

New Hampshire ECONOMIC CONDITIONS

April 2020

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Who is Hiring Right Now in New Hampshire?

As coronavirus started to spread through New Hampshire, the state's residents were asked to limit their contact with others, in an effort to slow the spread of the disease. On March 15th, Governor Sununu ordered all schools to transition to remote learning (currently effective through May 4th) and on March 16th, he issued an emergency order banning public gatherings over 50 people, including social, spiritual, and recreational gatherings. This order also required bars and restaurants to stop offering on-premises dining; only take-out and delivery are now permitted. On March 26th, Governor Sununu ordered all non-essential businesses to close until May 4th.

All of these restrictions have had a significant impact on employment in New Hampshire. During the week of March 16th-21st, the first week that restrictions on bars, restaurants and public gatherings were in effect, 29,379 New Hampshire residents filed an initial claim for unemployment benefits. This was a 4,634 percent increase over the previous week, when 634 initial claims were filed.

Although many businesses in New Hampshire are laying workers off, furloughing them, or reducing their hours, not all businesses are in this position. Data from Burning Glass Technologies' Labor Insight tool showed

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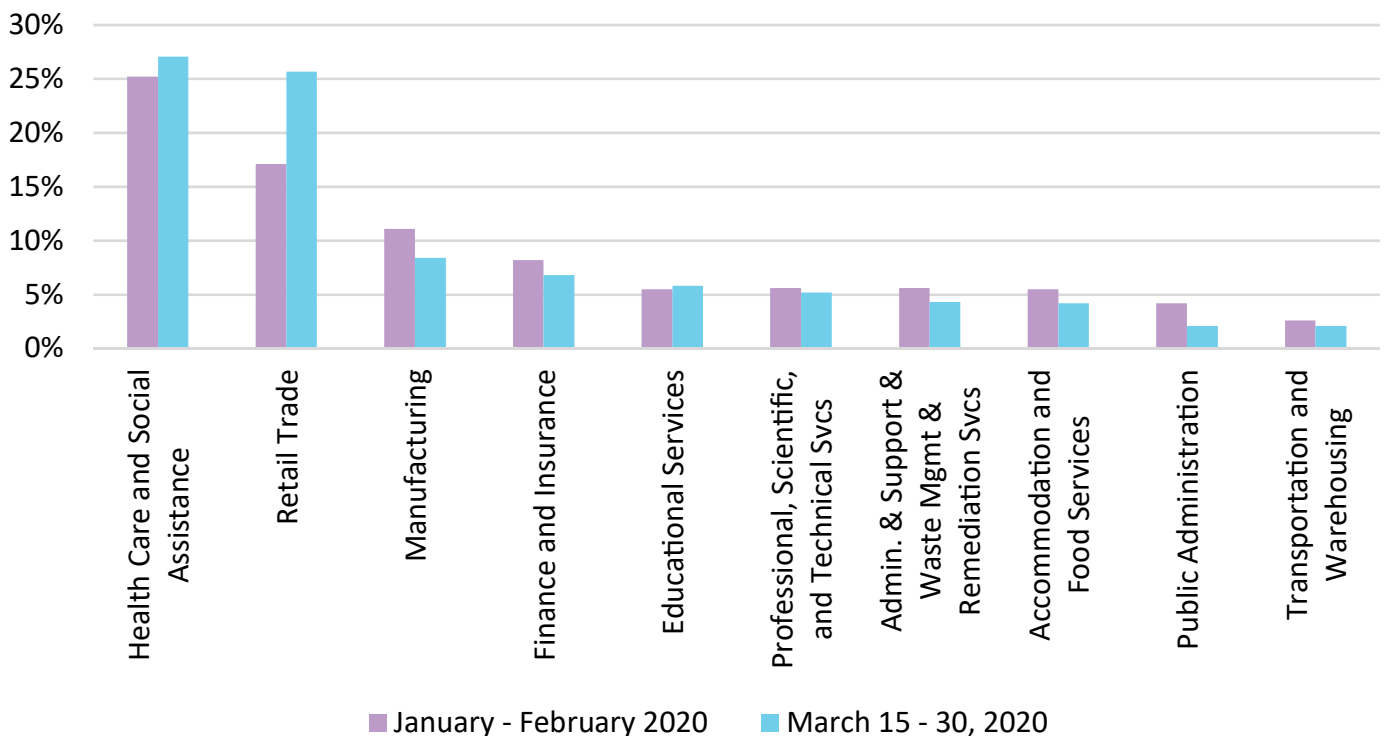
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Percent of Job Postings in New Hampshire, by Industry



Source: Labor/Insight, Burning Glass Technologies

that 6,269 job postings were created between March 15th and 30th by businesses located in New Hampshire.¹ Some businesses are looking to fill vacant positions; others provide goods and services that are currently in high demand, and are expanding their workforce.

So what industries are hiring in New Hampshire right now? And what occupations are currently in demand?

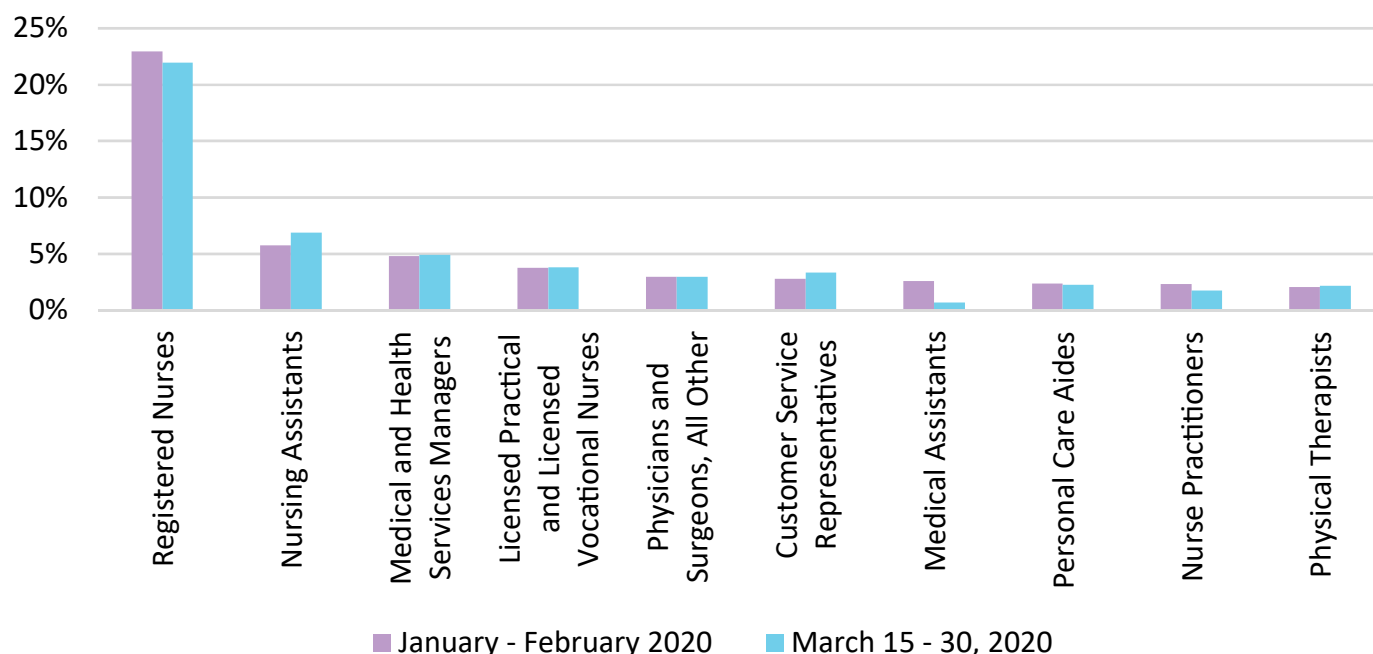
Health Care and Social Assistance

Not surprisingly, the industry with the most job postings from

March 15th – 30th was *Health Care and Social Assistance*. This industry typically has the most job postings in New Hampshire. In January and February 2020, 25 percent of postings were for positions for *Health Care and Social Assistance* businesses. From March 15th – 30th, this proportion was slightly higher, 27 percent.

The top occupations with open job postings were unchanged, with *Registered Nurses*, *Nursing Assistants*, and *Medical and Health Services Managers* as the occupations with the most postings in both time periods.

Top Health Care and Social Assistance Job Postings in New Hampshire



Source: Labor/Insight, Burning Glass Technologies

¹ It's important to note that a job posting does not necessarily mean that a position is filled, only that a business created a posting for the opening. They may decide not to fill the position. This is particularly worth noting during the time frame examined in this article, as business and public health conditions in New Hampshire changed rapidly throughout March. Businesses that created job postings in March may quickly change course, and decline to hire any additional staff.

Retail Trade

Retail trade saw a greater increase in percentage of postings than any other industry since coronavirus restrictions began to impact New Hampshire. While this industry typically has the second largest number of open postings in New Hampshire, the percentage of job postings in this industry increased from 17 percent in January and February 2020 to 26 percent from March 15th to 30th.

The *Retail trade* occupations with open job postings changed significantly from January and February to March 15th – 30th. The percentage of open postings for either *Retail Salespersons* or *First-Line Supervisors of Retail Sales Workers* fell from a combined 50 percent of *Retail trade* postings to 30 percent. While these traditional retail positions were not as common in March as they typically are, other retail opportunities were available.

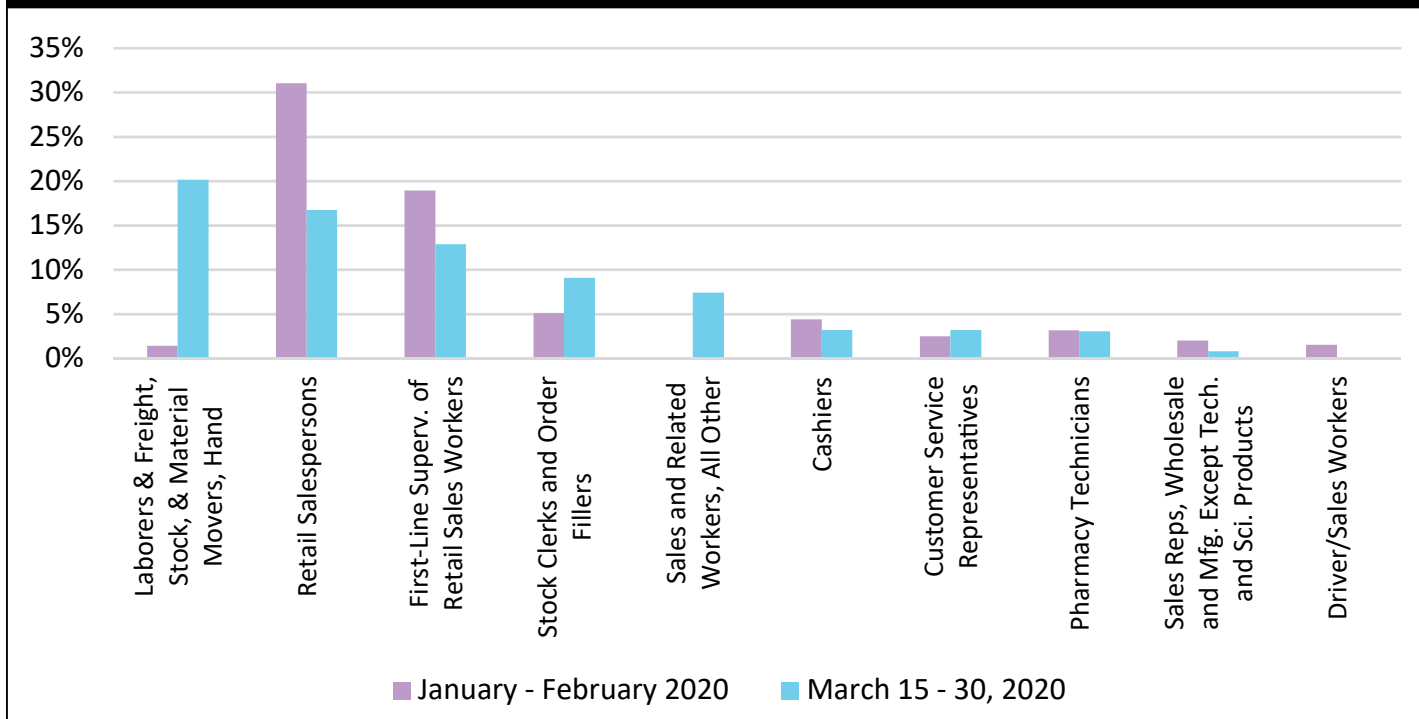
Laborers and Freight, Stock, and Material Movers, Hand and Stock Clerks and Order Fillers had accounted for 7 percent of *Retail trade* postings in January and February, and accounted for 29 percent of postings from March 15th to 30th. Most

positions for these two occupations are either in distribution warehouses or restocking store shelves, as customers try to stock up on essentials and these products disappear from store shelves.

Sales and Related Workers, All Other accounted for less than one percent of *Retail trade* postings in January and February. From March 15th – 30th, this occupation accounted for 7 percent of all open postings. Nearly all of the *Sales and Related Workers, All Other* postings in March were for workers to process online grocery orders for pick-up or delivery.

Most of the *Retail trade* occupations that have seen a large number of postings since coronavirus restrictions began reflect the fact that many customers are looking to avoid the close personal proximity and in-person interactions that are part of the traditional retail sales experience. These postings are not the traditional customer-facing positions that most people associate with retail. Instead, they are more focused on keeping shelves stocked with goods and using pick-up or delivery methods to provide goods to consumers.

Top Retail Trade Job Postings in New Hampshire



Source: Labor/Insight, Burning Glass Technologies

Professional, Scientific, and Technical Services

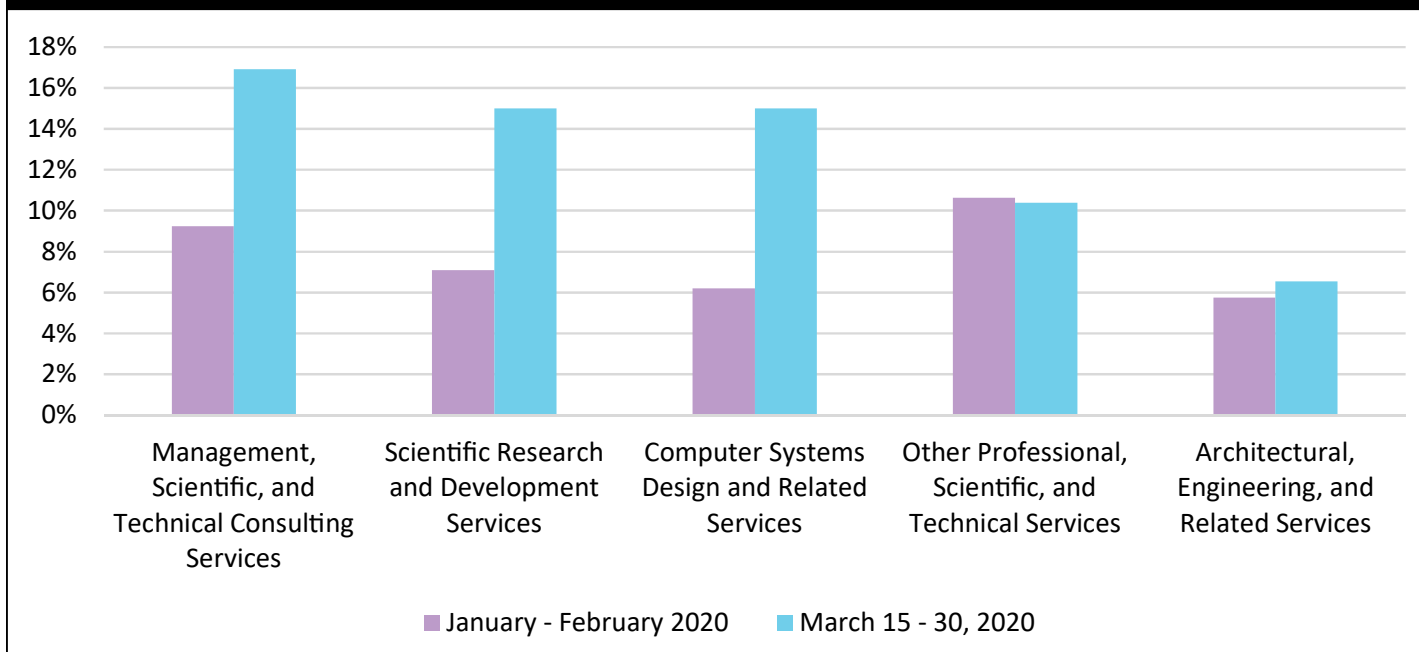
Job postings for positions in the *Professional, Scientific, and Technical Services* industry accounted for 5.6 percent of all job posting in January and February 2020, and a slightly smaller percentage, 5.2 percent, from March 15th – 30th. With less than 300 total job postings in this industry between March 15th and 30th, it's a little difficult to draw many conclusions about trends in this industry.

There were a couple occupations with relatively high numbers of postings from March 15th – 30th (again, from a small sample size). *Physicians and Surgeons, All Other* and *Life, Physical, and Social Science Technicians, All Other* made up a larger percentage of *Professional, Scientific, and Technical Services* job postings from March 15th – 30th than they did in January and February.

When looking at industry groups that make up the *Professional, Scientific, and Technical Services* industry, there were some potentially interesting trends as well. *Management, Scientific, and Technical Consulting Services* and *Scientific Research and Development Services* had the second- and fourth-highest number of job postings in January and February. These industry groups had the highest and second-highest number of postings from March 15th – 30th. These findings suggest that companies in these industry groups may be contributing to the effort to combat coronavirus, and are increasing their workforces.

- Greg David, Economist

Professional, Scientific, and Technical Services Industry Groups with the Most Job Postings in New Hampshire



Source: Labor/Insight, Burning Glass Technologies