	3.0	6.7	7.5	8.5	9.6	0.5%	0.9%	0.8%	0.8%	0.7%
Chemical prods.	4.4	5.2	6.5	8.0	10.1	0.7%	0.7%	0.7%	0.7%	0.7%
Printed prods.	3.4	4.0	4.2	4.4	4.6	0.6%	0.5%	0.5%	0.4%	0.3%
Meat/seafood	4.5	3.9	4.4	5.0	5.7	0.8%	0.5%	0.5%	0.4%	0.4%
Others	10.0	12.0	15.0	18.6	23.0	1.7%	1.6%	1.6%	1.7%	1.7%
Dallas/FW to LA	**1,085**	**754**	**908**	**1,139**	**1,377**					
Waste/scrap	621.4	370.0	507.2	703.2	907.4	57.3%	49.1%	55.8%	61.7%	65.9%
Other foodstuffs	121.2	133.5	139.4	144.5	148.9	11.2%	17.7%	15.3%	12.7%	10.8%
Newsprint/paper	182.7	122.9	125.7	128.0	129.7	16.8%	16.3%	13.8%	11.2%	9.4%
Cereal grains	5.3	36.6	30.8	40.6	49.0	0.5%	4.9%	3.4%	3.6%	3.6%
Chemical prods.	18.9	21.4	24.9	28.9	33.6	1.7%	2.8%	2.7%	2.5%	2.4%
Mixed freight	18.7	19.7	21.7	23.4	25.5	1.7%	2.6%	2.4%	2.1%	1.9%
Electronics	16.1	15.8	18.7	22.5	27.0	1.5%	2.1%	2.1%	2.0%	2.0%
Textiles/leather	10.2	10.2	12.3	15.3	18.4	0.9%	1.4%	1.4%	1.3%	1.3%
Misc. mfg. prods.	3.0	3.4	3.6	4.0	4.4	0.3%	0.5%	0.4%	0.4%	0.3%
Printed prods.	4.0	3.4	3.5	3.4	3.1	0.4%	0.5%	0.4%	0.3%	0.2%
Nonmetallic minerals	67.9	3.2	4.2	5.8	7.4	6.3%	0.4%	0.5%	0.5%	0.5%
Paper articles	3.5	2.9	3.1	3.3	3.5	0.3%	0.4%	0.3%	0.3%	0.3%
Other ag prods.	4.0	2.5	3.2	4.2	5.3	0.4%	0.3%	0.4%	0.4%	0.4%
Motorized vehicles	1.9	2.4	2.5	2.7	2.8	0.2%	0.3%	0.3%	0.2%	0.2%
Machinery	1.9	2.0	2.5	3.2	4.0	0.2%	0.3%	0.3%	0.3%	0.3%
Plastics/rubber	1.6	1.4	1.7	2.1	2.4	0.1%	0.2%	0.2%	0.2%	0.2%
Nonmetal min. prods.	0.5	0.9	1.1	1.4	1.7	0.1%	0.1%	0.1%	0.1%	0.1%
Articles-base metal	0.3	0.4	0.4	0.5	0.5	0.0%	0.0%	0.0%	0.0%	0.0%
Base metals	0.3	0.2	0.3	0.3	0.4	0.0%	0.0%	0.0%	0.0%	0.0%
Precision instruments	0.2	0.2	0.3	0.4	0.5	0.0%	0.0%	0.0%	0.0%	0.0%
Others	1.3	0.9	1.0	1.2	1.3	0.1%	0.1%	0.1%	0.1%	0.1%

Source: FAF4

Key commodities from LA to Dallas (passing through the Prewitt Region) include:

1. Motorized vehicles
2. Furniture
3. Other foodstuffs
4. Nonmetal mining products
5. Electronics
6. Plastics/rubber
7. Base metals
8. Articles – base metal
9. Misc. manufacturing products
10. Machinery

Key commodities from Dallas to LA (passing through the Prewitt Region) include:

1. Waste/scrap
2. Other foodstuffs
3. Other ag products
4. Newsprint/paper
5. Chemical products
6. Mixed freight
7. Plastics/rubber
8. Articles – base metal
9. Milled grain products
10. Pharmaceuticals

LOCATION/EXPANSION ANALYSIS

Foote Consulting Group (FCG) utilizes a unique methodology designed to identify the best target industries (by NAICS Code) utilizing our database of actual, major, private sector site locations/expansions. The database identifies any location or expansion with: 1) 20 or more jobs, 2) 20,000 square feet of building space of more, and 3) $1,000,000 or more of capital investment (construction cost, land, and building).

This database assists us in predicting growth trends and we utilize this data for selecting the best initial communities for our site location clients. The methodology is sound and proven for the following reasons:

- Locations/expansions are driven by recent market conditions and these conditions will generally continue into the near future.

- Companies (and site selection consultants) select regions first and then communities within these regions with the best business climates. This may mean, for example, a good labor climate, good market proximity, good transportation, and the availability of incentives—all positive business conditions. This will result in clustering, a concentration of like companies due to favorable business conditions.

- Clustering is a "green light" for other similar companies to take a look. But they will only locate if the good business conditions remain. For example, they may find that the labor market for select skills depleted due to too much location/expansion activity. This is why

we conduct careful fieldwork interviews with local companies for our site location clients, in order to help them to thoroughly understand the local business conditions.

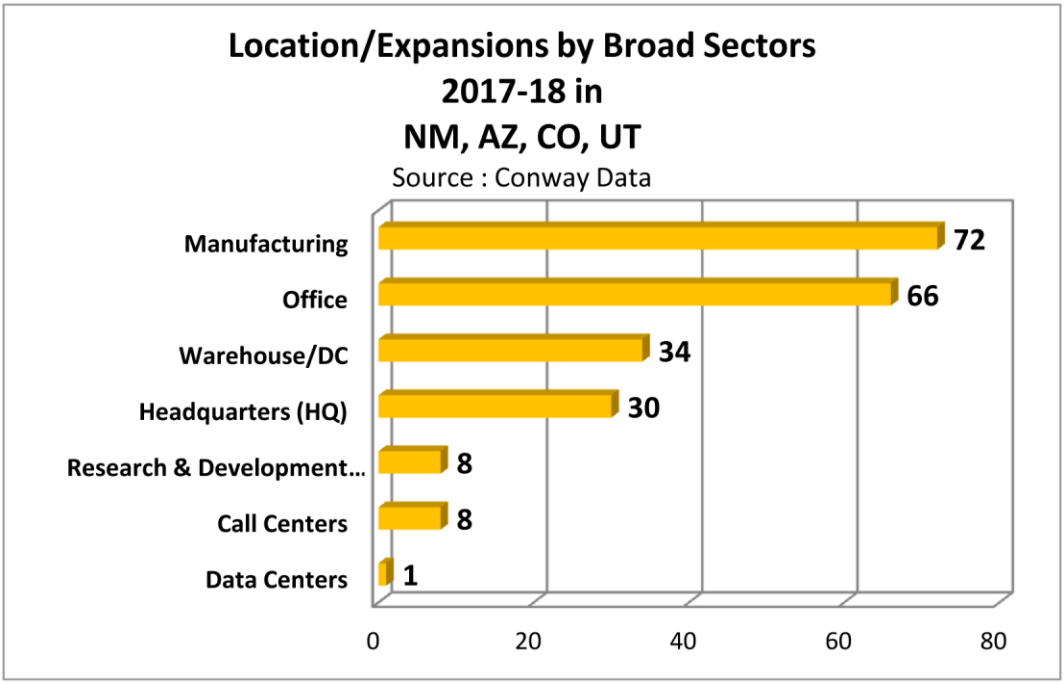
This methodology is sound for economic development targeting. We will review and analyze both regional growth cluster and sector projections in order to help you to understand which existing (and future) businesses will grow. It will also help you to understand the needs of the most active, fastest growing company types. Cluster data is excellent for target planning because:

- It represents actual physical building activity (size and type of building).
- It represents actual economic development (both capital investment and jobs).

"Growth Clusters:" Multi-State Regional Location/Expansion Activity

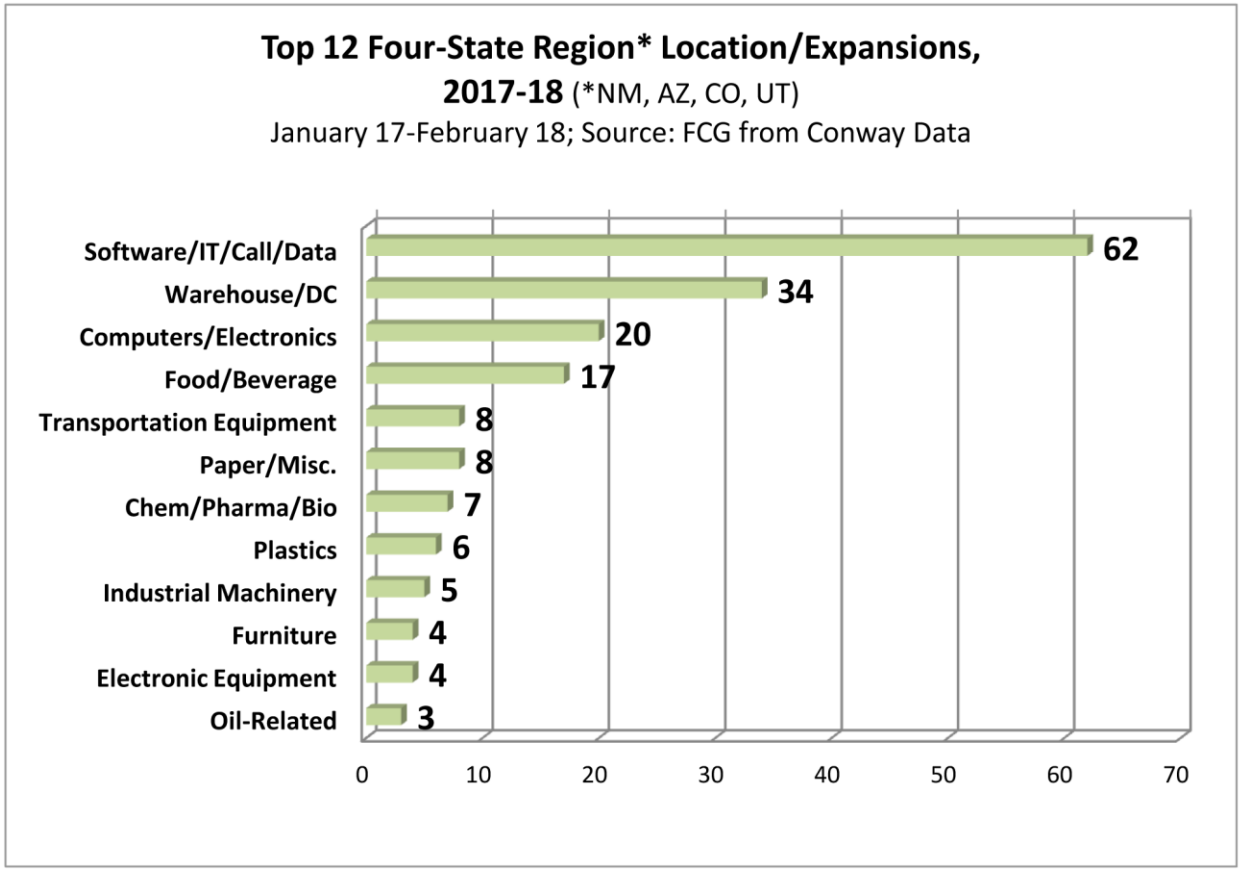
FCG explored location/expansions in the Prewitt four-state region ("Four Corners –" New Mexico, Arizona, Colorado, and Utah). We first screened location/expansion data in order to identify which industries (by NAICS Code[5]) located/expanded the most facilities in a multi-state region during the latest timeframe between 2017 and 2018 (January, 2017-February, 2018). We define these as "growth clusters."

The following graphs depict this information:



- Manufacturing and office projects are currently most dominant.

[5] The North American Industry Classification System (NAICS) was formerly the Standard Industrial Classification (SIC) system.



- Office-type (software/information technology [IT]/ call center/data center) projects are most dominant.
- Warehouse/distribution is the second largest sector.
- The two largest manufacturing sectors are computers/electronics and food/beverage.

The following table depicts major new locations in 2017-18 in the four-state region.

Major New Locations in the 4 Corners Area, 2017-18

State	City	Company	Product	Jobs	SqFt	NAICS
AZ	Tolleson	SK Food Group, Inc.	Frozen Foods	550	212,000	311412
AZ	Mesa	American Traffic Solutiions	Audio/Video Equipment	600	109,000	334310
AZ	Tempe	Amazon	Electronic Shopping Call Center	580	60,000	454111
AZ	Phoenix	Healthport Technologies	Software	1,075	150,000	511210
UT	Salt Lake	UPS	Couriers	195	1,200,000	492110
AZ	Tempe	Automatic Data	Business HQ	1,500	225,000	561499
AZ	Casa Grande	Atieva	Engineering Services	2,000	1,500,000	541330
CO	Fort Collins	Comcast	Cable (call center)	600	80,000	515210
UT	Clearfield	Amazon	Electronic Shopping	1,500	855,000	454111
CO	Thornton	Amazon	Electronic Shopping	1,500	855,000	454111
CO	Aurora	UPS	Local Messengers	700	360,000	492210
CO	Westminster	Trimble Navigation	Search Equipment	660	120,000	334511
AZ	Phoenix	B. Braun	Surgical Instruments	338	250,000	339112
AZ	Goodyear	Chewy, Inc.	Pet Supplies	1,200	802,000	453910
NM	Los Lunas	Facebook	Data Center	300	2,800,000	519190
AZ	Tempe	MUFG Union Bank	Banking	1,756	225,000	522110
AZ	Gilbert	Sunstream Technology	Heating Equipment	747	46,000	333414
AZ	Chandler	Rogers	Electronic Components	125	450,000	334419

PRELIMINARY TARGETS

The following sectors (with NAICS Codes) are rated as good preliminary targets since they match all three of the target categories (supplier, freight and location/expansion). Each sector segment:

- Has a high supplier gap
- Has a high percent of freight movement through the region
- Represents an industry that located or expanded over the last year in the four-state area.

Sector	***NAICS***
Food/Beverage	311412, 311422 (canning); 311514, 311999, 312112 (water); 312112, 312120 (brewery); 311511 (milk); 311513 (cheese); 311941(dressing); 311991, 311812 (bakery); 312130 (winery)
Industrial Machinery	333993 (packaging); 333415, 333414 (heating equipment); 333922 (conveyors); 339112 (medical instruments); others[6] – steel racks, mechanical bailers, crane and chain lift equipment
Wood/Furniture	321918, 321113 (sawmill); 337110 (cabinets/pallets); 337910 (mattress); 337920 (shades)
Chemicals/Pharm/Plastics	325314 (fertilizer); 325412, 325211 (plastics); 325620, 326299, 326199, 326122 (pipe); 326111 (bags); others – plastic rack protectors, castors and wheels, plastic conveyor belts, Industrial carts/workbenches/storage bins
Paper	322220 (bags), 322230 (stationary)
Computers/Electronics	334111, 334310 (audio/video); 334413 (semiconductors); 334418 (printed circuit boards); 334516, 334419, 334510 (electromedicals); 334290, 334511 (navigation equipment); 335999, 334220 (broadcasting)
Warehouse/Distribution	423610, 444190 (lumber); 454210, 484121, 484220, 492110 (carrier); 493110, 424810 (beer); 454113 (mail-order); 454111 (electronic shopping); 493120 (refrigerated); 424990, 492210, 423620 (electronics); 424490 (groceries); 453910 (pet food); 454110
Software/Related Services	541512 (computer coding/design); 541611, 541211, 541330 (engineering), 541380 (testing), 541110, 541611, 541620 (environmental), 541820 (PR), 541612, 541618, 541511 (computer), 541612 (HR), 541618, 541810 (advertising), 541211
Financial Services	522319 (mortgages); 523930 (investments); 522110 (banking); 522310, 522320, 522390, 523120 (securities); 525990
Oil-Related	213111, 213112, 237120 (all offices)

[6] Other possible targets, however, no locations in the 4-state region have occurred.

APPENDIX

Supplier Data – Cibola and McKinley Counties, NM

Please see the two attached Excel files containing full NAICS summaries for the following industries per County:

- NAICS 11: Agriculture, Forestry, Fishing and Hunting
- NAICS 21: Mining, Quarrying, and Oil and Gas Extraction
- NAICS 23: Construction
- NAICS 31-33: Manufacturing
- NAICS 42: Wholesale Trade
- NAICS 44-45: Retail Trade
- NAICS 48-49: Transportation and Warehousing
- NAICS 51: Information
- NAICS 52: Finance and Insurance
- NAICS 53: Real Estate and Rental and Leasing
- NAICS 54: Professional, Scientific, and Technical Services
- NAICS 56: Administrative and Support and Waste Management and Remediation Services
- NAICS 62: Health Care and Social Assistance
- NAICS 72: Accommodation and Food Services

Data from each NAICS industry included:

- Top 20 Gross Inputs
    - Purchases (Regional Inputs, Gross Inputs)
- Top 20 Industry Supply Chain Gaps

  Top Business Establishments (Business contact data, Sales volume)
- Gross Regional Product (2017 Earnings; Property Income; Property Taxes; Subsidies; GRP)
- Purchases (In-Region; Imported; Total of In-Region & Imported; Gap)

Files:

McKinley County (*filename* – Prewitt Industrial Cluster Analysis-McKinley County NAICS Summaries.xlsx)

Cibola County (*filename* – Prewitt Industrial Cluster Analysis-Cibola County NAICS Summaries.xlsx)