

# ECONOMIC CONDITIONS in New Hampshire



August 2006

Volume 106, Number 08

Local Area  
Unemployment  
Statistics .....8

Current  
Employment  
Statistics .....9

Projections  
and Job Locator  
publications  
now available.....12

For Additional  
Information .....12

## The long and short of projections

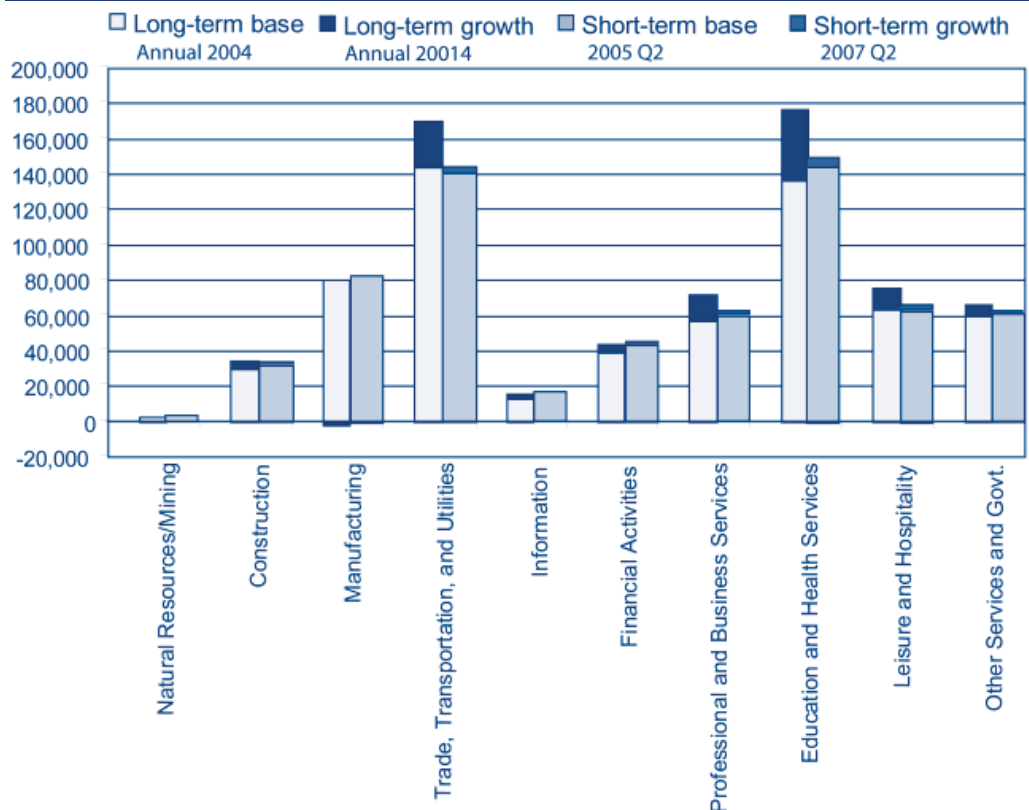
Long-term industry and occupational projections are published every two years, covering a designated ten-year period. Detailed information can be found in two publications: *New Hampshire Employment Projections by Industry and Occupation Base Year 2004 to Projected Year 2014* and *Job Outlook and Locator*. Projections can also be found on the Economic and Labor Market information web site. These projections are very popular with students, career counselors, curriculum planners, researchers and others because the long-term perspective

gives a look at structural changes in industries and occupations.

There is also interest in a shorter-term perspective, for several reasons. Job seekers are looking at “what’s hot” right now, curriculum planners need to develop upcoming course offerings to accommodate requests for current occupational needs, and analysts in private industry use projected occupational and industry trends to assist in making business decisions.

The Economic and Labor Market Information Bureau publishes short-term

**More than 5,000 new jobs are projected in Education and health services in the short-term and 39,400 in the long-term**



Visit our Web site at:  
[www.nhes.state.nh.us/elmi/](http://www.nhes.state.nh.us/elmi/)



Published by the Economic and  
Labor Market Information Bureau

New Hampshire  
**ELMIB**  
Economic & Labor Market Information Bureau

projections twice a year, usually in the summer and winter. Projections cover a two-year period. To get the best available information on employment, there is a time lag while data is compiled and analyzed. These projections use the second quarter of 2005 (2005Q2) as the base period and project out to the second quarter of 2007 (2007Q2). Because the data is for a specific quarter, there will be seasonal effects. Historically, the second quarter tends to be lower in employment than other quarters because it is in between the summer tourist season and the winter holidays.

Generally, short-term projections more susceptible to changes in the economic cycle than long-term projections. Demand for products and services eventually leads to demand for employment in occupations that produce those products or provide those services. When there is a slowdown in the economy, some industries may cut back on hiring or lay off workers. Some industries may not be affected at all.

The short-term perspective is different from that used in long-term projections. In the latter, structural changes in the economy – represented by demograph-

ics, technological improvements, and the way businesses employ workers – drive the projections. These changes take place over a longer time period of ten years.

Growth in the short term, two years to 2007Q2, is projected to average 1.3 percent annually for all occupations, compared to an average rate of 1.6 percent for the 2004–2014 projections. Slower growth reflects trends in the economy that may translate to a moderation in employment trends in the short term.

Both long-term and short-term projections can be found on the Economic and Labor Market Information website at [www.nhes.state.nh.us/elmi/](http://www.nhes.state.nh.us/elmi/)

### Openings by training code

During the two-year period covered by short-term projections, there will be an estimated 27,000 openings. A little over a third of these openings will come from employment growth. The remaining two-thirds will arise from the need to replace workers who retire or move on to other occupations (if a worker remains in the same occupation, but merely changes employer, it is not counted as an opening due to replacement).

Training requirements for occupations can vary from *Short-term on-the-job training* to *Advanced degrees*. The following tables list the top fifteen occupations in order of total annual openings over the short-term projection period for nine training categories.

The training category describes the training level attained by most workers to become fully qualified in the occupation. It is not the only possible training category, as there may be alternatives to becoming fully qualified.

### All industry supersectors are projected to add jobs in the long-term and short-term, with the exception of Manufacturing.

	Long-term		Short-term	
	base	growth	base	growth
Natural Resources/Mining	2,487	315	2,676	72
Construction	29,358	5,257	29,903	813
Manufacturing	80,048	-2,657	80,505	-617
Trade, Transportation, and Utilities	143,842	25,778	143,684	3,635
Information	12,523	3,132	12,741	114
Financial Activities	38,546	5,149	40,261	1,061
Professional and Business Services	57,192	14,297	59,228	2,326
Education and Health Services	136,693	39,440	140,795	5,531
Leisure and Hospitality	63,752	12,155	63,405	2,417
Other Services and Govt.	59,520	6,444	59,762	1,408
	623,961	109,310	632,960	16,760
Self-employed and Unpaid Family Workers	57,485	4,478	57,615	649
Total Employment	681,446	113,788	690,575	17,409

### Short-term on-the-job training

These jobs require only a brief demonstration or up to one month of training before the employee can do most aspects of the job. Consequently, these occupations tend to be among the lowest-paid. Retail establishments and restaurants employ many workers in this category. Leading the list is *Retail salespersons*, projected to add 1,515 openings

each year. *Cashiers, Waiters and waitresses, Food preparation and services workers, and Stock clerks* round out the top five. The latter occupation is an interesting case because all openings will arise from replacement needs. *Teacher assistants* are listed with an annual salary instead of hourly wages because of the non-standard workweek.

Short-term on-the-job training					
SOC		Growth	Replacement	Total	Mean (Average)
Code	SOC Title				Wage, 2005
41-2031	Retail Salespersons	483	1,032	1,515	\$11.33
41-2011	Cashiers	157	1,311	1,468	\$8.66
35-3031	Waiters and Waitresses	198	698	896	\$7.92
35-3021	Combined Food Prep/Serving Workers, Incl. Fast Food	224	646	870	\$8.23
43-5081	Stock Clerks and Order Fillers	0	490	490	\$11.09
35-3022	Counter Attendants, Cafeteria/Food Concession	65	359	424	\$8.57
37-2011	Janitors/Cleaners, Ex. Maids/Housekeeping Cleaners	210	195	405	\$10.97
43-9061	Office Clerks, General	90	273	363	\$13.16
53-7062	Laborers & Freight/Stock/Material Movers, Hand	55	273	328	\$12.03
25-9041	Teacher Assistants	137	188	325	\$21,791
37-3011	Landscaping and Groundskeeping Workers	166	129	295	\$11.70
43-4171	Receptionists and Information Clerks	85	134	219	\$11.45
35-9021	Dishwashers	51	152	203	\$8.11
37-2012	Maids and Housekeeping Cleaners	96	99	195	\$9.85
41-2021	Counter and Rental Clerks	68	125	193	\$10.75

### Moderate-term on-the-job-training

Training for occupations in this category can take up to a year. Wage rates in these occupations are generally higher than in the short-term category. Among the higher-paying occupations are *Sales representatives*, who can make as much as \$33.33, depending on the product or service. Leaders in openings tend to be in these major occupational groups: *Administrative support, Sales*, and a to a lesser extent,

*Production or Transportation and material moving*. The occupation with the most projected openings, *Customer service representatives*, has about an equal number of projected openings from growth and replacement, for an annual total of 275. The remaining top fifteen occupations are expected to generate openings due mostly, if not entirely, to replacement needs.

Moderate-term on-the-job training					
SOC		Growth	Replacement	Total	Mean (Average)
Code	SOC Title				Wage, 2005
43-4051	Customer Service Representatives	150	125	275	\$14.90
41-4012	Sales Reps, Wholesale & Mfg, Ex.Tech/Science Prods	87	165	252	\$26.80
43-3031	Bookkeeping, Accounting, and Auditing Clerks	43	180	223	\$15.09
53-3032	Truck Drivers, Heavy and Tractor-Trailer	109	114	223	\$17.60
41-4011	Sales Reps, Wholesale & Mfg, Tech/Science Prods	61	115	176	\$33.22
49-9042	Maintenance and Repair Workers, General	73	91	164	\$15.36
43-6011	Executive Secretaries/Administrative Assistants	58	100	158	\$17.57
43-6014	Secretaries, Except Legal, Medical, and Executive	0	142	142	\$12.95
47-2061	Construction Laborers	62	57	119	\$12.65
51-2092	Team Assemblers	13	100	113	\$13.12
21-1093	Social and Human Service Assistants	47	34	81	\$11.26
51-9061	Inspectors, Testers, Sorters, Samplers, & Weighers	0	72	72	\$15.87
41-3099	Sales Representatives, Services, All Other	32	39	71	\$24.65
35-2012	Cooks, Institution and Cafeteria	7	61	68	\$12.31
31-9091	Dental Assistants	35	32	67	\$17.21

**Long-term on-the-job training**  
 Prospective workers in these occupations generally commit themselves to training that can take from 12 months to up to four years. Often, it may require an apprenticeship, as is common in the building trades with *Carpenters, Plumbers, and Electricians*. These occupations are expected to be in the top five for total openings in this category,

adding at least 90 positions a year during the two-year period. *Protective services occupations*, namely *Police and sheriff's patrol officers* and *Fire fighters* are also expected to contribute a significant share of openings. Hourly wages for listed occupations range from \$11.48 per hour for *Restaurant cooks* to \$26.57 for *Claims adjusters, examiners, and investigators*.

SOC		Growth	Replacement	Total	Mean (Average)	
Code	SOC Title				Wage, 2005	
35-2014	Cooks, Restaurant	68	163	231		\$11.48
47-2031	Carpenters	91	91	182		\$17.32
33-3051	Police and Sheriff's Patrol Officers	41	69	110		\$19.19
47-2152	Plumbers, Pipefitters, and Steamfitters	48	54	102		\$19.50
47-2111	Electricians	42	51	93		\$19.54
33-2011	Fire Fighters	33	37	70		\$18.84
51-4041	Machinists	18	50	68		\$17.11
11-9012	Farmers and Ranchers	19	18	37		n/a
47-2211	Sheet Metal Workers	15	21	36		\$17.59
51-4121	Welders, Cutters, Solderers, and Brazers	7	28	35		\$18.55
27-2022	Coaches and Scouts	20	13	33		\$36,118
49-9052	Telecommunications Line Installers and Repairers	0	31	31		\$22.44
49-9021	Heating/AC/Refrigeration Mechanics & Installers	9	16	25		\$18.51
49-9041	Industrial Machinery Mechanics	0	25	25		\$19.77
13-1031	Claims Adjusters, Examiners, and Investigators	11	13	24		\$26.57

**Work experience in a related occupation**

Leading occupations in this category are mostly first-line supervisors requiring experience in a non-managerial capacity in a related occupation. Echoing the large number of projected openings in retail sales, the occupation with the most projected openings in this category

is *Supervisors of retail sales workers*, adding an estimated 285 openings. *Managers of office and administrative support workers* (195 openings) and *Managers of food preparation and serving workers* (161 openings) follow closely. Many openings (231) will also be created for *Managers, all other*, an occupational title that is a catchall for job duties that are

not readily classified by existing descriptions. This occupation tends to be highly paid, as evidenced by the \$41.01 average hourly wage.

SOC		Growth	Replacement	Total	Mean (Average)	
Code	SOC Title				Wage, 2005	
41-1011	Supervisors/Managers, Retail Sales Workers	97	188	285		\$17.63
11-9199	Managers, All Other	85	146	231		\$41.01
43-1011	Supervisors/Managers, Office/Admin Support Workers	41	154	195		\$20.66
35-1012	Supervisors/Managers, Food Prep & Serving Workers	68	93	161		\$15.22
47-1011	Supervisors/Managers, Construction/Extraction Wkrs	52	56	108		\$24.31
49-1011	Supervisors/Managers, Mechanics/Installers/Repair	28	57	85		\$26.16
51-1011	Supervisors/Managers, Production/Operating Workers	8	74	82		\$23.85
41-1012	Supervisors/Managers, Non-Retail Sales Workers	14	67	81		\$35.28
35-1011	Chefs and Head Cooks	23	48	71		\$16.92
11-9051	Food Service Managers	25	28	53		\$22.03
37-1011	Supervisors/Managers, Housekeeping/Janitorial Work	24	26	50		\$15.73
25-3021	Self-Enrichment Education Teachers	37	12	49		\$22.39
37-1012	Supervisors/Managers, Landscape/Lawn/Groundskeep	28	10	38		\$19.68
13-1023	Purchasing Agents, Ex. Wholesale/Retail/Farm Prod	7	30	37		\$23.76
39-1021	Supervisors/Managers, Personal Service Workers	13	24	37		\$15.20



**Postsecondary vocational training**  
Certificates from vocational schools can take from a few weeks to over a year to complete before qualifying a student to enter the occupations listed here. This training category covers a wide variety of interests and potential career choices. In general, this category is the minimum level of training for occupations in the growing health care field. Workers can enter as *Nursing*

*aides, orderlies, and attendants; Medical secretaries; Licensed practical nurses and Licensed vocational nurses; and Massage therapists, which are all expected to be in the top tier for annual openings. Other occupations include Hairdressers, Fitness trainers, and Real estate sales agents. Average wages in the top fifteen occupations in this category range from \$11.00 to \$32.00.*

Postsecondary vocational training					
SOC Code	SOC Title	Growth	Replacement	Total	Mean (Average) Wage, 2005
31-1012	Nursing Aides, Orderlies, and Attendants	149	84	233	\$12.12
49-3023	Automotive Service Technicians and Mechanics	61	118	179	\$17.41
39-5012	Hairdressers, Hairstylists, and Cosmetologists	64	74	138	\$10.90
43-6013	Medical Secretaries	41	52	93	\$14.82
39-9031	Fitness Trainers and Aerobics Instructors	50	33	83	\$12.14
29-2061	Licensed Practical and Licensed Vocational Nurses	37	44	81	\$18.57
41-9022	Real Estate Sales Agents	19	29	48	\$16.85
25-2011	Preschool Teachers, Except Special Education	22	25	47	\$11.69
25-4031	Library Technicians	9	29	38	\$12.94
49-3031	Bus/Truck Mechanics & Diesel Engine Specialists	12	22	34	\$19.08
29-2041	Emergency Medical Technicians and Paramedics	23	10	33	\$14.46
17-3011	Architectural and Civil Drafters	5	22	27	\$19.27
29-9099	Healthcare Practitioners and Tech. Workers, All Other	17	10	27	\$21.80
31-9011	Massage Therapists	14	13	27	\$22.47
13-2021	Appraisers and Assessors of Real Estate	13	12	25	\$32.99

### Associate's degree

Occupations in this category generally require two years of full-time academic work. Wages are, in most cases, significantly higher than occupations requiring less training. *Registered nurses*, with 619 new positions expected each year of the projection period is the leading occupation for all training categories. Demand for other occupations in *Health services* includes *Dental hygienists*

(48 total openings), *Radiologic technicians* (39 jobs), and *Medical records and health information technicians* (38 jobs). *Computer-related occupations* are also expected to contribute to job growth, with *Computer support specialists* and *Computer specialists, all other* adding 59 and 24 openings respectively.

Associate's degree					
SOC Code	SOC Title	Growth	Replacement	Total	Mean (Average) Wage, 2005
29-1111	Registered Nurses	393	226	619	\$25.64
15-1041	Computer Support Specialists	36	23	59	\$20.14
29-2021	Dental Hygienists	39	9	48	\$32.37
17-3023	Electrical and Electronic Engineering Technicians	18	26	44	\$20.83
29-2034	Radiologic Technologists and Technicians	25	14	39	\$23.44
29-2071	Medical Records and Health Information Technicians	27	11	38	\$13.65
23-2011	Paralegals and Legal Assistants	21	6	27	\$19.84
29-1126	Respiratory Therapists	13	12	25	\$23.64
15-1099	Computer Specialists, All Other	15	9	24	\$28.80
29-2056	Veterinary Technologists and Technicians	17	6	23	\$13.21
17-3029	Engineering Technicians, Except Drafters, All Other	7	14	21	\$19.42
19-4099	Life/Physical/Social Science Technicians, All Other	9	10	19	\$18.68
17-3027	Mechanical Engineering Technicians	7	9	16	\$20.01
17-3026	Industrial Engineering Technicians	7	8	15	\$20.79
31-2021	Physical Therapist Assistants	9	5	14	\$18.32

### Bachelor's degree

One of the most common tickets of entry to the professional ranks is a *Bachelor's degree*. Openings are expected to be plentiful for *Teachers* at both the *elementary* and *secondary* level with 260 and 182 total openings per year,

respectively. Occupations in business or in computer-related fields are also expected to show strength as *Securities sales agents*, *Insurance sales agents*, and *Computer software engineers (both applications and systems software)* are among the leaders in openings. Again, educational occupations are listed with annual wages due to the non-standard workweek.

Bachelor's degree					
SOC					
Code	SOC Title	Growth	Replacement	Total	Mean (Average) Wage, 2005
13-1199	Business Operations Specialists, All Other	215	114	329	\$23.89
25-2021	Elementary School Teachers, Ex. Special Ed	112	148	260	\$44,759
15-1031	Computer Software Engineers, Applications	161	29	190	\$38.17
25-2031	Secondary School Teachers, Ex. Special Ed/Voc Ed	59	123	182	\$46,244
41-3031	Securities/Commodities/Financial Svcs Sales Agents	117	26	143	\$28.02
41-3021	Insurance Sales Agents	14	124	138	n/a
25-2022	Middle School Teachers, Ex. Special Ed/Voc Ed	44	85	129	\$44,840
13-2011	Accountants and Auditors	56	66	122	\$24.31
15-1032	Computer Software Engineers, Systems Software	87	20	107	\$43.26
25-3099	Teachers and Instructors, All Other	62	37	99	\$15.18
15-1051	Computer Systems Analysts	51	19	70	\$32.93
17-2141	Mechanical Engineers	24	45	69	\$32.37
13-2052	Personal Financial Advisors	53	11	64	\$34.11
25-2041	Special Ed Teachers, Presch/Kindergarten/Elem Sch	33	28	61	\$41,424
11-9021	Construction Managers	25	35	60	34.86

### Bachelor's or higher degree, plus work experience

A bachelor's degree may prepare someone to enter an occupation, but it generally takes years of experience to become a manager. Most of the occupations on this list are higher-level managers (compared to the first-line supervisors discussed earlier) and as such, are compensated with higher salaries. The broadest occupations, *General and operations managers* and *Chief executives*

will have the most projected openings, because they are both relatively large in base year employment. Other specialized *Managerial occupations* in *Finance*, *Sales*, and *Marketing* will also be among the leaders in openings from both growth and replacement.

Bachelor's or higher degree, plus work experience					
SOC					
Code	SOC Title	Growth	Replacement	Total	Mean (Average) Wage, 2005
11-1021	General and Operations Managers	92	105	197	\$40.67
11-1011	Chief Executives	73	85	158	\$60.82
11-3031	Financial Managers	43	41	84	\$39.13
11-2022	Sales Managers	35	30	65	\$48.14
11-3021	Computer and Information Systems Managers	36	26	62	\$46.72
13-1111	Management Analysts	41	21	62	\$40.12
11-9111	Medical and Health Services Managers	29	19	48	\$37.59
11-2021	Marketing Managers	19	21	40	\$43.40
11-9041	Engineering Managers	18	19	37	\$51.87
11-9032	Education Administrators, Elementary/Secondary	13	23	36	\$70,054
11-3011	Administrative Services Managers	12	17	29	\$31.74
11-9033	Education Administrators, Postsecondary	13	15	28	\$36.42
25-1194	Vocational Education Teachers, Postsecondary	10	5	15	\$24.77
25-2032	Vocational Education Teachers, Secondary School	5	10	15	\$48,450
11-2011	Advertising and Promotions Managers	7	5	12	\$30.57

**Advanced degree (Master's, Doctoral, or Professional)**

This category combines the professional degrees required for *Physicians* and *Lawyers*, and in some cases, *Clergy*, with *Master's* and *Doctoral* degrees. Training at this level would also prepare someone for a *Postsecondary teaching* position. The number of openings in these jobs is less than for other training categories because these occupations are highly specialized, so base year employment is relatively low to start with. Steady demand in the *Health care and social assistance* sector

is expected to create many openings for *Physicians, Pharmacists, Rehabilitation counselors, Physical therapists* and other occupations in this group.

*Michael Argiropolis*

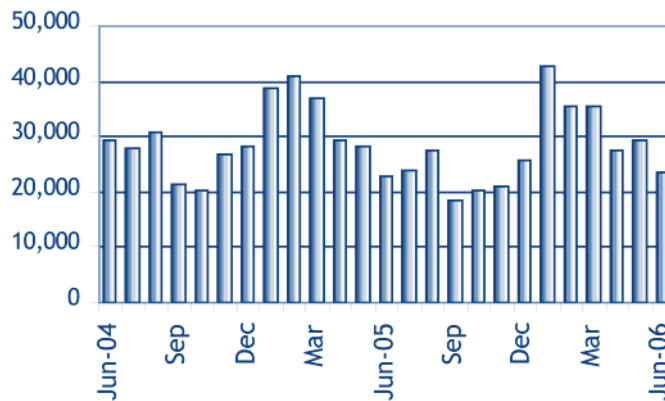
Advanced degree (Master's, Doctoral, or Professional)					
SOC		Growth	Replacement	Total	Mean (Average) Wage, 2005
Code	SOC Title				
25-1199	Postsecondary Teachers, All Other	46	35	81	\$51,068
29-1069	Physicians and Surgeons, All Other	37	21	58	\$74.49
29-1051	Pharmacists	29	19	48	\$42.19
23-1011	Lawyers	19	24	43	\$44.52
21-1015	Rehabilitation Counselors	18	20	38	\$14.93
21-1012	Educational, Vocational, and School Counselors	12	25	37	\$21.98
29-1123	Physical Therapists	28	8	36	\$28.23
21-2011	Clergy	14	19	33	\$20.37
19-3031	Clinical, Counseling, and School Psychologists	15	18	33	\$26.92
21-1014	Mental Health Counselors	13	14	27	\$19.35
25-4021	Librarians	6	19	25	\$20.72
25-1011	Business Teachers, Postsecondary	15	9	24	\$85,935
29-1122	Occupational Therapists	15	9	24	\$24.16
29-1127	Speech-Language Pathologists	6	13	19	\$25.64
25-1071	Health Specialties Teachers, Postsecondary	n	n	n	n/a

**Unemployment Compensation Claims Activity**

Total Regular Unemployment Compensation Programs:	Change from Previous						
	Jun-06		May-06		Jun-05		
	Net	Percent	Net	Percent	Net	Percent	
Initial Claims	4,347	3,570	4,357	777	21.8%	-10	-0.2%
Continued Weeks	23,448	29,238	22,760	-5,790	-19.8%	688	3.0%

**Unemployment Compensation Fund**

Unemployment compensation fund balance at the end of June	\$270,292,327.97
Average payment for a week of total unemployment:	\$257.10
Net benefits paid:	\$4,501,931.55
Net contributions received during the month:	\$266,783.65
Interest Received:	\$3,075,700.56
Reed Act Distribution:	\$0.00
Reed Act Withdrawal for Administrative Costs:	\$17,876.66



**Claims Activity**

**Trust Fund**

**Continued Weeks Claimed**

Jun 2004 - Jun 2006

Although slightly higher than last year, the state's June continued weeks claimed dropped over-the-month to 23,448.

			Change from Previous	
Jun-06	May-06	Jun-05	Month	Year
202.9	202.5	194.5	0.2%	4.3%

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

**Consumer Price Index**