

## 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
<b>Total Employment (incl. Self-employed)</b>	<b>694,800</b>	<b>791,245</b>	<b>96,445</b>	<b>13.9%</b>
<b>Goods-Producing Industries</b>	<b>110,188</b>	<b>110,467</b>	<b>279</b>	<b>0.3%</b>
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%
<b>Service-Providing Industries</b>	<b>526,846</b>	<b>617,957</b>	<b>91,111</b>	<b>17.3%</b>
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%
<b>Self-employed and Unpaid Family Workers</b>	<b>57,766</b>	<b>62,821</b>	<b>5,055</b>	<b>8.8%</b>

\* 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.<sup>1</sup> 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.<sup>2</sup> 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

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

<sup>2</sup> 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.<sup>3</sup> 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.

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<sup>3</sup> Ibid.



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