

ECONOMIC CONDITIONS in New Hampshire



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New Year, New Job?

Get some ideas from the latest short-term projections

Another New Year has arrived, and many people will be making resolutions to change jobs or go back to school to get training for an entirely new career. Before taking such a big step, it helps to have as much information as possible. Short-term projections can be a part of the decision-making process, giving a general idea of which occupations could provide the most opportunities in the next 12 months or so.

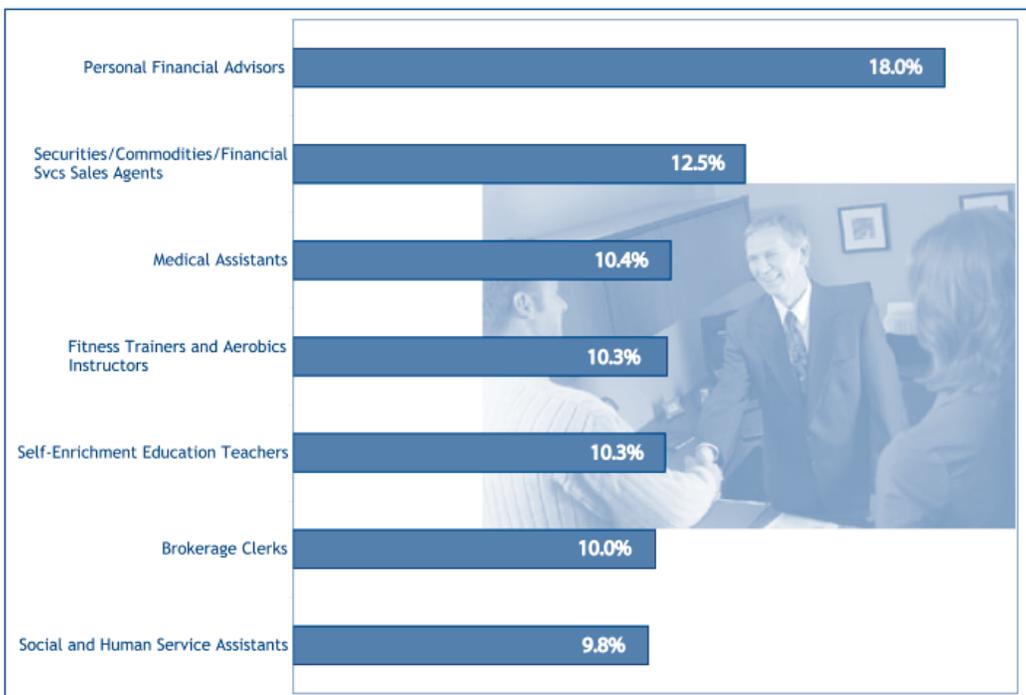
Short-term projections are published twice a year, usually in January and July, based on quarterly data. In

this version of short-term projections, the time period covered is the fourth quarter of 2004 to the fourth quarter of 2006. Because of the time needed to collect and analyze data, projections are published one year into the projections period.

Short-term projections are influenced by current trends in the state, regional, and national economies:

On a regional basis, New Hampshire is performing better than most other states in New England. Construction and retail are strong, while manufacturing continues to lag.

Fastest Growing Occupations Projected for 2004 Q4 to 2006 Q4 Include three jobs in Financial Service



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Households and businesses have plenty of cash on hand, according to the New England Economic Project. Hurricanes in the fall of 2005 contributed to a rise in energy prices and a jump in the Consumer Price Index. The price of crude oil is very elusive to forecast; no attempt is made to do so except indirectly in the use of variables used to develop the projections.

Total employment is projected to increase by 2.6 percent over the two-year period, or about 1.3 percent a year. Projections are slightly lower than the last short-term round published in August 2004 which was 3.0 percent over the two-year period. That does not necessarily imply that the economy is getting weaker, because there are many factors that influence changes in employment. Sometimes, simply the change in the starting point from second quarter to fourth quarter can account for some of the disparity because of seasonal changes in employment in certain industries.

So where are the growing occupations?

Growing occupations can be defined in several ways: percent change over a base period, numeric change over a base period, and the number of openings projected to be available each year of the projected period. Each way has its strengths and weaknesses, but all try to show the potential for job growth in a given period. Projections in this article specify unrounded numbers and percentages to the tenth of a percentage point; that does not mean to imply that there is an exact level of employment. Instead, it is helpful to think of projections in more general terms: growing faster than average, growing at an average rate, or growing slower than average.

Three of the top six occupations are closely associated with the Securities industry group: Personal financial advisors; Securities, commodities, and financial services sales agents; and Brokerage clerks are all projected to grow by more than ten percent over the two-year projections period. Some of the growth can be attributed to the increasing availability of financial products. While there is considerable self-employment in the first two occupations, the latter occupation is concentrated in larger private firms.

Fast growing occupations underscore the need for more workers in health care. Medical assistants, Medical records technicians, and Physician assistants are also among the leaders in employment growth. Like many other occupations in the health care field, a number of reasons can be cited for the increasing demand: lower cost of providing healthcare, increased burden of record keeping required by third-party payers, and as mentioned earlier, the aging of the population as a whole.

Occupations Adding the Most Jobs, 2004Q4 to 2006Q4

SOC Code	Occupation	2004 Q4	2006 Q4	Change
41-2031	Retail Salespersons	28,116	28,955	839
29-1111	Registered Nurses	12,068	12,867	799
35-3021	Combined Food Prep/Serving Workers, Inc. Fast Food	11,459	12,009	550
35-3031	Waiters and Waitresses	11,948	12,481	533
41-2011	Cashiers	20,336	20,799	463
13-1199	Business Operations Specialists, All Other	8,110	8,549	439
31-1012	Nursing Aides, Orderlies, and Attendants	6,614	6,949	335
43-4051	Customer Service Representatives	8,656	8,963	307
37-3011	Landscaping and Groundskeeping Workers	5,446	5,726	280
41-4012	Sales Reps, Wholesale & Mfg, Ex.Tech/Science Prods	6,023	6,292	269
37-2011	Janitors/Cleaners, Ex. Maids/Housekeeping Cleaners	8,852	9,120	268
25-9041	Teacher Assistants	10,131	10,394	263
11-1021	General and Operations Managers	7,187	7,432	245
43-4171	Receptionists and Information Clerks	5,388	5,631	243
39-9021	Personal and Home Care Aides	2,913	3,139	226
43-9061	Office Clerks, General	10,549	10,772	223
21-1093	Social and Human Service Assistants	2,224	2,442	218
53-3032	Truck Drivers, Heavy and Tractor-Trailer	7,166	7,381	215
15-1031	Computer Software Engineers, Applications	3,157	3,371	214
41-4011	Sales Reps, Wholesale & Mfg, Tech/Science Prods	4,435	4,646	211
41-3031	Securities/Commodities/Financial Svcs Sales Agents	1,684	1,894	210
37-2012	Maids and Housekeeping Cleaners	4,862	5,071	209
41-1011	Supervisors/Managers, Retail Sales Workers	10,432	10,625	193
25-3999	Primary, Secondary, and Adult Teachers, All Other	3,326	3,512	186
35-2014	Cooks, Restaurant	4,177	4,358	181

Other occupations growing faster than average include Fitness trainers and aerobics instructors, Self-enrichment education teachers, environmental engineers, and computer and information scientists.

An alternative way to focus on potentially growing occupations is to count how many jobs are added over a period of time. In general, large numbers of jobs tend to be added to occupations that already employ many workers. Retail salespersons is the single largest occupation in the state with over 28,000 employed in the base quarter; projections indicate that an additional 839 jobs will be added to this occupation by the fourth quarter of 2006. Demand for Registered nurses will create the need for nearly 800 additional positions, for reasons related to increased use of health care. Other occupations with large numbers of workers can be found in restaurants and retail locations in nearly any location in the state. Cashiers, Waiters and waitresses, and other workers in food preparation and serving establishments are a perennial source of employment opportunities and should add significant numbers of jobs in 2006 Q4.

Business operations specialists (all other) is a "residual" occupation, meaning that it includes occupations in private industry or government whose duties cannot be readily classified under any other specific standard occupational code. In total, this occupation is projected to add 439 jobs.

The third way of looking at employment potential is to consider the number of openings created during a given period. This measure is a little trickier to interpret, because it considers two separate concepts – openings from growth and openings due to replacement needs. Openings

from growth are easy to understand; it is simply the difference in employment between the base quarters divided by two (because this is a two-year forecast). Retail salespersons, for example, add 839 jobs over two years, so the number of annual openings is 420 (rounded). Openings due to replacement is calculated from national trends provided by Bureau of Labor Statistics and represents the number of additional jobs that will become available each year to replace workers.

Because of replacement needs, it is possible for a declining occupation to provide opportunities for employment (see table). Stock clerks and order fillers, for example, are a declining occupation. Over the course of the two-year projection period, employment will drop from 9,070 to 8,948 workers, leaving 122 fewer workers than in fourth quarter 2004. During the projections period, some workers will leave the occupation (through retirement, promotion, or becoming employed in a job other than stock clerk). These are the positions that will need to be filled. For Stock clerks, replacement needs are quite plentiful, with 453 openings each year of the projection period.

Projections should be only part of the job search process – wages, training requirements, and skills and interests should also be considered. Projections

Fastest Growing Occupations (at least 100 in Base Quarter)

SOC Code	Occupation	2004 Q4	2006 Q4	Change	Percent Change
13-2052	Personal Financial Advisors	784	925	141	18.0%
41-3031	Securities/Commodities/Financial Svcs Sales Agents	1,684	1,894	210	12.5%
31-9092	Medical Assistants	959	1,059	100	10.4%
39-9031	Fitness Trainers and Aerobics Instructors	1,404	1,549	145	10.3%
25-3021	Self-Enrichment Education Teachers	623	687	64	10.3%
43-4011	Brokerage Clerks	310	341	31	10.0%
21-1093	Social and Human Service Assistants	2,224	2,442	218	9.8%
25-1121	Art, Drama, and Music Teachers, Postsecondary	257	282	25	9.7%
17-2081	Environmental Engineers	166	182	16	9.6%
15-1011	Computer and Information Scientists, Research	171	187	16	9.4%
29-2071	Medical Records and Health Information Technicians	858	938	80	9.3%
29-1071	Physician Assistants	239	261	22	9.2%

can differ in the long-term, so it is important to look at those trends, too.

Industries: Growing and declining

It is positive news for the state that one of the projected fastest growing sectors is Professional, scientific, and technical services at a rate of 5.7 percent. All industry groups within this sector are growing in employment, led by Management, Scientific, and technical consulting services at 13.5 percent. This industry group is a prime employer of highly skilled and highly paid occupations such as Management analysts, Executive secretaries, and Employment, recruitment, and placement specialists. Other industry groups found in this sector include Computer systems design and related, Scientific research and development services, and Accounting services. All of these industry groups are projected to grow faster than average.

The distinction of fastest growing sector goes to Arts, entertainment, and recreation. With a gain of 7.3 percent over 2004Q4 levels, projections are on the higher side of historical growth for the sector. This may be due to anticipated activity in winter sports and additional hiring at venues hosting winter-related events. The largest occupation in this industry group is Amusement and recreation attendants, with a projected change of 7.6 percent. In the winter months, these workers would most likely be employed at ski areas.

Health care and social assistance is projected to grow at 6.2 percent, with gains distributed throughout all the industry groups that comprise the sector, led by Nursing and residential care facilities (7.4 percent) and private Social assistance (6.5 percent). Growth in the sector is consistent with long-term projections related to an aging population with increasing healthcare needs. With more than 74,000 workers in the base

Occupations with the Most Openings, 2004Q4 to 2006Q4 “High Demand” Occupations

SOC Code	Occupation	2004 Q4	2006 Q4	Openings - Growth	Openings - Replacement	Openings - Total
41-2031	Retail Salespersons	28,116	28,955	420	1,132	1,552
41-2011	Cashiers	20,336	20,799	232	1,316	1,548
35-3031	Waiters and Waitresses	11,948	12,481	267	698	965
35-3021	Combined Food Prep/Serving Workers, Inc. Fast Food	11,459	12,009	275	625	900
29-1111	Registered Nurses	12,068	12,867	400	224	624
35-3022	Counter Attendants, Cafeteria/Food Concession	3,678	3,822	72	387	459
43-5081	Stock Clerks and Order Fillers	9,070	8,948	0	453	453
43-9061	Office Clerks, General	10,549	10,772	112	235	347
13-1199	Business Operations Specialists, All Other	8,110	8,549	220	120	340
25-9041	Teacher Assistants	10,131	10,394	132	177	309
37-2011	Janitors/Cleaners, Ex. Maids/Housekeeping Cleaners	8,852	9,120	134	167	301
41-4012	Sales Reps, Wholesale & Mfg, Ex.Tech/Science Prods	6,023	6,292	135	156	291
43-4051	Customer Service Representatives	8,656	8,963	154	125	279
41-1011	Supervisors/Managers, Retail Sales Workers	10,432	10,625	97	171	268
43-4171	Receptionists and Information Clerks	5,388	5,631	122	139	261
37-3011	Landscaping and Groundskeeping Workers	5,446	5,726	140	119	259
35-2014	Cooks, Restaurant	4,177	4,358	91	166	257
31-1012	Nursing Aides, Orderlies, and Attendants	6,614	6,949	168	79	247
53-7062	Laborers & Freight/Stock/Material Movers, Hand	6,564	6,472	0	247	247
11-1021	General and Operations Managers	7,187	7,432	123	121	244
43-3031	Bookkeeping, Accounting, and Auditing Clerks	10,064	10,151	44	178	222
41-4011	Sales Reps, Wholesale & Mfg, Tech/Science Prods	4,435	4,646	106	115	221
53-3032	Truck Drivers, Heavy and Tractor-Trailer	7,166	7,381	108	107	215
39-9011	Child Care Workers	4,495	4,648	77	131	208

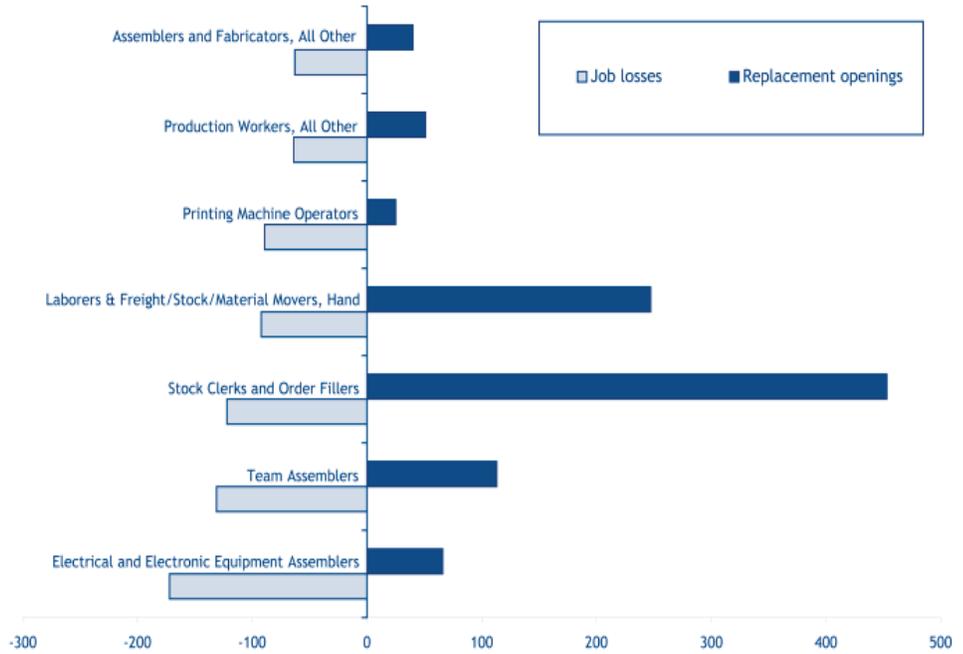
quarter, this sector is the third largest, after Retail trade and Manufacturing. In this round of short-term projections, all industry groups in this sector are projected to grow well above the average. As with national trends, hospitals may be the slowest growing industry group in this sector as medical care employment shifts to lower-cost Ambulatory health care services.

The industry group with the largest projected change is Securities, commodity contracts, and other financial investments, growing by 17.4 percent in the two-year period. Companies in this industry group employ some of the fastest growing occupations in this round of projections.

Opportunities in manufacturing

Manufacturing is likely to decline from base quarter employment in the fourth quarter of 2006, but this sector should not be overlooked by job seekers. Some industry groups within the sector are projected to grow above average: Nonmetallic mineral product manufacturing (cement, glass, and clay products) leads the manufacturing sector with a 5.8 percent gain, but contributes only 150 projected jobs. Fabricated metal product manufacturing, a much larger sector, potentially adds 410 jobs for a 3.6 percent gain. Primary metal manufacturing, a closely related industry, may boast a 3.1 percent gain by adding nearly 100 more jobs.

Declining occupations can still provide opportunities because of replacement needs



Other industry groups are projected to show little change. Food manufacturing may post gains that are less than the average, while employment in Chemical manufacturing, Plastics and rubber, and Wood products appear to have little change in employment.

Occupations Projected to Lose the Most Jobs 2004Q4 to 2006Q4

SOC Code	Occupation	2004 Q4	2006 Q4	Change	Annual openings
51-2022	Electrical and Electronic Equipment Assemblers	2,915	2,743	-172	66
51-2092	Team Assemblers	4,427	4,296	-131	113
43-5081	Stock Clerks and Order Fillers	9,070	8,948	-122	453
53-7062	Laborers & Freight/Stock/Material Movers, Hand	6,564	6,472	-92	247
51-5023	Printing Machine Operators	1,122	1,033	-89	25
51-9199	Production Workers, All Other	2,175	2,111	-64	51
51-2099	Assemblers and Fabricators, All Other	1,558	1,495	-63	40
51-5022	Prepress Technicians and Workers	437	391	-46	10
43-4151	Order Clerks	1,592	1,549	-43	37
51-9198	Helpers--Production Workers	1,287	1,244	-43	38
51-6031	Sewing Machine Operators	662	620	-42	8
51-5011	Bindery Workers	294	254	-40	8
43-4131	Loan Interviewers and Clerks	1,085	1,047	-38	14
51-9196	Paper Goods Machine Setters/Operators/Tenders	507	470	-37	11
51-4199	Metal Workers and Plastic Workers, All Other	953	917	-36	22

Note: all openings are due to replacement needs. This table reinforces the concept that although a particular occupation may be declining, there is still a need to fill positions that become available because of retirement, promotion, or other reasons.

Weaker industry groups include Leather and allied products (37 percent decline) and Textile mills (11 percent decline). These industries have a long history in New Hampshire, but unfortunately, little employment remains in the state. Paper manufacturing has seen its share of losses and is expected to continue to do so. Computer and electronic product manufacturing leads the manufacturing sector in losses with 842 fewer jobs by fourth quarter 2006. Transportation equipment manufacturing also shows signs of weakness, losing nearly ten percent of base quarter employment.

It is important to keep in mind that not all occupations in manufacturing are involved directly in the production of goods. Accountants, engineers, salespersons, and truck drivers are just some of the possibilities when looking at the manufacturing sector for employment possibilities.

Michael Argiropolis

Health care and social assistance is expected to have the largest net gain of the industry sectors.

Short-term Industry Projections by Sector	2004Q4	2006Q4	Change	Pct Change
<i>Total Employment (incl. Self-employed)</i>	673,785	691,425	17,640	2.6%
Agriculture, Forestry, Fishing, and Hunting	1,976	2,006	30	1.5%
Mining	535	559	24	4.5%
Construction	29,735	31,152	1,417	4.8%
Manufacturing	80,075	78,568	-1,507	-1.9%
Utilities	2,731	2,637	-94	-3.4%
Wholesale Trade	27,388	28,486	1,098	4.0%
Retail Trade	100,165	102,549	2,384	2.4%
Transportation and Warehousing	17,221	17,341	120	0.7%
Information	12,630	12,922	292	2.3%
Finance and Insurance	29,921	31,055	1,134	3.8%
Real Estate and Rental and Leasing	8,003	8,271	268	3.3%
Professional, Scientific, and Technical Services	26,243	27,728	1,485	5.7%
Management of Companies and Enterprises	7,186	7,525	339	4.7%
Administrative and Waste Services	24,714	25,219	505	2.0%
Educational Services	63,705	65,403	1,698	2.7%
Health Care and Social Assistance	74,206	78,787	4,581	6.2%
Arts, Entertainment, and Recreation	10,640	11,416	776	7.3%
Accommodation and Food Services	50,512	52,817	2,305	4.6%
Other Services, Except Public Admin.	22,369	22,986	617	2.8%
Government	37,475	37,858	383	1.0%
Self-employed and Unpaid Family Workers	46,355	46,140	-215	-0.5%

Note: Public Education employment is included in the respective Industry Group in Educational Services
State hospital employment is included in Health Services.