Putting the Pieces Together

LMI 101.4

Using Job Outlook & Locator to Find Business Contacts

Economic and Labor Market Information Bureau
New Hampshire Employment Security, Concord NH
How to put all the pieces together

Knowing how to use the Job Outlook and Locator

We introduced all the aspects from the long-term occupational projections in the last training. The Job Outlook and Locator combines the projections information with other sources of labor market information to provide a more complete package of details for each occupation.

### What’s included
- SOC code and Occupational Title
- Generic Job Description
- Alternate Job Titles
- Training and Education
- Average Wage
- Estimated Employment
- Projected Growth Rate
- Annual Job Openings
- Type of Business Where Occupation is Typically Employed – NAICS Industry

### How information is organized
- Introduction
- Education and Training Definitions and Descriptors
- Growth Rate Descriptors
- Description How to Use Information
- Occupations with all related data – SOC Code order
- Long-Term Industry Projections
- Index of Occupational Titles & SOC Code
Click on the Fast Find dropdown arrow

http://www.nhes.nh.gov/elmi/
Select Projections from the Fast Find menu.
Once on the Projections homepage, scroll down to the bottom.
Job Outlook and Locator by Industry and Occupation, base year 2012 to projected year 2022

Based on a long-term look at New Hampshire’s economy, more than 650 occupations are included, each with a corresponding Standard Occupational Classification (SOC) code and description, 2011 average hourly or annual wage, estimated 2012 employment, projected 2020 employment, projected growth rate for 2012-2022, estimated annual job openings, education and training requirements, and the employing industries.

Full Publication June 2014 (965k)

Job Outlook and Locator Sections

- Introduction
- 11-0000 Management Occupations
- 13-0000 Business and Financial Operations Occupations
- 15-0000 Computer and Mathematical Occupations
- 17-0000 Architecture and Engineering Occupations
- 19-0000 Life, Physical, and Social Science Occupations
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- 47-0000 Construction and Extraction Occupations
- 49-0000 Installation, Maintenance, and Repair Occupations
- 51-0000 Production Occupations
- 53-0000 Transportation and Material Moving Occupations
- Appendix Index of Occupational Employment Statistics Titles and Their Corresponding Codes
Education and Training

Education and training for each occupation is classified by requirements in three categories: Education, Work Experience, and Job Training. The first two categories identify education and training before an individual is employed, while the last category refers to training received after employment.

Educational Requirements

Similar to the previous method of identifying education and training requirements, this category describes the typical level of education most workers need for an entry-level position in the occupation. The educational levels are:
- Doctorate (PhD) or professional degree (i.e., MD, DD, JD, DC)
- Master’s degree (i.e., MA, MS, MEd)
- Bachelor’s degree (i.e., BS, BA, BFA)
- Associate’s degree (i.e., AS, AA)
- Postsecondary non-degree award (program completion, i.e., CNA, cosmetologist)
- Some college, no degree
- High school diploma or equivalent (GED)
- Less than high school

Work Experience

Some occupations require related work experience as an entry-level qualification. Frequently, these occupations are first-line supervisory positions, where the worker performs the same job tasks as the workers under their supervision, such as retail supervisors, marketing managers, or construction managers. Non-supervisory workers may also have an experience requirement, such as restaurant cooks and industrial truck and tractor operators. The work experience requirement levels are less than five years, five years or more, or none.

Job Training

This category identifies any additional training or preparation typically needed to gain competency in the occupation once the worker is employed. This type of training is occupation-specific, not job-specific, meaning skills can be transferred to another job in the same occupation. The job training categories are internships or residencies, apprenticeships, long-term on-the-job training, moderate-term on-the-job training, short-term on-the-job training, or none.
Occupational Descriptors

Job Outlook & Locator includes Occupational Descriptors, a concept that uses four categories (very favorable, favorable, less favorable, and not favorable) to summarize the expected prospects for an occupation. The descriptors are based on two factors: the projected growth rate and the projected number of openings.

Growth Rate
First, occupations are assigned one of five categories based on the projected growth rate (annualized percentage change over ten years) in employment between 2012 and 2022.

- **Very Low**: Growth rate of 0.0 percent or less
- **Low**: Growth rate of 0.2 percent to 6.7 percent
- **Average**: Growth rate of 6.8 percent to 11.0 percent
- **High**: Growth rate of 11.1 percent to 16.9 percent
- **Very High**: Growth rate greater than 17.0

Openings
Occupations are assigned to one of five categories based on the number of projected average annual openings from both growth and replacement needs.

- **Very Low**: Zero openings
- **Low**: One to five openings
- **Average**: Six to 10 openings
- **High**: 11 to 49 openings
- **Very High**: 50 or more openings

Descriptor Categories
Finally, the five growth rate categories are combined with the five categories representing the number of projected openings to produce 25 possible results. These results are assigned one of four descriptive labels:

- **Very Favorable**: Those occupations that combine high growth and a large number of openings are described as very favorable and are expected to provide the best opportunities through 2022.

- **Favorable**: Favorable occupations may have a low growth rate, but only if the projected openings are high or very high. An occupation may be designated as favorable if the growth rate is better than average but the number of openings is below average. Occupations with an average growth rate and average or better openings are also considered to be favorable.

- **Less Favorable**: These occupations have better expected opportunities than the least favorable category, either because of a higher growth rate or more projected openings.

- **Not Favorable**: Occupations in this category have a negative growth rate and fewer than four annual openings per year. These occupations are not expected to be significant sources of jobs through 2022.
How to Use the Job Outlook & Locator

Occupations are listed numerically by six-digit Standard Occupational Code (SOC) or refer to the alphabetical index in the back of the book to select an occupation. Use the example below as a guide.

1. **SOC code and Occupational Title:** For each occupation there is a six-digit numeric code designed to logically organize occupational data.

2. **Occupational Descriptor:** A designation that summarizes the projected growth prospects for this occupation. See page iv for a detailed explanation of descriptors.

3. **Occupational Description:** A brief description of the occupation and its duties, along with examples of possible job titles.

4. **Education, Experience and Training:** Three categories that identify the education, work experience, and job training required for a worker to gain competency in a specific occupation. See page iv for a complete description and examples of education categories.

5. **2013 Mean (Average) Wage in New Hampshire:** Hourly wage based on the May 2013 Occupational Employment and Wages survey. For most occupations, this will be an hourly wage. For occupations with a non-standard workweek (teaching occupations, for example), an annual wage is given. An “n/a” indicates that wage is not available.

   - **2012 Estimated Employment:** Number of workers estimated to be employed in an occupation in 2012.
   - **2022 Projected Employment:** Number of workers projected to be employed in an occupation in 2022.
   - **Growth Rate, 2012-2022:** Percent change in employment from 2012 to 2022.
   - **Annual Openings:** Number of projected openings from growth and replacement needs, on an annual average basis, during the ten-year projections period.

6. **Industry and NAICS code:** A list of industries employing workers in this occupation, listed in decreasing order of 2010 share of employment. Up to six industries can be listed, identified by the corresponding North American Industrial Classification System (NAICS) code.
You will need to know which group to look in to find your chosen occupation. Go to the Index.
“CTRL F” to open search box and type in occupation
# New Hampshire Job Outlook & Locator

## 2012 - 2022

### Index of Occupational Titles

<table>
<thead>
<tr>
<th>SOC Code</th>
<th>SOC Title</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-1134</td>
<td>Web Developers</td>
<td>18</td>
</tr>
<tr>
<td>43-5111</td>
<td>Weighers, Measurers, Checkers, and Samplers, Recordkeeping</td>
<td>108</td>
</tr>
<tr>
<td>51-4121</td>
<td>Welders, Cutters, Solderers and Brazers</td>
<td>146</td>
</tr>
<tr>
<td>51-4122</td>
<td>Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders</td>
<td>147</td>
</tr>
<tr>
<td>13-1022</td>
<td>Wholesale and Retail Buyers, Except Farm Products</td>
<td>9</td>
</tr>
<tr>
<td>51-7030</td>
<td>Woodworkers, All Other</td>
<td>153</td>
</tr>
<tr>
<td>51-7042</td>
<td>Woodworking Machine Setters, Operators, and Tenders, Except Sawing</td>
<td>153</td>
</tr>
<tr>
<td>43-9022</td>
<td>Word Processors and Typists</td>
<td>110</td>
</tr>
<tr>
<td>27-3043</td>
<td>Writers and Authors</td>
<td>57</td>
</tr>
<tr>
<td>19-1023</td>
<td>Zoologists and Wildlife Biologists</td>
<td>29</td>
</tr>
</tbody>
</table>

**Search Term:** Welder
Job Outlook and Locator by Industry and Occupation, base year 2012 to projected year 2022

Based on a long-term look at New Hampshire’s economy, more than 650 occupations are included, each with a corresponding Standard Occupational Classification (SOC) code and description, 2011 average hourly or annual wage, estimated 2012 employment, projected 2020 employment, projected growth rate for 2012-2022, estimated annual job openings, education and training requirements, and the employing industries.

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- 31-0000 Healthcare Support Occupations
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“CTRL F” to open search box and type in occupation
### 51-4111 Tool and Die Makers

Analyze specifications, lay out metal stock, set up and operate machine tools, and fit and assemble parts to make and repair dies, cutting tools, jigs, fixtures, gauges, and machinists’ hand tools. *Examples: Die Sinker; Die Finisher; Sawsmith*

<table>
<thead>
<tr>
<th>Training Category:</th>
<th>High school</th>
<th>none</th>
<th>Long OJT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013 Average Wage:</td>
<td>$23.87</td>
<td></td>
<td></td>
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<tr>
<td>2012 Estimated Employment:</td>
<td>344</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022 Projected Employment:</td>
<td>344</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth Rate, 2012-2022:</td>
<td>0.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Openings:</td>
<td>2</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Industry</th>
<th>2012 Share</th>
<th>2022 Share</th>
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<tbody>
<tr>
<td>332</td>
<td>29.7%</td>
<td>30.2%</td>
</tr>
<tr>
<td>333</td>
<td>29.1%</td>
<td>29.4%</td>
</tr>
<tr>
<td>326</td>
<td>n</td>
<td>n</td>
</tr>
<tr>
<td>331</td>
<td>n</td>
<td>n</td>
</tr>
<tr>
<td>335</td>
<td>n</td>
<td>n</td>
</tr>
<tr>
<td>336</td>
<td>n</td>
<td>n</td>
</tr>
</tbody>
</table>

### 51-4121 Welders, Cutters, Solderers, and Brazers

Use hand-welding, flame-cutting, hand soldering, or brazing equipment to weld or join metal components or to fill holes, indentations, or seams of fabricated metal products. *Examples: Acetylene Burner; Arc Welder; Blow Torch Operator*

<table>
<thead>
<tr>
<th>Training Category:</th>
<th>High school</th>
<th>none</th>
<th>Moderate OJT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013 Average Wage:</td>
<td>$19.95</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012 Estimated Employment:</td>
<td>971</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022 Projected Employment:</td>
<td>1,020</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth Rate, 2012-2022:</td>
<td>5.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Openings:</td>
<td>29</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Industry</th>
<th>2012 Share</th>
<th>2022 Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>332</td>
<td>30.1%</td>
<td>31.9%</td>
</tr>
<tr>
<td>811</td>
<td>9.3%</td>
<td>9.2%</td>
</tr>
<tr>
<td>336</td>
<td>6.3%</td>
<td>5.4%</td>
</tr>
<tr>
<td>331</td>
<td>6.0%</td>
<td>5.9%</td>
</tr>
<tr>
<td>334</td>
<td>5.9%</td>
<td>5.2%</td>
</tr>
<tr>
<td>333</td>
<td>n</td>
<td>n</td>
</tr>
</tbody>
</table>

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New Hampshire Employment Security
Economic & Labor Market Information Bureau

[www.nhes.nh.gov/elmi/products/proj.htm](http://www.nhes.nh.gov/elmi/products/proj.htm)
Then what?

Using the NAICS Industry information to find employers

In order to access the list of employers by business/industry type, you will need to reference by the first two digits of the NAICS code. Keep this page as a cheat-sheet.

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Industry Title</th>
<th>NAICS Code</th>
<th>Industry Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Agriculture, Forestry, Fishing and Hunting</td>
<td>53</td>
<td>Real Estate and Rental and Leasing</td>
</tr>
<tr>
<td>21</td>
<td>Mining</td>
<td>54</td>
<td>Professional and Technical Services</td>
</tr>
<tr>
<td>22</td>
<td>Utilities</td>
<td>55</td>
<td>Management of Companies and Enterprises</td>
</tr>
<tr>
<td>23</td>
<td>Construction</td>
<td>56</td>
<td>Administrative and Waste Services</td>
</tr>
<tr>
<td>31-33</td>
<td>Manufacturing</td>
<td>61</td>
<td>Educational Services</td>
</tr>
<tr>
<td>42</td>
<td>Wholesale Trade</td>
<td>62</td>
<td>Health Care and Social Services</td>
</tr>
<tr>
<td>44-45</td>
<td>Retail Trade</td>
<td>71</td>
<td>Arts, Entertainment, and Recreation</td>
</tr>
<tr>
<td>48-49</td>
<td>Transportation and Warehousing</td>
<td>72</td>
<td>Accommodation and Food Services</td>
</tr>
<tr>
<td>51</td>
<td>Information</td>
<td>81</td>
<td>Other Services</td>
</tr>
<tr>
<td>52</td>
<td>Finance and Insurance</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

North American Industry Classification System
The industries which frequently employ welders:

- 332 Fabricated Metal Product Manufacturing  30.1%
- 811 Repair and Maintenance               9.3%
- 336 Transportation Equipment Manufacturing 6.3%
- 331 Primary Metal Manufacturing            6.0%
- 334 Computer and Electronic Product Manufacturing 5.9%

According to the list in the Job Outlook and Locator, Welders are most frequently employed in manufacturing businesses. – Remember these...
Select the NHetwork icon on the side of any page of the ELMI site.
Choose the geography – One-stop Regions
Select specific area from the drop-down menu
Press radio button
Select Employers from the available information sessions
- Select Employers by Industry
- Select Industry Sector - Manufacturing
• Find and select subsector industry name in drop down list
Select firm size preference
If no preference, select All Sizes
Alphabetical list of companies
Next page at bottom indicates more information is available
Source of data from infogroup
• Sort by city by clicking on the City header
Double clicking on Employer Size header sorts the businesses by descending order of largest to smallest employer sizes.
When you click on the Employer name, more details about the employer are displayed.

- Name and address of the business
- Phone number
- Web site (if available)
- Contact person
How it fits...

- Occupation
- Employment growth and wages
- Types of business employing the occupation

- Select Geography
- Select “Employers” from session list

- Match two digit NAICS to Industry sector
- Select business/industry type from Job Outlook and Locator

- Sort by Town
- Sort by Firm Size
- Sort by Business Name

- Address
- Website
- Phone #
Please provide your feedback on this training session at:

https://www.surveymonkey.com/r/NNH6KPR
Thank you!

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