## The "Great Resignation" and Worker Earnings Growth

Early 2021 was the beginning of the "Great Resignation," a period of high labor turnover caused by high demand for workers, combined with a relatively low labor supply. High labor demand and low supply created opportunities that made changing jobs attractive to workers, and many did, looking for better wages and working conditions. The separation rate for New Hampshire workers (the percentage of workers leaving an employer) began to increase in March 2021, and remained well above pre-pandemic levels through June 2022. Data from the U.S. Census Bureau's Quarterly Workforce Indicators (QWI) show the impact turnover had on worker earnings, and which workers received the greatest benefits from changing jobs.

Workers in stable employment, those who worked at the same firm for the entire reference quarter, had
average monthly earnings of $\$ 6,091$ ( $\$ 73,092$ annually) in the second quarter of 2021, higher than workers who either separated from stable employment ( $\$ 3,490$ per month) and those who were hired to stable employment ( $\$ 4,567$ per month). ${ }^{1}$ This is partially due to the age of workers changing jobs; younger workers typically earn less than older workers and have higher turnover rates, so it is likely that earnings for new hires and separations include a disproportionately large share of younger (and lower-earning) workers.
Workers hired to stable employment generally earned more than workers separating from stable employment, suggesting that workers changing employers typically received higher earnings from their new employer. ${ }^{2}$ The earnings difference

## Average Monthly Earnings for New Hampshire Workers



Source: U.S. Census Bureau, Quarterly Workforce Indicators
INSIDE THIS ISSUE:
Seasonally Adjusted
Estimates
Unemployment Rates ..... 4
Current Employment Statistics ..... 4
Not Seasonally Adjusted Estimates
Unemployment Rates ..... 5
Current Employment Statistics ..... 6
Claims Activity ..... 9
between separating and newly hired workers increased dramatically during the Great Resignation, from approximately four percent ( $\$ 125$ per month) between 2018 and 2020 to 31 percent ( $\$ 1,077$ per month) in the second quarter of 2021.

Average earnings growth increased over-the-quarter for all workers during the second quarter of 2021, although workers hired to stable employment experienced larger earnings gains than other workers. Average earnings for workers hired to stable employment increased 29 percent ( $\$ 1,038$ per month) over first quarter 2021 earnings, compared to ten percent (\$553 per month) for workers in stable employment or five percent (\$158 per month) for workers separating from stable employment.

Earnings for workers hired to stable employment declined in the third quarter, although seasonal summer hiring in accommodation and food services, retail trade, and arts, entertainment, and recreation, three industries with low average wages, likely affected new hire pay during

[^0]

Source: U.S. Census Bureau, Quarterly Workforce Indicators


Source: U.S. Census Bureau, Quarterly Workforce Indicators


Source: U.S. Census Bureau, Quarterly Workforce Indicators
this quarter. ${ }^{3}$ Earnings for workers in stable employment did not fall, suggesting that earnings increases were not isolated to one quarter, like earnings increases in the fourth quarters of 2018 and 2020. (Fourth quarter earnings increases are typically associated with either bonus payments or increased hours associated with seasonal holiday demand for goods and services). Increased earnings for new hires in the second quarter likely contributed to the increased earnings for stable employment in the third quarter, since stable hires from the second quarter continued to receive elevated wages in the third quarter (now classified as workers in stable employment). Additionally, some businesses responded to high turnover rates by increasing compensation for current employees.

## Job Turnover and Earnings Increases by Age

Between 2018 and 2020 average earnings for workers age 19 to 24 hired into stable employment were 24 percent higher than earnings for workers separating from stable employment. This gap increased slightly to 28 percent in 2021 Q2. Many workers in this age group complete postsecondary education, qualifying them for higherearning occupations. In addition, workers in this age range may be transitioning from part-time to full-time employment.

Earnings for workers age 19 to 24 hired into stable employment increased 24 percent ( $\$ 448$ per month) over-the-quarter in the second quarter of 2021. While average earnings for all workers hired into stable employment declined in the third quarter of 2021, earnings for newly hired workers age 19 to 24 increased two percent ( $\$ 35$ per month). Earnings increased for workers age 19 to 24 in stable employment as well, increasing 15 percent ( $\$ 309$ per month) in the second quarter of 2021, and seven percent (\$168 per month) in the third quarter.

Workers age 25 to 44 hired to stable employment may have received the largest benefits from changing employers during the Great Resignation. In the second quarter of 2021, average monthly earnings for new hires were 31 percent higher than earnings for workers separating from stable employment, and earnings increased 34 percent ( $\$ 1,270$ per month) over the previous quarter. Earnings for workers in stable employment increased just six percent, or $\$ 290$ per month.

Average monthly earnings for new hires to stable employment age 45 to 64 were 24 percent $(\$ 1,300)$ higher than earnings for workers separating from stable

[^1]
## Average Monthly Earnings for Workers Age 45 to 64



Source: U.S. Census Bureau, Quarterly Workforce Indicators

## Difference in Monthly Earnings, New Hires vs. Separations (Stable)



## Difference in 2021 Q2 New Hire and Separation Earnings by Industry



Source: U.S. Census Bureau, Quarterly Workforce Indicators
employment. However, the over-thequarter increase in earnings for workers in stable employment ( $\$ 830$ per month) exceeded the increase for new hires to stable employment ( $\$ 780$ per month).

Prior to the Great Resignation, the difference in average earnings between workers age 45 to 64 hired to stable employment and those separating from stable employment was smaller than that of younger workers, suggesting that workers in this age range benefited less from changing jobs. ${ }^{4}$ In 2017 and 2018, workers age 45 to 64 hired to stable employment earned four percent less than those separating from stable employment. In 2019 and 2020, workers age 45 to 64 hired to stable employment earned eight percent more than those separating from stable employment, although the difference between earnings for new hires and separations was larger for workers age 25 to 44 ( 15 percent), and age 19 to 24 ( 25 percent).

## Earnings Gains by Industry

The difference in earnings between workers hired to stable employment and those separating from stable employment varied by industry, suggesting that the current labor market is not equally tight in all industries. The difference in earnings was largest in administrative and support and waste management and remediation services, with new hires earning 29 percent more than separating workers. ${ }^{5}$ This industry includes staffing agencies and other employment services, which have been in high demand. Average earnings for new hires in professional, scientific, and technical services, retail trade, and other services were also more than 20 percent higher than wages for separating workers.

Average earnings for new hires in health care and social service were just six percent higher than wages for separating workers, while in manufacturing, new hires earned just one percent more than separating workers. In accommodation and food services, there was essentially no difference in earnings between new hires and separating workers.

- Greg David, Economist

[^2]
## SEASONALLY ADJUSTED ESTIMATES

## Unemployment Estimates by Region

| Seasonally Adjusted | Jul-22 | Jun-22 | Jul-21 |
| :---: | ---: | ---: | ---: |
| United States | $3.5 \%$ | $3.6 \%$ | $5.4 \%$ |
| Northeast | $4.0 \%$ | $4.1 \%$ | $6.3 \%$ |
| New England | $3.3 \%$ | $3.5 \%$ | $5.5 \%$ |
| Connecticut | $3.7 \%$ | $4.0 \%$ | $6.3 \%$ |
| Maine | $2.8 \%$ | $3.0 \%$ | $4.9 \%$ |
| Massachusetts | $3.5 \%$ | $3.7 \%$ | $5.7 \%$ |
| New Hampshire | $2.0 \%$ | $2.0 \%$ | $3.5 \%$ |
| Rhode Island | $2.7 \%$ | $2.7 \%$ | $6.0 \%$ |
| Vermont | $2.1 \%$ | $2.2 \%$ | $3.3 \%$ |
| Mid Atlantic | $4.2 \%$ | $4.4 \%$ | $6.6 \%$ |
| New Jersey | $3.7 \%$ | $3.9 \%$ | $6.6 \%$ |
| New York | $4.4 \%$ | $4.4 \%$ | $6.9 \%$ |
| Pennsylvania | $4.3 \%$ | $4.5 \%$ | $6.4 \%$ |

Local Area Unemployment Statistics (LAUS) Unemployment Rate, NH and US


## Current Employment Statistics (CES) by Place of Establishment

|  | Number of Jobs |  |  | Change From Previous |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jul-22 | Jun-22 | Jul-21 | Month | Year |
| Total Nonfarm | 682,300 | 681,300 | 669,200 | 1,000 | 13,100 |
| Total Private | 596,300 | 595,500 | 582,500 | 800 | 13,800 |
| Mining and Logging | 900 | 1,000 | 900 | -100 | 0 |
| Construction | 31,200 | 31,400 | 29,100 | -200 | 2,100 |
| Manufacturing | 69,800 | 69,400 | 67,800 | 400 | 2,000 |
| Durable Goods | 51,800 | 51,500 | 50,700 | 300 | 1,100 |
| Non-Durable Goods | 18,000 | 17,900 | 17,100 | 100 | 900 |
| Trade, Transportation, and Utilities | 139,000 | 139,100 | 139,400 | -100 | -400 |
| Wholesale Trade | 30,500 | 30,500 | 29,400 | 0 | 1,100 |
| Retail Trade | 90,600 | 90,700 | 91,900 | -100 | -1,300 |
| Transportation, Warehousing, and Utilities | 17,900 | 17,900 | 18,100 | 0 | -200 |
| Information | 12,000 | 12,200 | 11,700 | -200 | 300 |
| Financial Activities | 34,700 | 34,800 | 34,700 | -100 | 0 |
| Financial and Insurance | 27,700 | 27,800 | 27,900 | -100 | -200 |
| Real Estate and Rental and Leasing | 7,000 | 7,000 | 6,800 | 0 | 200 |
| Professional and Business Services | 94,700 | 93,600 | 88,200 | 1,100 | 6,500 |
| Professional, Scientific, and Technical Services | 46,000 | 45,500 | 42,800 | 500 | 3,200 |
| Management of Companies and Enterprises | 9,700 | 9,600 | 9,400 | 100 | 300 |
| Administrative and Support and Waste Management and Remediation Services | 39,000 | 38,500 | 36,000 | 500 | 3,000 |
| Education and Health Services | 120,400 | 120,800 | 121,300 | -400 | -900 |
| Educational Services | 29,100 | 29,100 | 29,400 | 0 | -300 |
| Health Care and Social Assistance | 91,300 | 91,700 | 91,900 | -400 | -600 |
| Leisure and Hospitality | 69,300 | 69,200 | 65,900 | 100 | 3,400 |
| Arts, Entertainment, and Recreation | 12,800 | 12,000 | 11,200 | 800 | 1,600 |
| Accommodation and Food Services | 56,500 | 57,200 | 54,700 | -700 | 1,800 |
| Other Services | 24,300 | 24,000 | 23,500 | 300 | 800 |
| Government | 86,000 | 85,800 | 86,700 | 200 | -700 |
| Federal Government | 8,500 | 8,400 | 8,400 | 100 | 100 |
| State Government | 21,600 | 21,700 | 22,600 | -100 | -1,000 |
| Local Government | 55,900 | 55,700 | 55,700 | 200 | 200 |

Current month is preliminary; past months are revised

Prior data and area data are available on our website at: www.nhes.nh.gov/elmi/statistics/ces-htm

## NOT SEASONALLY ADJUSTED ESTIMATES BY PLACE OF RESIDENCE

## Labor Force Estimates

| New Hampshire | Jul-22 | Jun-22 | Jul-21 |
| :--- | ---: | ---: | ---: |
| Total Civilian Labor Force | 779,000 | 772,500 | 765,880 |
| Employed | 764,100 | 757,070 | 739,150 |
| Unemployed | 14,900 | 15,430 | 26,730 |
| Unemployment Rate | $1.9 \%$ | $2.0 \%$ | $3.5 \%$ |
| United States (\# in thousands) | Jul-22 | Jun-22 | Jul-21 |
| Total Civilian Labor Force | 165,321 | 165,012 | 162,817 |
| Employed | 159,067 | 158,678 | 153,596 |
| Unemployed | 6,255 | 6,334 | 9,221 |
| $\quad$ Unemployment Rate | $3.8 \%$ | $3.8 \%$ | $5.7 \%$ |

## Unemployment Rates by Area

| Counties |  | Jul-22 | Jun-22 | Jul-21 |
| :---: | :---: | :---: | :---: | :---: |
| Belknap |  | 1.7\% | 1.9\% | 3.3\% |
| Carroll |  | 1.7\% | 2.0\% | 3.2\% |
| Cheshire |  | 2.1\% | 2.3\% | 4.0\% |
| Coös |  | 2.9\% | 2.3\% | 3.9\% |
| Grafton |  | 1.8\% | 2.0\% | 3.4\% |
| Hillsborough |  | 1.9\% | 2.0\% | 3.6\% |
| Merrimack |  | 1.7\% | 1.9\% | 3.2\% |
| Rockingham |  | 1.9\% | 2.0\% | 3.4\% |
| Strafford |  | 1.9\% | 2.0\% | 3.4\% |
| Sullivan |  | 1.9\% | 2.0\% | 3.4\% |
| $\begin{array}{\|l\|l\|} \hline \text { Map } \\ \text { Key } \end{array}$ | Labor Market Areas | Jul-22 | Jun-22 | Jul-21 |
| 1 | Colebrook, NH-VT LMA, NH Portion | 5.0\% | 2.1\% | 3.4\% |
| 2 | Littleton, NH-VT LMA, NH Portion | 1.8\% | 1.9\% | 3.5\% |
| 3 | Berlin NH Micropolitan NECTA | 2.6\% | 2.6\% | 4.5\% |
| 4 | Haverhill, NH LMA | 2.2\% | 2.4\% | 4.3\% |
| 5 | Conway, NH-ME LMA, NH Portion | 1.6\% | 1.9\% | 3.2\% |
| 6 | Plymouth, NH LMA | 1.8\% | 2.0\% | 3.2\% |
| 7 | Lebanon, NH-VT Micropolitan NECTA, NH Portion | 1.8\% | 2.0\% | 3.3\% |
| 8 | Meredith, NH LMA | 1.5\% | 1.7\% | 2.9\% |
| 9 | Wolfeboro, NH LMA | 1.8\% | 2.2\% | 3.4\% |
| 10 | Franklin, NH LMA | 1.8\% | 2.0\% | 3.5\% |
| 11 | Laconia, NH Micropolitan NECTA | 1.8\% | 2.0\% | 3.7\% |
| 12 | Expanded Claremont, NH estimating area | 1.8\% | 1.9\% | 3.3\% |
| 13 | New London, NH LMA | 2.0\% | 2.1\% | 3.4\% |
| 14 | Concord, NH Micropolitan NECTA | 1.7\% | 1.8\% | 3.1\% |
| 15 | Belmont, NH LMA | 1.6\% | 1.8\% | 3.1\% |
| 16 | Dover-Durham, NH-ME Metropolitan NECTA, NH Portion | 1.9\% | 2.0\% | 3.4\% |
| 17 | Charlestown, NH LMA | 2.0\% | 2.2\% | 4.4\% |
| 18 | Hillsborough, NH LMA | 2.0\% | 2.2\% | 3.7\% |
| 19 | Raymond, NH LMA | 1.7\% | 1.8\% | 3.0\% |
| 20 | Manchester, NH Metropolitan NECTA | 1.9\% | 1.9\% | 3.4\% |
| 21 | Portsmouth, NH-ME Metropolitan NECTA, NH Portion | 1.6\% | 1.7\% | 3.0\% |
| 22 | Keene, NH Micropolitan NECTA | 2.2\% | 2.3\% | 3.9\% |
| 23 | Peterborough, NH LMA | 1.9\% | 2.1\% | 3.5\% |
| 24 | Nashua, NH-MA NECTA Division, NH Portion | 2.0\% | 2.0\% | 3.6\% |
| 25 | Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MANH NECTA Division | 2.2\% | 2.2\% | 3.9\% |
| 26 | Hinsdale Town, NH Portion, Brattleboro VT-NH LMA | 3.0\% | 3.2\% | 7.6\% |
| 27 | Pelham Town, NH Portion, Lowell-Billerica-Chelmsford, MA-NH NECTA Division | 2.7\% | 2.5\% | 4.2\% |
| 28 | Salem Town, NH Portion, Lawrence-Methuen-Salem, MA-NH NECTA Division | 2.2\% | 2.3\% | 4.2\% |

## Unemployment Rates by Region

| Not Seasonally Adjusted | Jul-22 | Jun-22 | Jul-21 |
| :---: | ---: | ---: | ---: |
| United States | $3.8 \%$ | $3.8 \%$ | $5.7 \%$ |
| Northeast | $4.2 \%$ | $4.0 \%$ | $6.7 \%$ |
| New England | $3.4 \%$ | $3.4 \%$ | $5.6 \%$ |
| Connecticut | $4.3 \%$ | $4.1 \%$ | $6.6 \%$ |
| Maine | $2.7 \%$ | $3.0 \%$ | $4.6 \%$ |
| Massachusetts | $3.5 \%$ | $3.5 \%$ | $5.9 \%$ |
| New Hampshire | $1.9 \%$ | $2.0 \%$ | $3.5 \%$ |
| Rhode Island | $3.0 \%$ | $2.8 \%$ | $6.3 \%$ |
| Vermont | $2.1 \%$ | $2.5 \%$ | $3.3 \%$ |
| Mid Atlantic | $4.5 \%$ | $4.3 \%$ | $7.0 \%$ |
| New Jersey | $3.7 \%$ | $3.6 \%$ | $6.9 \%$ |
| New York | $4.8 \%$ | $4.3 \%$ | $7.1 \%$ |
| Pennsylvania | $4.7 \%$ | $4.6 \%$ | $7.0 \%$ |

July 2022 Unemployment Rates by LMA
$1.9 \%-2.0 \%$
2.1\% and above

Current month is preliminary; past months are revised

MONTHLY ESTIMATES BY PLACE OF ESTABLISHMENT

## New Hampshire Nonfarm Employment Statewide Not Seasonally Adjusted

|  | Number of Jobs |  |  | Change From Previous |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jul-22 | Jun-22 | Jul-21 | Month | Year |
| Total Nonfarm | 688,200 | 688,000 | 671,000 | 200 | 17,200 |
| Total Private | 612,300 | 606,300 | 594,400 | 6,000 | 17,900 |
| Mining and Logging | 1,000 | 1,000 | 1,000 | 0 | 0 |
| Construction | 32,700 | 32,300 | 30,400 | 400 | 2,300 |
| Manufacturing | 70,300 | 70,100 | 68,400 | 200 | 1,900 |
| Durable Goods | 52,200 | 52,000 | 51,100 | 200 | 1,100 |
| Non-Durable Goods | 18,100 | 18,100 | 17,300 | 0 | 800 |
| Trade, Transportation, and Utilities | 139,700 | 139,800 | 140,000 | -100 | -300 |
| Wholesale Trade | 30,800 | 30,500 | 29,600 | 300 | 1,200 |
| Retail Trade | 91,800 | 91,700 | 92,900 | 100 | -1,100 |
| Transportation, Warehousing, and Utilities | 17,100 | 17,600 | 17,500 | -500 | -400 |
| Information | 12,000 | 12,300 | 11,900 | -300 | 100 |
| Financial Activities | 35,200 | 35,000 | 35,200 | 200 | 0 |
| Professional and Business Services | 95,800 | 94,500 | 89,800 | 1,300 | 6,000 |
| Education and Health Services | 118,500 | 119,400 | 115,800 | -900 | 2,700 |
| Leisure and Hospitality | 81,600 | 77,400 | 77,400 | 4,200 | 4,200 |
| Other Services | 25,500 | 24,500 | 24,500 | 1,000 | 1,000 |
| Government | 75,900 | 81,700 | 76,600 | -5,800 | -700 |
| Federal Government | 8,600 | 8,400 | 8,400 | 200 | 200 |
| State Government | 19,600 | 19,400 | 21,100 | 200 | -1,500 |
| Local Government | 47,700 | 53,900 | 47,100 | -6,200 | 600 |

Total Nonfarm Employment Trend Through July 2022


MONTHLY ESTIMATES BY PLACE OF ESTABLISHMENT

## Nonfarm Employment by Metropolitan Statistical Areas - July 2022



## Total Private Average Weekly Earnings Data



Production Workers Average Weekly Earnings


[^3]
## MONTHLY ANALYSIS OF CURRENT EMPLOYMENT STATISTICS (CES)

## Seasonally Adjusted

Total nonfarm employment increased to 682,300 jobs in July, based on preliminary seasonally adjusted estimates. This was an increase of 1,000 non-farm jobs over the month, as private industries gained 800 positions and Government employment increased by 200. Four private industry supersectors experienced over-the-month employment gains and six experienced employment losses from June 2022 to July 2022. Seasonally adjusted over-the-month changes reflect the number of jobs that are not attributable to a regular seasonal pattern of employment variability.

Professional and business services employment increased by 1,100 over the month, after the seasonal adjustment. Manufacturing gained 400 jobs while the other services supersector added 300 positions. Employment in leisure and hospitality increased by 100 from June to July.

Private education and health services lost 400 jobs over the month, after the seasonal adjustment. The information and the construction supersectors each experienced decreases of 200 jobs over the month. Trade, transportation, and utilities; financial activities and mining and logging supersectors each lost 100 jobs in July.

Total private employment in July 2022 was 2,000 jobs below the pre-pandemic level in February 2020. Private education and health services employment was 6,400 jobs below the February 2020 level. Professional and business services, construction, and financial activities supersectors were above pre-pandemic levels.

Seasonally Adjusted July 2022 Change


## Not Seasonally Adjusted

Preliminary unadjusted estimates for July 2022 indicate that total nonfarm employment increased by 17,200 jobs since July 2021, reflecting the ongoing employment recovery from the coronavirus (COVID-19) pandemic. Seven private industry supersectors experienced over the year employment gains, one experienced an over-the-year loss, while mining and logging and financial activities employment were unchanged from July 2021 to July 2022.

Professional and business services experienced the largest increase, with 6,000 more jobs than in July 2021. The leisure and hospitality supersector increased employment by 4,200, while private education and health services expanded payrolls by 2,700 positions. Construction added 2,300 jobs and manufacturing added 1,900 positions. Other services employment increased by 1,000 over the year, while the information supersector gained 100 jobs. Trade, transportation, and utilities lost 300 jobs over the year. Government employment in July 2022 was 700 fewer than a year earlier.

\author{

- Robert Cote, Research Analyst
}


## Consumer Price Index

United States, All Urban Consumers
Not Seasonally Adjusted (CPI-U) (1982-1984=100)

|  |  | Change From Previous |  |  |
| ---: | ---: | ---: | ---: | ---: |
| Jul-22 | Jun-22 | Jul-21 | Month | Year |
| 296.276 | 296.311 | 273.003 | $0.0 \%$ | $8.5 \%$ |

Northeast, All Urban Consumers
Not Seasonally Adjusted (CPI-U) (1982-1984=100)
Change From Previous

| Jul-22 | Jun-22 | Jul-21 | Month | Year |
| ---: | ---: | ---: | ---: | ---: |
| 305.916 | 306.453 | 285.220 | $-0.2 \%$ | $7.3 \%$ |

## Consumer Price Index

United States, All Urban Consumers


Unemployment Compensation Claims Activity

|  | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Initial Claims | 1,854 | 1,547 | 1,682 | 1,156 | 1,808 | 1,583 |
| Continued Weeks Claimed | 10,840 | 10,411 | 7,697 | 8,015 | 7,073 | 9,113 |
| Average payment for a week of unemployment | \$333.15 | \$335.86 | \$342.55 | \$330.59 | \$340.64 | \$307.82 |

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To order publications, visit our website at: www.nhes/nh/gov/elmi, call 603-228-4124 or send a written request to the following address:

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## New Hampshire Employment Security Local Offices

Berlin
Concord
Keene
Littleton
Nashua
Salem

752-5500
228-4100
352-1904
444-2971
882-5177
893-9185
Somersworth

543-3111
447-5924
524-3960
627-7841
436-3702
742-3600

Claims calls: 1-800-266-2252

## New Hampshire Employment Security <br> Economic and Labor Market Information Bureau

General Information
(603) 228-4124 www.nhes.nh.gov/elmi

228-4173
229-4427
228-4060
228-4175
228-4167
229-4315

| New Hampshire Employment Security Economic and Labor Market Information Bureau |  |
| :---: | :---: |
| General Information. | ... (603) 228-4124 |
|  | www.nhes.nh.gov/elmi |
| Research Unit | 228-4173 |
| Economist | 229-4427 |
| Covered Employment \& Wages. | 228-4060 |
| Current Employment Statistics. | 228-4175 |
| Local Area Unemployment Statistics | 228-4167 |
| Occupational Employment Statistics | 229-4315 |


[^0]:     stable employment measure earnings in the quarter after hire.
     from non-stable employment.

[^1]:     hires to stable employment if they are employed for the full third quarter.

[^2]:    4 Older workers are generally in peak earning years, while younger workers earn less, although they typically see larger increases as their careers progress. In addition, the same increase in salary would be represent a larger percentage increase for lower-earning workers, for example, a $\$ 3,000$ raise would be a ten percent increase for a worker earning $\$ 30,000$ per year, but a three percent increase for a worker earning $\$ 100,000$ per year.
    5 Workers changing jobs do not necessarily remain in the same industry.

[^3]:    Sector data for the four areas and hours earnings data are available on our website: www.nhes.nh.gov/elmi/statistics/ces-data.htm

