

The Value of New Hampshire Exports, 2016

In 2016, merchandise exported out of New Hampshire had a total value of \$4.14 billion.¹ The value of exports from New Hampshire increased 3.5 percent over-the-year, the 11th largest over-the-year increase among the states. This increase was not substantial enough to mitigate the 5.5 percent drop from 2014 to 2015, which may have resulted from the increasing value of the U.S. dollar causing a decline in total U.S. exports.² The total value of exports from New Hampshire is relatively small, ranking 43rd when compared to the other states and the District of Columbia.

According to the International Trade Administration of the U.S. Department of Commerce, export merchandise includes “all tangible goods - e.g. manufacturers, raw materials, and unprocessed agricultural commodities.” Data on export value for the state represent goods *exported* out of New Hampshire; these goods are not necessarily *manufactured* in New Hampshire. At the same time, goods manufactured in New Hampshire sent to another state and then exported would be assessed as export value for that state.³

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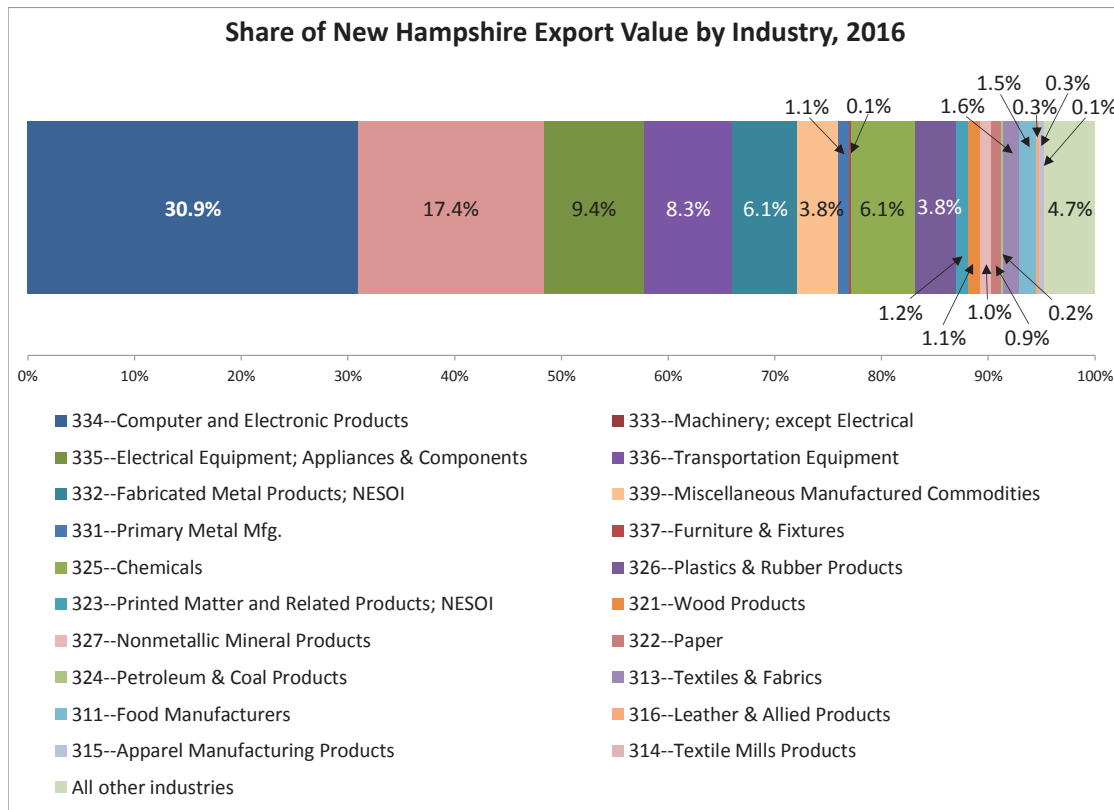
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¹ International Trade Administration, U.S. Department of Commerce. Trade Stats Express™ Home <https://tse.export.gov/TSE?TSEReports.aspx?DATA=SED>

² CNN Money. U.S. dollar is at lowest level in nearly 3 years. Patrick Gillespie. September 14, 2017. http://money.cnn.com/2017/09/14/news/economy/us-dollar-2-year-low/index.html?iid=SF_LN

³ See end note “U.S. Exports at State and Regional Levels” for a detailed explanation.

Value of Exports from New Hampshire by Selected Industries

Small- and medium-sized enterprise (SME) exporters are those companies that employ fewer than 500 workers.⁴ In 2014, the most recent data available, SMEs accounted for 87 percent of New Hampshire goods exporters, and almost half (49 percent) of goods export value.⁵

In 2016, over 95 percent of total New Hampshire export value was from industries within the *Manufacturing* sector. For the most part, New Hampshire is a component manufacturing state. This means that many are smaller manufacturing companies who commonly produce a specific part or component to be used by another company to build the whole product. Because of this, many smaller manufacturing companies are contract driven, producing niche components according to contract requirements, whether for aircraft, automotive, or other end products. The timing of the beginning and completion of said contracts can cause significant variances in the annual value of exports for the industries involved.⁶

Computer and electronic products manufacturing exports, valued at \$1.28 billion, accounted for 30.9 percent of total New Hampshire export value in 2016. While the value of exports from this industry was the largest among all industries in 2016, the value was 16.1 percent lower than that of 2015.

Machinery manufacturing (except electrical) exports were the next largest, with a value of \$722 million, accounting for 17.4 percent of the total value of New Hampshire exports. From 2015 to 2016, export values increased 1.3 percent from this industry, representing an increase in export value of \$9.45 million. The value of *Electrical equipment manufacturing (appliances and components)* exports out of New Hampshire was \$388 million, an increase of 9.4 percent over-the-year.

Timing of contracts most likely contributed to the significant over-the-year increase in value of exports from New Hampshire *Transportation equipment manufacturing*, increasing 82.5 percent with an additional \$155.7 million, and *Primary metal manufacturing*, up 72.6 percent, adding \$19.4 million in export value.

Market Destination for New Hampshire Exports

In 2016, exports to Canada had the largest value, totaling \$556 million, or 13.5 percent of total value of New Hampshire exports. Exports valued at \$442 million, 10.7 percent of total export value for New Hampshire, went to Mexico.

Merchandise exported from *Manufacturing* enterprises accounted for over 95 percent of the total export value for New Hampshire. More than 80 percent of the export value from *Manufacturing*, \$3.19 billion, was from electronic components and metal related manufacturing industries. International Trade Administration statistics group these industries as *Manufacturing Part 3*. Wood, paper and printing, and nonmetal related manufacturing industries are grouped as *Manufacturing Part 2*; these industries accounted for exports valued at \$589 million, about 15 percent of the total value of *Manufacturing* exports out of New Hampshire. Food, fabric and apparel related manufacturing industries, grouped as *Manufacturing Part 1*, contributed four percent of total *Manufacturing* export value.

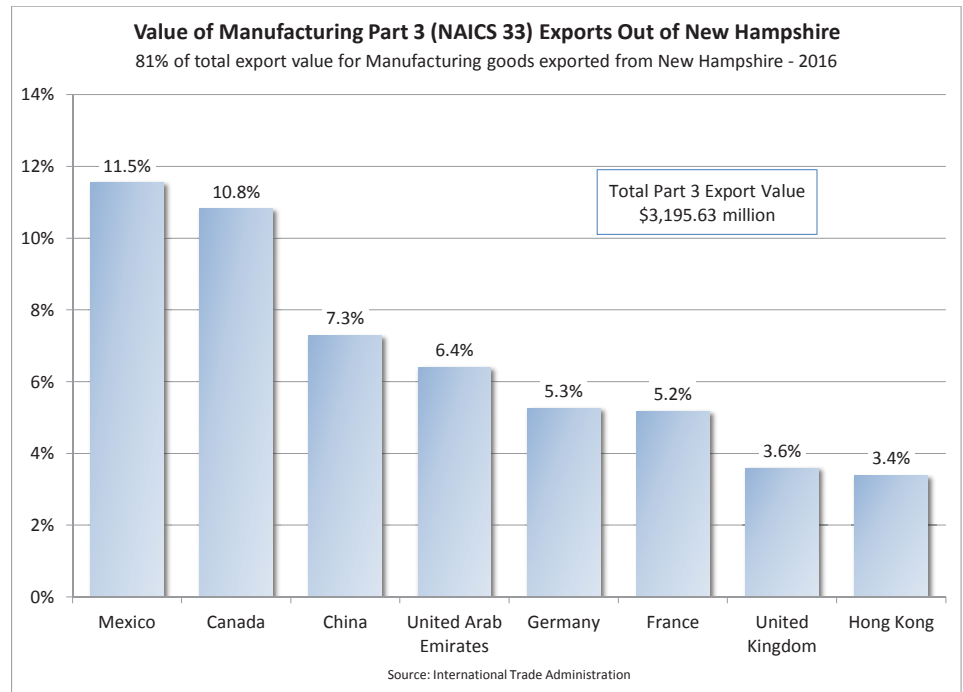
⁴ United States International Trade Commission. Investigation No. 332-508. USITC Publication 4125. January 2010. Small and Medium-Sized Enterprises: Overview of Participation in U.S. Exports. <https://www.usitc.gov/publications/332/pub4125.pdf>

⁵ International Trade Administration. <https://www.trade.gov/mas/ian/statereports/states/nh.pdf>

⁶ Per phone call to Tina Kasim, Program Manager, Department of Business and Economic Affairs, Office of International Commerce

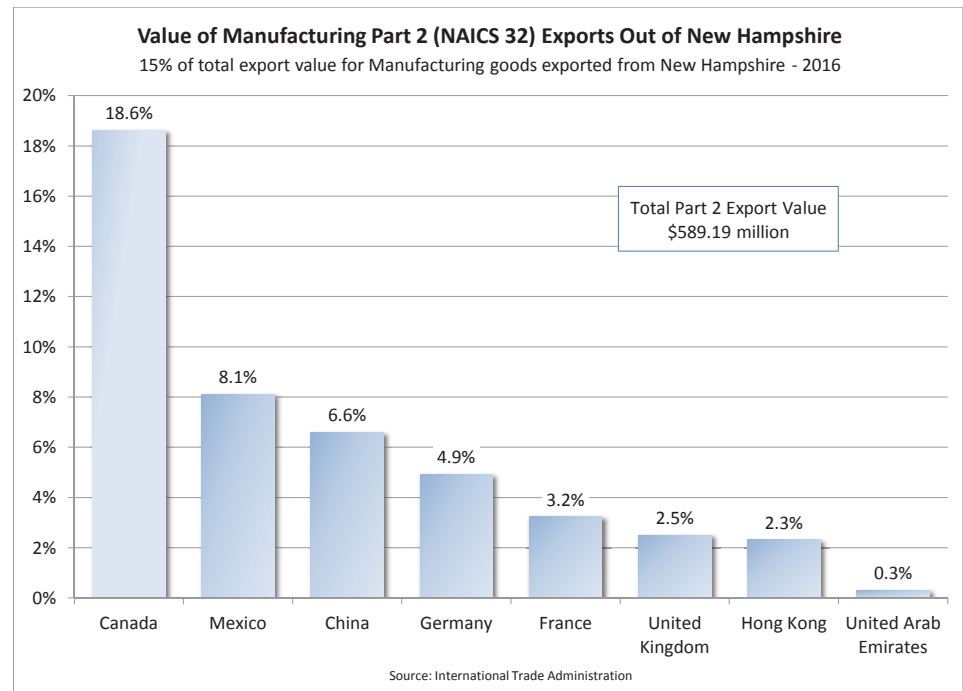
Market Destination for Manufacturing Part 3 Goods

Electronic components and metal related manufacturing industries (Manufacturing Part 3) exports from New Hampshire to Mexico contributed \$368.8 million to the total value of *Manufacturing* exports, accounting for 11.5 percent of total Part 3 exports. Manufacturing Part 3 products exported from New Hampshire to Canada had the second largest value of exports, \$345.7 million, representing 10.8 percent of total value of Manufacturing Part 3 exports. Manufacturing Part 3 industry exports from New Hampshire to China were valued at \$232.9 million, just over seven percent of total Part 3 export value.



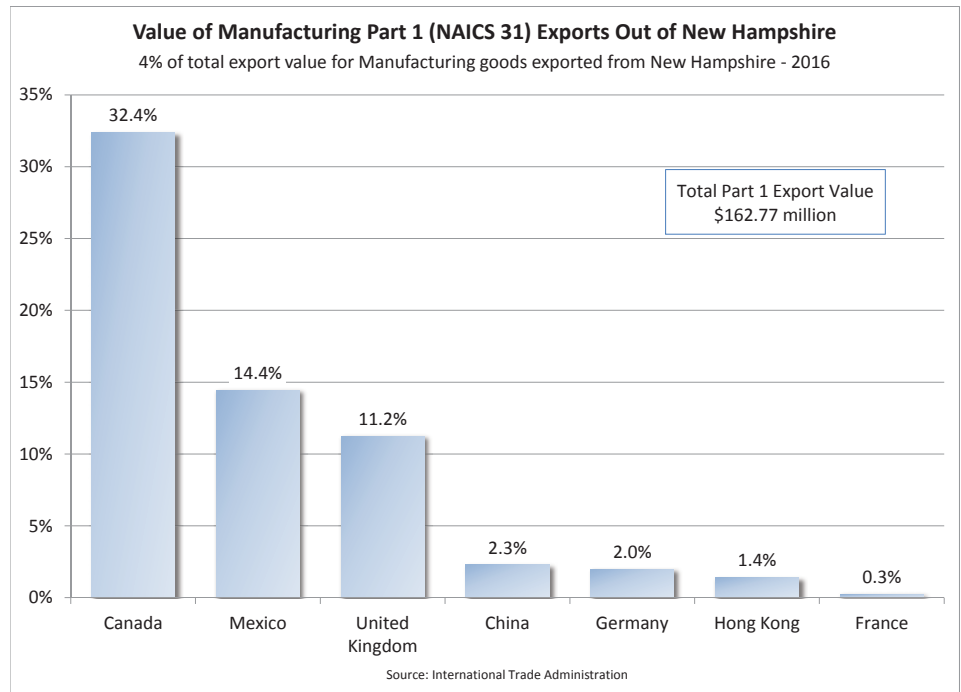
Market Destination for Manufacturing Part 2 Goods

The export value of goods from wood, paper and printing, and nonmetal related manufacturing industries was \$589.1 million, roughly 15 percent of total export value of *Manufacturing* exports from New Hampshire. Canada was the top market destination for Manufacturing Part 2 exports from New Hampshire, valued at \$109.6 million, just over 18 percent of the total Part 2 export value. Manufacturing Part 2 exports from New Hampshire to Mexico were valued at \$47.7 million, and exports to China were valued at \$38.8 million.



*Market Destination for
Manufacturing Part 1 Goods*

New Hampshire exports from Manufacturing Part 1 goods, food, fabric and apparel related manufacturing industries, were valued at \$162.7 million, about four percent of the total *Manufacturing* export value. Canada was also the top market destination for Manufacturing Part 1 exports from New Hampshire, with an export value of \$52.7 million, representing 32.4 percent of total Part 1 exports. Manufacturing Part 1 goods exported from New Hampshire to Mexico had an export value of \$23.5 million, 14.4 percent of New Hampshire Part 1 exports. Manufacturing Part 1 goods exported to the United Kingdom were valued at \$18.2 million, 11.2 percent of total New Hampshire Manufacturing Part 1 exports.



Anita Josten, Economist

U.S. Exports at State and Regional Levels

State export values made available by the International Trade Administration are tabulated on a NAICS (North American Industry Classification System) basis for broad product categories (3-digit level of detail). All figures are for total exports (domestic exports plus re-exports), reflect initial unrevised data, and are on a Free Alongside Ship¹ value basis.

All state export statistics are drawn from the Origin of Movement (OM) series compiled by the Foreign Trade Division of the U.S. Census Bureau.

The OM series was originally designed to measure the transportation origin of exports, as an aid to transportation planners and marketers. The series credits export merchandise to the state where the goods began their final journey to the port (or other point) of exit from the United States, as specified on official U.S. export declarations filed by shippers. The OM can be either the location of the factory where the export item was produced or, in many cases, the location of a distributor, warehouse, or cargo processing facility.

Since the place from which merchandise began its export journey is not necessarily the place where the merchandise was produced, the OM series does not furnish reliable data on the production origin of U.S. exports. As a result, OM data also cannot be used to estimate the number of jobs in each state that is supported by exports.

The OM series, although best suited for planning transportation facilities and marketing transportation services, is the only data series currently published by Census that credits merchandise exports to specific states and, as such, provides the most accurate available information on state export patterns and trends.

OM data cover exports of goods only. There are no comparable statistics for state exports of services, or state imports of services or goods. Consequently, it is not currently possible to calculate trade balances for individual states, for either goods or services.

The Census Bureau does make available merchandise export and import figures for Customs Districts, which are typically regions surrounding major ports and other transit points. These numbers measure the amount of goods entering and leaving a port, and they can be useful when planning port facilities. However, Customs District trade figures are compiled on a basis totally different from that of the state-level OM export series. Consequently, the two series should not be used together in an effort to estimate state trade balances.

Source: TradeStats Express, International Trade Administration, U.S. Department of Commerce, Data Notes. <tse.export.gov/TSE/HELP_TSE/helpTSE.htm>.

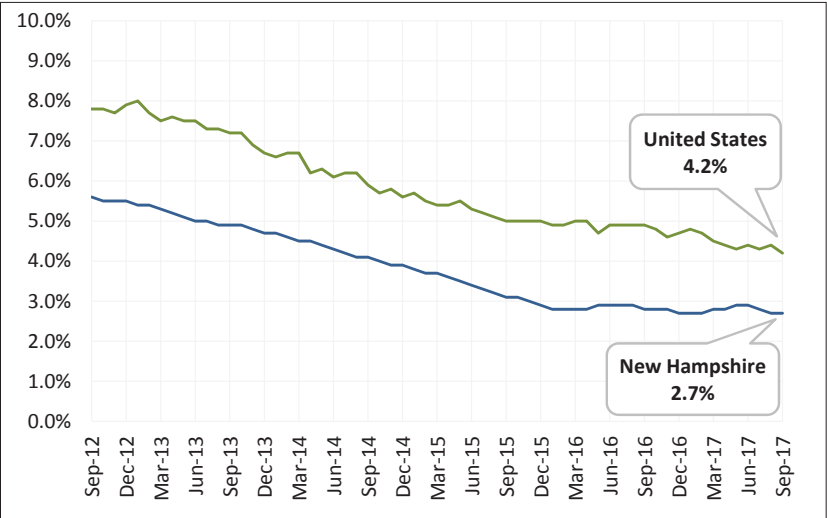
¹ The Free Alongside Ship (F.A.S.) Export Value is defined as the value of exports at the U.S. seaport, airport, or border port of export, based on the transaction price, including inland freight, insurance, and other charges incurred in placing the merchandise alongside the carrier at the U.S. port of exportation. The value, as defined, excludes the cost of loading the merchandise aboard the exporting carrier and also excludes freight, insurance, and any charges or transportation costs beyond the port of exportation.

Seasonally Adjusted Estimates

Unemployment Estimates by Region

Seasonally Adjusted	Sep-17	Aug-17	Sep-16
United States	4.2%	4.4%	4.9%
Northeast	4.5%	4.5%	4.8%
New England	3.9%	4.0%	3.8%
Connecticut	4.6%	4.8%	4.8%
Maine	3.7%	3.8%	4.0%
Massachusetts	3.9%	4.2%	3.3%
New Hampshire	2.7%	2.7%	2.8%
Rhode Island	4.2%	4.3%	5.3%
Vermont	2.9%	3.0%	3.2%
Mid Atlantic	4.8%	4.7%	5.1%
New Jersey	4.7%	4.5%	4.9%
New York	4.9%	4.8%	4.9%
Pennsylvania	4.8%	4.9%	5.5%

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



Current Employment Statistics (CES) by Place of Establishment

	Number of Jobs			Change From Previous	
	Sep-17	Aug-17	Sep-16	Month	Year
Total Nonfarm	678,900	683,800	670,000	-4,900	8,900
Total Private	587,600	590,400	579,200	-2,800	8,400
Mining and Logging	1,000	1,000	900	0	100
Construction	28,200	28,700	25,600	-500	2,600
Manufacturing	68,600	68,600	68,100	0	500
Durable Goods	51,600	51,800	50,800	-200	800
Non-Durable Goods	17,000	16,800	17,300	200	-300
Trade, Transportation, and Utilities	140,400	140,200	140,800	200	-400
Wholesale Trade	27,700	28,000	28,000	-300	-300
Retail Trade	95,500	95,000	96,600	500	-1,100
Transportation, Warehousing, and Utilities	17,200	17,200	16,200	0	1,000
Information	12,500	12,300	12,500	200	0
Financial Activities	37,700	38,100	37,100	-400	600
Financial and Insurance	30,500	30,800	30,200	-300	300
Real Estate and Rental and Leasing	7,200	7,300	6,900	-100	300
Professional and Business Services	80,000	80,100	78,400	-100	1,600
Professional, Scientific, and Technical Services	35,100	35,000	34,200	100	900
Administrative and Support and Waste Management and Remediation Services	35,600	36,300	34,900	-700	700
Education and Health Services	124,100	124,000	121,400	100	2,700
Educational Services	32,000	32,000	31,300	0	700
Health Care and Social Assistance	92,100	92,000	90,100	100	2,000
Leisure and Hospitality	71,300	72,500	69,900	-1,200	1,400
Arts, Entertainment, and Recreation	11,200	11,700	11,700	-500	-500
Accommodation and Food Services	60,100	60,800	58,200	-700	1,900
Other Services	23,800	24,900	24,500	-1,100	-700
Government	91,300	93,400	90,800	-2,100	500
Federal Government	7,500	7,500	7,600	0	-100
State Government	26,000	25,700	25,400	300	600
Local Government	57,800	60,200	57,800	-2,400	0

Current month is preliminary; past months are revised

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

Not Seasonally Adjusted Estimates by Place of Residence

Labor Force Estimates			
New Hampshire	Sep-17	Aug-17	Sep-16
Total Civilian Labor Force	743,750	757,360	746,970
Employed	724,300	737,940	727,550
Unemployed	19,450	19,420	19,420
Unemployment Rate	2.6%	2.6%	2.6%
United States (# in thousands)	Sep-17	Aug-17	Sep-16
Total Civilian Labor Force	161,049	160,863	159,636
Employed	154,494	153,576	151,977
Unemployed	6,556	7,287	7,658
Unemployment Rate	4.1%	4.5%	4.8%

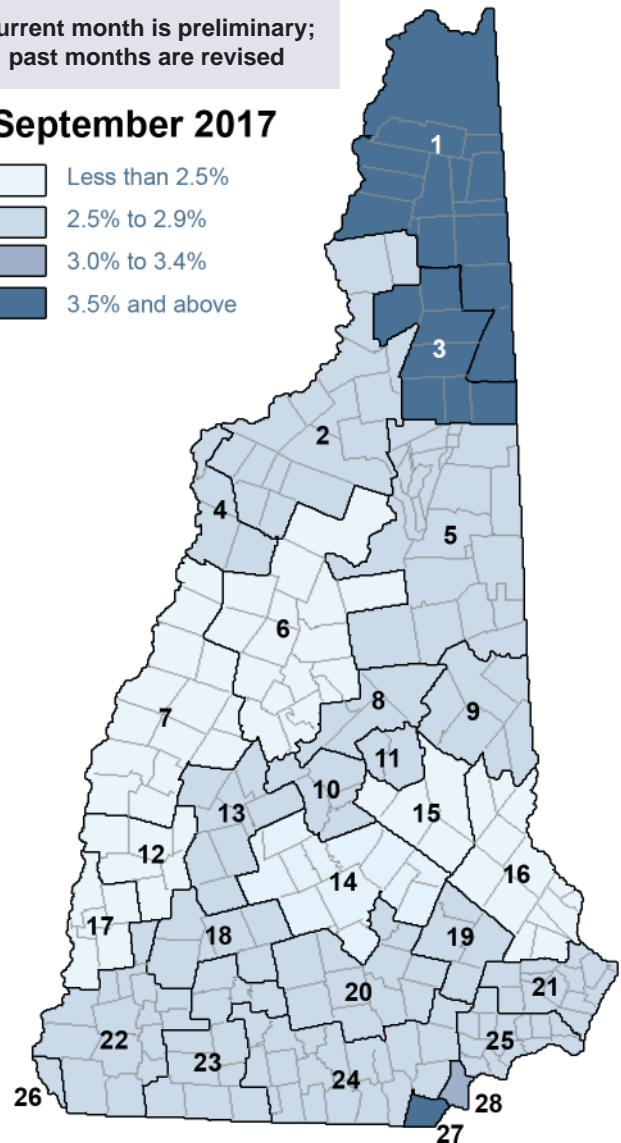
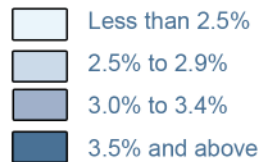
Unemployment Rates by Area			
Counties	Sep-17	Aug-17	Sep-16
Belknap	2.5%	2.2%	2.5%
Carroll	2.7%	2.3%	2.6%
Cheshire	2.6%	2.6%	2.5%
Coös	3.1%	3.1%	3.1%
Grafton	2.3%	2.1%	2.3%
Hillsborough	2.7%	2.8%	2.8%
Merrimack	2.3%	2.2%	2.3%
Rockingham	2.8%	2.8%	2.7%
Strafford	2.3%	2.3%	2.3%
Sullivan	2.3%	2.1%	2.3%

Map Key	Labor Market Areas	Sep-17	Aug-17	Sep-16
1	Colebrook, NH-VT LMA, NH Portion	3.5%	3.8%	3.4%
2	Littleton, NH-VT LMA, NH Portion	2.5%	2.3%	2.6%
3	Berlin NH Micropolitan NECTA	3.5%	3.5%	3.3%
4	Haverhill, NH LMA	2.6%	2.5%	2.4%
5	Conway, NH-ME LMA, NH Portion	2.6%	2.2%	2.4%
6	Plymouth, NH LMA	2.2%	2.1%	2.2%
7	Lebanon, NH-VT Micropolitan NECTA, NH Portion	2.2%	2.0%	2.1%
8	Meredith, NH LMA	2.6%	2.2%	2.1%
9	Wolfeboro, NH LMA	2.9%	2.5%	3.0%
10	Franklin, NH LMA	2.6%	2.4%	2.6%
11	Laconia, NH Micropolitan NECTA	2.6%	2.4%	2.7%
12	Expanded Claremont, NH estimating area	2.4%	2.2%	2.3%
13	New London, NH LMA	2.6%	2.3%	2.5%
14	Concord, NH Micropolitan NECTA	2.2%	2.2%	2.3%
15	Belmont, NH LMA	2.4%	2.1%	2.5%
16	Dover-Durham, NH-ME Metropolitan NECTA, NH Portion	2.3%	2.3%	2.3%
17	Charlestown, NH LMA	2.3%	2.0%	2.2%
18	Hillsborough, NH LMA	2.5%	2.3%	2.5%
19	Raymond, NH LMA	2.5%	2.5%	2.5%
20	Manchester, NH Metropolitan NECTA	2.6%	2.6%	2.6%
21	Portsmouth, NH-ME Metropolitan NECTA, NH Portion	2.5%	2.3%	2.3%
22	Keene, NH Micropolitan NECTA	2.6%	2.6%	2.5%
23	Peterborough, NH LMA	2.6%	2.6%	2.6%
24	Nashua, NH-MA NECTA Division, NH Portion	2.8%	2.9%	2.9%
25	Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	2.9%	3.0%	3.0%
26	Hinsdale Town, NH Portion, Brattleboro, VT-NH LMA	2.9%	2.8%	3.3%
27	Pelham Town, NH Portion, Lowell-Billerica-Chelmsford, MA-NH NECTA Division	3.6%	3.7%	3.6%
28	Salem Town, NH Portion, Lawrence-Metuen-Salem, MA-NH NECTA Division	3.3%	3.5%	3.2%

Unemployment Rates by Region			
Not Seasonally Adjusted	Sep-17	Aug-17	Sep-16
United States	4.1%	4.5%	4.8%
Northeast	4.3%	4.6%	4.7%
New England	3.5%	3.8%	3.7%
Connecticut	4.0%	4.5%	4.6%
Maine	3.0%	3.1%	3.4%
Massachusetts	3.5%	3.7%	3.3%
New Hampshire	2.6%	2.6%	2.6%
Rhode Island	3.7%	4.2%	4.9%
Vermont	2.9%	3.0%	3.2%
Mid Atlantic	4.6%	4.9%	5.1%
New Jersey	4.8%	4.8%	4.9%
New York	4.7%	4.9%	4.9%
Pennsylvania	4.4%	5.1%	5.3%

Current month is preliminary; past months are revised

September 2017



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

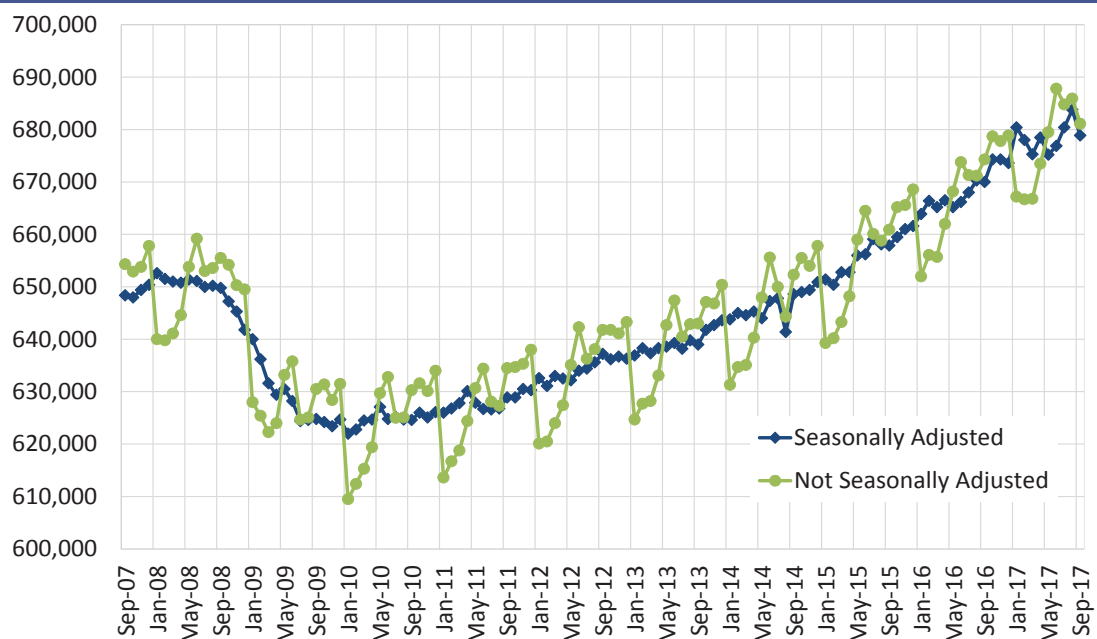
Monthly Estimates by Place of Establishment

New Hampshire Nonfarm Employment Statewide Not Seasonally Adjusted

Current month is preliminary; past months are revised

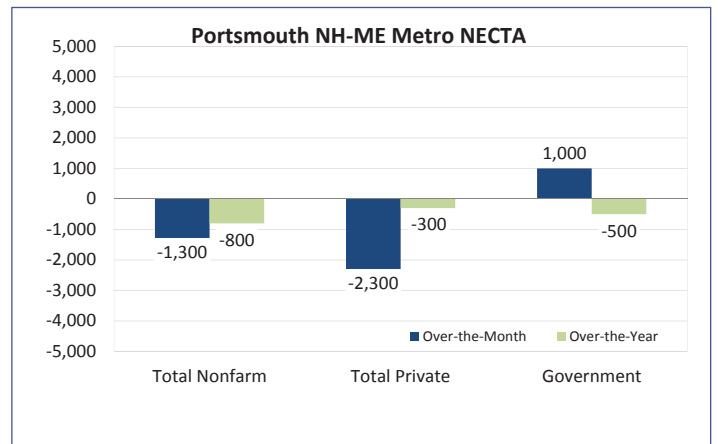
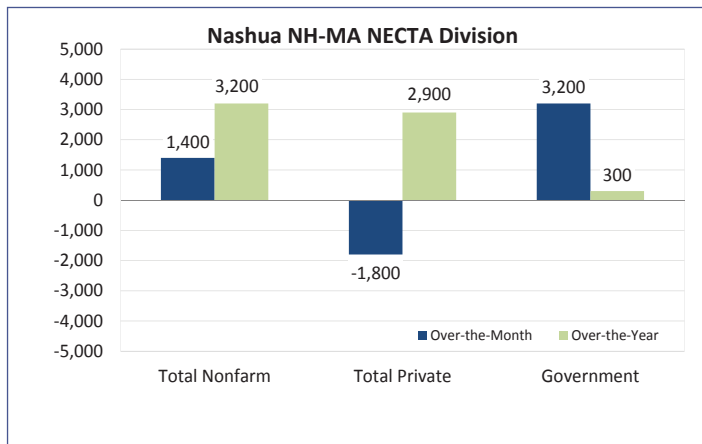
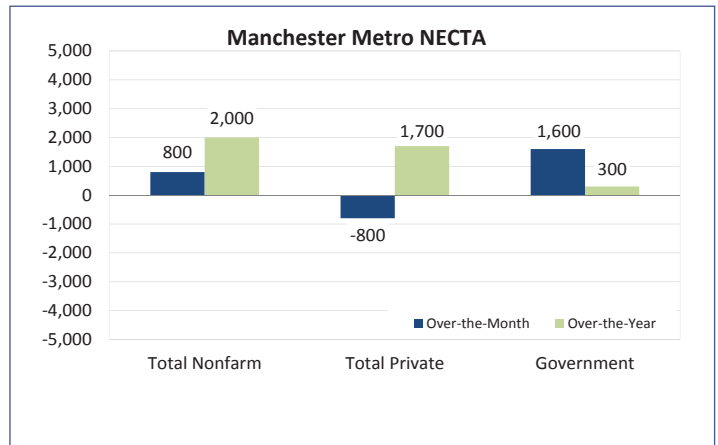
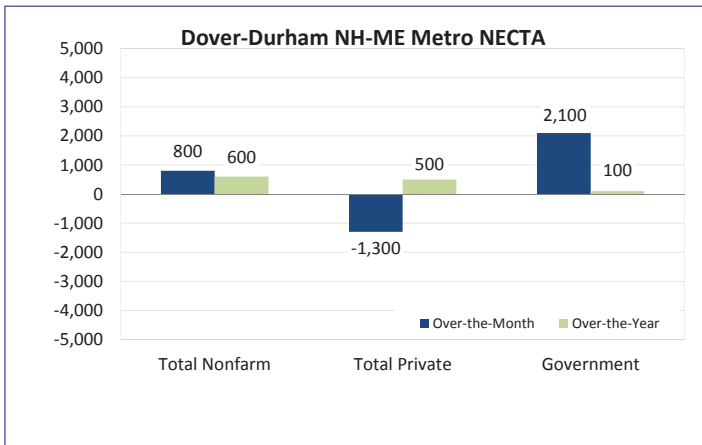
	Number of Jobs			Change From Previous	
	Sep-17	Aug-17	Sep-16	Month	Year
Total Nonfarm	681,100	685,900	674,300	-4,800	6,800
Total Private	588,600	606,000	581,900	-17,400	6,700
Mining and Logging	1,100	1,100	1,000	0	100
Construction	28,900	30,000	26,400	-1,100	2,500
Manufacturing	68,700	69,100	68,100	-400	600
Durable Goods	51,700	52,200	50,800	-500	900
Non-Durable Goods	17,000	16,900	17,300	100	-300
Trade, Transportation, and Utilities	139,000	141,800	139,500	-2,800	-500
Wholesale Trade	27,700	28,300	27,900	-600	-200
Retail Trade	93,900	96,300	95,200	-2,400	-1,300
Transportation, Warehousing, and Utilities	17,400	17,200	16,400	200	1,000
Information	12,400	12,400	12,400	0	0
Financial Activities	38,000	38,900	37,300	-900	700
Professional and Business Services	79,900	81,100	78,400	-1,200	1,500
Education and Health Services	123,400	121,600	121,200	1,800	2,200
Leisure and Hospitality	73,100	84,800	73,100	-11,700	0
Other Services	24,100	25,200	24,500	-1,100	-400
Government	92,500	79,900	92,400	12,600	100
Federal Government	7,500	7,500	7,600	0	-100
State Government	26,300	22,700	25,900	3,600	400
Local Government	58,700	49,700	58,900	9,000	-200

Total Nonfarm Employment Trend through September 2017

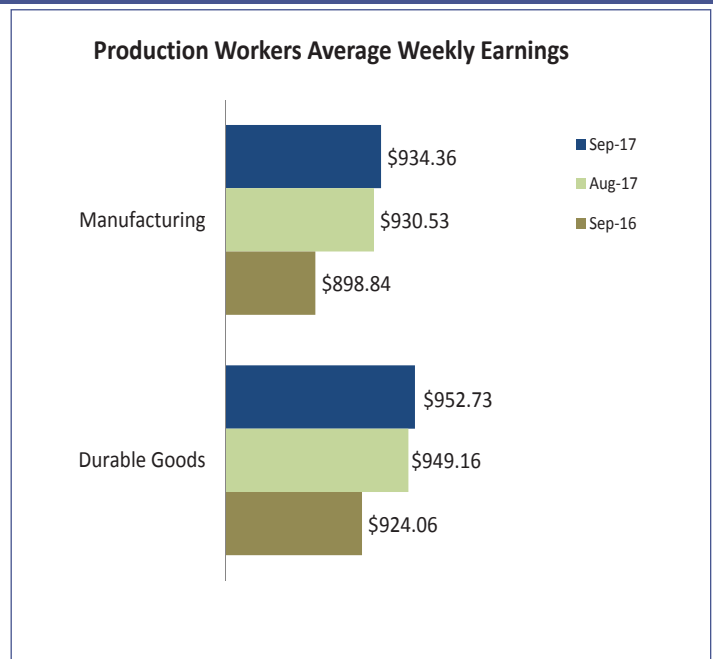
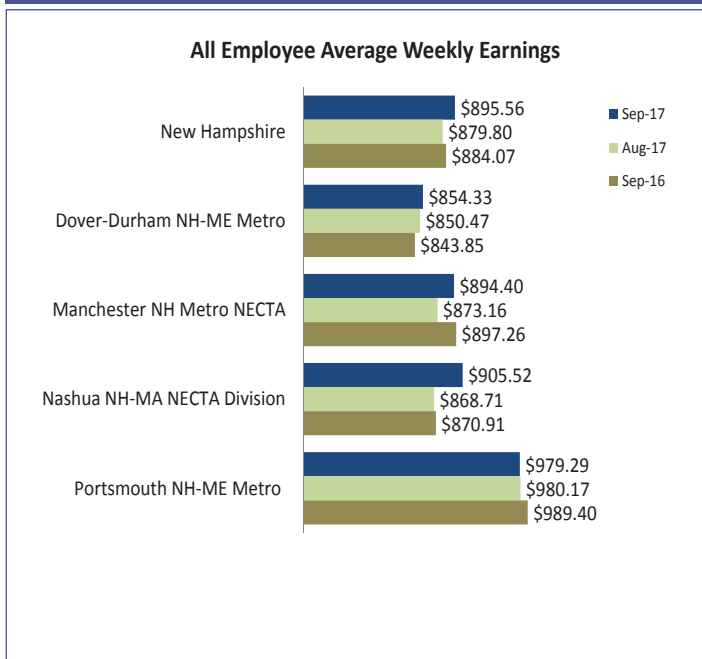


Not Seasonally Adjusted Estimates by Place of Establishment

Nonfarm Employment by Metropolitan Statistical Areas - September 2017



Total Private Average Weekly Earnings Data



Sector data for the four areas and hours and earnings data are available on our web site: www.nhes.nh.gov/elmi/statistics/ces-data.htm

Monthly Analysis of Current Employment Statistics (CES)

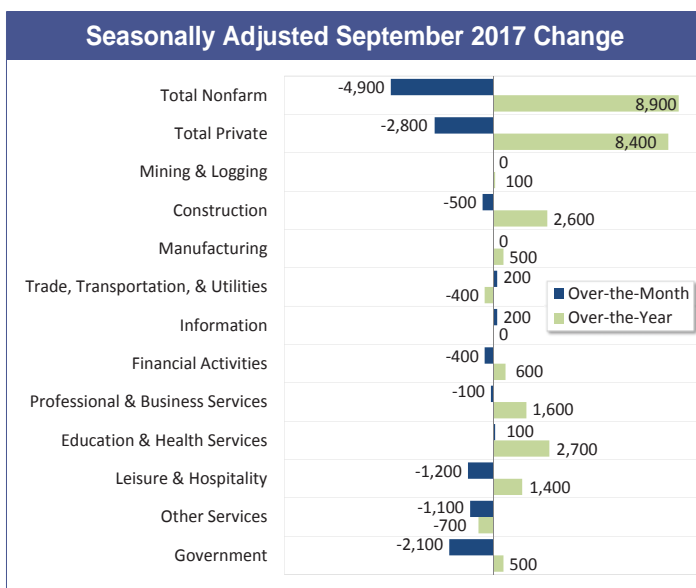
Seasonally Adjusted:

Total Nonfarm employment decreased by 4,900 jobs in September, according to preliminary seasonally adjusted estimates. Government had the largest over-the-month decrease in employment, losing 2,100 jobs. Leisure and Hospitality dropped 1,200 jobs, while Other Services trimmed payrolls by 1,100 positions over-the-month. Construction experienced employment losses of 500 jobs, and Financial Activities shed 400 jobs from August. Professional and Business Services lost 100 positions over-the-month.

Three supersectors experienced employment increases from August to September. Trade, Transportation, and Utilities and Information each experienced a gain of 200 jobs, while Private Education and Health Services employment edged up by 100 positions.

Total seasonally adjusted Nonfarm employment increased 8,900 jobs from September 2016 to September 2017. Private Education and Health Services and Construction added 2,700 and 2,600 jobs, respectively. Professional and Business Services employment grew by 1,600 jobs, and Leisure and Hospitality payrolls expanded by 1,400 positions over-the-year. Financial Activities gained 600 jobs from September 2016, and Manufacturing and Government each added 500 jobs. Mining and Logging payrolls grew by a modest 100 jobs from September 2016.

Two supersectors experienced employment contractions from September 2016 to September 2017. Other Services and Trade, Transportation, and Utilities employment decreased 700 and 400 jobs, respectively.



Unadjusted:

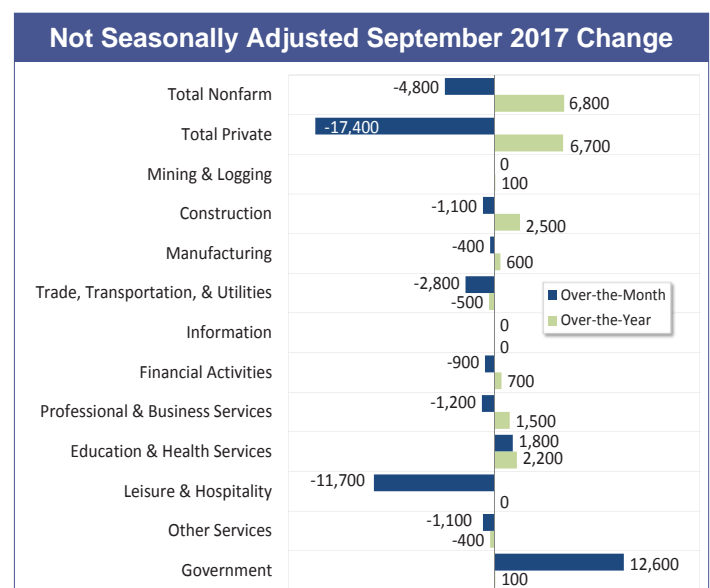
Preliminary unadjusted estimates for September show that Total Nonfarm employment decreased 4,800 jobs over-the-month. A loss of 11,700 jobs from August in Leisure and Hospitality was the primary cause for this decline. Trade, Transportation, and Utilities dropped 2,800 jobs, and Professional and Business Services trimmed payrolls by 1,200 positions from August. Other Services and Construction employment each decreased 1,100 jobs over-the-month. Financial Activities trimmed 900 jobs, and Manufacturing employment contracted by 400 positions from August to September.

Two supersectors gained jobs over-the-month. Government employment expanded by 12,600 positions, and Private Education and Health Services added 1,800 jobs from August.

Total Nonfarm employment gained 6,800 jobs over-the-year. Construction added 2,500 positions, and Private Education and Health Services expanded by 2,200 jobs. Professional and Business Services employment was up 1,500 positions, followed by an over-the-year gain of 700 workers in Financial Activities. Manufacturing employment was up 600 jobs, and Government and Mining and Logging each expanded employment by a modest 100 jobs over-the-year.

Two supersectors experienced employment declines from September 2016. Trade, Transportation, and Utilities shed 500 jobs, and Other Services dropped 400 positions over-the-year.

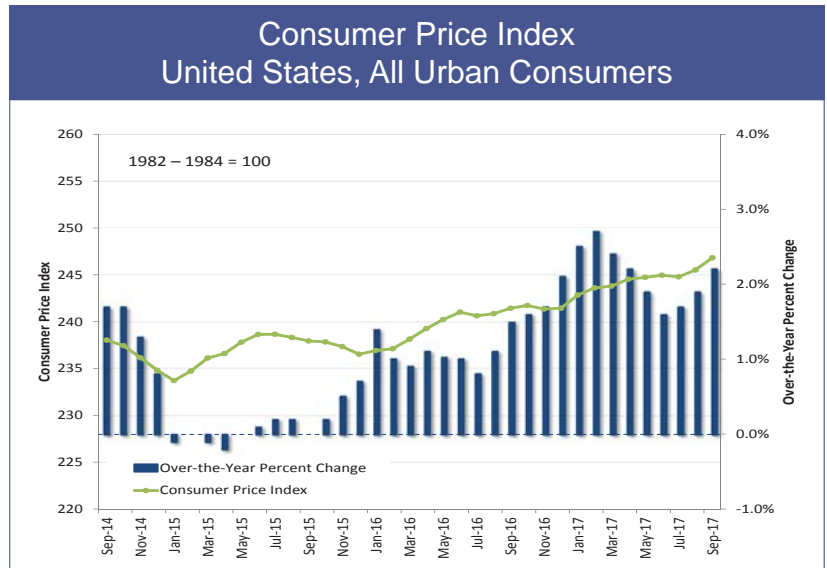
Ellie Goodbread, Research Analyst



For further analysis, see the *Detailed Monthly Analysis of Industry Employment Data* on our web site: www.nhes.nh.gov/elmi/statistics/ces-data.htm

Consumer Price Index				
United States, All Urban Consumers Not Seasonally Adjusted (CPI-U) (1982-1984=100)				
			Change From Previous	
Sep-17	Aug-17	Sep-16	Month	Year
246.819	245.519	241.428	0.5%	2.2%

Northeast, All Urban Consumers Not Seasonally Adjusted (CPI-U) (1982-1984=100)				
			Change From Previous	
Sep-17	Aug-17	Sep-16	Month	Year
260.875	259.508	256.085	0.5%	1.9%



Unemployment Compensation Claims Activity						
	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
Initial Claims	2,701	2,350	2,778	2,437	2,254	1,861
Continued Weeks Claimed	17,967	15,424	13,880	18,434	16,454	12,804
Average payment for a week of unemployment	\$321.94	\$325.76	\$338.97	\$319.43	\$320.74	\$343.54

New Hampshire Economic Conditions is published monthly in coordination with the Bureau of Labor Statistics and the Employment and Training Administration of the U.S. Department of Labor.

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New Hampshire Employment Security
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Nashua 882-5177	Portsmouth 436-3702
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Claims calls: 1-800-266-2252

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 228-4177

Current Employment Statistics 228-4175

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