

New Hampshire

Economic Conditions



May 2008

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www.nh.gov/nhes/elmi/

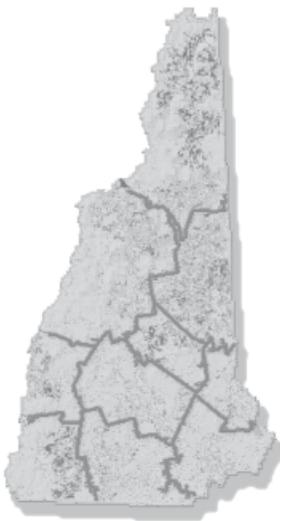
Claims Activity4

Local Area
 Unemployment
 Statistics6

Current
 Employment
 Statistics7

Projections by
 Industry and
 Occupation,
 2006 to 20169

For Additional
 Information13



Published by New Hampshire
 Employment Security's Economic
 and Labor Market Information
 Bureau

Occupational Projections 2006-2016: A Descriptive Approach

When a student sits with a guidance counselor to discuss future education and career plans, one of the tools the counselor can use to provide advice is occupational projections.

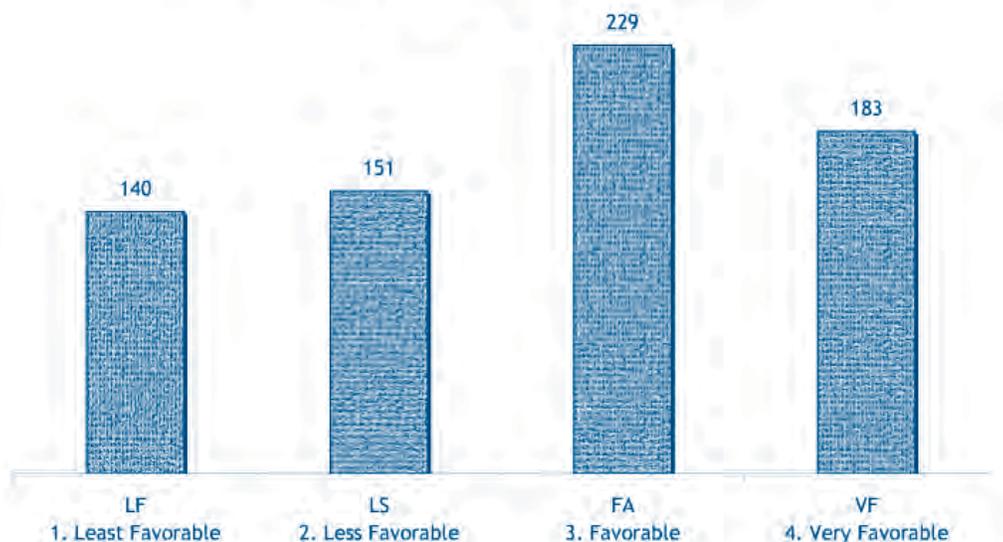
Historically, occupational projections have contained a variety of numbers such as percent change, average annual growth rate, total new jobs, and total annual openings. This data is quite useful and appreciated when presented to analysts and technical users. Others, however, can easily get lost in the multitude of numbers for more than 700 occupations. For these users, help has arrived.

Now there is a way to tell at a glance, without wading through all those numbers, if an occupation

is expected to be a good bet for future employment opportunities. The latest version of projections introduces *Occupational Descriptors*, a concept that uses four categories (very favorable, favorable, less favorable, and least favorable) to summarize the expected prospects for an occupation.

Descriptors are simpler to understand and better handle the fact that employment and growth rate projections are not intended to be exact predictions because input data and forecast methodologies are not an exact science. Descriptors also make it easier to compare projections for different time periods and geographic areas. Another benefit of descriptors is that they put smaller occupations on an even footing with larger occupations, so that small, fast-growing occupations get attention.

More than half of all projected occupations are described as "Favorable" or better



Creating the Descriptors

The descriptors are determined by two factors: the projected growth rate and the projected number of job openings for a particular occupation.

Growth Rate

In the first step, occupations are assigned one of five categories based on the projected percentage change in employment between 2006 and 2016. Ranges are determined by statistical analysis that distributes the occupations over five roughly equal categories:

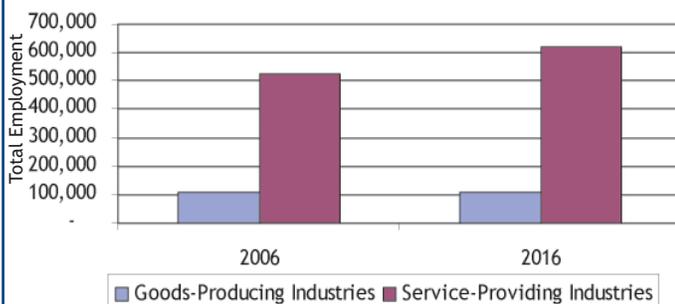
- ▶ *Very Low* – negative growth rate
- ▶ *Low* – growth rate between zero and approximately one percent
- ▶ *Average* – growth rate of approximately one percent to 1.3 percent (the average for all occupations)
- ▶ *High* – growth rate between 1.3 percent and 1.8 percent
- ▶ *Very High* – growth rate greater than 1.8 percent

New Hampshire employment projected to grow by 13.9 percent

Employment growth in New Hampshire is expected to surpass national trends in the 2006-2016 release of long-term projections. A gain of 96,445 jobs over the decade amounts to a 13.9 percent increase.

In comparison, the U.S. Bureau of Labor Statistics projects a 10.4 percent growth rate for the nation as a whole during the same ten-year period. Projected growth for both the nation and the state is not expected to be as robust as in the past, but is still positive.

Service-providing industries in New Hampshire are expected to generate nearly all of the employment gains, 2006-2016



Openings

In the next step, occupations are assigned to one of five categories based on the number of projected average annual openings from both growth and replacement needs. Likewise, statistical analysis distributes the occupations over five roughly equal categories:

- ▶ *Very Low* – zero or one opening
- ▶ *Low* – two to four openings
- ▶ *Average* – five to 14 openings
- ▶ *High* – 15 to 39 openings
- ▶ *Very High* – 40 or more openings

Descriptor Categories

Finally, the five growth rate categories are combined with the five categories representing the number of projected openings to produce 25 possible results. These are then assigned one of four descriptive labels:

Least Favorable (LF): Occupations in this category have a growth rate less than one percent and fewer than four annual openings per year. These occupations are not expected to be significant sources of jobs through 2016.

Less Favorable (LS): These occupations have better expected opportunities than the least favorable category, either because of a higher growth rate or more projected openings.

Favorable (FA): Favorable occupations may have a low growth rate, but only if the projected openings are high or very high. An occupation may be designated as favorable if the growth rate is better than average but the number of openings is below average. Occupations with an average growth rate and average or better openings are also considered to be favorable.

Very Favorable (VF): Those occupations that combine high growth and a large number of openings are described as very favorable. These occupations are expected to provide the best opportunities through 2016.

While the initial breakdown of growth rate and openings into five categories is based on statistical analysis, assignment of four descriptors involves a bit of judgement. One goal was to make sure that job seekers, employment counselors, and other users are not misled by overly optimistic or pessimistic descriptors, keeping in mind that some occupations can be on the borderline between favorable and less favorable.

Best Bets: Very Favorable

Health care occupations stand out on the list of very favorable occupations. As state and national populations grow increasingly older and require more health care, these occupations will be in high demand. Examples are *Physicians and surgeons* and *Registered nurses*, along with *Pharmacists*, *Physical therapists*, *Dental hygienists*, and *Licensed practical and licensed vocational nurses*. Many *Community and social services* occupations are also very favorable, *Social and human service assistants* being one of the largest.

Rapidly evolving technology and security concerns are just two reasons why many computer-related occupations are very favorable. *Computer software engineers, applications*; *Computer software engineers, systems software*; and *Computer systems analysts* all project to have high projected growth and openings.

New Hampshire's reputation as an attractive tourist destination will help increase demand for occupations such as *Combined food preparation and serving workers*, *Waiters and waitresses*, *Restaurant cooks*, and *Supervisors and managers of food preparation and serving workers*. Another related occupation with very favorable prospects is *Retail salespersons*.

Population growth and the need to replace retiring teachers may offset budgetary constraints, creating demand for teaching occupations at the elementary and secondary level, including *Special education teachers* at all levels and *Teacher assistants*. *Postsecondary education teachers* should also have very favorable opportunities.

In the office, some of the larger occupations with very favorable prospects are *Bookkeeping, accounting*, and *auditing clerks*; *Customer service representatives*; and *General office clerks*.

The other side: Least Favorable

Occupations small in size or concentrated in industries projected to lose employment over the ten-year period are usually described as least favorable. Many of these occupations are in manufacturing and are declining due to changes in technology and improvements in productivity. However, these changes will open opportunities in other occupations. *Milling and planing machine setters, operators and tenders, metal and plastic*; *Bindery workers*; *Pressers, textile, garment, and related materials*; *Job printers*; and *Chemical equipment operators and tenders* are just a few examples.

Some occupations exhibit slightly positive growth in the projections period, but because of their small numbers, do not have enough projected openings to consider them as favorable. *Loan counselors*; *Tax preparers*; *Desktop publishers*; and *Airline pilots, copilots, and flight engineers* are considered less favorable for that reason.

Descriptors and Training

Job seekers and employment counselors can use occupational descriptors to spotlight very favorable occupations by training category. Prospective students can focus on occupational choices that fit their specific training requirements.

Here are some examples, looking at postsecondary vocational education, associate degrees, and bachelor's degrees:

Postsecondary vocational training programs can prepare students for a wide variety of very favorable occupations. *Nursing aides, orderlies, and attendants*; *Licensed practical and licensed vocational nurses*; and *Hairdressers, hairstylists, and cosmetologists* are expected to add significantly to job totals over the decade.

The occupations listed below are among the largest (in terms of 2006 employment) in each training category identified as being very favorable because of a combination of projected high growth and numerous openings.

| SOC Code | Occupation | Average Annual Growth | Total Openings | Training Category |
|----------|--|-----------------------|----------------|-----------------------------------|
| 31-1012 | Nursing Aides, Orderlies, and Attendants | 2.3% | 267 | Postsecondary Vocational Training |
| 39-5012 | Hairdressers, Hairstylists, and Cosmetologists | 1.7% | 120 | Postsecondary Vocational Training |
| 25-2011 | Preschool Teachers, Except Special Education | 2.7% | 145 | Postsecondary Vocational Training |
| 29-1111 | Registered Nurses | 2.8% | 613 | Associate degree |
| 29-2021 | Dental Hygienists | 3.1% | 65 | Associate degree |
| 23-2011 | Paralegals and Legal Assistants | 1.7% | 35 | Associate degree |
| 13-1199 | Business Operations Specialists, All Other | 2.3% | 353 | Bachelor's degree |
| 25-2021 | Elementary School Teachers, Ex. Special Ed | 2.3% | 380 | Bachelor's degree |
| 41-3021 | Insurance Sales Agents | 1.7% | 217 | Bachelor's degree |

Registered nurses lead the list of occupations requiring an associate degree with very favorable prospects. Other occupations in this training category include Paralegals and legal assistants, Dental hygienists, and Radiologic technologists and technicians.

Graduates with a bachelor's degree can look forward to many very favorable opportunities through 2016. Leading occupations for openings and growth include Business operations specialists, all other; Accountants and auditors; Elementary, middle and secondary school teachers; and Computer software engineers, applications.

Michael Argiropolis

A complete set of industry and occupational projections can be found on the Economic and Labor Market Information Bureau web site at:
<<http://www.nh.gov/nhes/elmi/projections.htm>>

Unemployment Compensation Claims Activities

Claims Activity

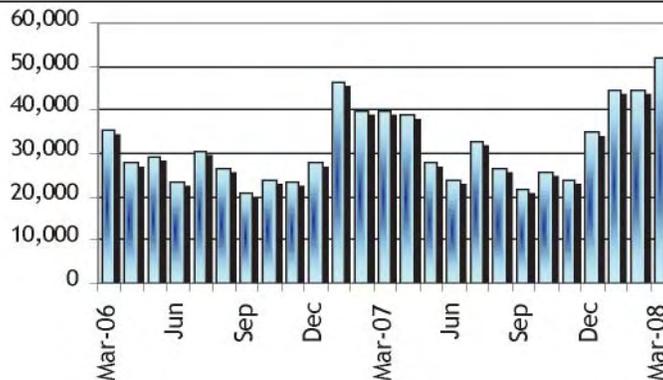
| Total Regular Unemployment Compensation Programs: | | | | Change from Previous | | | |
|---|--------|--------|--------|----------------------|---------|--------|---------|
| | | | | Month | | Year | |
| | Mar-08 | Feb-08 | Mar-07 | Net | Percent | Net | Percent |
| Initial Claims | 4,459 | 5,260 | 3,865 | -801 | -15.2% | 594 | 15.4% |
| Continued Weeks | 51,903 | 44,391 | 39,653 | 7,512 | 16.9% | 12,250 | 30.9% |

Unemployment Compensation Fund

Trust Fund

| | |
|--|------------------|
| Unemployment compensation fund balance at the end of March | \$215,076,129.04 |
| Average payment for a week of total unemployment: | \$268.48 |
| Net benefits paid: | \$12,799,475.39 |
| Net contributions received during the month: | \$268,872.84 |
| Interest Received: | \$2,797,407.01 |
| Reed Act Distribution: | \$0.00 |
| Reed Act Withdrawn for Administrative Costs: | \$0.00 |

Continued Weeks Claimed



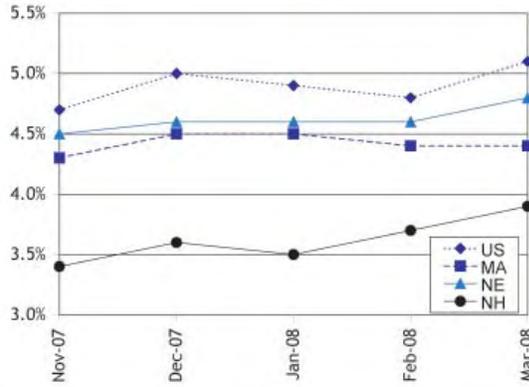
Mar 2006 - Mar 2008

| | | | Change from Previous | |
|--------|--------|--------|----------------------|------|
| Mar-08 | Feb-08 | Mar-07 | Month | Year |
| 213.5 | 211.7 | 205.4 | 0.9% | 3.9% |

United States
All Urban Areas (CPI-U)
(1982-1984=100)

Consumer Price Index

N.H and U.S. Seasonally Adjusted Unemployment Rates



Unemployment Rates by Region

| Seasonally Adjusted | Mar-08 | Feb-08 | Mar-07 |
|---------------------|--------|--------|--------|
| United States | 5.1% | 4.8% | 4.4% |
| Northeast | 4.8% | 4.7% | 4.4% |
| New England | 4.8% | 4.6% | 4.5% |
| Connecticut | 5.3% | 5.0% | 4.4% |
| Maine | 5.0% | 4.8% | 4.6% |
| Massachusetts | 4.4% | 4.4% | 4.6% |
| New Hampshire | 3.9% | 3.7% | 3.8% |
| Rhode Island | 6.1% | 5.9% | 4.9% |
| Vermont | 4.6% | 4.3% | 4.0% |
| Mid Atlantic | 4.8% | 4.7% | 4.4% |
| New Jersey | 4.8% | 4.8% | 4.3% |
| New York | 4.8% | 4.4% | 4.4% |
| Pennsylvania | 4.9% | 5.0% | 4.3% |

Nov-07 Dec-07 Jan-08 Feb-08 Mar-08

Seasonally Adjusted Labor Force Estimates

By Place of Residence

| New Hampshire | | | | | |
|------------------------------|---------|---------|---------|---------|---------|
| Unemployment Rate | 3.4% | 3.4% | 3.5% | 3.7% | 3.9% |
| Civilian Labor Force | 739,777 | 740,557 | 742,760 | 741,570 | 743,370 |
| Number Employed | 714,701 | 715,265 | 716,860 | 713,950 | 714,530 |
| Number Unemployed | 25,076 | 25,292 | 25,900 | 27,620 | 28,840 |
| United States (in thousands) | | | | | |
| Unemployment Rate | 4.7% | 5.0% | 4.9% | 4.8% | 5.1% |
| Civilian Labor Force | 153,828 | 153,866 | 153,824 | 153,374 | 153,784 |
| Number Employed | 146,647 | 146,211 | 146,248 | 145,993 | 145,969 |
| Number Unemployed | 7,181 | 7,655 | 7,576 | 7,381 | 7,815 |

Supersector

Nov-07 Dec-07 Jan-08 Feb-08 Mar-08 revised preliminary

Seasonally Adjusted Nonfarm Employment Estimates

By Place of Establishment

| | | | | | |
|--------------------------------------|---------|---------|---------|---------|---------|
| Total Nonfarm | 653,300 | 654,700 | 654,300 | 653,100 | 655,000 |
| Construction | 28,500 | 28,500 | 27,700 | 27,800 | 27,900 |
| Manufacturing | 78,000 | 77,800 | 77,900 | 77,900 | 77,900 |
| Durable Goods | 59,800 | 59,600 | 60,100 | 59,900 | 59,900 |
| Non-Durable Goods | 18,200 | 18,200 | 17,800 | 18,000 | 18,000 |
| Trade, Transportation, and Utilities | 142,200 | 142,600 | 142,800 | 141,900 | 142,400 |
| Wholesale Trade | 28,400 | 28,400 | 28,500 | 28,400 | 28,700 |
| Retail Trade | 98,100 | 98,500 | 98,900 | 98,100 | 98,200 |
| Transportation and Utilities | 15,700 | 15,700 | 15,400 | 15,400 | 15,500 |
| Information | 12,300 | 12,200 | 12,300 | 12,200 | 12,400 |
| Financial Activities | 38,600 | 38,600 | 38,400 | 38,600 | 38,700 |
| Real Estate and Rental and Leasing | 7,900 | 7,800 | 7,900 | 7,900 | 7,800 |
| Professional and Business Services | 66,500 | 66,600 | 67,000 | 67,400 | 67,500 |
| Administrative and Support | 28,800 | 28,800 | 28,900 | 29,100 | 29,300 |
| Education and Health Services | 104,800 | 105,300 | 104,300 | 105,500 | 105,800 |
| Educational Services | 23,700 | 23,800 | 23,200 | 24,000 | 23,900 |
| Health Care and Social Assistance | 81,100 | 81,500 | 81,100 | 81,500 | 81,900 |
| Leisure and Hospitality | 64,600 | 64,500 | 64,000 | 63,900 | 63,800 |
| Arts, Entertainment, and Recreation | 10,500 | 10,400 | 10,200 | 10,500 | 10,400 |
| Accommodation and Food Services | 54,100 | 54,100 | 53,800 | 53,400 | 53,400 |
| Other Services | 22,200 | 22,300 | 22,300 | 22,300 | 22,100 |
| Government | 94,500 | 95,200 | 96,600 | 94,600 | 95,400 |
| Federal Government | 7,700 | 8,000 | 7,600 | 7,600 | 7,500 |
| State Government | 24,600 | 24,800 | 25,400 | 24,500 | 25,200 |
| Local Government | 62,200 | 62,400 | 63,600 | 62,500 | 62,700 |

Please note that not all supersectors meet the statistical criteria for publication in this category. We seasonally adjust the total nonfarm data series and all the published supersectors independently. Therefore, the sum of the published parts will not equal the total.

Labor Force Estimates

| New Hampshire | Mar-08 | Feb-08 | Mar-07 |
|---|---------|---------|---------|
| Total Civilian Labor Force | 740,160 | 737,200 | 735,900 |
| Employed | 708,690 | 705,810 | 706,940 |
| Unemployed | 31,470 | 31,390 | 28,960 |
| Unemployment Rate (percent of labor force) | 4.3% | 4.3% | 3.9% |

Unemployment Rates by Area

| Not Seasonally Adjusted | Mar-08 | Feb-08 | Mar-07 |
|--------------------------------|--------|--------|--------|
| U.S and Regional States | | | |
| United States | 5.2% | 5.2% | 4.5% |
| Northeast | 5.2% | 5.2% | 4.5% |
| New England | 5.2% | 5.2% | 4.6% |
| Connecticut | 5.5% | 5.5% | 4.4% |
| Maine | 5.8% | 5.7% | 5.1% |
| Massachusetts | 4.8% | 5.0% | 4.8% |
| New Hampshire | 4.3% | 4.3% | 3.9% |
| Rhode Island | 6.7% | 6.7% | 5.0% |
| Vermont | 5.3% | 5.0% | 4.4% |
| Mid Atlantic | 5.1% | 5.2% | 4.4% |
| New Jersey | 5.1% | 5.3% | 4.4% |
| New York | 5.1% | 5.0% | 4.4% |
| Pennsylvania | 5.3% | 5.6% | 4.5% |

| Map | Mar-08 | Feb-08 | Mar-07 |
|--|--------|--------|--------|
| Key Labor Market Areas | | | |
| 1 Colebrook NH-VT LMA, NH Portion | 6.0% | 5.8% | 5.2% |
| 2 Berlin NH MicroNECTA | 5.8% | 5.8% | 5.4% |
| 3 Littleton NH-VT LMA, NH Portion | 4.6% | 4.3% | 3.7% |
| 4 Haverhill NH LMA | 5.9% | 6.3% | 4.8% |
| 5 Conway NH-ME LMA, NH Portion | 4.7% | 4.2% | 4.4% |
| 6 Plymouth NH LMA | 4.2% | 4.2% | 3.9% |
| 7 Moultonborough NH LMA | 3.9% | 4.2% | 3.9% |
| 8 Lebanon NH-VT MicroNECTA, NH Portion | 2.7% | 2.8% | 2.5% |
| 9 Laconia NH MicroNECTA | 5.1% | 5.2% | 4.4% |
| 10 Wolfeboro NH LMA | 4.2% | 4.2% | 4.0% |
| 11 Franklin NH MicroNECTA | 5.6% | 5.5% | 5.0% |
| 12 Claremont NH MicroNECTA | 4.1% | 3.9% | 3.7% |
| 13 Newport NH LMA | 4.2% | 4.0% | 3.7% |
| 14 New London NH LMA | 3.4% | 3.3% | 3.2% |
| 15 Concord NH MicroNECTA | 4.2% | 4.4% | 4.0% |
| 16 Rochester-Dover NH-ME MetroNECTA, NH Portion | 3.9% | 3.9% | 3.7% |
| 17 Charlestown NH LMA | 4.6% | 4.8% | 4.0% |
| 18 Hillsborough NH LMA | 4.5% | 4.4% | 4.2% |
| 19 Manchester NH MetroNECTA | 4.2% | 4.2% | 3.8% |
| 20 Keene NH MicroNECTA | 3.9% | 3.8% | 3.9% |
| 21 Peterborough NH LMA | 4.9% | 4.9% | 4.4% |
| 22 Nashua NH-MA NECTA Division, NH Portion | 4.2% | 4.2% | 3.9% |
| 23 Exeter Area, NH Portion, Haverhill-N. Andover-Amesbury MA-NH NECTA Division | 4.9% | 5.0% | 4.5% |
| 24 Portsmouth NH-ME MetroNECTA, NH Portion | 3.7% | 3.7% | 3.4% |
| 25 Hinsdale Town, NH Portion, Brattleboro VT-NH LMA | 5.0% | 5.4% | 5.0% |
| 26 Pelham Town, NH Portion, Lowell-Billerica-Chelmsford MA-NH NECTA Division | 5.2% | 5.2% | 5.1% |
| 27 Salem Town, NH Portion, Lawrence-Methuen-Salem MA-NH NECTA Division | 4.9% | 5.2% | 4.9% |

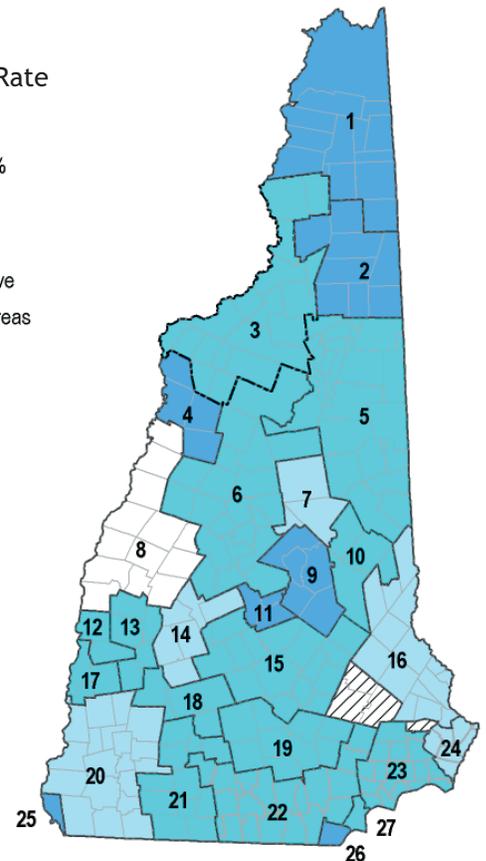
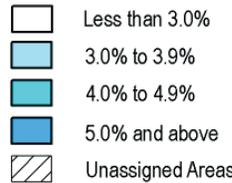
Local Area Unemployment Statistics (LAUS)

Not Seasonally Adjusted

By Place of Residence

| Counties | Mar-08 | Feb-08 | Mar-07 |
|--------------|--------|--------|--------|
| Belknap | 5.0% | 5.1% | 4.3% |
| Carroll | 4.5% | 4.3% | 4.2% |
| Cheshire | 4.2% | 4.2% | 4.1% |
| Coos | 5.8% | 5.6% | 5.0% |
| Grafton | 3.5% | 3.5% | 3.2% |
| Hillsborough | 4.3% | 4.2% | 3.9% |
| Merrimack | 4.2% | 4.3% | 3.9% |
| Rockingham | 4.4% | 4.4% | 4.1% |
| Strafford | 3.9% | 3.9% | 3.7% |
| Sullivan | 4.0% | 3.9% | 3.5% |

March Unemployment Rate



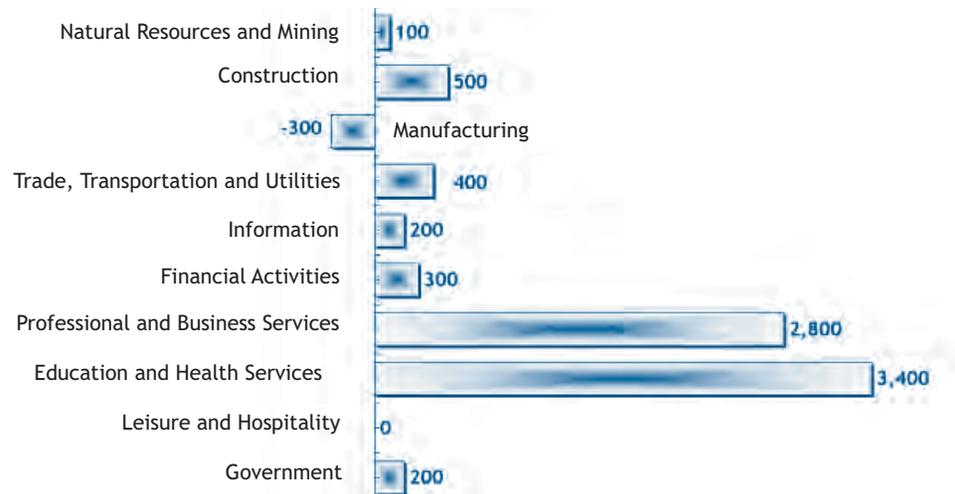
New Hampshire unemployment and labor force estimates are calculated using a regression model which depends on Current Population Survey (CPS) estimates. Labor Market Area estimates are calculated using the Bureau of Labor Statistics "Handbook Method" and then adjusted to the State levels.

Monthly Not Seasonally Adjusted New Hampshire Nonfarm Wage and Salary Employment

| Current Employment Statistics Employment by Supersector by place of establishment | Number of Jobs | | | Change from previous: | |
|---|------------------------|-------------------|---------|-----------------------|-------|
| | Mar-08 preliminary | Feb-08 revised | Mar-07 | Month | Year |
| | Total All Supersectors | 645,100 | 642,200 | 635,800 | 2,900 |
| Private Employment Total | 546,700 | 544,700 | 539,100 | 2,000 | 7,600 |
| Natural Resources and Mining | 1,100 | 1,000 | 1,000 | 100 | 100 |
| Construction | 25,300 | 24,800 | 24,800 | 500 | 500 |
| Manufacturing | 77,300 | 77,300 | 77,600 | 0 | -300 |
| Durable Goods | 59,500 | 59,500 | 59,600 | 0 | -100 |
| Non-Durable Goods | 17,800 | 17,800 | 18,000 | 0 | -200 |
| Trade, Transportation and Utilities | 139,000 | 138,500 | 138,600 | 500 | 400 |
| Wholesale Trade | 28,300 | 28,100 | 28,200 | 200 | 100 |
| Retail Trade | 95,400 | 95,200 | 95,100 | 200 | 300 |
| Transportation and Utilities | 15,300 | 15,200 | 15,300 | 100 | 0 |
| Information | 12,300 | 12,200 | 12,100 | 100 | 200 |
| Financial Activities | 38,500 | 38,400 | 38,200 | 100 | 300 |
| Professional and Business | 65,900 | 65,700 | 63,100 | 200 | 2,800 |
| Education and Health | 106,300 | 105,900 | 102,900 | 400 | 3,400 |
| Leisure and Hospitality | 59,200 | 59,000 | 59,200 | 200 | 0 |
| Other Services | 21,800 | 21,900 | 21,600 | -100 | 200 |
| Government Total | 98,400 | 97,500 | 96,700 | 900 | 200 |

Change in Nonfarm Employment

Mar 2007 to Mar 2008



Monthly Analysis of Current Employment Statistics (CES) Data

For further analysis please read the *Detailed Monthly Analysis of Industry Employment Data* on our Web site at <www.nh.gov/nhes/elmi/nonfarm.htm>

Seasonally Adjusted: Preliminary seasonally adjusted estimates for March showed that New Hampshire employers added 1,900 jobs to the state's economy.

Government (supersector 90) accounted for 800 of those added jobs, and trade, transportation, and utilities (supersector 40) chipped in 500 jobs to the month's total. Also, education and health services (supersector 65) expanded its employment totals by 300 jobs, and information (supersector 50) bumped up its staffing levels by 200. To complete the list of those industrial groups with increasing employment numbers, construction (supersector

20), financial activities (supersector 55), and professional and business services (supersector 60) each brought an additional 100 workers on board during the month.

Manufacturing (supersector 30) held its total number of jobs at the revised February level in the March preliminary estimates.

On the other side of March's employment picture, other services (supersector 80) posted a 200-job reduction and leisure and hospitality (supersector 70) dropped 100 jobs from the rolls.

Monthly Unadjusted Nonfarm Wage and Salary Employment by Metropolitan Statistical Areas

| Employment by Sector number of jobs by place of establishment | Manchester NH MetroNECTA | | | Nashua NH-MA NECTA Division, NH Portion | | | Portsmouth NH-ME MetroNECTA, NH Portion | | | Rochester-Dover NH-ME MetroNECTA, NH Portion | | |
|---|-----------------------------|--------------------------|-------|--|--------------------------|------|---|--------------------------|-------|--|--------------------------|-------|
| | preliminary Mar-08 | Change from previous: | | preliminary Mar-08 | Change from previous: | | preliminary Mar-08 | Change from previous: | | preliminary Mar-08 | Change from previous: | |
| | | Month | Year | | Month | Year | | Month | Year | | Month | Year |
| Total All Sectors | 101,200 | 800 | 1,600 | 131,900 | 500 | 600 | 54,900 | 100 | 1,000 | 57,600 | 500 | 1,400 |
| Private Employment Total | 88,900 | 500 | 800 | 116,400 | 400 | 300 | 45,300 | 0 | 1,100 | 43,600 | 200 | 1,300 |
| Natural Resources and Construction | 4,600 | 100 | -100 | 4,600 | 100 | -100 | 1,500 | 0 | 0 | 1,800 | 0 | 100 |
| Manufacturing | 9,400 | 0 | 100 | 25,500 | 100 | 200 | 3,900 | 0 | 0 | 6,900 | 0 | 100 |
| Trade, Transportation and Utilities | 20,100 | 100 | 100 | 29,300 | -100 | -800 | 11,000 | 0 | 100 | 10,800 | 0 | -200 |
| Wholesale Trade | 4,700 | 0 | 0 | 6,200 | -100 | 100 | 2,000 | 0 | 100 | 1,200 | 0 | 0 |
| Retail Trade | 12,500 | 0 | 200 | 19,200 | 0 | -700 | 7,800 | 0 | 0 | 8,600 | 0 | -200 |
| Transportation, Warehousing and Utilities | Data not available | | | 3,900 | 0 | -200 | 1,200 | 0 | 0 | 1,000 | 0 | 0 |
| Information | 3,400 | 0 | 100 | 2,200 | 0 | 100 | 1,900 | 0 | 100 | 1,100 | 0 | 0 |
| Financial Activities | 8,500 | 0 | -100 | 8,800 | 0 | 200 | 4,900 | 0 | 200 | 3,000 | 0 | 0 |
| Professional and Business | 12,900 | 0 | 200 | 14,200 | -100 | 300 | 9,000 | 0 | 300 | 4,800 | 0 | 500 |
| Educational and Health | 17,100 | 100 | 0 | 17,200 | 100 | 300 | 5,700 | 0 | 100 | 8,200 | 100 | 500 |
| Leisure and Hospitality | 8,300 | 100 | 100 | 10,200 | 200 | 100 | 6,000 | 0 | 300 | 5,200 | 100 | 300 |
| Other Services | 4,600 | 100 | 400 | 4,400 | 100 | 0 | 1,400 | 0 | 0 | 1,800 | 0 | 0 |
| Government Total | 12,300 | 300 | 800 | 15,500 | 100 | 300 | 9,600 | 100 | -100 | 14,000 | 300 | 100 |

Average Earnings and Hours of Production Workers in Manufacturing

| Sector | Average Weekly Earnings | | | Average Weekly Hours | | | Average Hourly Earnings | | |
|----------------------|-------------------------|-------------------|----------|-----------------------|-------------------|--------|-------------------------|-------------------|---------|
| | Mar-08 preliminary | Feb-08 revised | Mar-07 | Mar-08 preliminary | Feb-08 revised | Mar-07 | Mar-08 preliminary | Feb-08 revised | Mar-07 |
| New Hampshire | | | | | | | | | |
| All Manufacturing | \$684.54 | \$687.92 | \$687.52 | 39.5 | 39.4 | 40.3 | \$17.33 | \$17.46 | \$17.06 |
| Durable Goods | \$707.13 | \$713.46 | \$723.14 | 40.5 | 40.4 | 41.8 | \$17.46 | \$17.66 | \$17.30 |
| Nondurable Goods | \$613.70 | \$604.68 | \$574.94 | 36.4 | 36.1 | 35.6 | \$16.86 | \$16.75 | \$16.15 |

Unadjusted: New Hampshire experienced a modest increase in the total number of jobs, as employers in the state added 2,900 jobs in March.

Government (supersector 90), with its 900-job increase, led the parade of industrial groups adding to the March gain. Construction (supersector 20) and trade, transportation, and utilities (supersector 40) each augmented their force with 500 more jobs. Next up, education and health services (supersector 65) employed 400 more people during the month. Professional and business services (supersector 60) and leisure and hospitality (supersector 70) each expanded their payroll

by 200. Wrapping up the March expansion, natural resources and mining (supersector 10), information (supersector 50), and financial activities (supersector 55) each increased their ranks by 100 jobs.

Preliminary unadjusted estimates for March showed that manufacturing (supersector 30) sustained its total number of jobs at the level set in the February estimate.

In concluding employment activity for March, other services (supersector 80) posted a 100-job drop.

B. G. McKay

New Hampshire Employment Projections by Industry and Occupation Base Year 2006 to Projected Year 2016

Industry projections, 2006-2016

Occupational projections cannot begin until industry projections have been completed. Growth in a particular industry can affect all the occupations that an industry employs. A prime example is *Registered nurses*, whose numbers are expected to increase significantly because of expected strong growth in

industry groups such as *Ambulatory health care services* and *Hospitals*. On the other side of the ledger, slow or negative growth in *Manufacturing* can mean lower expectations for occupations such as *Electrical and electronic equipment assemblers* and *Paper goods machine setters and tenders*.

| Long-term Industry Projections 2006-2016 | | | | Percent |
|--|----------------|----------------|---------------|--------------|
| New Hampshire | 2006 | 2016 | Change | Change |
| Total Employment (incl. Self-employed) | 694,800 | 791,245 | 96,445 | 13.9% |
| Goods-Producing Industries | 110,188 | 110,467 | 279 | 0.3% |
| Agriculture, Forestry, Fishing and Hunting | 1,835 | 1,841 | 6 | 0.3% |
| Mining | 712 | 758 | 46 | 6.5% |
| Construction | 29,312 | 33,491 | 4,179 | 14.3% |
| Manufacturing | 78,329 | 74,377 | -3,952 | -5.0% |
| Service-Providing Industries | 526,846 | 617,957 | 91,111 | 17.3% |
| Utilities | 2,768 | 2,690 | -78 | -2.8% |
| Wholesale Trade | 28,021 | 31,915 | 3,894 | 13.9% |
| Retail Trade | 98,322 | 105,360 | 7,038 | 7.2% |
| Transportation and Warehousing | 16,959 | 18,317 | 1,358 | 8.0% |
| Information | 12,529 | 13,828 | 1,299 | 10.4% |
| Finance and Insurance | 32,618 | 38,338 | 5,720 | 17.5% |
| Real Estate and Rental and Leasing | 8,083 | 9,316 | 1,233 | 15.3% |
| Professional, Scientific, and Technical Services | 28,008 | 35,208 | 7,200 | 25.7% |
| Management of Companies and Enterprises | 7,405 | 8,517 | 1,112 | 15.0% |
| Administrative and Waste Management Services | 26,078 | 33,664 | 7,586 | 29.1% |
| Educational Services * | 63,358 | 75,709 | 12,351 | 19.5% |
| Health Care and Social Assistance ** | 78,250 | 102,411 | 24,161 | 30.9% |
| Arts, Entertainment, and Recreation | 11,038 | 14,164 | 3,126 | 28.3% |
| Accommodation and Food Services | 52,939 | 61,546 | 8,607 | 16.3% |
| Other Services (Except Government) | 21,898 | 25,190 | 3,292 | 15.0% |
| Government | 38,572 | 41,784 | 3,212 | 8.3% |
| Self-employed and Unpaid Family Workers | 57,766 | 62,821 | 5,055 | 8.8% |

* Employment for public schools and colleges is included in Educational Services.

** Employment at the State Hospital is included in Health Care and Social Assistance.

An estimated 96,445 new jobs are expected for all industries plus self-employed and unpaid family workers. *Service-providing industries* account for 91,111 jobs, while *Goods-producing industries* contribute only 279 new jobs over the ten-year period, mostly due to a projected reduction of 3,952 jobs in *Manufacturing*. The remaining 5,055 jobs are projected for an increase in self-employed and unpaid family workers.

Following national trends, employment losses are expected to occur in *Manufacturing*, with the largest losses projected for *Paper manufacturing* and *Computer and electronic product manufacturing*. Lower employment is also projected for *Textile mills*, *Printing and related support activities*, and *Miscellaneous manufacturing*. On a positive note, employment gains are expected in *Fabricated metal product manufacturing*;

Electrical equipment, appliance, and component manufacturing; and *Machinery manufacturing*.

Health care and social assistance is projected to be the leading sector in job growth, adding 24,161 new jobs through 2016 period. Within the sector, *Ambulatory health care services* is expected to expand by 8,955 jobs while *Hospitals* account for 5,341. *Hospitals* are expected to experience a significantly slower growth rate than other industries in the sector because of efforts to control costs by increasing the use of clinics and other outpatient care facilities.

Increasing enrollments should spur employment growth in *Educational services* as a projected 12,351 jobs are added through 2016.

25 Occupations Adding the Most New Jobs, 2006-2016

| SOC Code | Occupation | 2006 Employment | 2016 Projected | Increase | Descriptor |
|----------|--|-----------------|----------------|----------|------------|
| 29-1111 | Registered Nurses | 12,849 | 16,861 | 4,012 | VF |
| 41-2031 | Retail Salespersons | 25,263 | 29,156 | 3,893 | VF |
| 35-3021 | Combined Food Prep/Serving Workers, Inc. Fast Food | 10,740 | 13,281 | 2,541 | VF |
| 13-1199 | Business Operations Specialists, All Other | 9,619 | 12,118 | 2,499 | VF |
| 43-4051 | Customer Service Representatives | 8,765 | 11,200 | 2,435 | VF |
| 15-1031 | Computer Software Engineers, Applications | 4,534 | 6,705 | 2,171 | VF |
| 43-9061 | Office Clerks, General | 13,982 | 16,140 | 2,158 | VF |
| 25-2021 | Elementary School Teachers, Ex. Special Ed | 8,077 | 10,117 | 2,040 | VF |
| 35-3031 | Waiters and Waitresses | 12,170 | 14,169 | 1,999 | VF |
| 31-1012 | Nursing Aides, Orderlies, and Attendants | 7,723 | 9,704 | 1,981 | VF |
| 25-9041 | Teacher Assistants | 10,007 | 11,802 | 1,795 | VF |
| 37-2011 | Janitors/Cleaners, Ex. Maids/Housekeeping Cleaners | 9,928 | 11,679 | 1,751 | VF |
| 25-1000 | Postsecondary Teachers | 6,113 | 7,767 | 1,654 | VF |
| 39-9021 | Personal and Home Care Aides | 2,691 | 4,256 | 1,565 | VF |
| 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 10,364 | 11,915 | 1,551 | VF |
| 37-3011 | Landscaping and Groundskeeping Workers | 6,292 | 7,645 | 1,353 | VF |
| 31-1011 | Home Health Aides | 2,247 | 3,573 | 1,326 | VF |
| 43-4171 | Receptionists and Information Clerks | 5,708 | 6,851 | 1,143 | VF |
| 39-9011 | Child Care Workers | 4,119 | 5,192 | 1,073 | VF |
| 41-3021 | Insurance Sales Agents | 5,388 | 6,387 | 999 | VF |
| 41-4012 | Sales Reps, Wholesale and Mfg, Ex.Tech/Science Prods | 7,362 | 8,355 | 993 | FA |
| 25-2011 | Preschool Teachers, Except Special Education | 3,094 | 4,035 | 941 | VF |
| 41-1011 | Supervisors/Managers, Retail Sales Workers | 12,394 | 13,319 | 925 | FA |
| 25-2022 | Middle School Teachers, Ex. Special Ed/Voc Ed | 3,779 | 4,634 | 855 | VF |
| 11-9199 | Managers, All Other | 9,766 | 10,616 | 850 | FA |

Occupational Projections 2006 - 2016

As with industry projections, an estimated 96,445 new jobs are expected within all occupations, including those held by self-employed persons and unpaid family members. In addition to total increase and growth rate, occupational projections may be examined by annual average openings, which includes projected openings from new job growth and projected openings attributed to replacement needs.

Adding Jobs

Registered nurses are expected to add more than 4,000 jobs over the next ten years, the largest gain of any

occupation. Technological advances that enable the treatment of more health problems, an emphasis on preventative care, and a growing elderly population are among the reasons for the expected strong growth.¹ Working close by are *Nursing aides, orderlies, and attendants*.

Population growth and a strong existing retail trade industry will create the need for more *Retail salespersons*. Because of the need to personally assist customers, workers in this occupation are less subject to being replaced by technology than in other occupations.² Growth in *Accommodation and food services and drinking places* will call for more *Combined*

25 Fastest Growing Occupations, 2006-2016 (employment of at least 500 in 2006)

| SOC Code | Occupation | 2006 Employment | 2016 Projected | Percent Change | Descriptor |
|----------|---|-----------------|----------------|----------------|------------|
| 31-1011 | Home Health Aides | 2,247 | 3,573 | 59.0% | VF |
| 39-9021 | Personal and Home Care Aides | 2,691 | 4,256 | 58.2% | VF |
| 15-1081 | Network Systems and Data Communications Analysts | 964 | 1,478 | 53.3% | VF |
| 21-1093 | Social and Human Service Assistants | 1,476 | 2,198 | 48.9% | VF |
| 15-1031 | Computer Software Engineers, Applications | 4,534 | 6,705 | 47.9% | VF |
| 29-2056 | Veterinary Technologists and Technicians | 667 | 968 | 45.1% | VF |
| 13-2052 | Personal Financial Advisors | 771 | 1,099 | 42.5% | VF |
| 31-9092 | Medical Assistants | 1,168 | 1,656 | 41.8% | VF |
| 29-2052 | Pharmacy Technicians | 1,138 | 1,578 | 38.7% | VF |
| 21-1099 | Community and Social Service Spec. All Other | 579 | 791 | 36.6% | VF |
| 25-3021 | Self-Enrichment Education Teachers | 1,067 | 1,451 | 36.0% | VF |
| 29-2021 | Dental Hygienists | 1,204 | 1,628 | 35.2% | VF |
| 31-9091 | Dental Assistants | 1,238 | 1,668 | 34.7% | VF |
| 13-2051 | Financial Analysts | 942 | 1,263 | 34.1% | VF |
| 29-1123 | Physical Therapists | 1,041 | 1,395 | 34.0% | VF |
| 41-3099 | Sales Representatives, Services, All Other | 2,231 | 2,946 | 32.0% | VF |
| 25-2041 | Special Ed Teachers, Presch/Kindergarten/Elem Sch | 1,175 | 1,545 | 31.5% | VF |
| 21-1015 | Rehabilitation Counselors | 1,135 | 1,491 | 31.4% | VF |
| 29-1111 | Registered Nurses | 12,849 | 16,861 | 31.2% | VF |
| 15-1061 | Database Administrators | 534 | 698 | 30.7% | VF |
| 25-2011 | Preschool Teachers, Except Special Education | 3,094 | 4,035 | 30.4% | VF |
| 33-9021 | Private Detectives and Investigators | 542 | 707 | 30.4% | VF |
| 21-1021 | Child, Family, and School Social Workers | 858 | 1,117 | 30.2% | VF |
| 15-1051 | Computer Systems Analysts | 1,856 | 2,411 | 29.9% | VF |
| 29-1122 | Occupational Therapists | 746 | 960 | 28.7% | VF |

¹ U.S. Bureau of Labor Statistics. Occupational Outlook Handbook, 2008-09 Edition: <http://www.bls.gov/oco/home.htm>. Accessed April 29, 2008.

² Ibid.

food preparation and serving workers, including fast food and Waiters and waitresses, along with other related jobs.

Postsecondary teachers in all subject matters are expected to increase by more than 1,600 jobs as a larger percentage of high school graduates enter college and more adults return to college to update skills or prepare for new careers.

Of the top 25 occupations adding the most jobs, five require at least a bachelor’s degree as the most significant source of education or training. In addition to Postsecondary teachers, these occupations are Business operations specialists, all other; Computer software engineers, applications; Elementary school teachers, except special education; and Insurance sales agents.

Fastest Growing

Seven of the 25 fastest growing occupations are directly involved in providing health care. Leading

the list is Home health aides with a growth rate of 59.0 percent. This occupation will be in great demand to meet the needs of an aging population and to control costs by moving patients out of hospitals and nursing homes. Next on the list are Personal and home care aides, who provide routine activities to assist elderly and disabled adults, usually in a residential setting.

Medical assistants are projected to account for excellent growth as the health care industry expands and technological advances in medicine require more workers who can perform the basic tasks in doctor’s offices and clinics. Keeping our animal companions healthy will create more jobs for Veterinary technologists and technicians.

Internet and telecommunications technologies are expected to grow rapidly, spurring growth for Network systems and data communications analysts; Computer software engineers, applications; and Database administrators.

25 Occupations with the most annual openings, 2006-2016

| SOC Code | Occupation | Annual Average Openings from Growth | Annual Average Openings from Replacements | Annual Average Total Openings | Descriptor |
|----------|---|-------------------------------------|---|-------------------------------|------------|
| 41-2031 | Retail Salespersons | 389 | 778 | 1,167 | VF |
| 41-2011 | Cashiers | 55 | 1,055 | 1,110 | FA |
| 35-3031 | Waiters and Waitresses | 200 | 661 | 861 | VF |
| 29-1111 | Registered Nurses | 401 | 212 | 613 | VF |
| 43-4051 | Customer Service Representatives | 244 | 244 | 488 | VF |
| 43-9061 | Office Clerks, General | 216 | 257 | 473 | VF |
| 35-3021 | Combined Food Prep/Serving Workers, Inc. Fast Food | 254 | 204 | 458 | VF |
| 25-2021 | Elementary School Teachers, Ex. Special Ed | 204 | 176 | 380 | VF |
| 37-2011 | Janitors/Cleaners, Ex. Maids/Housekeeping Cleaners | 175 | 190 | 365 | VF |
| 13-1199 | Business Operations Specialists, All Other | 250 | 103 | 353 | VF |
| 41-1011 | Supervisors/Managers, Retail Sales Workers | 93 | 260 | 353 | FA |
| 25-9041 | Teacher Assistants | 180 | 163 | 343 | VF |
| 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 155 | 162 | 317 | VF |
| 15-1031 | Computer Software Engineers, Applications | 217 | 66 | 283 | VF |
| 11-9199 | Managers, All Other | 85 | 194 | 279 | FA |
| 25-1000 | Postsecondary Teachers | 168 | 104 | 272 | VF |
| 31-1012 | Nursing Aides, Orderlies, and Attendants | 198 | 69 | 267 | VF |
| 41-4012 | Sales Reps, Wholesale and Mfg, Ex. Tech/Science Prods | 99 | 163 | 262 | FA |
| 43-4171 | Receptionists and Information Clerks | 114 | 140 | 254 | VF |
| 53-7062 | Laborers and Freight/Stock/Material Movers, Hand | 40 | 211 | 251 | VF |
| 35-3022 | Counter Attendants, Cafeteria/Food Concession | 48 | 202 | 250 | VF |
| 43-1011 | Supervisors/Managers, Office/Admin Support Workers | 62 | 170 | 232 | FA |
| 43-5081 | Stock Clerks and Order Fillers | 0 | 226 | 226 | LS |
| 39-9011 | Child Care Workers | 107 | 118 | 225 | VF |
| 53-3032 | Truck Drivers, Heavy and Tractor-Trailer | 80 | 139 | 219 | FA |

Personal financial advisors are one of the ten fastest growing occupations. Retiring Baby Boomers and Generation-Xers fearing nonexistent Social Security benefits will be seeking the services of these workers to manage their finances.

Thirteen of the top 25 fastest growing occupations require a bachelor's degree or higher as the most significant source of training, three require an associate's degree, and the remainder require experience in a related job or some level of on-the-job training.

Annual Openings

Openings arise from two sources, growth in the occupation and the need to replace workers who retire, get promoted, or otherwise leave the

occupation. In many cases, replacements are the most significant source of openings. For other occupations, particularly fast growing ones, growth is the prime source of openings.

Retail salespersons is expected to add a substantial number of jobs, and there will also be a need to replace workers that transfer to other occupations such as *Supervisors and managers of retail sales workers*. *Cashiers*, a similar occupation, will likely have very little growth as self-checkout systems become more popular.³ Almost all of the openings will come from replacement needs.

In addition to openings created by rapid growth, more *Registered nurses* will be needed to replace those that will be retiring or leaving the occupation for other reasons.

Michael Argiropolis

³ Ibid.



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A complete set of industry and occupational projections can be found on the Economic and Labor Market Information Bureau web site at:
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