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New Jersey Employment & Population in the 21st Century

Volume 1

Industry and Occupational Employment
Projections for New Jersey
1996 to 2006
Part B (County Projections)



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ACKNOWLEDGMENT

This report was prepared by Indra Ramaswamy, Ruth Schwarz, Thomas Sheppard and Robert Vaden of the New Jersey Department of Labor's Division of Labor Market and Demographic Research. Assistance and data were also provided by the rest of the Division's Projections 2006 team: Dr. Sen-Yuan Wu and James Dougherty. Data from the Occupational Employment Statistics (OES) survey program was used in the development of the occupational employment estimates and projections.

These industry and occupational projections reflect many of the comments and suggestions provided by private- and public-sector experts on the state and regional economies who participated in the Division's Projections Focus Group meetings.

The Division's appreciation also goes to both the U.S. Bureau of Labor Statistics and the State of Utah's Department of Employment Security for their technical assistance.

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INTRODUCTION

The value of employment projections for use by career decision makers, policy makers, educators, program planners, economic development specialists, and the general public is greater than ever. Corporate downsizing, out-sourcing, an increasingly global and competitive world economy, limited resources for training and retraining, continuing technological improvements, and the increased awareness of the importance of career decision-making are just some of the factors contributing to the need for employment projections.

This report presents county-level industry and occupational employment projections for the State of New Jersey from 1996 to 2006. The projections were developed by the New Jersey Department of Labor, Division of Labor Market and Demographic Research, as part of the Division's economic and demographic projections series. Projections prepared by this Division include employment by industry, employment by occupation, population by age-race-sex, and civilian labor force by age-race-sex. These projections share input data and assumptions and are therefore consistent with each other. The flow chart in Appendix 2 (page 72) illustrates the interrelationship among these four projections series. In addition, the data concepts and reconciliation of the projected demographic and economic trends are presented on page 74 while the methodology description begins on page 75.

These data supersede all projections previously issued by this Department, including the county 1994 - 2005 projections released in May of 1997. These revised projections reflect recent developments affecting the casino hotel industry (and the occupations employed in that industry) resulting in increased growth.

This report (Volume I, Part B) is the second of two reports on industry and occupational employment projections. This volume contains county industry and occupational employment projections while Volume I, Part A presents statewide industry and occupational employment projections. Volume II, Part A presents statewide population and labor force projections, while Volume II, Part B provides the county population and labor force projections.

The county industry and occupational employment projections are presented together in one report to

allow the reader to better understand the close relationship between projected industry and projected occupational employment.

The numbers in this report are projections, not forecasts or predictions. A projection is the measurement of a future condition that would exist if the assumptions and procedures of the method proved to be empirically valid in the future. Projections may assume continuation of past conditions, present conditions, or trended changes in historical conditions. They may also assume entirely new transition rates. Given the method and the assumptions, a projection is always correct if the operations of the projection method are carried out without error. The number of possible projections for any given population is infinite. A forecast, on the other hand, is a projection that is also a judgmental statement concerning the expected measurement of future conditions; it is a prediction, and the numbers in this report are not predictions.

Furthermore, the projections presented in this report are not designated "official" or "policy" projections and should not be interpreted as goal or policy oriented. They are not intended to constrain or to advocate specific levels of growth in a county. All series are presented as baseline, that is, independent of exogenous public or private interventionist activities of an unusual, unforeseen, or undocumented nature or magnitude. They are based primarily on identifiable demographic and economic secular trends, which have been implicitly or explicitly incorporated into the models. The greatest value of the projections is as a reference framework for planning, program evaluation, and considerations for alternative growth scenarios, which could be achieved through greater or less resource development.

Presentation of Data

County industry employment projections are presented by major industry category beginning on page 6. In addition, for each county, tables showing the greatest projected employment growth and the greatest projected employment decline are presented.

The county occupational employment projections are presented by major occupational category (see

definitions on page 76) and sub-group. In addition, the occupations in the county with the greatest projected employment growth, the greatest projected employment decline, and the greatest projected number of average annual job openings are presented. Estimates of average annual job openings are disaggregated into those resulting from employment growth (new jobs) and those resulting from net occupational replacement needs. Replacement needs occur when workers leave for reasons such as retirement, death, disability, family needs, or a change of careers, but do not include transfers within the same occupation. "Net" replacement needs represent those replacement openings, which are not filled by current members of the workforce and therefore provide an indication of the opportunities available to new entrants into the occupation.

Statewide industry and occupational employment projections are also presented on pages 70 and 71 in order to facilitate comparisons between county and state projections.

Data Availability

The entire Projections 2006 series (statewide and county projections for industry employment, occupational employment, population and labor force) are available on the Workforce New Jersey Public Information Network (WNJPIN) at

<http://www.wnjp.state.nj.us> by accessing Labor Market Information. This leads to Labor Fast Facts, the Office of Labor Planning and Analysis' home page at <http://www.state.nj.us/labor/lra>. The projections data can be found in the Labor Market Information section under Projections 2006. The Labor Fast Facts page contains occupational data, which are more detailed than the data included in this publication.

Occupational Supply vs. Demand

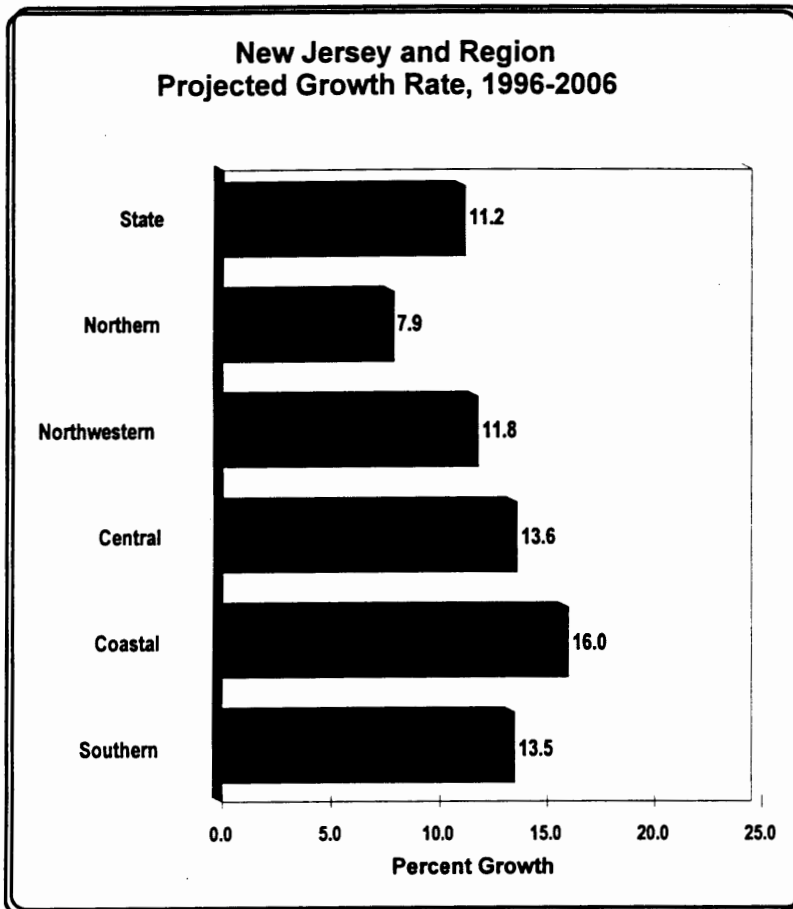
While the data presented here illustrate the projected demand for workers in each occupation in the form of employment and job openings data, they do not reflect the current or future supply of workers available to fill these jobs, an important consideration for anyone involved in the career-decision making process. For this purpose, the New Jersey Occupational Information Coordinating Committee (NJOICC) publishes the New Jersey Occupational Outlook Handbook, which includes information for nearly 200 occupations on job descriptions, educational requirements, earnings, and job outlook, including "supply and demand" data. For more information call the NJOICC Hotline at 1-800-222-1309 or visit their homepage at <http://wnjp.state.nj.us/OneStopCareerCenter/SOICC>.

Note: The Division of Labor Market and Demographic Research hopes that users of these projections, both interested agencies and individuals, will comment on them. Please direct all comments, suggestions, and requests to the New Jersey Department of Labor, Division of Labor Market and Demographic Research, P.O. Box 383, Trenton, New Jersey 08625-0383; phone: 609-292-2749.

**HIGHLIGHTS OF THE NEW JERSEY COUNTY INDUSTRY AND OCCUPATIONAL
EMPLOYMENT ESTIMATES AND PROJECTIONS, 1996 - 2006**

Regional Overview: The fastest employment growth is projected to occur in the coastal region (16.0%), followed by the central (13.6%) and southern (13.5%) regions of the state. The overall statewide employment growth rate is projected to be 11.2 percent over the 1996 to 2006 projection period. Moderate employment growth (11.8%) is projected for the northwestern region while the six-county northern region, home to many of the counties with the largest employment in the state, is projected to have the slowest projected growth -- only 7.9 percent. Viewed another way, combined employment in the other four regions of New Jersey is projected to grow by 14.1 percent as compared to 5.8 % growth for the northern region.

Figure 1.



The projected growth trends by region show a continuation of long-term trends. These trends result in a continuing redistribution of employment share from the northern part of the state to the coastal, central, and southern regions. For example, from 1980 to 1996, the share of New Jersey employment in the northern region declined from 54.1 percent to 47.5 percent and is projected to decrease to 46.1 percent by the year 2006. The employment share for every other region is projected to increase, with the largest percentage gain occurring in the coastal region where the share of state employment is projected to increase from 14.6 percent in 1996 to 15.2 percent in 2006.

The northern region is projected to experience the greatest employment growth of any region, approximately 136,900 jobs, followed closely by the central region with 105,300 new jobs. The coastal region is projected to add 84,800 jobs while the southern region is expected to add 72,700 jobs. The small two-county northwestern region is

projected to add 8,000 jobs.

Central Region: Employment growth in this region is expected to be dominated by growth in Middlesex and Somerset counties. Combined, these two counties are projected to account for almost four out of every five jobs added in the region and one in four jobs added statewide. Middlesex County is projected to lead the state in employment growth (51,500) while Somerset is projected to rank third at 30,700.

Coastal Region: The coastal region is projected to see a "second wave" of growth in the Atlantic City hotel/casino industry. The region's projected growth of 16.0 percent is the fastest of any region in New Jersey, much faster than the projected growth rate for the state.

Northern Region: The employment center of the state, five out of the state's seven largest counties, based on 1996 employment, are located in this region. However, this six-county region is characterized by very slow employment growth. Every county in this region has projected growth that is slower than the state as a whole.

The two counties in the state with the slowest projected employment growth rate -- Passaic and Union -- are both in this region.

Southern Region: Projected employment growth varies widely among counties in the southern region. Fast growth is projected for Gloucester and Burlington counties. Employment growth in Camden County is projected to be only slightly better than the state while slower growth is projected for Cumberland and Salem counties.

Northwest Region: This region, comprised of two of the state's smaller counties in terms of employment, is projected to grow by 11.8 percent, slightly faster than the state.

**TABLE 1
INDUSTRY EMPLOYMENT PROJECTIONS, 1996-2006
BY REGION AND COUNTY**

County	Employment		Percent		1996-2006		Annual % Change 1996-2006
	1996	2006	1996	2006	Number	Percent	
State	3,639,900	4,046,900	100.0%	100.0%	406,900	11.2%	1.1%
Northern Region	1,729,400	1,866,300	47.5%	46.1%	136,900	7.9%	0.8%
Bergen	443,600	487,250	12.2%	12.0%	43,650	9.8%	0.9%
Essex	373,400	400,800	10.3%	9.9%	27,400	7.3%	0.7%
Hudson	239,300	261,100	6.6%	6.5%	21,800	9.1%	0.9%
Morris	256,500	283,150	7.0%	7.0%	26,650	10.4%	1.0%
Passaic	182,350	191,550	5.0%	4.7%	9,250	5.1%	0.5%
Union	234,200	242,400	6.4%	6.0%	8,200	3.5%	0.3%
Northwestern Region	67,600	75,600	1.9%	1.9%	8,000	11.8%	1.1%
Sussex	34,150	39,700	0.9%	1.0%	5,550	16.3%	1.5%
Warren	33,450	35,850	0.9%	0.9%	2,400	7.2%	0.7%
Central Region	773,800	879,100	21.3%	21.7%	105,300	13.6%	1.3%
Hunterdon	42,350	48,300	1.2%	1.2%	5,950	14.1%	1.3%
Mercer	192,300	209,400	5.3%	5.2%	17,150	8.9%	0.9%
Middlesex	380,550	432,050	10.5%	10.7%	51,500	13.5%	1.3%
Somerset	158,650	189,350	4.4%	4.7%	30,700	19.4%	1.8%
Coastal Region	530,200	615,000	14.6%	15.2%	84,800	16.0%	1.5%
Atlantic	138,150	168,400	3.8%	4.2%	30,200	21.9%	2.0%
Cape May	37,500	41,500	1.0%	1.0%	4,000	10.6%	1.0%
Monmouth	225,750	254,850	6.2%	6.3%	29,150	12.9%	1.2%
Ocean	128,800	150,250	3.5%	3.7%	21,450	16.6%	1.6%
Southern Region	538,200	610,900	14.8%	15.1%	72,700	13.5%	1.3%
Burlington	169,050	197,500	4.6%	4.9%	28,450	16.8%	1.6%
Camden	205,050	229,000	5.6%	5.7%	23,950	11.7%	1.1%
Cumberland	57,200	61,650	1.6%	1.5%	4,450	7.8%	0.8%
Gloucester	83,200	97,500	2.3%	2.4%	14,300	17.2%	1.6%
Salem	23,700	25,200	0.7%	0.6%	1,500	6.4%	0.6%

Atlantic County

- ◆ Atlantic County is projected to be the fastest growing county in New Jersey, with 21.9 percent growth projected between 1996 and 2006. This will translate into 30,200 new jobs by 2006.
- ◆ Hotels and other lodging places, which include casino hotels, will account for 19,800 or roughly 65 percent of the total new jobs in Atlantic County. Most of these new jobs are projected for the casino hotels.
- ◆ With a small manufacturing base (4%), Atlantic is dominated by the service sector, which accounted for 53 percent of its 1996 employment, the highest percentage of any county.
- ◆ In 2006 the service sector is projected to have a nearly 60 percent share of Atlantic's total employment, followed by a 13.6 percent share for retail trade.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	138,150	168,400	100.0	100.0	30,200	21.9	2.0
Goods-producing Industries	10,550	11,050	7.6	6.6	500	4.8	0.5
Mining	-	-	-	-	-	-	-
Construction	5,050	5,800	3.6	3.4	750	14.9	1.4
Manufacturing	5,500	5,250	4.0	3.1	(250)	-4.5	-0.5
Service-producing Industries	127,600	157,350	92.4	93.4	29,700	23.3	2.1
Transportation, Communication, Utilities	5,300	5,850	3.9	3.5	500	9.6	0.9
Wholesale Trade	3,600	4,100	2.6	2.4	500	13.2	1.2
Retail Trade	20,950	22,850	15.2	13.6	1,900	9.0	0.9
Finance, Insurance, Real Estate	4,250	3,800	3.1	2.3	(400)	-9.7	-1.0
Services	73,900	100,550	53.5	59.7	26,650	36.1	3.1
Public Service, incl. Education	19,600	20,200	14.2	12.0	600	3.0	0.3

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2000 Number
70	Hotels & other lodging places	48,550	68,350	19,800
80	Health services	10,800	14,000	3,250
73	Business services	3,500	5,200	1,700
58	Eating & drinking places	7,100	7,950	850
83	Social services	1,950	2,600	700
79	Amusement & recreation services	1,600	2,150	600
54	Food stores	3,600	4,050	450
41	Local & interurban passngr transit	1,450	1,900	450
17	Special trade contractors	3,200	3,600	400
51	Wholesale trade-nondurable goods	2,150	2,500	350

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
63	Insurance carriers	800	450	-350
49	Electric, gas, & sanitary services	1,550	1,300	-250
60	Depository institutions	1,300	1,100	-200
32	Stone, clay, and glass products	1,550	1,400	-100
28	Chemicals & allied products	450	400	-100
86	Membership organizations	850	800	-50
27	Printing & publishing	550	500	-50
75	Auto repair, services, & parking	900	850	-50
20	Food & kindred products	300	250	0
30	Rubber & misc. plastics products	1,100	1,100	0

Atlantic County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces
	1996	2006	1996	2006					
Total, All Occupations	144,650	175,850	100.0	100.0	31,200	21.6	6,730	3,120	3,610
Executive, Administrative, & Managerial	7,700	9,450	5.3	5.4	1,750	22.7	340	180	170
Professional, Paraprofessional, & Technical	23,300	27,400	16.1	15.6	4,100	17.6	860	410	450
Marketing & Sales Occupations	18,000	21,700	12.5	12.3	3,650	20.4	880	370	510
Administrative Support & Clerical	20,900	23,000	14.5	13.1	2,100	10.1	620	210	410
Service Occupations	51,400	67,800	35.5	38.6	16,400	31.9	3,220	1,640	1,580
Landscaping & Animal Care	900	1,150	0.6	0.7	250	29.6	40	30	10
Production, Craft, & Repair	11,200	12,650	7.7	7.2	1,500	13.2	380	150	230
Operators, Fabricators, & Laborers	11,250	12,700	7.8	7.2	1,450	12.9	400	150	260

- ◆ More than 50 percent of job growth in Atlantic County is projected to be in service occupations. These occupations are expected to increase their share of Atlantic's employment from 36 percent to 39 percent during the 1996-2006 period. Atlantic is expected to retain the highest proportion of service occupations of any New Jersey county, experiencing the highest percent increase (32%). The unusually strong growth in service occupations is primarily due to the growth of the hotel/casino industry, which, in 2006, is expected to encompass over 60 percent of the county's service jobs. Most new service jobs are projected to be within the food preparation and personal services occupational clusters. (The personal services cluster includes casino dealers.)
- ◆ The executive and managerial occupational category is also projected to increase its share of total employment. The largest growth for executive occupations is expected to occur in the engineering and management services industry.
- ◆ The professional and technical and the marketing and sales categories are projected to decrease their share of Atlantic County's total employment, although both categories will exhibit high growth rates (18% and 20%, respectively). More than 50 percent of projected professional growth will be in occupations related to health care, education, or computers. The bulk of marketing and sales jobs will be in the retail sector.
- ◆ Although production, craft, and repair is expected to hold a decreasing share of total employment, Atlantic will have the highest projected growth rate of any New Jersey county in this category. More than 80 percent of this growth will be within the mechanic, installer, and repairer and the construction occupational clusters, both of which are growing primarily because of growth in the construction industry.
- ◆ Administrative support and clerical occupations and operators, fabricators, and laborers are projected to have the county's slowest growth rates. About two-thirds of the expected growth in operators, fabricators, and laborers will be among transportation-related occupations.
- ◆ Almost half of the projected annual job openings will be new jobs. This is substantially above the state's rate of 36 percent and is a result of the county's strong growth, most of which comes from the county's burgeoning hotel/casino industry.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Dealer, Casino	7,700	10,850	3,150	40.8
Waiters & Waitresses	5,050	6,400	1,350	26.9
Guards	2,950	3,950	1,050	34.9
Food Preparation Workers	3,050	4,050	1,000	33.2
Janitors & Cleaners	3,850	4,800	1,000	26.0
Cashiers	3,900	4,800	950	23.9
Gaming Change Person	2,100	2,950	850	40.9
Service Supervisors, NEC	2,450	3,200	750	31.3
Maids & Housekeeping Cleaners	2,250	2,950	700	32.4
Dining Room/Cafe Helpers	2,100	2,800	700	33.2

- ◆ The ten occupations with the most growth will account for 37 percent of projected new jobs.
- ◆ Six of the ten are related to hotel/casinos or food preparation. Only one – cashiers – is also on New Jersey’s top ten list.
- ◆ Many of New Jersey’s high growth occupations (such as systems analyst) will also exhibit significant growth (450+) in Atlantic County, but failed to make the top ten list because of Atlantic’s higher growth in the service occupations.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	800	650	-100	-15.1
Bank Tellers	450	350	-100	-18.7
Stock Clerks, Sales Floor	1,550	1,450	-50	-4.8
Welfare Eligibility Workers	150	100	-50	-37.1
Crossing Guards	250	200	-50	-19.6
Insurance Claims Clerks	100	50	-50	-33.6
Service Station Attendants	450	400	-50	-6.5
Computer Operators, Excl Peripheral	250	250	0	-8.8
New Accounts Clerks, Banking	100	100	0	-21.7
Elect Powerline Installers/Repairers	150	150	0	-14.4

- ◆ These declines reflect several national trends: computer operators and many clerical occupations are projected to decline because of technological advances and increased office automation; tellers are projected to decline because of consolidation within the banking industry.
- ◆ The declines in electrical powerline installers and insurance claims clerks result from projected declines in the county’s electric/gas/sanitary services and insurance industries.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Dealer, Casino	490	310	170
Waiters & Waitresses	390	140	260
Cashiers	260	90	170
Food Preparation Workers	260	100	160
Salespersons, Retail	190	60	130
Janitors & Cleaners	180	100	80
Guards	160	100	60
Food Servers	160	50	110
Dining Room/Cafe Helpers	140	70	70
Service Supervisors, NEC	140	80	60

- ◆ Many of the occupations with the most annual openings are high-turnover jobs that do not require a college degree. This implies that Atlantic County will offer an atmosphere of job mobility and numerous opportunities for new entrants into the labor force.
- ◆ Half of these are also on the list of occupations with the most growth.
- ◆ Four are expected to furnish more new than replacement openings, as opposed to one out of the top ten in New Jersey as a whole.

Bergen County

- ◆ Bergen was the largest county, in terms of employment in 1996, and is projected to remain the largest in the year 2006.
- ◆ After Middlesex County, Bergen is expected to add the most new jobs, with 43,700. This represents 9.8 percent growth between 1996 and 2006, which is slightly slower than the state growth of 11.2 percent.
- ◆ This county has a healthy annual growth rate of 1.5 percent projected for the transportation, communication, and public utilities sector.
- ◆ The three industries with the greatest employment growth are in the service sector: business services, health services, and social services. These three industries alone will account for nearly 65 percent of the county's net projected employment growth.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	443,600	487,250	100.0	100.0	43,650	9.8	0.9
Goods-producing Industries	82,750	78,150	18.6	16.0	-4,600	-5.5	-0.6
Mining	-	-	-	-	-	-	-
Construction	13,650	14,550	3.1	3.0	900	6.5	0.6
Manufacturing	69,050	63,600	15.6	13.0	-5,500	-7.9	-0.8
Service-producing Industries	360,900	409,150	81.4	84.0	48,250	13.4	1.3
Transportation, Communication, Utilities	26,950	31,350	6.1	6.4	4,350	16.2	1.5
Wholesale Trade	55,850	57,250	12.6	11.7	1,350	2.4	0.2
Retail Trade	72,200	74,150	16.3	15.2	1,950	2.7	0.3
Finance, Insurance, Real Estate	25,300	27,700	5.7	5.7	2,400	9.4	0.9
Services	135,450	171,100	30.5	35.1	35,650	26.3	2.4
Public Service, incl. Education	45,100	47,650	10.2	9.8	2,550	5.6	0.5

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
73	Business services	40,250	54,150	13,950
80	Health services	36,650	48,300	11,650
83	Social services	6,650	9,100	2,450
51	Wholesale trade-nondurable goods	22,350	24,400	2,050
87	Engineering & management svces	13,650	15,550	1,950
58	Eating & drinking places	19,450	21,350	1,900
45	Transportation by air	5,650	7,450	1,800
79	Amusement & recreation services	5,000	6,650	1,650
62	Security & commodity brokers	3,300	4,750	1,450
47	Transportation services	3,200	4,550	1,350

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
35	Industrial machinery & equipment	5,150	3,850	-1,300
36	Electronic & other electric equip	3,650	2,700	-950
34	Fabricated metal products	3,150	2,350	-800
50	Wholesale trade-durable goods	33,550	32,850	-700
26	Paper & allied products	4,950	4,300	-700
60	Depository institutions	7,000	6,300	-650
20	Food & kindred products	5,550	4,900	-650
56	Apparel & accessory stores	7,250	6,600	-600
53	General merchandise stores	7,950	7,350	-600
23	Apparel & other textile products	3,150	2,500	-600

Bergen County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replacements
	1996	2006	1996	2006					
Total, All Occupations	466,050	510,900	100.0	100.0	44,850	9.6	15,080	4,490	10,600
Executive, Administrative, & Managerial	28,400	32,100	6.1	6.3	3,650	12.9	960	370	590
Professional, Paraprofessional, & Technical	92,000	110,650	19.7	21.7	18,650	20.3	3,690	1,870	1,820
Marketing & Sales Occupations	67,650	72,250	14.5	14.1	4,600	6.8	2,250	460	1,790
Administrative Support & Clerical	101,350	105,050	21.7	20.6	3,700	3.7	2,280	370	1,910
Service Occupations	67,200	77,750	14.4	15.2	10,550	15.7	3,040	1,060	1,980
Landscaping & Animal Care	3,150	3,750	0.7	0.7	600	19.1	110	60	50
Production, Craft, & Repair	42,350	43,600	9.1	8.5	1,250	3.0	1,090	130	970
Operators, Fabricators, & Laborers	63,950	65,750	13.7	12.9	1,800	2.8	1,670	180	1,490

- ◆ Bergen County is projected to continue to have the highest occupational employment in the state -- both overall and in every major occupational category. Service and professional jobs will constitute approximately 65 percent of all new jobs during the projection period. Just as for most other New Jersey counties, the 1996-2006 period will continue a gradual shift toward professional and service occupations, with executive and managerial jobs also gaining share. Yet Bergen's overall growth is slower than New Jersey's, and the next ten years will see other counties narrow Bergen's lead.
- ◆ The professional category, the only group with a faster growth rate in Bergen than in New Jersey as a whole, is projected to offer the most (18,650 jobs) and fastest (20%) growth. More than 90 percent of this growth will be in the service-industry sector. Computer- and health-related professional occupations (which are growing in all industry sectors) will add the most new jobs.
- ◆ Managerial and service occupations are also projected to grow faster than the average. Bergen already has a higher proportion of managerial jobs than the state. General managers and top executives; engineering, mathematics, and natural science managers; and financial managers are projected to experience the greatest growth. More than two-thirds of projected growth in service occupations will be in eating and drinking places, business services, and health care.
- ◆ Administrative support; production, craft, and repair; and operators, fabricators, and laborers are expected to decrease their share of Bergen's total employment. Marketing and sales jobs will be decreasing their share of total employment, in contrast to their increasing share in New Jersey as a whole.
- ◆ Bergen County is projected to have the most total annual openings in New Jersey between 1996 and 2006, as well as the most openings for the executive and managerial; marketing and sales; production, craft, and repair; and operators, fabricators, and laborers occupational categories.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.
 ** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	3,250	6,900	3,700	113.8
Home Health Aides	2,150	3,750	1,600	74.5
Adjustment Clerks	2,950	4,250	1,250	42.7
Nursing Aides & Orderlies	3,700	4,850	1,100	29.7
General Managers & Top Execs	9,950	11,000	1,050	10.4
Registered Nurses	6,400	7,400	1,050	16.1
Computer Engineers	950	1,950	1,000	109.4
Reception & Information Clerks	4,300	5,300	1,000	23.8
Cashiers	10,250	11,250	1,000	9.8
Clerical Supervisors	6,750	7,700	950	13.8

- ◆ These ten occupations represent 31 percent of all projected new jobs.
- ◆ Three of the ten jobs with the greatest employment growth (home health aides, nursing aides, and registered nurses) are in the health care field; two are related to computers (systems analyst, computer engineer).
- ◆ Cashiers and general managers are among the top ten, although their percentage growth is relatively small, because of the large size of these occupational groups.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Stock Clerks, Sales Floor	6,200	5,450	-750	-12.0
Typists, Incl Word Processing	3,300	2,700	-600	-17.8
Secretaries, Excl Legal or Medical	12,650	12,100	-550	-4.5
Bookkeeping, Accounting, Audit Clk	9,700	9,150	-550	-5.7
Computer Operators, Excl Peripheral	1,550	1,050	-500	-31.9
Mail Machine Operators	1,000	600	-400	-39.0
Sewing Machine Operators, Garment	1,400	1,050	-350	-24.3
Bank Tellers	2,100	1,850	-250	-11.7
Strippers, Printing	300	100	-200	-73.8
First Line Supervisors: Production	2,650	2,450	-200	-7.0

- ◆ All ten occupations with the greatest decline reflect statewide trends.
- ◆ Stock clerks are declining because of changes in retail industry staffing patterns; bank tellers because of industry consolidation; sewing machine operators and production supervisors because of industry declines; other occupations because of technological advances and increasing office automation.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Salespersons, Retail	550	70	480
Cashiers	550	100	450
Systems Analysts	390	370	20
Waiters & Waitresses	360	40	310
General Office Clerks	330	70	270
General Managers & Top Executives	320	100	210
Food Preparation Workers	270	70	200
Clerical Supervisors	250	90	160
Janitors & Cleaners	240	30	200
Marketing/Sales Supervisors	230	70	170

- ◆ Only systems analysts will have more new than replacement openings.
- ◆ Six of these occupations (salesperson, general office clerk, sales supervisor, cashier, general manager, and clerical supervisor) are among the county's ten largest occupations.
- ◆ The managerial and professional occupations on this list are high-growth, high-wage occupations; the five clerical support and sales/marketing occupations are large, high-turnover occupations with below-average projected growth.

Burlington County

- ◆ Burlington County will add 28,450 new jobs between 1996 and 2006. This 16.8 percent growth is much faster than the 11.2 percent projected for the state as a whole.
- ◆ Burlington County's wholesale trade sector, with expected total growth of almost 30 percent, is projected to be the fastest growing wholesale sector in the state.
- ◆ The county's service sector, with projected growth of 39 percent, is projected to rank second in New Jersey. This sector will create 19,100 new jobs or over 65 percent of the total new jobs that are projected for Burlington.
- ◆ Within the service sector, business services and health services will account for over three out of every four jobs added.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	169,050	197,500	100.0	100.0	28,450	16.8	1.6
Goods-producing Industries	27,000	25,900	16.0	13.1	-1,050	-4.0	-0.4
Mining	-	-	-	-	-	-	-
Construction	7,150	7,850	4.2	4.0	700	9.7	0.9
Manufacturing	19,800	18,000	11.7	9.1	-1,750	-9.0	-0.9
Service-producing Industries	142,050	171,600	84.0	86.9	29,500	20.8	1.9
Transportation, Communication, Utilities	9,050	9,750	5.4	4.9	700	7.8	0.8
Wholesale Trade	12,950	16,800	7.6	8.5	3,850	29.9	2.7
Retail Trade	33,100	35,900	19.6	18.2	2,800	8.4	0.8
Finance, Insurance, Real Estate	9,900	12,050	5.8	6.1	2,150	21.8	2.0
Services	49,050	68,150	29.0	34.5	19,100	38.9	3.3
Public Service, incl. Education	28,050	28,950	16.6	14.7	900	3.2	0.3

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
73	Business services	13,750	22,700	8,950
80	Health services	14,600	20,050	5,450
51	Wholesale trade-nondurable goods	4,300	6,300	2,000
50	Wholesale trade-durable goods	8,650	10,500	1,850
83	Social services	2,900	4,500	1,550
59	Miscellaneous retail	5,300	6,500	1,200
61	Nondepository institutions	2,300	3,500	1,200
54	Food stores	6,100	7,200	1,100
58	Eating & drinking places	9,250	10,150	900
79	Amusement & recreation services	1,450	2,150	700

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
53	General merchandise stores	3,750	3,250	-500
34	Fabricated metal products	1,250	950	-300
38	Instruments & related products	1,150	950	-200
33	Primary metal industries	950	800	-150
23	Apparel & other textile products	900	800	-100
39	Misc. manufacturing industries	800	700	-100
60	Depository institutions	2,400	2,300	-100
30	Rubber & misc. plastics products	800	700	-100
20	Food & kindred products	1,150	1,050	-100
57	Furniture & home furnshngs stores	1,250	1,150	-100

Burlington County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replac- ments
	1996	2006	1996	2006					
Total, All Occupations	177,450	206,950	100.0	100.0	29,500	16.6	7,020	2,950	4,070
Executive, Administrative, & Managerial	10,100	12,100	5.7	5.8	2,000	19.7	410	200	210
Professional, Paraprofessional, & Technical	38,550	48,700	21.7	23.5	10,100	26.3	1,780	1,010	760
Marketing & Sales Occupations	24,800	29,150	14.0	14.1	4,350	17.5	1,120	430	680
Administrative Support & Clerical	35,000	39,300	19.7	19.0	4,300	12.3	1,080	430	650
Service Occupations	27,800	33,100	15.7	16.0	5,300	19.1	1,370	530	840
Landscaping & Animal Care	1,350	1,650	0.8	0.8	300	22.2	50	30	20
Production, Craft, & Repair	17,450	18,550	9.8	9.0	1,100	6.2	490	110	380
Operators, Fabricators, & Laborers	22,400	24,450	12.6	11.8	2,050	9.2	720	210	510

- ◆ Burlington's employment is projected to grow faster than the state as a whole in every occupational category. Professional occupations are projected to grow the most and the fastest, adding 10,100 or 34 percent of all projected new jobs. Computer-related occupations; teachers, librarians, and counselors; and health-related occupations are expected to provide more than half of the new jobs expected during the projection period.
- ◆ Executive and managerial, service, and marketing and sales occupations are expected to increase their share of Burlington's employment. Service occupations will add the second largest number of projected new jobs, most of which will be in health care or food preparation. Opportunities for executives and managers are projected to grow in all sectors of the economy except durable manufacturing, with general manager and top executive; engineering, mathematics, and natural science manager; and financial manager jobs making up more than half of this group's new positions.
- ◆ Administrative support has slower-than-average projected growth. Nevertheless, Burlington has the highest growth rate of any New Jersey county in this category. This is primarily due to growth in wholesale trade, nondepository credit institutions, and insurance brokers, helped by faster than average county employment growth and a small employment base.
- ◆ Although most of the declining occupations fall within production, craft, and repair or operators, fabricators, and laborers, these occupational categories are projected to have faster growth than in New Jersey as a whole, although they will retain a smaller share than in New Jersey. To a large extent this is due to Burlington's growing trucking and warehousing industry.
- ◆ Approximately 42 percent of Burlington's projected annual openings will come from new jobs. This percentage, higher than the state's 36 percent, is due to Burlington's relatively fast growth. The professional and the landscaping/animal care occupational categories are actually projected to have more new than replacement jobs.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

BURLINGTON COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	1,100	2,900	1,800	162.3
Cashiers	4,850	5,850	1,000	20.3
Nursing Aides & Orderlies	1,900	2,600	700	38.0
Home Health Aides	800	1,500	700	87.8
Computer Programmers	1,500	2,200	700	46.2
Marketing/Sales Supervisors	3,600	4,300	700	19.0
General Managers & Top Executives	3,500	4,150	700	19.4
Salespersons, Retail	6,050	6,700	600	10.3
Clerical Supervisors	2,350	2,950	600	24.7
Registered Nurses	2,650	3,250	550	20.8

- ◆ The top ten occupations constitute 27 percent of projected employment growth.
- ◆ Computer and health service occupations dominate this list.
- ◆ Computer programmers are growing almost twice as fast in Burlington as in New Jersey as a whole because of a larger proportion of data processing companies in the county.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	1,300	1,150	-150	-12.6
Computer Operators, Excl Peripheral	450	350	-100	-26.4
Sewing Mach Operators, Garment	450	350	-100	-21.0
Production Inspectors, Graders	450	350	-100	-19.0
Precision Electric/Elctrn Assemblers	450	350	-100	-18.4
Mail Machine Operators	200	150	-50	-31.6
Electrical/Electronic Assemblers	450	350	-50	-14.7
Strippers, Printing	100	0	-50	-73.3
Service Station Attendants	800	750	-50	-7.4
Stock Clerks, Sales Floor	2,750	2,700	-50	-2.1

- ◆ Declines in sewing machine operators and electronic/electrical assemblers result from manufacturing industry declines in the county.
- ◆ Declines in clerical occupations, computer operators, and mail machine operators stem from technology advances and office automation increases across industries; declines in stock clerks, from retail staffing pattern changes; other declines, from productivity improvements and industry declines within the manufacturing sector.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	310	100	210
Salespersons, Retail	250	60	190
Systems Analysts	190	180	10
Waiters & Waitresses	160	20	140
General Office Clerks	150	60	100
General Managers & Top Executives	140	70	70
Food Preparation Workers	140	40	90
Marketing/Sales Supervisors	130	70	60
Computer Programmers	120	70	50
Clerical Supervisors	110	60	60

- ◆ These ten occupations will account for 24 percent of all annual openings during the projection period.
- ◆ Four occupations -- systems analyst, computer programmer, clerical supervisor, and marketing supervisor -- will have more projected new than replacement openings.
- ◆ Three of these occupations require substantial education and pay high wages; five require little skill and pay low wages.

Camden County

- ◆ Camden County is projected to grow by 11.7 percent or 23,950 new jobs between 1996 and 2006. This growth rate is roughly the same as the statewide average of 11.2 percent.
- ◆ Very slow employment growth of only 5.4 percent is projected for trade (wholesale and retail combined) in Camden. Only 2,700 new jobs will be added. Statewide these two industry sectors combined are projected to grow by 7.7 percent.
- ◆ Camden's service sector – led by growth in health services – is projected to add 19,800 jobs, over 80 percent of the county's expected net gain.
- ◆ Three industries -- health services, business services, and social services -- will by themselves contribute over 70 percent of the total job growth projected for Camden County.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	205,050	229,000	100.0	100.0	23,950	11.7	1.1
Goods-producing Industries	31,150	29,400	15.2	12.8	-1,750	-5.6	-0.6
Mining	-	-	-	-	-	-	-
Construction	8,050	8,750	3.9	3.8	700	8.7	0.8
Manufacturing	23,000	20,600	11.2	9.0	-2,450	-10.6	-1.1
Service-producing Industries	173,900	199,600	84.8	87.2	25,650	14.8	1.4
Transportation, Communication, Utilities	9,300	10,350	4.5	4.5	1,050	11.2	1.1
Wholesale Trade	14,750	15,650	7.2	6.8	850	5.9	0.6
Retail Trade	36,250	38,100	17.7	16.6	1,850	5.0	0.5
Finance, Insurance, Real Estate	10,050	10,300	4.9	4.5	250	2.6	0.3
Services	68,550	88,400	33.4	38.6	19,800	28.9	2.6
Public Service, incl. Education	34,950	36,800	17.0	16.1	1,850	5.3	0.5

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
80	Health services	24,600	32,950	8,350
73	Business services	15,000	22,200	7,200
83	Social services	4,250	5,750	1,500
58	Eating & drinking places	10,050	11,000	950
51	Wholesale trade-nondurable goods	6,050	6,900	850
79	Amusement & recreation services	2,400	3,150	700
54	Food stores	6,950	7,500	600
81	Legal services	3,150	3,700	550
87	Engineering & management svces	5,200	5,700	500
17	Special trade contractors	5,600	6,050	450

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
36	Electronic & other electric equip	2,250	1,650	-550
35	Industrial machinery & equipment	2,600	2,150	-500
20	Food & kindred products	4,400	3,950	-500
53	General merchandise stores	4,200	3,750	-450
34	Fabricated metal products	1,650	1,350	-300
60	Depository institutions	2,600	2,400	-200
38	Instruments & related products	900	750	-150
28	Chemicals & allied products	750	650	-150
56	Apparel & accessory stores	2,700	2,600	-100
32	Stone, clay, and glass products	800	700	-100

Camden County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replac- ements
	1996	2006	1996	2006					
Total, All Occupations	215,300	239,750	100.0	100.0	24,500	11.4	7,330	2,450	4,880
Executive, Administrative, & Managerial	11,600	12,950	5.4	5.4	1,350	11.6	380	140	250
Professional, Paraprofessional, & Technical	49,250	58,050	22.9	24.2	8,850	17.9	1,830	880	940
Marketing & Sales Occupations	27,250	29,300	12.7	12.2	2,050	7.6	960	210	760
Administrative Support & Clerical	44,400	47,550	20.6	19.8	3,150	7.1	1,150	320	840
Service Occupations	35,500	41,950	16.5	17.5	6,500	18.3	1,690	650	1,040
Landscaping & Animal Care	1,750	2,050	0.8	0.9	300	17.1	60	30	30
Production, Craft, & Repair	18,950	19,700	8.8	8.2	750	4.1	480	80	410
Operators, Fabricators, & Laborers	26,650	28,200	12.4	11.8	1,550	5.8	770	150	620

- ◆ Camden's projected growth, although slightly faster than the state average, closely parallels state trends. The professional and the service categories, the growth leaders, are expected to increase their share of total employment to 42 percent by 2006. The professional group will add the largest number of new jobs – 8,850 (36% of projected occupational growth). Professional occupations will be rising in all industry sectors except manufacturing and government, with most of their expected increase in the service sector. Service occupations will add 6,500 jobs – 27 percent of expected growth. Health care, education, computer, and food service occupations will dominate these categories.
- ◆ Executive occupations are also expected to grow faster than the average. Most executive growth will fall within the service-industry sector. After general managers and top executives, the occupations with the highest growth rates will be financial; engineering, mathematics, and natural science; education; and health managers.
- ◆ Marketing and sales occupations will grow more slowly than average and more slowly than in the state as a whole, perhaps due to a lack of room for development in the county.
- ◆ Administrative support occupations; production, craft, and repair occupations; and operators, fabricators, and laborers (despite projected employment increases) will continue to decrease their share of total employment. For administrative support occupations, the bulk of expected job growth will be in business services and health care; for the blue-collar occupations, losses in manufacturing will be offset by large gains in construction, wholesale, business services, and automotive repair.
- ◆ Approximately two-thirds of total annual openings will be replacement jobs. All occupations except landscaping and animal care will have more replacement than new openings.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Home Health Aides	1,550	2,850	1,350	86.7
Registered Nurses	5,050	6,100	1,050	20.7
Nursing Aides & Orderlies	2,750	3,650	900	33.0
Systems Analysts	750	1,550	800	110.1
Reception/Information Clerks	2,150	2,850	650	30.2
Hand Packers & Packagers	2,100	2,750	650	30.0
Cashiers	5,300	5,950	650	11.8
General Office Clerks	5,350	5,900	550	10.2
Salespersons, Retail	6,950	7,450	500	7.1
Medical Assistants	550	1,050	500	87.0

- ◆ These occupations constitute 31 percent of projected growth.
- ◆ Four of the ten occupations with the greatest employment growth will be in the health care field.
- ◆ General office clerks, medical assistants, and hand packers and packagers are the only occupations that do not also appear on the state's top ten growth list. Most growth for medical assistants and general office clerks is expected to be in doctors' offices.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	1,900	1,650	-300	-14.4
Stock Clerks, Sales Floor	3,100	2,800	-250	-8.5
Bookkeeping, Accounting, Audit Clk	4,050	3,850	-150	-4.3
Mail Machine Operators	300	200	-150	-41.4
Computer Operators, Excl Peripheral	450	300	-150	-28.8
Welfare Eligibility Workers	250	200	-100	-33.8
Secretaries, Ex Legal or Medical	5,800	5,700	-100	-1.6
Strippers, Printing	100	50	-100	-71.9
Assemblers & Fabricators, NEC	1,100	1,000	-100	-7.4
Sewing Mach Operators, Garment	300	250	-100	-25.4

- ◆ The projected declines of several clerical occupations, mail machine operators, printing strippers, and computer operators reflect state and national trends resulting from advances in technology and office automation.
- ◆ The decline of stock clerks is a result of staffing pattern changes within the retail industry.
- ◆ Declines in assemblers and fabricators and sewing machine operators are primarily due to industry declines.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	300	60	230
Salespersons, Retail	270	50	220
General Office Clerks	180	50	120
Registered Nurses	170	100	70
Waiters & Waitresses	170	20	160
Home Health Aides	150	130	20
Food Preparation Workers	150	40	110
Teachers, Secondary School	130	30	100
Nursing Aides & Orderlies	130	90	40
General Managers & Top Executives	130	40	80

- ◆ These occupations represent 24 percent of expected annual openings during the projection period.
- ◆ Three occupations, all in the health care industry -- registered nurses, home health aides, and nursing aides and orderlies -- will have more new than replacement openings.
- ◆ Occupations with the most annual openings include those on both ends of the educational requirements and earnings spectrum.

Cape May County

- ◆ Cape May's projected total growth of 10.6 percent is slightly less than state's growth rate of 11.2 percent.
- ◆ Of the 4,000 projected new jobs, roughly 95 percent will be in service-producing industries, with the service sector accounting for over 60 percent of the total new jobs.
- ◆ The retail trade sector had the largest share of 1996 employment with 30 percent, followed by the service sector with 28 percent. By 2006 the service sector is projected to lead with 31 percent.
- ◆ Eating and drinking places is projected to lead the county with 5,400 jobs in 2006. Health services is expected to be second and add the most new jobs, 1,000 jobs.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	37,500	41,500	100.0	100.0	4,000	10.6	1.0
Goods-producing Industries	2,700	2,900	7.2	7.0	200	7.2	0.7
Mining	-	-	-	-	-	-	-
Construction	1,800	1,950	4.7	4.7	150	8.8	0.8
Manufacturing	900	900	2.3	2.2	50	4.2	0.4
Service-producing Industries	34,800	38,550	92.8	93.0	3,800	10.9	1.0
Transportation, Communication, Utilities	1,650	1,700	4.4	4.1	50	3.3	0.3
Wholesale Trade	700	750	1.8	1.8	100	11.4	1.1
Retail Trade	11,250	12,000	30.0	28.9	750	6.6	0.6
Finance, Insurance, Real Estate	1,600	1,650	4.2	4.0	100	4.8	0.5
Services	10,500	12,900	28.0	31.1	2,450	23.2	2.1
Public Service, incl. Education	9,150	9,550	24.4	23.0	400	4.3	0.4

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
80	Health services	3,200	4,200	1,000
79	Amusement & recreation services	1,400	1,850	400
73	Business services	550	850	300
58	Eating & drinking places	5,150	5,400	250
83	Social services	600	800	200
87	Engineering & management svces	450	650	200
59	Miscellaneous retail	1,250	1,400	150
52	Building materials & grdn supplies	300	450	150
54	Food stores	2,450	2,550	100
17	Special trade contractors	1,050	1,150	100

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
49	Electric, gas, & sanitary services	300	250	-50
56	Apparel & accessory stores	550	550	0
55	Automotive dealers & svc stations	850	850	0
60	Depository institutions	650	650	0
42	Trucking & warehousing	450	450	0
72	Personal services	500	550	0
64	Insurance agents, brokers, & svce	250	250	0
50	Wholesale trade-durable goods	300	300	0
86	Membership organizations	350	400	0
48	Communications	350	350	50

Cape May County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replacements
	1996	2006	1996	2006					
Total, All Occupations	39,300	43,500	100.0	100.0	4,200	10.7	1,400	420	980
Executive, Administrative, & Managerial	1,900	2,100	4.8	4.9	200	11.8	60	20	40
Professional, Paraprofessional, & Technical	6,950	8,250	17.8	19.0	1,300	18.6	250	130	120
Marketing & Sales Occupations	5,650	6,350	14.4	14.6	700	12.4	240	70	170
Administrative Support & Clerical	6,100	6,300	15.5	14.5	200	3.3	140	20	120
Service Occupations	11,950	13,200	30.5	30.3	1,200	10.2	520	120	400
Landscaping & Animal Care	450	550	1.2	1.2	100	18.4	10	10	0
Production, Craft, & Repair	3,200	3,400	8.1	7.9	250	7.6	80	20	60
Operators, Fabricators, & Laborers	3,050	3,300	7.8	7.6	250	7.8	90	20	70

- ◆ While 60 percent of the projected growth falls within professional and service occupations, service occupations will be losing share. Professional and technical occupations are projected to grow the most (1,300 jobs) and the fastest (19%) and are projected to grow in all industry sectors except government, with nearly 90 percent of this growth in the service sector. More than half of this category's growth will fall into the education-related and the health-related occupational clusters.
- ◆ Executive and managerial as well as marketing and sales occupations are projected to increase their share of Cape May's employment. Projected executive and managerial growth will be concentrated within the health care, restaurant, and engineering/management services industries. Most projected job growth in marketing and sales occupations will be located within the retail sector.
- ◆ All occupational groups will be gaining jobs during the projection period. Service, administrative support, and blue-collar occupations are projected to have a smaller share of Cape May's total employment in 2006, however. Nevertheless, the projected 30 percent share for service occupations is almost twice that for New Jersey as a whole. This is typical of a county with a large tourist base, although the projected decrease in share indicates an economy that is expected to have a decreased dependence on that base. Most growth in the service category will be in health-related and food-related occupations.
- ◆ Although production, craft, and repair and operators, fabricators, and laborers are projected to grow due to construction gains, their declining share will result from projected declines in manufacturing.
- ◆ More than two-thirds of all job openings will be replacement openings. This proportion is greater than that for New Jersey because of the county's slower growth and higher proportion of service and sales occupations, which have the highest replacement rates of any occupational categories.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

CAPE MAY COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Cashiers	1,700	1,950	250	14.9
Salespersons, Retail	1,400	1,600	250	16.4
Nursing Aides & Orderlies	550	750	150	28.7
Home Health Aides	200	350	150	73.0
Food Preparation Workers	850	1,000	150	16.6
Instructors & Coaches, Sports	250	400	150	51.1
Teachers, Elementary	750	850	100	16.1
Registered Nurses	600	700	100	18.4
Marketing/Sales Supervisors	800	900	100	13.9
Teachers, Secondary School	550	650	100	16.3

- ◆ These occupations make up 36 percent of Cape May's projected growth.
- ◆ Three of the top ten growth occupations are health-related and three are education-related.
- ◆ Six of these occupations are also among New Jersey's top ten growth occupations.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	350	250	-100	-24.0
Stock Clerks, Sales Floor	800	750	-50	-7.4
Welfare Eligibility Workers	100	50	-50	-37.2
Crossing Guards	150	150	-50	-20.4
Bartenders	400	350	-50	-6.9
Service Station Attendants	200	200	0	-9.0
Secretaries, Excl Legal or Medical	800	800	0	-1.9
Bookkeeping, Accounting, Audit Clk	700	700	0	-2.1
Highway Maintenance Workers	100	100	0	-14.1
Stenographers	100	50	0	-11.9

- ◆ The decline in typists, bookkeeping clerks, secretaries, and stenographers reflects nationwide technological changes and increasing office automation across industries.
- ◆ The projected decline in bartenders, contrasting with the rise in other restaurant workers, stems from changing staffing patterns in the hotel, restaurant, and recreation industries to accommodate a decline in alcoholic beverage consumption.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	100	30	80
Waiters & Waitresses	90	0	90
Salespersons, Retail	70	20	40
Food Preparation Workers	60	10	40
Combin Food Prep & Service Wrkrs	50	10	40
Teachers, Elementary	30	10	10
General Office Clerks	30	10	20
Teachers, Secondary School	30	10	20
Police Patrol Officers	20	10	20
Nursing Aides & Orderlies	20	20	10

- ◆ These occupations comprise 36 percent of projected annual openings -- a much higher proportion than in other New Jersey counties.
- ◆ Only nursing aides and orderlies will have more new than replacement openings.
- ◆ Three of the top ten are related to the restaurant industry.
- ◆ The three occupations with the most annual openings are large, high-turnover occupations and reflect statewide trends.

Cumberland County

- ◆ Cumberland is projected to experience slower growth than the state as a whole, 7.8 versus 11.2 percent.
- ◆ Only three counties (Warren, Cape May, and Salem) will generate fewer new jobs than Cumberland County between 1996 and 2006.
- ◆ In 1996 the manufacturing sector was the largest industry sector, with 22.5 percent of the total jobs. Cumberland was the only county in New Jersey in 1996 where manufacturing was the largest industry sector.
- ◆ Retail trade employment is projected to grow 12.1 percent, nearly twice the statewide rate of 6.8 percent.
- ◆ The service sector is expected to increase by 3,250 jobs by 2006, replacing manufacturing as the county's largest industry sector.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	57,200	61,650	100.0	100.0	4,450	7.8	0.8
Goods-producing Industries	15,000	14,050	26.2	22.8	-950	-6.4	-0.7
Mining	300	300	0.5	0.5	0.0	5.2	0.5
Construction	1,850	2,000	3.2	3.2	150	8.7	0.8
Manufacturing	12,900	11,750	22.5	19.0	-1,150	-8.9	-0.9
Service-producing Industries	42,200	47,650	73.8	77.2	5,450	12.9	1.2
Transportation, Communication, Utilities	2,900	3,300	5.1	5.4	400	14.1	1.3
Wholesale Trade	2,450	2,700	4.3	4.4	250	10.3	1.0
Retail Trade	8,650	9,650	15.1	15.7	1,050	12.1	1.1
Finance, Insurance, Real Estate	3,400	3,150	6.0	5.1	-250	-7.3	-0.8
Services	12,100	15,350	21.2	24.9	3,250	26.9	2.4
Public Service, incl. Education	12,700	13,400	22.2	21.7	700	5.6	0.5

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
80	Health services	5,150	6,700	1,550
83	Social services	1,650	2,400	750
54	Food stores	1,950	2,350	400
73	Business services	1,200	1,550	350
42	Trucking & warehousing	1,700	1,950	250
58	Eating & drinking places	2,150	2,350	200
55	Automotive dealers & svc stations	1,150	1,350	150
37	Transportation equipment	900	1,000	150
50	Wholesale trade-durable goods	1,550	1,650	150
51	Wholesale trade-nondurable goods	900	1,050	150

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
32	Stone, clay, and glass products	5,850	5,000	-850
20	Food & kindred products	2,750	2,550	-200
30	Rubber & misc. plastics products	450	400	-50
60	Depository institutions	800	700	-50
35	Industrial machinery & equipment	300	250	-50
34	Fabricated metal products	300	300	-50
23	Apparel & other textile products	650	600	0
56	Apparel & accessory stores	250	250	0
27	Printing & publishing	450	450	0
14	Nonmetallic minerals, except fuels	300	300	0

Cumberland County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replac- ments
	1996	2006	1996	2006					
Total, All Occupations	59,700	64,500	100.0	100.0	4,850	8.1	1,820	480	1,330
Executive, Administrative, & Managerial	3,050	3,350	5.1	5.2	300	9.6	90	30	60
Professional, Paraprofessional, & Technical	12,350	14,250	20.7	22.1	1,900	15.2	420	190	240
Marketing & Sales Occupations	6,250	7,150	10.5	11.1	900	14.2	270	90	180
Administrative Support & Clerical	10,650	10,900	17.8	16.9	250	2.3	220	30	200
Service Occupations	9,250	10,850	15.5	16.8	1,600	17.1	420	160	260
Landscaping & Animal Care	300	350	0.5	0.5	50	22.0	10	10	0
Production, Craft, & Repair	6,850	6,850	11.5	10.6	-50	-0.6	150	0	150
Operators, Fabricators, & Laborers	11,000	10,900	18.4	16.9	-100	-0.8	250	0	250

- ◆ The occupational groups with the greatest gains -- professional and service occupations -- reflect state trends. Most of the projected growth in professional and service occupations will be in the service-industry sector. The largest number of projected new professional jobs will be in health- or education-related occupations. The majority of projected new service jobs will be in health care or food preparation.
- ◆ The executive and managerial and the marketing and sales categories are also projected to increase their share of occupational employment during the projection period. Health care, educational services, and social services (especially residential care) will provide the largest numbers of new executive and managerial positions. Most projected marketing and sales jobs will be in food stores and general merchandise stores.
- ◆ Administrative support and clerical occupations are expected to experience slower than average growth. This occupational group is expected to decline in the goods-producing sector, in the finance/insurance/real estate sector, and in government as a result of a decline in manufacturing and increasing office automation. These losses will be offset by gains in the service-industry sector, especially in the health care industry.
- ◆ All occupational groups are projected to show employment gains except production, craft, and repair and operators, fabricators, and laborers. These two occupational groups will shrink because of technological changes, improved work methods, and a decline in manufacturing. Nevertheless, Cumberland is projected to retain the highest proportion of operators, fabricators, and laborers in the state and the fourth highest proportion of production, craft, and repair occupations in the state.
- ◆ Replacement jobs will comprise 73 percent of average annual openings. Even the declining occupational groups -- operators, fabricators, and laborers and production, craft, and repair -- are projected to provide 400 replacement openings a year.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Cashiers	1,450	1,750	300	21.9
Salespersons, Retail	1,500	1,750	250	17.3
Home Health Aides	350	600	250	78.5
Teachers, Elementary	1,300	1,500	200	13.5
Nursing Aides & Orderlies	700	850	150	20.9
Correction Officers	500	650	150	27.9
Marketing/Sales Supervisors	900	1,050	150	15.6
Registered Nurses	1,000	1,150	150	13.4
Child Care Workers	650	800	150	20.2
Food Preparation Workers	550	700	150	22.5

- ◆ These ten occupations constitute 39 percent of projected employment growth.
- ◆ Three of the top ten -- home health aides, nursing aides, and registered nurses -- are in the health care field. These three occupations, growing as a result of increases in the health care industry, are also high growth occupations in New Jersey as a whole.
- ◆ Three -- cashiers, salespersons, and sales supervisors -- are related to growth in the retail sector.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Production Inspectors, Graders	550	350	-200	-34.3
Hand Packers & Packagers	1,300	1,150	-200	-13.9
Typists, Incl Word Processing	450	350	-100	-22.5
Helpers & Laborers, NEC	1,200	1,100	-100	-6.5
Industrial Truck & Tractor Ops	550	450	-50	-13.2
Secretaries, Ex Legal or Med	1,400	1,300	-50	-4.9
Industrial Machinery Mechanics	400	350	-50	-12.1
Machine Forming Ops, M/P	150	100	-50	-38.1
Welders & Cutters	100	50	-50	-38.4
Furnace, Kiln, Oven Operators	100	50	-50	-39.6

- ◆ The projected declines in hand packers, helpers, industrial truck operators, industrial machinery mechanics, machine forming operators, and furnace/kiln operators result from a projected decline in the glass industry.
- ◆ Eight of these occupations are in the production, craft, and repair or operator, fabricator, and laborer categories.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	100	30	60
Salespersons, Retail	70	30	50
Teachers, Elementary	40	20	30
Teachers, Secondary School	40	10	30
Food Preparation Workers	40	10	30
Helpers & Laborers, NEC	40	0	40
General Office Clerks	40	10	30
Waiters & Waitresses	40	0	30
Hand Packers & Packagers	40	0	40
General Managers & Top Executives	30	10	20

- ◆ All occupational groups except landscaping and production, craft, and repair are represented on this list. The presence of operator, fabricator, and laborer titles reflects the county's relatively high proportion of manufacturing industries.
- ◆ Most projected openings in all ten occupations will be replacement openings.
- ◆ General manager and top executive positions are expected to be available in all industry sectors.

Essex County

- ◆ Essex is the third largest county in terms of employment. With a projected total growth rate of 7.3 percent, over 27,000 new jobs are projected between 1996 and 2006.
- ◆ Essex County is projected to continue to lead the state in employment in transportation/communication/public utilities and finance/insurance/real estate in 2006. Expected total employment growth of almost 17 percent is expected in each sector. In 2006 just over 14 percent of the total state employment in these two industry sectors will be in Essex County.
- ◆ Employment in the county's retail trade sector is expected to be almost unchanged.
- ◆ Like most counties, the service sector will generate the most new jobs in Essex County, with 19,800 or 16.9 percent growth.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	373,400	400,800	100.0	100.0	27,400	7.3	0.7
Goods-producing Industries	48,300	42,950	12.9	10.7	-5,350	-11.1	-1.2
Mining	-	-	-	-	-	-	-
Construction	9,300	9,800	2.5	2.4	500	5.3	0.5
Manufacturing	39,000	33,150	10.4	8.3	-5,850	-15.0	-1.6
Service-producing Industries	325,100	357,850	87.1	89.3	32,750	10.1	1.0
Transportation, Communication, Utilities	35,400	41,350	9.5	10.3	5,950	16.8	1.6
Wholesale Trade	22,950	25,200	6.1	6.3	2,250	9.8	0.9
Retail Trade	41,050	41,650	11.0	10.4	600	1.5	0.1
Finance, Insurance, Real Estate	33,750	35,650	9.0	8.9	1,900	5.6	0.5
Services	117,400	137,200	31.4	34.2	19,800	16.9	1.6
Public Service, incl. Education	74,500	76,800	20.0	19.2	2,300	3.1	0.3

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
73	Business services	26,050	33,200	7,150
80	Health services	36,450	42,650	6,200
45	Transportation by air	17,000	22,900	5,900
83	Social services	8,600	11,550	2,950
63	Insurance carriers	15,750	17,600	1,850
58	Eating & drinking places	12,950	14,100	1,150
51	Wholesale trade-nondurable goods	9,600	10,750	1,150
50	Wholesale trade-durable goods	13,350	14,450	1,100
75	Auto repair, services, & parking	5,000	5,900	900
62	Security & commodity brokers	2,350	3,100	750

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
60	Depository institutions	5,500	4,450	-1,000
20	Food & kindred products	3,200	2,450	-750
28	Chemicals & allied products	8,600	7,850	-700
38	Instruments & related products	1,550	850	-650
34	Fabricated metal products	2,750	2,100	-650
23	Apparel & other textile products	3,000	2,350	-650
39	Misc. manufacturing industries	1,650	1,050	-600
36	Electronic & other electric equip	1,750	1,250	-500
35	Industrial machinery & equipment	3,350	2,900	-450
56	Apparel & accessory stores	4,450	4,050	-400

Essex County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replac- ments
	1996	2006	1996	2006					
Total, All Occupations	392,500	420,450	100.0	100.0	27,900	7.1	11,410	2,790	8,620
Executive, Administrative, & Managerial	22,600	24,600	5.8	5.9	2,050	9.0	680	200	480
Professional, Paraprofessional, & Technical	96,100	107,700	24.5	25.6	11,600	12.1	3,040	1,160	1,880
Marketing & Sales Occupations	40,400	42,700	10.3	10.2	2,300	5.7	1,290	230	1,060
Administrative Support & Clerical	89,250	90,650	22.7	21.6	1,400	1.6	1,790	140	1,660
Service Occupations	62,850	71,100	16.0	16.9	8,250	13.1	2,560	820	1,740
Landscaping & Animal Care	1,900	2,100	0.5	0.5	150	9.0	50	20	30
Production, Craft, & Repair	32,700	33,100	8.3	7.9	350	1.1	750	40	710
Operators, Fabricators, & Laborers	46,650	48,500	11.9	11.5	1,850	4.0	1,240	190	1,060

- ◆ Essex is projected to follow New Jersey's trend toward professional and service occupations. Together these categories are expected to make up more than 70 percent of the county's projected job gain. Professional occupations will show the most growth - 11,600 jobs. This growth is projected to occur in all industry sectors except manufacturing and government, with over 90 percent in the service sector. Although the professional category will exhibit less growth in Essex (12%) than in New Jersey as a whole (18%), Essex is projected to retain a higher proportion of professional occupations (26% versus 23% statewide) in 2006. Most new professional jobs will be in the areas of health- and computer-related occupations.
- ◆ Service occupations are projected to show their greatest gains in the health care industry, business services, and the air transportation industry. Health care and personal service occupations are expected to comprise 70 percent of occupational growth within the service category. More than 60 percent of growth within personal service occupations consists of flight attendants.
- ◆ Marketing and sales is expected to show slower than average growth. This is partly a result of sluggish growth in the retail sector.
- ◆ Administrative support; production, craft, and repair; and operators, fabricators, and laborers are projected to have the slowest growth in the county. Administrative support growth is also slowing nationally and statewide because of increasing office automation. In spite of slower growth than New Jersey, Essex is projected to retain the third highest proportion of administrative support jobs throughout the projection period. Heavy losses in manufacturing have contributed to the slow growth of production, craft, and repair and operators, fabricators, and laborers, both of which have a smaller share of employment in Essex than statewide.
- ◆ While Essex ranks third in the state in the total number of projected annual openings, 76 percent of these will be replacement openings. This is a higher proportion than in New Jersey as a whole because of the county's slower growth.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	2,250	4,250	2,000	87.6
Home Health Aides	2,850	4,750	1,900	66.7
Flight Attendants	3,550	5,000	1,450	40.5
Adjustment Clerks	2,450	3,700	1,300	52.8
Registered Nurses	8,600	9,700	1,100	13.0
Truck Drivers, Light	4,300	5,250	900	21.0
Nursing Aides & Orderlies	4,650	5,450	800	17.1
Clerical Supervisors	6,100	6,800	700	11.6
Transportation Agents	2,200	2,850	650	30.0
Reception/Information Clerks	3,400	4,000	600	17.5

- ◆ These ten represent 41 percent of all job growth during the projection period.
- ◆ Six increases will result from projected industry gains. The large increases expected for flight attendants, truck drivers, and transportation agents reflect gains in the air transportation and wholesale industries; those for nurses, home health aides, and nursing aides reflect gains in the health care industry.
- ◆ Increases in computer- and health-related positions reflect state and national trends.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Secretaries, Ex Legal or Medical	11,100	10,350	-750	-6.7
Typists, Incl Word Processing	3,400	2,650	-750	-21.5
Bookkeeping, Accounting, Audit Clk	7,050	6,450	-550	-8.1
Stock Clerks, Sales Floor	3,400	2,950	-500	-13.9
Sewing Machine Operators, Garment	1,250	900	-350	-27.3
Computer Operators, Excl Peripheral	1,000	700	-300	-31.3
Bank Tellers	1,800	1,500	-300	-17.0
Assemblers & Fabricators, NEC	1,600	1,350	-250	-14.7
First Line Supervisors: Production	1,700	1,450	-200	-13.3
Mail Machine Operators	450	250	-200	-47.0

- ◆ All ten occupations with the greatest expected decline reflect state trends. Nevertheless, all of them are large occupations projected to average between 20 and 190 replacement openings a year.
- ◆ Six of the ten are administrative support occupations. Declines reflect technological advances and consolidation trends, exacerbated by declines in manufacturing.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	330	50	280
General Office Clerks	260	40	230
Salespersons, Retail	260	20	250
Registered Nurses	230	110	120
Flight Attendants	230	140	90
Home Health Aides	230	190	40
Waiters & Waitresses	220	20	200
Systems Analysts	210	200	20
Clerical Supervisors	210	70	140
General Managers & Top Executives	210	60	150

- ◆ These ten represent 21 percent of projected annual openings.
- ◆ Occupations with the most annual openings span the wage-level and educational-requirement spectrum.
- ◆ Three of the ten (flight attendants, systems analysts, and home health aides) will have more openings from growth than replacement needs.
- ◆ Openings for general office clerks and general managers will occur in all industry sectors.

Gloucester County

- ◆ Gloucester County is expected to be the third fastest growing county, with a total employment growth rate of 17.2 percent.
- ◆ With the continued rapid gains in retail space and home building construction, this county is projected to be the fastest growing county in construction employment, with 20.2 percent growth during the 1996-2006 period.
- ◆ While most counties are projected to experience a loss of manufacturing jobs, employment in Gloucester is expected to remain stable at 12,400.
- ◆ Gloucester will be the fastest growing county in retail trade sector employment, with 19.7 percent growth. About 4,000 retail trade jobs will be added by 2006.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	83,200	97,500	100.0	100.0	14,300	17.2	1.6
Goods-producing Industries	16,950	17,850	20.4	18.3	900	5.4	0.5
Mining	-	-	-	-	-	-	-
Construction	4,500	5,450	5.4	5.6	900	20.2	1.9
Manufacturing	12,400	12,400	14.9	12.7	0	0.1	0.0
Service-producing Industries	66,250	79,600	79.6	81.7	13,400	20.2	1.9
Transportation, Communication, Utilities	2,850	3,350	3.4	3.4	500	16.8	1.6
Wholesale Trade	6,400	7,400	7.7	7.6	1,000	15.7	1.5
Retail Trade	20,150	24,100	24.2	24.7	3,950	19.7	1.8
Finance, Insurance, Real Estate	2,000	1,950	2.4	2.0	-100	-4.1	-0.4
Services	19,950	26,250	24.0	26.9	6,300	31.5	2.8
Public Service, incl. Education	14,950	16,650	17.9	17.1	1,700	11.5	1.1

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
73	Business services	4,550	6,850	2,300
80	Health services	5,900	7,500	1,600
58	Eating & drinking places	5,300	6,400	1,100
83	Social services	1,800	2,600	800
54	Food stores	3,850	4,600	800
56	Apparel & accessory stores	1,700	2,300	600
17	Special trade contractors	3,350	3,950	600
50	Wholesale trade-durable goods	3,900	4,450	550
51	Wholesale trade-nondurable goods	2,450	2,950	450
72	Personal services	1,050	1,500	450

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
36	Electronic & other electric equip	1,350	1,000	-350
29	Petroleum & coal products	2,100	1,800	-300
34	Fabricated metal products	1,000	900	-100
60	Depository institutions	1,100	1,000	-100
82	Education Services	350	300	-50
39	Misc. manufacturing industries	300	250	-50
63	Insurance carriers	250	200	-50
53	General merchandise stores	2,600	2,550	-50
65	Real estate	350	300	0
76	Miscellaneous repair services	350	350	0

Gloucester County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replacements
	1996	2006	1996	2006					
Total, All Occupations	87,150	101,800	100.0	100.0	14,700	16.9	3,520	1,470	2,050
Executive, Administrative, & Managerial	4,500	5,200	5.2	5.1	700	15.1	170	70	100
Professional, Paraprofessional, & Technical	17,400	20,450	20.0	20.1	3,100	17.7	650	310	340
Marketing & Sales Occupations	13,600	16,650	15.6	16.3	3,000	22.1	690	300	390
Administrative Support & Clerical	15,200	16,650	17.4	16.3	1,450	9.5	430	150	290
Service Occupations	14,450	17,750	16.6	17.4	3,300	22.7	780	330	450
Landscaping & Animal Care	850	1,050	1.0	1.0	150	19.4	30	20	10
Production, Craft, & Repair	9,350	10,550	10.7	10.4	1,200	13.1	320	120	200
Operators, Fabricators, & Laborers	11,750	13,550	13.5	13.3	1,800	15.3	450	180	270

- ◆ Gloucester County is projected to continue a shift toward service, marketing and sales, and professional occupations between 1996 and 2006; these occupational categories will make up 64 percent of expected job growth. Service occupations will add the most jobs – 3,300. More than half of these will be in food/beverage preparation and health service occupations. The largest growth among professional occupations will be within the education- and health-related occupational clusters.
- ◆ The rapid growth of marketing and sales is a mild departure from state trends -- in 2006 Gloucester is projected to have the highest proportion of marketing and sales occupations of any county in New Jersey. About three-quarters of expected new marketing and sales jobs will be in retail, which accounts for one-quarter of Gloucester's employment.
- ◆ The executive and managerial group is projected to exhibit slower than average growth. Although executive and managerial occupations will be growing faster in Gloucester than they are in the state, they will be losing share during the projection period because of faster growth within other occupational groups.
- ◆ While production, craft, and repair occupations are also projected to have slower than average growth, their expected 13 percent growth rate is the highest in New Jersey. Approximately half of this growth is a product of growth in the construction trades. Operators, fabricators, and laborers, projected to show the second highest increase in New Jersey, will be increasing in all sectors, with the largest gains in business services, food-product manufacturing, and wholesale.
- ◆ Administrative support occupations are expected to have the slowest growth.
- ◆ New jobs will make up 42 percent of projected annual job openings. This relatively high percentage of new jobs is a product of the county's higher-than-average growth rate. Nevertheless, all occupational categories except landscaping and animal care are expected to have more replacement than new openings.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

GLOUCESTER COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Salespersons, Retail	4,000	5,050	1,050	26.8
Cashiers	2,800	3,500	700	25.0
Marketing/Sales Supervisors	2,050	2,550	500	24.2
Hand Packers & Packers	900	1,250	350	38.5
Teachers, Elementary	1,850	2,150	300	17.7
Food Preparation Workers	1,000	1,350	300	31.1
General Managers & Top Executives	1,650	1,950	300	17.4
Janitors & Cleaners	1,750	1,950	250	14.3
Teachers, Secondary School	1,400	1,650	250	17.3
Nursing Aides & Orderlies	850	1,100	250	28.4

- ◆ These ten occupations constitute 28 percent of projected job growth.
- ◆ Occupations with the greatest growth reflect state trends and include those with varying wage levels and educational requirements.
- ◆ The projected growth in teaching occupations is a product of the rising school-age population (the "baby boom echo").

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	600	550	-50	-8.9
Welfare Eligibility Workers	100	50	-50	-34.0
Computer Operators, Excl Peripheral	150	100	-50	-21.7
Crossing Guards	150	150	-50	-18.1
Strippers, Printing	50	0	0	-71.0
Mail Machine Operators	100	50	0	-25.6
Chemical Equip Controllers/Operters	200	200	0	-8.6
Bank Tellers	350	350	0	-4.9
Office Machine Operators, NEC	50	0	0	-36.8
Highway Maintenance Workers	100	50	0	-17.7

- ◆ Chemical equipment operators are declining because of petroleum refining industry declines; highway maintenance workers, because of government cutbacks; and bank tellers, because of banking industry consolidation.
- ◆ Declines in typists, computer operators, printing strippers, mail machine operators, and office machine operators, following national trends, primarily result from increases in office automation and advances in technology.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Salespersons, Retail	230	110	130
Cashiers	190	70	120
Waiters & Waitresses	100	20	80
Food Preparation Workers	80	30	50
Marketing/Sales Supervisors	80	50	30
Teachers, Elementary	70	30	40
General Office Clerks	70	20	50
Combin Food Prep/Service Wkrs	70	20	50
Teachers, Secondary School	70	20	40
General Managers & Top Executives	70	30	40

- ◆ Occupations with the most annual openings include jobs in all major occupational groups except landscaping and the blue-collar occupations.
- ◆ Although seven of these are also among the occupations with the most growth, all except marketing and sales supervisors will have more replacement than new openings.
- ◆ Three of these occupations are related to food preparation/service, three to sales, and two to education.

Hudson County

- ◆ Hudson County is projected to add 21,800 new jobs by the year 2006. Total employment growth of 9.1 percent is expected. This is slightly slower than the state growth of 11.2 percent.
- ◆ Hudson County will lead the state in both percentage employment growth, 28 percent, and new jobs, 6,500, in finance, insurance, and real estate. The county is also projected to have the third largest employment concentration in transportation, communication, and public utilities.
- ◆ Within the service sector, business services and health services are collectively projected to add 12,550 jobs. This is more than half of the total projected new jobs in Hudson County.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	239,300	261,100	100.0	100.0	21,800	9.1	0.9
Goods-producing Industries	32,750	27,900	13.7	10.7	-4,850	-14.8	-1.6
Mining	-	-	-	-	-	-	-
Construction	3,900	4,150	1.6	1.6	300	7.3	0.7
Manufacturing	28,850	23,750	12.1	9.1	-5,150	-17.8	-1.9
Service-producing Industries	206,550	233,250	86.3	89.3	26,650	12.9	1.2
Transportation, Communication, Utilities	29,050	30,800	12.1	11.8	1,750	6.1	0.6
Wholesale Trade	23,400	23,850	9.8	9.1	450	1.9	0.2
Retail Trade	33,750	34,650	14.1	13.3	900	2.7	0.3
Finance, Insurance, Real Estate Services	23,200	29,700	9.7	11.4	6,500	28.0	2.5
Public Service, incl. Education	57,200	74,600	23.9	28.6	17,400	30.5	2.7
	40,000	39,600	16.7	15.2	-400	-1.0	-0.1

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
73	Business services	17,250	25,900	8,650
62	Security & commodity brokers	12,000	18,600	6,550
80	Health services	16,500	20,400	3,900
83	Social services	4,050	5,550	1,500
58	Eating & drinking places	9,200	10,100	900
51	Wholesale trade-nondurable goods	14,350	15,200	850
78	Motion pictures	1,200	1,950	800
47	Transportation services	3,200	3,950	750
59	Miscellaneous retail	4,800	5,450	650
82	Education Services	3,100	3,650	600

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
23	Apparel & other textile products	9,150	7,000	-2,150
53	General merchandise stores	4,150	3,250	-900
28	Chemicals & allied products	3,000	2,250	-750
60	Depository institutions	5,750	5,150	-600
50	Wholesale trade-durable goods	9,050	8,650	-400
39	Misc. manufacturing industries	1,300	950	-350
20	Food & kindred products	2,900	2,550	-350
26	Paper & allied products	1,250	1,000	-250
56	Apparel & accessory stores	5,300	5,050	-250
36	Electronic & other electric equip	700	450	-250

Hudson County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replacements
	1996	2006	1996	2006					
Total, All Occupations	251,150	274,250	100.0	100.0	23,100	9.2	7,920	2,310	5,610
Executive, Administrative, & Managerial	13,900	15,800	5.5	5.8	1,900	13.5	480	190	290
Professional, Paraprofessional, & Technical	44,550	53,700	17.7	19.6	9,150	20.5	1,820	910	910
Marketing & Sales Occupations	34,650	39,450	13.8	14.4	4,750	13.8	1,330	480	850
Administrative Support & Clerical	59,800	62,700	23.8	22.9	2,950	4.9	1,430	290	1,130
Service Occupations	33,850	38,650	13.5	14.1	4,800	14.2	1,470	480	990
Landscaping & Animal Care	600	700	0.3	0.3	100	12.8	20	10	10
Production, Craft, & Repair	19,150	19,400	7.6	7.1	250	1.2	440	20	420
Operators, Fabricators, & Laborers	44,600	43,900	17.8	16.0	-700	-1.6	1,010	0	1,010

- ◆ More than 80 percent of Hudson's projected occupational growth will be in professional, marketing and sales, and service occupations. While Hudson is projected to exhibit slower growth than New Jersey, the professional and the marketing and sales categories are projected to grow at a faster rate than in the state as a whole. Professional occupations, exhibiting the fastest (20.5%) and the most (9,150) growth, will be led by computer, education, and health occupations. Professional occupations will be growing in all sectors except manufacturing and government. Nearly 95 percent of professional growth will be in the finance, insurance, and real estate and the service-industry sectors.
- ◆ Marketing and sales jobs are expected to experience the county's third highest increase. Hudson's higher-than-average percentage of marketing and sales occupations is projected to rise even further above the state average during the projection period. More than half of new marketing and sales jobs will be in the security brokers industry.
- ◆ Service and executive and managerial occupations are also expected to grow faster than the average. Approximately half of projected new managerial jobs will be in the security brokers or business services industries. Most of the projected new service jobs will be in the business services or health care industries.
- ◆ Projected slower-than-average growth for administrative support and production, craft, and repair and an outright decline in operators, fabricators, and laborers result in a projected decrease in share for these occupational groups in 2006. The expected decline in operators, fabricators, and laborers is largely a result of the decline of the apparel industry in Hudson County. Yet Hudson is expected to retain the state's second highest percentage of operators, fabricators, and laborers in 2006 (16% versus New Jersey's 12%).
- ◆ More than 70 percent of all projected job openings will be replacement jobs. Replacement jobs will surpass new jobs in every occupational category except professional and technical occupations.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

HUDSON COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Securities/Financial, Sales	4,750	7,600	2,850	59.8
Systems Analysts	1,350	3,100	1,800	133.9
Home Health Aides	1,050	1,750	750	73.1
Adjustment Clerks	1,450	2,200	750	50.7
Cashiers	4,950	5,600	650	13.1
Brokerage Clerks	1,250	1,850	600	48.9
General Managers & Top Executives	5,000	5,600	550	11.4
Computer Programmers	1,700	2,250	550	32.5
Clerical Supervisors	4,100	4,650	550	13.5
Guards	2,250	2,800	550	24.6

- ◆ These occupations make up 41 percent of Hudson's projected growth.
- ◆ Security/financial sales and brokerage clerks are projected to grow because of large increases in the county's securities/financial industry.
- ◆ The number of computer programmers and systems analysts is projected to grow in every industry sector.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Sewing Mach Operators, Garment	4,300	3,000	-1,250	-29.6
Typists, Incl Word Processing	2,100	1,750	-300	-15.1
Stock Clerks, Sales Floor	2,850	2,550	-300	-10.8
Bank Tellers	1,550	1,300	-300	-18.2
Bookkeeping, Accounting, Audit Clk	4,800	4,500	-250	-5.7
Computer Operators, Excl Peripheral	750	600	-200	-25.4
Mail Machine Operators	450	250	-150	-38.6
First Line Supervisors: Production	1,200	1,050	-150	-13.8
Welfare Eligibility Workers	350	200	-150	-40.6
Assemblers & Fabricators, NEC	1,050	950	-150	-12.7

- ◆ The decline in sewing machine operators, production supervisors, and miscellaneous assemblers results primarily from manufacturing industry declines.
- ◆ All but two of the occupations listed (stock clerks and production supervisors) belong to either the clerical or the operator, fabricator, and laborer occupational groups.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Securities/Financial, Sales	330	280	40
Cashiers	280	70	220
Salespersons, Retail	260	20	240
General Office Clerks	200	40	150
Systems Analysts	190	180	10
Helpers & Laborers, NEC	180	20	160
General Managers & Top Executives	160	60	110
Waiters & Waitresses	160	20	140
Clerical Supervisors	150	60	90
Janitors & Cleaners	150	50	100

- ◆ The top three -- securities/financial sales, cashier, and salesperson -- are in the marketing and sales group.
- ◆ Securities/financial sales and systems analyst, the only two occupations with more new than replacement openings, are also among those with the most and the fastest growth.
- ◆ This list includes jobs from six of the eight occupational categories (all but landscaping and production, craft, and repair).

Hunterdon County

- ◆ Hunterdon, the fifth smallest county in New Jersey, with 42,350 jobs in 1996, is projected to add 5,950 new jobs.
- ◆ Engineering and management services is the largest private sector industry, both in terms of 2006 employment and projected new jobs.
- ◆ Hunterdon County is one of only two counties in the state where growth is expected in all major industry sectors, including manufacturing.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	42,350	48,300	100.0	100.0	5,950	14.1	1.3
Goods-producing Industries	9,400	9,700	22.3	20.1	300	3.1	0.3
Mining	-	-	-	-	-	-	-
Construction	2,300	2,550	5.4	5.3	250	10.5	1.0
Manufacturing	7,100	7,150	16.8	14.8	50	0.7	0.1
Service-producing Industries	32,900	38,600	77.7	79.9	5,650	17.2	1.6
Transportation, Communication, Utilities	1,250	1,350	3.0	2.8	50	5.0	0.5
Wholesale Trade	1,850	2,200	4.3	4.5	350	18.9	1.7
Retail Trade	7,950	8,900	18.7	18.4	950	12.2	1.2
Finance, Insurance, Real Estate	2,400	2,800	5.7	5.8	350	15.4	1.4
Services	11,350	14,950	26.7	30.9	3,600	31.9	2.8
Public Service, incl. Education	8,150	8,450	19.2	17.5	300	3.6	0.4

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
87	Engineering & management svces	3,050	4,150	1,100
80	Health services	3,050	3,950	900
73	Business services	1,200	1,700	500
58	Eating & drinking places	2,350	2,800	450
83	Social services	800	1,150	350
79	Amusement & recreation services	450	650	200
51	Wholesale trade-nondurable goods	600	800	200
17	Special trade contractors	1,600	1,750	200
59	Miscellaneous retail	1,100	1,250	150
55	Automotive dealers & srvc stations	1,250	1,400	150

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
20	Food & kindred products	1,350	1,100	-250
26	Paper & allied products	600	450	-150
35	Industrial machinery & equipment	350	250	-100
60	Depository institutions	500	450	-50
30	Rubber & misc. plastics products	300	250	-50
32	Stone, clay, and glass products	400	350	-50
36	Electronic & other electric equip	550	550	-50
56	Apparel & accessory stores	600	600	0
42	Trucking & warehousing	400	400	0
81	Legal services	300	350	50

Hunterdon County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces
	1996	2006	1996	2006					
Total, All Occupations	44,400	50,900	100.0	100.0	6,500	14.7	1,650	650	1,000
Executive, Administrative, & Managerial	2,650	3,200	6.0	6.3	550	20.4	110	60	60
Professional, Paraprofessional, & Technical	10,750	13,350	24.2	26.2	2,600	24.0	470	260	210
Marketing & Sales Occupations	5,550	6,350	12.5	12.5	800	14.8	240	80	150
Administrative Support & Clerical	8,100	8,700	18.3	17.1	600	7.3	210	60	150
Service Occupations	6,850	8,100	15.4	15.9	1,250	18.3	330	130	210
Landscaping & Animal Care	500	600	1.2	1.2	100	19.9	20	10	10
Production, Craft, & Repair	4,650	4,950	10.4	9.7	300	6.9	120	30	90
Operators, Fabricators, & Laborers	5,350	5,650	12.1	11.1	300	5.6	150	30	120

- ◆ Following state and national trends, most of Hunterdon's growth will be in professional and service occupations, which make up 59 percent of its growth. While Hunterdon will increase its higher proportion of professional and managerial occupations, its smaller share of service and sales occupations is expected to continue. Hunterdon's growth, then, signals a continuing trend toward higher-paid occupations requiring more education than in New Jersey as a whole.
- ◆ Professional occupations make up about 40 percent of Hunterdon's projected growth, as opposed to 36 percent of New Jersey's. In line with state trends, a large portion of the professional jobs will be in health-, computer-, and education-related professions. The largest number of new jobs will fall within the engineering occupational cluster.
- ◆ Executive and managerial occupations will provide about eight percent of projected growth, compared to seven percent in the state as a whole. Managerial, just as professional, jobs will be growing in all industry sectors except transportation, communication, and public utilities. In spite of a decline in manufacturing in New Jersey, this group will have its biggest gains in the service-industry and the manufacturing sectors because of the prevalence of the chemical industry in the county.
- ◆ Service and marketing and sales occupations are also expected to exhibit above-average growth during the projection period. Most new service jobs will occur in the restaurant or health care industries. Hunterdon will continue to have a much higher proportion of landscaping occupations than the state as a whole.
- ◆ Although all occupational categories are projected to grow, the proportion of administrative support occupations; production, craft, and repair occupations; and operators, fabricators, and laborers will continue to decrease, following state and national trends.
- ◆ New jobs will make up 40 percent of projected annual job openings, as opposed to 36 percent statewide. This is a result of Hunterdon's relatively fast growth and small proportion of service and sales jobs, which have the highest replacement rates.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

HUNTERDON COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	250	500	250	105.6
Cashiers	1,200	1,400	200	17.7
Salespersons, Retail	1,300	1,450	200	14.9
Engineer, Math, Nat Science Mgrs	250	450	150	65.8
General Managers & Top Executives	850	1,050	150	17.7
Marketing/Sales Supervisors	850	950	150	14.9
Electrical & Electronic Engineers	250	400	100	44.3
General Office Clerks	1,050	1,150	100	11.3
Civil Engineers, Including Traffic	350	450	100	33.0
Food Preparation Workers	450	600	100	23.7

- ◆ These ten occupations will provide 23 percent of Hunterdon's projected job growth.
- ◆ Half of these ten occupations fall within the professional or the executive occupational group. Four of these (all except general managers) will provide more new than replacement jobs.
- ◆ Growth in cashiers, salespersons, and marketing/sales supervisors reflects state trends.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	350	300	-50	-19.7
Stock Clerks, Sales Floor	650	600	-50	-3.9
Communication Operators, NEC	50	0	0	-60.7
Computer Operators, Exc Periphrl	100	50	0	-17.1
Machinists	150	100	0	-11.1
Welfare Eligibility Workers	50	50	0	-32.5
Cannery Workers	50	50	0	-25.0
Bank Tellers	200	150	0	-6.6
File Clerks	100	100	0	-10.4
Crossing Guards	50	50	0	-17.2

- ◆ Declines in nine of these ten occupations reflect national trends. Declines in communication operators, typists, computer operators, machinists, and file clerks result from changes in technology and increased office automation; declines in tellers reflect consolidation within the banking industry; and declines in stock clerks reflect changes in retail staffing patterns.
- ◆ The decline in cannery workers reflects a decline in the food products industry in Hunterdon County.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACE-MENTS
Cashiers	70	20	50
Salespersons, Retail	60	20	40
Waiters & Waitresses	50	10	40
General Office Clerks	40	10	20
Food Preparation Workers	40	10	20
General Managers & Top Executives	30	20	20
Systems Analysts	30	30	0
Teachers, Secondary School	30	10	20
Marketing/Sales Supervisors	30	10	10
Comb Food Prepn/Service Workers	30	10	20

- ◆ These ten occupations make up 25 percent of projected annual openings.
- ◆ Three of these are professional or executive occupations requiring significant education and paying high wages. Only one, teachers, will have more replacement than new openings.
- ◆ Eight of these ten occupations are also among the ten occupations with the most annual openings in New Jersey.

Mercer County

- ◆ Employment in Mercer County is expected to increase by 8.9 percent or 17,150 new jobs during the 1996-2006 time period. This is slower than the 11.2 percent projected for the state as a whole.
- ◆ Employment declines in manufacturing and the county's large number of public employees are the primary reason why Mercer's growth will lag behind the state.
- ◆ The service sector, which will generate 17,450 new jobs by the year 2006, will offset losses in manufacturing and government employment.
- ◆ Business and health services (with projected employment gains of 5,300 and 4,050, respectively) will account for over 50 percent of the total growth in Mercer County.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	192,300	209,400	100.0	100.0	17,150	8.9	0.9
Goods-producing Industries	24,600	21,650	12.8	10.3	-2,900	-11.9	-1.3
Mining	-	-	-	-	-	-	-
Construction	4,100	4,600	2.1	2.2	450	11.2	1.1
Manufacturing	20,450	17,100	10.6	8.2	-3,400	-16.5	-1.8
Service-producing Industries	167,700	187,750	87.2	89.7	20,050	12.0	1.1
Transportation, Communication, Utilities	7,450	7,850	3.9	3.7	400	5.4	0.5
Wholesale Trade	7,100	7,400	3.7	3.5	300	4.3	0.4
Retail Trade	24,750	26,650	12.9	12.7	1,850	7.5	0.7
Finance, Insurance, Real Estate	11,000	11,850	5.7	5.7	900	8.0	0.8
Services	64,850	82,250	33.7	39.3	17,450	26.9	2.4
Public Service, incl. Education	52,550	51,700	27.3	24.7	-850	-1.6	-0.2

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
73	Business services	10,600	15,950	5,300
80	Health services	15,650	19,700	4,050
83	Social services	5,650	8,200	2,550
87	Engineering & management svces	9,800	12,100	2,300
82	Education Services	12,350	13,950	1,600
58	Eating & drinking places	7,550	8,250	700
62	Security & commodity brokers	850	1,350	500
59	Miscellaneous retail	3,750	4,250	500
79	Amusement & recreation services	1,200	1,650	450
51	Wholesale trade-nondurable goods	2,450	2,900	450

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
35	Industrial machinery & equipment	2,400	1,950	-450
30	Rubber & misc. plastics products	800	550	-250
53	General merchandise stores	2,650	2,450	-200
32	Stone, clay, and glass products	1,000	800	-200
50	Wholesale trade-durable goods	4,650	4,500	-150
60	Depository institutions	3,050	2,900	-150
41	Local & interurban passngr transit	1,800	1,650	-100
38	Instruments & related products	650	550	-100
26	Paper & allied products	450	350	-50
63	Insurance carriers	3,950	3,900	-50

Mercer County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replac- ments
	1996	2006	1996	2006					
Total, All Occupations	203,550	221,500	100.0	100.0	17,950	8.8	6,310	1,800	4,520
Executive, Administrative, & Managerial	12,550	14,050	6.2	6.3	1,500	11.9	420	150	270
Professional, Paraprofessional, & Technical	59,350	67,200	29.2	30.3	7,850	13.2	1,980	780	1,200
Marketing & Sales Occupations	20,200	22,500	9.9	10.2	2,300	11.4	790	230	560
Administrative Support & Clerical	42,600	43,800	20.9	19.8	1,150	2.8	920	120	800
Service Occupations	35,450	40,150	17.4	18.1	4,700	13.3	1,430	470	950
Landscaping & Animal Care	1,400	1,600	0.7	0.7	250	17.3	50	20	20
Production, Craft, & Repair	14,250	14,250	7.0	6.4	0	0.0	310	0	310
Operators, Fabricators, & Laborers	17,750	17,950	8.7	8.1	200	1.1	430	20	410

- ◆ Mercer is projected to continue to have a higher proportion of managerial and professional jobs than New Jersey as a whole, with a lower proportion of production, craft, and repair and operators, fabricators, and laborers. This partly explains the county's higher-than-average per capita income and implies that higher educational requirements will generally be needed for Mercer's labor force than for New Jersey's as a whole.
- ◆ Professional occupations are projected to constitute 44 percent of Mercer's total job growth. While Mercer's total occupational growth is expected to be slower than the state average, it will continue to have the highest proportion of professional jobs of any county in New Jersey. By 2006 almost one-half of Mercer's professionals are expected to be employed in the education, health-care, or engineering and management services industries.
- ◆ The service, the executive and managerial, and the marketing and sales occupational groups are also expected to grow faster than average during the projection period. One-third of projected new executive and managerial jobs are in the engineering and management or the data processing services industries, although the managerial category is growing in all industry sectors except durable manufacturing. While almost one-third of new service jobs will be in the health care industry, more than one-quarter are expected to be in the food and beverage occupational cluster, followed by the protective service and the health service clusters.
- ◆ The administrative support and clerical and the operators, fabricators, and laborers categories are projected to have slower-than-average growth, following state and national trends.
- ◆ Production, craft, and repair is the only occupational group that is projected to decline. Not only the decline of durable manufacturing, but increased automation and production efficiency have contributed to the decline of these occupations, even in growing industries such as printing and pharmaceuticals.
- ◆ About 29 percent of projected annual job openings will be a result of growth; 71 percent will be replacement needs.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

MERCER COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	1,100	2,050	1,000	91.1
Home Health Aides	950	1,700	700	75.1
Salespersons, Retail	4,700	5,300	600	12.7
Cashiers	4,350	4,900	550	12.3
Correction Officers	2,150	2,600	450	22.0
Nursing Aides & Orderlies	3,000	3,450	450	15.5
General Managers & Top Executives	3,350	3,800	450	13.6
Janitors & Cleaners	4,000	4,450	450	10.8
Reception/Information Clerks	1,600	2,000	450	27.3
Teachers, Elementary	3,000	3,400	400	14.0

- ◆ These ten constitute 31 percent of projected occupational growth.
- ◆ Salespersons, cashiers, and reception/information clerks are among the occupations with the most growth in the state and nation as well.
- ◆ The growth of correction officers also reflects a national trend.
- ◆ Systems analysts are projected to grow in all industry sectors, in spite of manufacturing declines.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	2,450	1,950	-550	-21.4
Secretaries, Excl Legal or Medical	6,400	6,200	-200	-3.5
Electrical/Electronic Assemblers	400	200	-200	-45.7
Precision Electric Assemblers	350	200	-150	-42.9
Bookkeeping, Accounting, Audit Clk	3,350	3,200	-150	-4.3
Computer Operators, Excl Peripheral	500	350	-150	-27.7
Mail Machine Operators	350	250	-150	-36.6
Stenographers	900	750	-150	-14.2
Stock Clerks, Sales Floor	2,000	1,900	-150	-6.3
First Line Supervisors: Production	750	650	-100	-14.3

- ◆ The projected decline in typists, secretaries, bookkeeping clerks, and mail machine operators, reflecting a national trend, results from increases in office automation.
- ◆ The decline of electrical assemblers and precision electrical assemblers results from the expected decline of the electronics industry in Mercer County.
- ◆ The decline in production supervisors results from a decline in durable manufacturing.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	240	50	190
Salespersons, Retail	210	60	150
General Office Clerks	140	30	110
Waiters & Waitresses	130	10	120
Janitors & Cleaners	130	40	80
Food Preparation Workers	120	30	100
General Managers & Top Executives	120	50	70
Secretaries, Excl Legal or Medical	110	0	110
Systems Analysts	110	100	10
Teachers, Elementary	100	40	60

- ◆ Six of the occupations with the most annual openings are among the occupations with the largest projected growth.
- ◆ General managers and teachers will have a high number of replacement openings due to large numbers of expected retirements from these groups during the projection period.

Middlesex County

- ◆ Middlesex will lead the state in job creation, with 51,500 new jobs.
- ◆ Middlesex is also projected to be the state leader in new jobs in both wholesale trade, 5,550 new jobs, and services, 37,750 new jobs. Within services, employment growth will likely be dominated by business services, source of 22,850 new jobs.
- ◆ The declines projected in manufacturing (6,750) will be offset by extremely healthy growth projected in service-producing industries.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	380,550	432,050	100.0	100.0	51,500	13.5	1.3
Goods-producing Industries	74,650	68,850	19.6	15.9	-5,800	-7.8	-0.8
Mining	-	-	-	-	-	-	-
Construction	10,950	11,900	2.9	2.8	950	8.5	0.8
Manufacturing	63,650	56,900	16.7	13.2	-6,750	-10.6	-1.1
Service-producing Industries	305,850	363,200	80.4	84.1	57,350	18.7	1.7
Transportation, Communication, Utilities	25,550	6.7	6.7	6.3	1,850	7.2	0.7
Wholesale Trade	36,250	9.5	9.5	9.7	5,550	15.3	1.4
Retail Trade	56,800	14.9	14.9	14.2	4,600	8.1	0.8
Finance, Insurance, Real Estate	27,150	7.1	7.1	7.5	5,250	19.4	1.8
Services	107,150	28.2	28.2	33.5	37,750	35.2	3.1
Public Service, incl. Education	52,950	13.9	13.9	12.8	2,300	4.3	0.4

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
73	Business services	37,450	60,300	22,850
80	Health services	23,600	29,850	6,300
87	Engineering & management svces	17,150	20,650	3,500
62	Security & commodity brokers	5,550	8,600	3,050
50	Wholesale trade-durable goods	21,000	23,950	2,900
58	Eating & drinking places	14,750	17,650	2,900
51	Wholesale trade-nondurable goods	15,200	17,850	2,650
47	Transportation services	2,500	4,250	1,750
83	Social services	3,900	5,400	1,550
86	Membership organizations	5,400	6,650	1,200

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
26	Paper & allied products	3,400	2,200	-1,200
33	Primary metal industries	2,850	1,750	-1,100
35	Industrial machinery & equipment	2,900	1,800	-1,100
48	Communications	7,350	6,400	-950
30	Rubber & misc. plastics products	3,850	3,000	-850
53	General merchandise stores	7,150	6,500	-600
28	Chemicals & allied products	18,450	17,900	-600
38	Instruments & related products	4,600	4,100	-500
36	Electronic & other electric equip	2,700	2,250	-450
29	Petroleum & coal products	1,300	950	-400

Middlesex County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces ments
	1996	2006	1996	2006					
Total, All Occupations	398,700	454,350	100.0	100.0	55,700	14.0	14,580	5,570	9,010
Executive, Administrative, & Managerial	25,000	29,250	6.3	6.4	4,250	17.0	950	430	520
Professional, Paraprofessional, & Technical	87,000	107,300	21.8	23.6	20,300	23.3	3,820	2,030	1,790
Marketing & Sales Occupations	54,200	61,950	13.6	13.6	7,750	14.3	2,190	770	1,420
Administrative Support & Clerical	87,400	96,600	21.9	21.3	9,200	10.5	2,560	920	1,640
Service Occupations	50,800	60,550	12.8	13.3	9,700	19.1	2,470	970	1,500
Landscaping & Animal Care	2,250	2,450	0.6	0.5	200	9.1	60	20	40
Production, Craft, & Repair	36,000	36,950	9.0	8.1	900	2.6	880	90	790
Operators, Fabricators, & Laborers	56,000	59,350	14.1	13.1	3,350	5.9	1,650	330	1,320

- ◆ Middlesex is projected to add the most jobs of any county in New Jersey in the professional; executive; sales; clerical; and operators, fabricators, and laborers occupational categories. While the county is expected to follow state growth trends toward professional and service occupations, it is projected to retain a higher proportion of executive, professional, sales, and clerical occupations as well as a lower proportion of service and blue-collar occupations than New Jersey as a whole.
- ◆ Professional occupations are projected to grow the fastest and add the most jobs (20,300), comprising 36 percent of the county's total occupational growth. This occupational group is projected to grow in all private industry sectors except manufacturing, where gains in pharmaceuticals, printing, and publishing will be offset by other industry losses. The greatest gains will be in computer occupations, which will make up roughly 30 percent of professional gains.
- ◆ The service, executive, and sales categories are also projected to increase their share of employment during the projection period. More than 50 percent of new service jobs are expected to be in the health care or restaurant industries. The largest projected private industry gains for managers and executives will be in the engineering and management and the business services industries.
- ◆ The clerical support; production, craft, and repair; and operators, fabricators, and laborers groups are expected to have a decreased share of Middlesex employment in 2006. The largest number of job openings in the clerical category will be in secretarial and general office occupations because of growth in the health care field. For production, craft, and repair occupations, losses in manufacturing are balanced by gains in finance, insurance, and real estate; services; and construction.
- ◆ Of the 14,580 annual openings projected for Middlesex, 38 percent will be new jobs. This is a slightly higher proportion of new jobs than in New Jersey as a whole, a result of the county's faster-than-average growth.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

MIDDLESEX COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	2,800	6,600	3,800	136.8
Hand Packers & Packagers	4,900	6,550	1,650	33.4
Securities/Financial, Sales	2,300	3,700	1,400	59.6
Home Health Aides	1,600	2,900	1,350	84.8
Computer Programmers	3,400	4,700	1,300	37.9
General Managers & Top Executives	8,000	9,250	1,250	15.8
Guards	3,750	5,000	1,250	32.9
Adjustment Clerks	2,300	3,550	1,250	52.9
Clerical Supervisors	5,900	7,100	1,200	20.7
Salespersons, Retail	11,400	12,600	1,150	10.2

- ◆ These ten make up 28 percent of projected employment growth.
- ◆ Three of the top five growth occupations – systems analyst, securities/financial sales, and computer programmer -- are high-wage occupations with high educational requirements.
- ◆ Hand packers are growing because of growth in industries such as food stores and wholesale. Due to outsourcing, much of their growth will be in personnel supply services.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Stock Clerks, Sales Floor	5,250	4,850	-400	-7.3
Computer Operators, Exc Peripheral	1,250	950	-300	-24.3
First Line Supervisors: Production	2,500	2,250	-250	-9.9
Assemblers & Fabricators, NEC	3,200	2,950	-250	-7.4
Mail Machine Operators	600	400	-200	-35.1
Station Instllrs/Repairers, Telephone	250	50	-200	-77.2
Typists, Incl Word Processing	3,600	3,400	-200	-5.5
Central Office Operators	350	150	-200	-54.7
Production Inspectors, Graders	1,350	1,150	-200	-13.7
Machine Form. Optrs, Metal/Plastic	650	450	-150	-27.5

- ◆ All of the top ten declining occupations reflect state and national trends. Most declines result from technological advances across industries.
- ◆ The decline of stock clerks reflects changing organizational patterns in the retail industry.
- ◆ Production supervisors, machine forming operators, assemblers, and production inspectors are affected by a decline in durable manufacturing employment.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	480	110	380
Salespersons, Retail	480	120	360
Systems Analysts	400	380	20
General Office Clerks	330	90	240
General Managers & Top Executives	300	130	170
Hand Packers & Packagers	300	160	130
Waiters & Waitresses	290	60	240
Janitors & Cleaners	270	110	160
Clerical Supervisors	260	120	140
Secretaries, Ex Legal or Medical	250	40	210

- ◆ Five of these occupations are also on the list of occupations with the greatest growth. Yet systems analyst is the only occupation on this list for which there will be more new than replacement jobs.
- ◆ Seven of these are among the county's ten largest occupations.
- ◆ All occupational categories except landscaping and animal care (the smallest) and production, craft, and repair (the slowest growing) are represented on this list, illustrating the county's economic diversity.

Monmouth County

- ◆ Monmouth County is projected to add 29,150 new jobs over the ten-year projection period, the fifth highest job growth among New Jersey's counties.
- ◆ This county is expected to add the most new construction jobs (1,250) of any county, as the boom in residential and commercial building continues.
- ◆ Health services, business services, social services, and amusement and recreation services together accounted for 60 percent of the total job growth and over 80 percent of the service sector growth projected for Monmouth County.
- ◆ Health services is projected to be the county's largest industry in 2006. Business services will replace eating and drinking places as the county's second largest industry.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	225,750	254,850	100.0	100.0	29,150	12.9	1.2
Goods-producing Industries	25,150	24,250	11.1	9.5	-900	-3.5	-0.4
Mining	-	-	-	-	-	-	-
Construction	10,250	11,500	4.5	4.5	1,250	12.2	1.2
Manufacturing	14,850	12,700	6.6	5.0	-2,150	-14.3	-1.5
Service-producing Industries	200,600	230,600	88.9	90.5	30,000	15.0	1.4
Transportation, Communication, Utilities	14,400	16,750	6.4	6.6	2,350	16.3	1.5
Wholesale Trade	10,450	11,950	4.6	4.7	1,500	14.5	1.4
Retail Trade	48,800	52,050	21.6	20.4	3,300	6.7	0.7
Finance, Insurance, Real Estate Services	12,200	13,200	5.4	5.2	1,000	8.1	0.8
Public Service, incl. Education	39,450	39,750	17.5	15.6	300	0.8	0.1

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
80	Health services	24,350	31,600	7,250
73	Business services	13,050	19,600	6,550
83	Social services	4,300	6,400	2,100
79	Amusement & recreation services	4,000	5,550	1,550
48	Communications	7,000	8,400	1,400
58	Eating & drinking places	14,450	15,400	950
59	Miscellaneous retail	6,600	7,500	900
51	Wholesale trade-nondurable goods	4,100	4,900	800
86	Membership organizations	3,600	4,350	750
50	Wholesale trade-durable goods	6,350	7,100	750

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
36	Electronic & other electric equip	2,450	1,950	-500
30	Rubber & misc. plastics products	1,400	950	-450
35	Industrial machinery & equipment	1,200	800	-400
60	Depository institutions	2,600	2,300	-300
34	Fabricated metal products	950	700	-300
32	Stone, clay, and glass products	600	400	-200
23	Apparel & other textile products	400	300	-150
38	Instruments & related products	800	700	-100
20	Food & kindred products	550	450	-100
55	Automotive dealers & svc stations	4,450	4,450	0

Monmouth County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces
	1996	2006	1996	2006					
Total, All Occupations	238,050	268,100	100.0	100.0	30,050	12.6	8,530	3,010	5,530
Executive, Administrative, & Managerial	13,000	15,050	5.5	5.6	2,050	15.9	480	210	270
Professional, Paraprofessional, & Technical	56,800	66,950	23.9	25.0	10,150	17.9	2,140	1,020	1,120
Marketing & Sales Occupations	33,550	37,750	14.1	14.1	4,200	12.5	1,350	420	930
Administrative Support & Clerical	46,400	49,250	19.5	18.4	2,850	6.1	1,160	280	870
Service Occupations	43,500	50,650	18.3	18.9	7,100	16.4	2,040	710	1,330
Landscaping & Animal Care	2,600	3,150	1.1	1.2	550	21.3	100	60	40
Production, Craft & Repair	20,900	22,800	8.8	8.5	1,900	9.2	640	190	450
Operators, Fabricators, & Laborers	21,300	22,550	9.0	8.4	1,250	5.8	630	120	500

- ◆ Professional occupations will constitute more than one-third of Monmouth County's projected occupational employment growth. Professional occupations will be growing in all private industry sectors except manufacturing, with the greatest gains in the service-industry sector.
- ◆ Service and executive occupations are also projected to be gaining share. Following trends for New Jersey's central counties, the largest industry increases for executives will be in the business services, health care, and engineering and management services industries. The largest growth will be for general managers, engineering/mathematics/natural science managers, and financial managers. Following the trends for New Jersey's shore counties, service occupations are projected to continue to hold a larger share of employment than in the state as a whole (19% in 2006 as opposed to New Jersey's 17%). In the service group, 42 percent of projected new jobs will be in health-care-related occupations.
- ◆ Marketing and sales occupations are expected to retain approximately the same share during the projection period. Both the growth rate and share of this occupational group during the projection period are expected to be above the state average. More than half of this occupational group's growth will be in the trade sector, mostly in specialty retail and furniture stores.
- ◆ The slowest growth is projected to occur in the administrative/clerical and blue-collar (i.e., production, craft, and repair and operators, fabricators, and laborers) occupational groups. Slow growth in blue-collar occupations results partly from declines in manufacturing.
- ◆ New jobs will make up 35 percent of Monmouth's projected average annual openings. Monmouth County will have a lower proportion of new jobs than the state, in spite of a faster growth rate, because of its higher proportion of service and marketing and sales occupations, which have higher replacement rates.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

MONMOUTH COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	1,350	2,850	1,500	109.2
Salespersons, Retail	9,450	10,800	1,300	13.9
Home Health Aides	1,500	2,700	1,200	81.3
Registered Nurses	4,500	5,600	1,100	24.1
Cashiers	6,750	7,600	850	13.0
Nursing Aides & Orderlies	2,800	3,650	850	31.2
Marketing/Sales Supervisors	4,750	5,400	650	13.5
General Managers & Top Executives	4,250	4,850	600	14.8
General Office Clerks	5,700	6,300	600	10.9
Reception/Information Clerks	2,250	2,850	600	27.1

- ◆ These ten occupations constitute 31 percent of projected occupational growth.
- ◆ Three of these ten occupations are in the health care field.
- ◆ The executive, professional, marketing and sales, administrative support, and service occupational groups are represented on this list.
- ◆ Nine of the occupations listed also appear in New Jersey's list of occupations with the greatest growth.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	1,750	1,400	-350	-18.7
Stock Clerks, Sales Floor	3,850	3,600	-250	-6.1
Secretaries, Ex Legal or Medical	6,250	6,050	-200	-3.4
Computer Operators, Excl Peripheral	650	450	-200	-31.3
Station Instllrs/Repairs, Telephone	250	50	-150	-69.1
Bookkeeping, Accounting, Audit Clks	4,500	4,350	-150	-3.3
Assemblers & Fabricators, NEC	750	600	-150	-17.8
Management Support Workers, NEC	1,600	1,450	-100	-7.7
Purchasing Agnts, Ex Who/Ret/Farm	750	600	-100	-16.3
Central Office Operators	300	200	-100	-37.8

- ◆ Seven of these ten occupations fall within the clerical or blue-collar occupational groups.
- ◆ Following state trends, most of these occupations are declining due to technological advances, productivity improvements, increases in office automation, and the decline of manufacturing.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Salespersons, Retail	430	130	300
Cashiers	380	90	290
Waiters & Waitresses	250	20	230
General Office Clerks	190	60	130
Food Preparation Workers	190	50	140
Registered Nurses	170	110	60
Systems Analysts	160	150	10
General Managers & Top Executives	150	60	90
Comb Food Preparation/Service Workers	140	20	130
Home Health Aides	140	120	20

- ◆ These occupations make up 26 percent of projected annual openings.
- ◆ The first three occupations -- salesperson, cashier, and waiter -- are among the county's largest.
- ◆ Registered nurses, home health aides and systems analysts are the only occupations that will have more new than replacement openings.
- ◆ Three of these occupations are related to food service; two, to health care.

Morris County

- ◆ Morris County, New Jersey's fourth largest county in terms of 1996 employment, is projected to add 26,650 new jobs during the 1996-2006 time period, for a 10.4 percent growth rate. This rate of growth is slightly slower than the statewide growth of 11.2 percent.
- ◆ Wholesale trade in Morris is projected to grow at twice the rate as in the state (19.5% vs. 9.7%) and to add 3,850 new jobs.
- ◆ The transportation/communication/utilities sector will generate 2,550 new jobs, the fourth highest among the counties. The 13 percent growth rate is slightly faster than the statewide average of 11.9 percent.
- ◆ Over three-quarters of the total new jobs projected during the 1996-2006 time frame are in the service sector. Business services, the county's largest industry, will account for more than one-third of the new jobs in the service sector and more than one-fourth of the total new jobs in Morris County.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	256,500	283,150	100.0	100.0	26,650	10.4	1.0
Goods-producing Industries	45,900	43,700	17.9	15.4	-2,200	-4.8	-0.5
Mining	-	-	-	-	-	-	-
Construction	8,600	9,500	3.4	3.3	850	10.1	1.0
Manufacturing	36,950	33,850	14.4	11.9	-3,100	-8.4	-0.9
Service-producing Industries	210,600	239,450	82.1	84.6	28,850	13.7	1.3
Transportation, Communication, Utilities	19,700	22,300	7.7	7.9	2,550	13.0	1.2
Wholesale Trade	19,700	23,500	7.7	8.3	3,850	19.5	1.8
Retail Trade	37,500	39,500	14.6	14.0	2,050	5.4	0.5
Finance, Insurance, Real Estate	21,600	21,050	8.4	7.4	-550	-2.7	-0.3
Services	83,600	104,300	32.6	36.8	20,750	24.8	2.2
Public Service, incl. Education	28,550	28,800	11.1	10.2	300	1.0	0.1

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
73	Business services	23,850	30,900	7,000
80	Health services	18,100	22,500	4,400
87	Engineering & management svces	13,350	16,200	2,850
83	Social services	4,550	6,850	2,250
50	Wholesale trade-durable goods	12,000	14,000	1,950
51	Wholesale trade-nondurable goods	7,650	9,550	1,850
59	Miscellaneous retail	7,500	8,550	1,050
45	Transportation by air	3,000	3,950	950
86	Membership organizations	4,200	5,050	850
57	Furniture & home furnshngs stores	2,500	3,300	800

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
63	Insurance carriers	7,550	6,000	-1,500
36	Electronic & other electric equip	3,000	2,200	-750
60	Depository institutions	2,650	2,000	-650
35	Industrial machinery & equipment	2,600	2,050	-550
38	Instruments & related products	2,050	1,600	-450
34	Fabricated metal products	3,250	2,800	-450
53	General merchandise stores	3,400	3,100	-250
28	Chemicals & allied products	12,500	12,250	-250
33	Primary metal industries	1,300	1,150	-200
64	Insurance agnts, brokers, & service	3,500	3,300	-200

Morris County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replacements
	1996	2006	1996	2006					
Total, All Occupations	269,800	297,500	100.0	100.0	27,700	10.3	8,770	2,770	6,000
Executive, Administrative, & Managerial	17,350	19,850	6.4	6.7	2,500	14.4	610	250	360
Professional, Paraprofessional, & Technical	62,600	73,050	23.2	24.6	10,400	16.6	2,280	1,040	1,240
Marketing & Sales Occupations	34,750	38,600	12.9	13.0	3,850	11.1	1,290	390	910
Administrative Support & Clerical	60,450	62,600	22.4	21.0	2,150	3.6	1,340	220	1,130
Service Occupations	35,800	40,750	13.3	13.7	4,900	13.7	1,550	490	1,050
Landscaping & Animal Care	2,550	3,350	1.0	1.1	800	30.4	120	80	40
Production, Craft, & Repair	25,600	26,750	9.5	9.0	1,200	4.6	680	120	560
Operators, Fabricators, & Laborers	30,650	32,550	11.4	10.9	1,900	6.2	900	190	710

- ◆ Like the state as a whole, the largest share of projected job gains (10,400) will belong to professional occupations, with 38 percent of the total – more than double that of the second-place service occupations (4,900). While this shift toward professional and service occupations follows state trends, the county's occupational pattern is expected to depart even further from New Jersey's in many ways during the projection period. Its greater proportion of executives (6.4% to New Jersey's 5.9%) is expected to increase (6.7% to New Jersey's 6.0%), and its lower proportion of service occupations will fall farther away from New Jersey's, in spite of their hefty increase.
- ◆ Professional occupations are projected to increase in all private industry sectors of the economy except manufacturing, although there will be replacement opportunities in this sector and significant gains in the chemical industry. More than 90 percent of professional gains will be in the service-industry sector, especially the business services and health care industries. The largest number of professional jobs will be in computer and math occupations.
- ◆ The executive and the marketing and sales categories are projected to grow faster than average. The largest number of projected new executive jobs will be in the service-industry sector, especially in the business services and the engineering and management industries.
- ◆ Operators, fabricators, and laborers; production, craft, and repair; and clerical occupations are projected to hold a decreasing share of employment. Operators, fabricators, and laborers, while projected to maintain a smaller proportion of employment than the in state, are expected to grow much faster, partly because of projected growth in Morris' wholesale trade and personnel supply industries.
- ◆ Of the 8,770 annual openings projected, 32 percent will be new jobs. This is less than New Jersey's 36 percent because of Morris' slower overall growth rate.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

MORRIS COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	2,100	3,950	1,900	90.3
Salespersons, Retail	7,050	8,000	950	13.5
Home Health Aides	1,100	1,800	750	68.7
Adjustment Clerks	1,450	2,200	700	48.8
General Managers & Top Executives	5,500	6,200	700	12.7
Marketing/Sales Supervisors	5,050	5,750	700	13.5
Reception/Information Clerks	2,450	3,050	600	25.4
Child Care Workers	1,300	1,950	600	46.3
Engineer, Math, Nat Science Mgrs	1,550	2,150	600	37.2
Cashiers	5,300	5,900	600	10.8

- ◆ The top ten comprise 29 percent of projected job growth in Morris county.
- ◆ Occupations with the greatest growth include occupations from five of the eight major occupational categories.
- ◆ Growth among engineering, mathematics, and natural science managers is primarily a result of growth in the data processing, the engineering and management, and the chemical industries.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Station Installrs/Repairrs, Telephone	350	100	-250	-72.3
Directory Assistance Operators	300	200	-150	-44.6
Central Office Operators	450	250	-200	-44.6
Mail Machine Operators	500	250	-200	-43.8
Computer Operators, Excl Peripheral	900	600	-300	-33.1
Bank Tellers	800	600	-200	-26.8
Insurance Policy Process Clerks	900	650	-200	-24.7
Typists, Incl Word Processing	2,200	1,750	-450	-20.4
Inspectors/Testers/Graders, Precision	400	350	-100	-20.0
Electrical & Electronic Assemblers	500	400	-100	-19.1

- ◆ Expected declines in insurance sales workers and insurance policy clerks are due to industry declines in the county.
- ◆ Expected declines in station installers, central office operators, mail machine operators, and computer operators are the result of technological advances.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Salespersons, Retail	320	100	220
Cashiers	290	60	230
Systems Analysts	200	190	10
General Office Clerks	190	30	160
General Managers & Top Executives	190	70	120
Waiters & Waitresses	170	10	170
Marketing/Sales Supervisors	150	70	80
Secretaries, Ex Legal or Medical	150	0	150
Clerical Supervisors	140	50	90
Food Preparation Workers	130	30	100

- ◆ These occupations comprise 22 percent of projected annual openings.
- ◆ Systems analyst is the only occupation on this list for which there will be more new than replacement openings.
- ◆ Nine of these occupations – all but secretaries – are among those with the most annual openings in the state as a whole.

Ocean County

- ◆ Employment in Ocean County will experience growth of 16.6 percent between 1996 and 2006. This will translate into 21,450 new jobs.
- ◆ Ocean County's goods-producing industries, though relatively small, are expected to have the fastest total growth, 8.6 percent, of all the state's counties.
- ◆ The county's retail trade sector, bolstered by strong population growth, is projected to lead the state with 4,600 new retail jobs.
- ◆ Ocean County is projected to lead the state in percentage growth, 37.9 percent, in health services employment. Health services should easily remain the county's largest industry in 2006, with approximately 26,400 jobs. Eating and drinking places, with 10,350 as its projected year 2006 employment, is a distant second.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	128,800	150,250	100.0	100.0	21,450	16.6	1.6
Goods-producing Industries	13,300	14,400	10.3	9.6	1,150	8.6	0.8
Mining	-	-	-	-	-	-	-
Construction	6,400	7,000	5.0	4.7	600	9.7	0.9
Manufacturing	6,800	7,300	5.3	4.9	500	7.5	0.7
Service-producing Industries	115,550	135,850	89.7	90.4	20,300	17.6	1.6
Transportation, Communication, Utilities	5,650	5,900	4.4	3.9	250	4.4	0.4
Wholesale Trade	5,500	6,650	4.3	4.4	1,150	20.8	1.9
Retail Trade	31,950	36,550	24.8	24.3	4,600	14.5	1.4
Finance, Insurance, Real Estate	5,600	4,750	4.4	3.2	-850	-15.0	-1.6
Services	42,800	56,100	33.2	37.3	13,350	31.2	2.8
Public Service, incl. Education	24,050	25,850	18.7	17.2	1,800	7.5	0.7

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
80	Health services	19,150	26,400	7,250
73	Business services	4,100	6,000	1,900
59	Miscellaneous retail	3,750	5,500	1,750
54	Food stores	6,800	8,000	1,200
83	Social services	2,650	3,750	1,100
58	Eating & drinking places	9,350	10,350	1,000
50	Wholesale trade-durable goods	4,300	5,250	900
79	Amusement & recreation services	4,800	5,350	550
82	Education Services	1,800	2,300	500
87	Engineering & management svces	1,800	2,250	450

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
63	Insurance carriers	1,200	600	-600
49	Electric, gas, & sanitary services	1,500	1,100	-400
60	Depository institutions	2,000	1,700	-300
61	Nondepository institutions	350	250	-100
30	Rubber & misc. plastics products	250	150	-100
36	Electronic & other electric equip	400	300	-50
28	Chemicals & allied products	1,950	1,900	-50
41	Local & interurban passengr transit	1,100	1,100	0
32	Stone, clay, and glass products	500	450	0
20	Food & kindred products	300	300	0

Ocean County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces ments
	1996	2006	1996	2006					
Total, All Occupations	135,350	157,550	100.0	100.0	22,150	16.4	5,440	2,220	3,230
Executive, Administrative, & Managerial	6,700	7,800	5.0	5.0	1,100	16.0	250	110	150
Professional, Paraprofessional, & Technical	30,250	36,850	22.4	23.4	6,600	21.8	1,240	660	580
Marketing & Sales Occupations	19,550	23,150	14.4	14.7	3,650	18.6	920	360	560
Administrative Support & Clerical	23,550	25,300	17.4	16.1	1,750	7.4	630	180	450
Service Occupations	29,450	35,350	21.8	22.4	5,900	20.1	1,500	590	910
Landscaping & Animal Care	1,600	1,950	1.2	1.2	350	20.3	50	30	20
Production, Craft, & Repair	12,350	13,750	9.1	8.7	1,400	11.2	410	140	270
Operators, Fabricators, & Laborers	11,900	13,400	8.8	8.5	1,500	12.6	440	150	290

- ◆ Ocean County is expected to continue a shift toward professional and service occupations, which are projected to contribute over half of its employment growth. Professional occupations will be growing in all industry sectors except transportation, communication, and utilities and finance, insurance, and real estate, with more than 90 percent of professional growth in the service-industry sector. Health-related occupations and education-related occupations will each make up roughly one-third of the projected growth in professional occupations.
- ◆ Service occupations are projected to contribute the second largest occupational increase. More than one-quarter of the growth in service occupations will be in the food-preparation occupational cluster. While this is consistent with New Jersey trends, the higher proportion of service occupations (22% versus New Jersey's 16%) in 1996 is typical of an economy with a significant tourist base. Health-related occupations will furnish the second largest increase in this category, comprising 43 percent of the increase.
- ◆ Marketing and sales occupations are also growing faster than average, primarily because of strong growth in the retail sector. Ocean is projected to move from the third to the second highest proportion of marketing and sales jobs in New Jersey by 2006.
- ◆ Executive, administrative support, and blue-collar occupations are expected to grow more slowly than average. Production, craft, and repair occupations and operators, fabricators, and laborers, while among Ocean's slowest growing occupational groups, are expected to grow at more than twice the state rate and provide 850 job openings yearly. This is partly a result of the county's projected growth in the manufacturing sector.
- ◆ About 41 percent of projected annual openings will be new jobs. This is higher than the state's rate of 36 percent because of the county's faster growth.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Nursing Aides & Orderlies	2,800	4,050	1,250	44.6
Salespersons, Retail	5,300	6,500	1,200	22.2
Cashiers	4,750	5,900	1,150	24.6
Registered Nurses	3,150	3,850	700	23.1
Home Health Aides	650	1,300	600	89.8
Marketing/Sales Supervisors	2,750	3,350	600	21.6
Teachers, Elementary	3,050	3,550	550	17.5
Food Preparation Workers	2,100	2,600	500	23.4
General Office Clerks	3,150	3,600	450	14.1
Teachers, Secondary School	2,300	2,700	400	17.4

- ◆ These ten occupations will comprise 33 percent of projected growth.
- ◆ Three of the top ten growth occupations will be related to health care and two to education. Teachers will be needed largely because of the county's growing school-age population.
- ◆ This list includes occupations in the professional, service, clerical, and marketing and sales categories, providing job opportunities with varying educational requirements and wage levels.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	900	700	-150	-18.9
Service Station Attendants	1,200	1,050	-100	-9.0
Insurance Sales Workers	350	250	-100	-27.4
Bank Tellers	650	600	-100	-11.3
Welfare Eligibility Workers	200	150	-50	-33.5
Computer Operators, Exc Periphrl	200	150	-50	-29.7
Crossing Guards	300	250	-50	-18.0
Insurance Policy Process Clerks	150	100	-50	-32.1
Bartenders	700	650	-50	-6.1
Elect Powerline Installers/Repairers	200	150	-50	-20.5

- ◆ The declines in insurance workers and electric powerline installers/repairers reflect industry declines in Ocean, as well as nationwide merger and consolidation trends.
- ◆ The decline in bartenders reflects a nationwide decline in alcoholic beverage consumption. Other occupations in the food and beverage preparation cluster are projected to grow, consistent with gains in the restaurant and hotel industries.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	320	120	210
Salespersons, Retail	290	120	170
Waiters & Waitresses	190	20	160
Nursing Aides & Orderlies	160	130	40
Food Preparation Workers	160	50	110
Registered Nurses	120	70	40
General Office Clerks	120	40	70
Teachers, Elementary	110	50	60
Teachers, Secondary School	110	40	70
Marketing/Sales Supervisors	100	60	40

- ◆ Most of these occupations with the most annual openings are also on the list of those with the greatest employment growth.
- ◆ Only three occupations on this list -- nursing aides, nurses, and sales supervisors -- will have more new than replacement openings.
- ◆ The top three are also the occupations with the most annual openings in New Jersey as a whole.

Passaic County

- ◆ Even though Passaic County is projected to be one of the slower growing counties in New Jersey (with only 5.1 percent growth), over 9,000 new jobs are expected to be created by 2006.
- ◆ With over 20 percent of its total employment in manufacturing, Passaic County will be particularly affected by continued losses in this sector. The instruments and related products industry is projected to have steep declines (1,300 jobs) over the 1996-2006 projection period.
- ◆ The service sector is projected to grow by 20.9 percent between 1996 and 2006, with health and business services together accounting for 8,550 of the 9,250 jobs projected for this county.
- ◆ Seven of the industries with the largest projected employment declines are in manufacturing.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	182,350	191,550	100.0	100.0	9,250	5.1	0.5
Goods-producing Industries	45,100	41,000	24.7	21.4	-4,100	-9.0	-0.9
Mining	-	-	-	-	-	-	-
Construction	7,150	7,400	3.9	3.9	250	3.4	0.3
Manufacturing	37,800	33,450	20.7	17.5	-4,350	-11.5	-1.2
Service-producing Industries	137,250	150,550	75.3	78.6	13,300	9.7	0.9
Transportation, Communication, Utilities	6,250	6,900	3.4	3.6	650	10.2	1.0
Wholesale Trade	13,050	13,350	7.1	7.0	350	2.5	0.3
Retail Trade	32,150	33,500	17.6	17.5	1,350	4.2	0.4
Finance, Insurance, Real Estate	8,400	7,950	4.6	4.2	-400	-4.9	-0.5
Services	50,600	61,150	27.7	31.9	10,600	20.9	1.9
Public Service, incl. Education	26,850	27,700	14.7	14.4	800	3.1	0.3

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
80	Health services	17,650	22,700	5,050
73	Business services	13,100	16,600	3,500
83	Social services	3,800	5,000	1,250
50	Wholesale trade-durable goods	7,100	7,700	600
54	Food stores	5,700	6,200	500
41	Local & interurban passngr transit	850	1,200	350
58	Eating & drinking places	6,650	7,000	350
79	Amusement & recreation services	950	1,200	300
59	Miscellaneous retail	5,600	5,800	250
26	Paper & allied products	2,600	2,800	200

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
38	Instruments & related products	4,300	3,050	-1,300
36	Electronic & other electric equip	2,400	1,800	-650
34	Fabricated metal products	2,800	2,250	-550
60	Depository institutions	3,200	2,650	-500
30	Rubber & misc. plastics products	2,650	2,200	-450
35	Industrial machinery & equipment	2,200	1,800	-450
23	Apparel & other textile products	2,300	1,900	-400
51	Wholesale trade-nondurable goods	5,900	5,650	-250
20	Food & kindred products	2,750	2,500	-200
63	Insurance carriers	1,650	1,450	-200

Passaic County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces- ments
	1996	2006	1996	2006					
Total, All Occupations	190,900	200,250	100.0	100.0	9,350	4.9	5,260	940	4,330
Executive, Administrative, & Managerial	10,700	11,250	5.6	5.6	550	5.0	280	50	220
Professional, Paraprofessional, & Technical	39,950	44,500	20.9	22.2	4,550	11.4	1,240	460	790
Marketing & Sales Occupations	26,350	28,150	13.8	14.1	1,800	6.9	910	180	730
Administrative Support & Clerical	37,300	36,750	19.5	18.4	-500	-1.4	710	0	710
Service Occupations	27,000	30,450	14.2	15.2	3,450	12.8	1,120	350	780
Landscaping & Animal Care	850	900	0.4	0.4	50	3.3	20	0	10
Production, Craft, & Repair	18,900	18,800	9.9	9.4	-150	-0.7	410	0	410
Operators, Fabricators, & Laborers	29,850	29,500	15.6	14.7	-400	-1.3	690	0	690

- ◆ Service and professional occupations are projected to provide 86 percent of Passaic's projected growth – 8,000 jobs. Health care occupations will provide the most growth of any occupational cluster in both the service and professional categories, reflecting the continuing growth of the health care industry in response to an aging population. While health-, education-, and computer-related occupations are projected to furnish more than four of every five new professional jobs, computer-related occupations rank third, not first as they do in the state as a whole. Health care, food and beverage preparation, and personal service occupations will make up more than two-thirds of projected new service jobs.
- ◆ The marketing and sales and the executive and managerial groups are expected to grow faster than average. Large executive and managerial growth will be found in business services and health care. High marketing and sales growth is expected to be found in business services, food stores, and specialty trade stores.
- ◆ Administrative support; production, craft, and repair; and operators, fabricators, and laborers are projected to decline. Administrative support is expected to decline in all private industry sectors except services because of increasing office automation combined with industry declines. The expected decline in production, craft, and repair and operators, fabricators, and laborers is partly a result of heavy losses in manufacturing.
- ◆ Overall, Passaic is expected to exhibit less occupational employment growth than New Jersey as a whole in all occupational categories. While its growth follows the state trend towards professional and service occupations, its higher proportion of marketing and sales; production, craft, and repair; and operator, fabricator, and laborer jobs is expected to continue through 2006, in spite of declines in the latter two occupational groups.
- ◆ More than 80 percent of annual job openings will be replacement jobs.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

PASSAIC COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Salespersons, Retail	7,500	8,250	750	9.9
Systems Analysts	800	1,500	700	90.8
Nursing Aides & Orderlies	2,250	2,900	650	29.8
Home Health Aides	750	1,350	550	75.5
Cashiers	4,600	5,100	500	10.8
Registered Nurses	3,600	4,000	450	12.3
Teachers, Elementary	2,950	3,300	350	11.0
Reception/Information Clerks	1,550	1,850	350	21.3
Guards	2,250	2,550	300	13.5
Child Care Workers	1,200	1,500	300	24.8

- ◆ These ten occupations constitute 52 percent of projected employment growth.
- ◆ This list includes three health-related occupations.
- ◆ The growth in guards reflects a national trend toward increasing security concerns and privatization of police functions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Secretaries, Ex Legal or Medical	4,900	4,450	-450	-9.2
Bookkeeping, Accounting, Audit Clks	3,500	3,150	-350	-10.1
Typists, Incl Word Processing	1,400	1,100	-300	-22.5
Sewing Mach Operators, Garment	1,250	900	-300	-25.5
Assemblers & Fabricators, NEC	1,600	1,350	-250	-15.0
Electrical & Electronic Engineer	1,250	1,050	-200	-16.2
Stock Clerks, Sales Floor	2,800	2,650	-200	-6.9
Bank Tellers	1,000	850	-150	-15.9
Production Inspectors, Graders	750	600	-150	-19.5
Computer Operators, Excl Peripheral	400	250	-150	-34.8

- ◆ Most declining occupations reflect state and national trends: advances in technology, increased office automation, consolidation within the banking industry, productivity improvements within the manufacturing sector, and the decline of manufacturing in New Jersey.
- ◆ The projected decline in electrical engineers, an occupation expected to grow in New Jersey, results partly from expected declines in Passaic's instruments industry.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Salespersons, Retail	310	70	240
Cashiers	250	50	200
General Office Clerks	110	10	100
Food Preparation Workers	110	30	80
Waiters & Waitresses	110	0	100
Nursing Aides & Orderlies	100	70	30
Teachers, Secondary School	90	30	70
Registered Nurses	90	40	50
General Managers & Top Executives	90	20	80
Teachers, Elementary	90	30	60

- ◆ These occupations make up 26 percent of expected annual openings.
- ◆ More than half of these occupations are among the county's ten largest.
- ◆ All except nursing aides will furnish more replacement than new openings.
- ◆ This list, just as that for New Jersey as a whole, includes occupations with varying wage levels and educational/training requirements.

Salem County

- ◆ Salem was the smallest county in New Jersey in 1996, with only 23,700 jobs. By 2006 employment is expected to increase by 1,500 new jobs.
- ◆ With projected growth of 1,400 jobs, the service sector will account for 90 percent of the total new jobs in Salem. Within the service industries, health services, with 700 new jobs, is projected to lead.
- ◆ Salem County had the state's highest concentration of jobs in the transportation/communication/utilities sector, with 14.8 percent in 1996. However, over the 1996-2006 period, this sector is expected to have the state's least growth, only 2.9 percent.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	23,700	25,200	100.0	100.0	1,500	6.4	0.6
Goods-producing Industries	5,700	5,350	24.1	21.3	-350	-5.9	-0.6
Mining	-	-	-	-	-	-	-
Construction	1,400	1,400	5.9	5.6	0	0.0	0.0
Manufacturing	4,300	3,950	18.1	15.7	-350	-7.9	-0.8
Service-producing Industries	18,000	19,850	75.9	78.7	1,850	10.3	1.0
Transportation, Communication, Utilities	3,500	3,600	14.8	14.3	100	2.9	0.3
Wholesale Trade	450	500	1.9	2.0	50	11.2	1.1
Retail Trade	3,250	3,450	13.7	13.6	200	5.5	0.5
Finance, Insurance, Real Estate	950	950	4.1	3.7	-50	-3.5	-0.4
Services	5,450	6,850	22.9	27.1	1,400	25.9	2.3
Public Service, incl. Education	4,400	4,550	18.5	18.0	150	3.4	0.3

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
80	Health services	2,100	2,750	700
73	Business services	500	750	250
83	Social services	450	600	150
58	Eating & drinking places	1,100	1,200	100
87	Engineering & management svces	550	650	100
17	Special trade contractors	350	450	100
59	Miscellaneous retail	400	450	50
54	Food stores	650	650	50
51	Wholesale trade-nondurable goods	250	250	50
86	Membership organizations	400	400	50

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change: 1996- 2006 Number
		1996	2006	
60	Depository institutions	600	550	-50
53	General merchandise stores	350	300	-50
20	Food & kindred products	250	200	0
55	Auto dealers & service stations	500	500	0
42	Trucking & warehousing	450	450	0
79	Amusement & recreation services	250	250	0
86	Membership organizations	400	400	50
51	Wholesale trade-nondurable goods	250	250	50
54	Food stores	650	650	50
59	Miscellaneous retail	400	450	50

Salem County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces
	1996	2006	1996	2006					
Total, All Occupations	24,700	26,300	100.0	100.0	1,600	6.5	710	160	550
Executive, Administrative, & Managerial	1,300	1,450	5.4	5.5	100	8.3	40	10	30
Professional, Paraprofessional, & Technical	5,500	6,150	22.3	23.5	650	12.0	170	70	100
Marketing & Sales Occupations	2,050	2,200	8.3	8.4	150	6.8	70	10	60
Administrative Support & Clerical	4,600	4,600	18.7	17.6	0	0.4	90	0	90
Service Occupations	3,950	4,550	16.1	17.3	600	15.0	170	60	120
Landscaping & Animal Care	200	250	0.9	0.9	50	13.8	10	0	0
Production, Craft, & Repair	3,400	3,450	13.7	13.1	50	1.8	80	10	70
Operators, Fabricators, & Laborers	3,650	3,600	14.7	13.8	0	-0.4	80	0	80

- ◆ Projected shifts in the occupational structure of employment in Salem County reflect those in New Jersey as a whole. Professional and service jobs constitute more than two-thirds of projected employment gains. While Salem's growth rate is slower than that of New Jersey as a whole, all occupational groups with the exception of operators, fabricators, and laborers are expected to experience an increase during the projection period.
- ◆ Professional occupations, adding 650 jobs, will comprise 41 percent of Salem's projected employment growth. These occupations are expected to experience growth in all private industry sectors except manufacturing. More than half of the projected professional jobs will be in health- or education-related occupations. Service occupations are projected to have the fastest growth rate (15%), adding 600 jobs. More than 60 percent of expected service jobs will be in health care or food and beverage preparation occupations.
- ◆ The executive and sales categories are also projected to have an increased share of Salem's employment in 2006. Most growth in the executive category will be in the services sector (94%), although executive jobs are projected to increase in all private industry sectors except manufacturing and finance, insurance, and real estate. In 1996 Salem had the smallest proportion of marketing and sales occupations in the state – this is projected to continue through 2006.
- ◆ Clerical and production, craft, and repair positions are projected to grow at a slower than average rate. In spite of this, Salem is projected to continue to have the highest proportion of production, craft, and repair jobs in the state.
- ◆ The operators, fabricators, and laborers group is projected to decline. This is partly a result of declines in the manufacturing sector, exacerbated by the county's lack of projected growth in construction.
- ◆ New jobs are projected to comprise 23 percent of expected annual openings. This is a lower proportion than the state because of the county's slower growth.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

SALEM COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Nursing Aides & Orderlies	300	400	100	35.0
Home Health Aides	100	200	100	86.2
Registered Nurses	400	500	100	19.2
Cashiers	500	600	50	13.2
Systems Analysts	100	150	50	62.9
Child Care Workers	150	200	50	33.3
Food Preparation Workers	250	250	50	19.7
Janitors & Cleaners	400	450	50	9.9
Teachers, Elementary	350	400	50	10.4
Electrical & Electronic Engineer	150	200	50	27.0

- ◆ These occupations constitute 41 percent of projected job growth.
- ◆ The top three occupations are health related.
- ◆ The projected gain in electronic/electrical engineers will occur, in part, as a byproduct of growth in the engineering and management services industry.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Secretaries, Ex Legal or Med	650	600	-50	-8.7
Typists, Incl Word Processing	200	150	-50	-25.5
Helpers & Laborers, NEC	400	350	-50	-9.9
Bookkeeping, Accounting, Audit Clks	400	400	-50	-7.9
Stock Clerks, Sales Floor	250	250	-50	-10.4
Bank Tellers	200	200	0	-9.5
Production Inspectors, Graders	100	50	0	-22.2
Welfare Eligibility Workers	50	50	0	-34.0
First Line Superv: Production	200	200	0	-7.8
Service Station Attendants	200	150	0	-8.9

- ◆ Most declining occupations reflect state and national trends: increasing office automation, industry consolidation, and the decline of manufacturing in New Jersey.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	30	10	20
Waiters & Waitresses	20	0	20
Salespersons, Retail	20	0	10
General Office Clerks	20	0	20
Food Preparation Workers	20	10	10
Registered Nurses	10	10	10
Nursing Aides & Orderlies	10	10	0
Helpers & Laborers, NEC	10	0	10
Police Patrol Officers	10	0	10
General Managers & Top Executives	10	0	10

- ◆ The top three occupations on this list are also the top three for the state as a whole.
- ◆ Half of these occupations are also among the largest in the county. One, helpers and laborers, is also on the list of occupations with the greatest expected decline.
- ◆ All occupational groups are represented on this list except production, craft, and repair and the small landscaping and animal care.

Somerset County

- ◆ Somerset County is projected to be the second fastest growing county in New Jersey, with 19.4 percent growth, adding 30,700 new jobs between 1996 and 2006.
- ◆ Somerset County's transportation, communication, and public utilities industry sector is expected to be the fastest growing of any county. With projected growth of 26.5 percent, it will grow more than twice as fast as it will in the state. The communications industry, in particular, will have a net increase of 4,000 jobs.
- ◆ The service sector will contribute 66.8 percent or 20,500 of Somerset's total employment growth during the projection period. This represents a growth rate of 41.6 percent, the fastest of all New Jersey counties.
- ◆ The five industries (business services, communications, health services, engineering and management services, and social services) with the greatest employment growth will account for over 70 percent of the total growth projected in Somerset County.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	158,650	189,350	100.0	100.0	30,700	19.4	1.8
Goods-producing Industries	28,200	27,650	17.8	14.6	-500	-1.9	-0.2
Mining	-	-	-	-	-	-	-
Construction	5,500	6,050	3.5	3.2	550	10.4	1.0
Manufacturing	22,250	21,100	14.0	11.2	-1,150	-5.1	-0.5
Service-producing Industries	130,500	161,700	82.2	85.4	31,250	23.9	2.2
Transportation, Communication, Utilities	19,750	25,000	12.4	13.2	5,250	26.5	2.4
Wholesale Trade	10,650	12,600	6.7	6.6	1,950	18.2	1.7
Retail Trade	21,900	24,800	13.8	13.1	2,900	13.3	1.3
Finance, Insurance, Real Estate	13,600	14,550	8.6	7.7	950	7.2	0.7
Services	49,300	69,800	31.1	36.9	20,500	41.6	3.5
Public Service, incl. Education	15,300	14,950	9.6	7.9	-350	-2.2	-0.2

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
73	Business services	18,350	28,650	10,250
48	Communications	15,450	19,450	4,000
80	Health services	9,650	12,900	3,250
87	Engineering & management svces	6,050	8,050	2,000
83	Social services	2,950	4,950	2,000
50	Wholesale trade-durable goods	7,400	8,900	1,500
58	Eating & drinking places	5,650	6,700	1,050
59	Miscellaneous retail	3,850	4,550	750
28	Chemicals & allied products	8,400	9,050	650
79	Amusement & recreation services	1,600	2,150	550

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
38	Instruments & related products	2,650	1,950	-750
60	Depository institutions	1,950	1,550	-400
35	Industrial machinery & equipment	1,650	1,350	-300
36	Electronic & other electric equip	1,900	1,700	-200
30	Rubber & misc. plastics products	1,600	1,450	-150
63	Insurance carriers	5,950	5,850	-100
26	Paper & allied products	300	200	-50
32	Stone, clay, and glass products	250	200	-50
76	Miscellaneous repair services	300	300	0
20	Food & kindred products	600	600	0

Somerset County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replacements
	1996	2006	1996	2006					
Total, All Occupations	166,400	198,400	100.0	100.0	32,000	19.2	6,850	3,200	3,650
Executive, Administrative, & Managerial	11,350	14,050	6.8	7.1	2,700	23.7	510	270	240
Professional, Paraprofessional, & Technical	35,550	46,850	21.4	23.6	11,300	31.9	1,820	1,130	690
Marketing & Sales Occupations	21,600	25,900	13.0	13.1	4,250	19.8	990	430	560
Administrative Support & Clerical	39,350	44,050	23.6	22.2	4,750	12.1	1,200	470	730
Service Occupations	20,800	25,250	12.5	12.7	4,450	21.4	1,050	450	610
Landscaping & Animal Care	1,650	2,050	1.0	1.0	450	27.3	70	40	20
Production, Craft, & Repair	18,500	20,850	11.1	10.5	2,350	12.8	630	240	400
Operators, Fabricators, & Laborers	17,650	19,400	10.6	9.8	1,700	9.7	580	170	410

- ◆ Professional occupations are projected to show the most (11,300) and fastest (31.9%) growth. Growth is expected in all major private industry sectors, although significant growth in the chemical industry will outweigh losses in durable manufacturing. The business services, health care, and engineering and management services industries will comprise more than 60 percent of professional growth. More than half of the projected new professional jobs will be in computer-related or engineering-related occupations.
- ◆ Somerset is projected to have the fastest growth for executive and managerial occupations (24%) and to continue to have the state's highest proportion of jobs in this category (7%). More than half of this category's projected growth will be in the business services, the communications, and the engineering and management services industries. Managerial occupations with the greatest growth will include general, engineering, marketing, and financial managers.
- ◆ Marketing and sales and service occupations are also expected to increase their share of Somerset's employment. The largest numbers of new marketing and sales jobs will be in the data processing component of business services and miscellaneous retail stores. The largest numbers of service jobs will be in health care and eating and drinking places. In 2006 service occupations are expected to continue to hold a smaller share of employment in Somerset (13%) than in the state (17%), in spite of faster projected growth (21% versus 17% statewide).
- ◆ Somerset is expected to continue to have a higher proportion of administrative support workers than the state as a whole, although their share is decreasing. Operators, fabricators, and laborers will also have a decreasing share, primarily because of declines in manufacturing.
- ◆ Production, craft, and repair occupations are expected to hold a decreasing share of total employment, yet Somerset will have the largest growth of any New Jersey county in this category. This is primarily because of growth in the communications industry, which will furnish more than half of these positions.
- ◆ New jobs will make up 47 percent of Somerset's projected annual openings. This is a higher percentage than New Jersey's 36 percent because of Somerset's faster growth rate.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	1,900	4,400	2,550	134.9
Customer Service Reps	1,450	2,800	1,350	94.4
Telephone/CableTV Instllrs/Repairrs	1,950	3,000	1,050	53.7
Salespersons, Retail	4,650	5,700	1,050	22.1
Computer Programmers	2,300	3,150	800	34.5
Computer Engineers	500	1,250	750	156.6
General Managers & Top Executives	3,400	4,150	700	21.0
Marketing/Sales Supervisors	3,150	3,800	650	21.0
Engineer, Math, Natural Sci Mgrs	1,100	1,700	650	58.3
Cashiers	3,150	3,750	550	18.1

- ◆ These ten occupations will constitute 33 percent of Somerset's expected job growth.
- ◆ Four of these occupations are related to computers or engineering.
- ◆ Somerset and Hunterdon are the only counties to have five professional or executive positions among the top ten growth occupations.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Station Instllrs/Repairrs, Telephone	600	200	-400	-67.5
Sewing Mach Operators, Garment	450	100	-300	-76.2
Central Office Operators	800	550	-300	-34.9
Directory Assistance Operators	550	350	-200	-34.7
Typists, Incl Word Processing	1,500	1,350	-200	-12.1
Computer Operators, Excl Peripheral	600	400	-150	-28.5
Bank Tellers	650	550	-100	-16.3
Production Inspectors, Graders	550	450	-100	-18.2
Assemblers & Fabricators, NEC	900	800	-100	-10.1
Mail Machine Operators	200	100	-100	-39.8

- ◆ Station installers, central office operators, directory assistance operators, typists, and computer operators are declining primarily because technological advances are reducing the need for these occupations.
- ◆ Declines in sewing machine operators, production inspectors, and assemblers/fabricators are primarily a reflection of manufacturing declines in Somerset.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACE-MENTS
Systems Analysts	270	250	10
Salespersons, Retail	250	100	150
Cashiers	190	60	140
Customer Service Representatives	170	140	30
Computer Programmers	150	80	70
General Office Clerks	150	50	110
General Managers & Top Executives	140	70	70
Telephone/CableTV Instllrs/Repairrs	140	110	40
Waiters & Waitresses	120	30	100
Clerical Supervisors	120	60	60

- ◆ These occupations will comprise 25 percent of the county's projected annual openings.
- ◆ Six of these occupations are among the county's ten largest.
- ◆ Four of these occupations -- systems analysts, customer service representatives, computer programmers, and telephone/cable installers -- will have more openings as a result of new than replacement jobs.

Sussex County

- ◆ Sussex County is expected to enjoy total employment growth of over 16 percent and add 5,550 jobs over the 1996- 2006 period. The county's projected employment growth is significantly higher than the state's overall.
- ◆ The service sector, with 3,500 new jobs, will account for over 60 percent of the total job growth in Sussex.
- ◆ The four industries expected to add the most new jobs are all service industries: health, business, amusement and recreation, and social services.
- ◆ Wholesale trade employment in Sussex will grow nearly three times as fast as in the state (29.4% vs. 9.7%), while retail trade will grow nearly twice as fast (11.5% vs. 6.8%).

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	34,150	39,700	100.0	100.0	5,550	16.3	1.5
Goods-producing Industries	4,450	4,550	13.1	11.5	100	2.4	0.2
Mining	200.0	150.0	0.5	0.4	0.0	-10.0	-1.0
Construction	1,650	1,900	4.8	4.8	250	15.5	1.5
Manufacturing	2,650	2,500	7.7	6.3	-150	-5.1	-0.5
Service-producing Industries	29,650	35,150	86.9	88.5	5,450	18.4	1.7
Transportation, Communication, Utilities	1,750	1,800	5.1	4.5	50	3.6	0.4
Wholesale Trade	1,200	1,550	3.5	3.9	350	29.4	2.6
Retail Trade	6,400	7,150	18.8	18.0	750	11.5	1.1
Finance, Insurance, Real Estate	2,150	2,250	6.4	5.6	50	2.6	0.3
Services	11,250	14,700	32.9	37.1	3,500	31.0	2.7
Public Service, incl. Education	6,900	7,700	20.3	19.4	750	11.1	1.1

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
80	Health services	3,500	4,400	900
73	Business services	1,550	2,400	850
79	Amusement & recreation services	1,500	2,200	750
83	Social services	1,300	1,750	450
50	Wholesale trade-durable goods	900	1,250	300
58	Eating & drinking places	1,900	2,200	300
17	Special trade contractors	1,250	1,500	250
87	Engineering & management svcs	550	700	150
55	Automotive dealers & svc stations	1,200	1,350	100
59	Miscellaneous retail	850	1,000	100

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
30	Rubber & misc. plastics products	700	600	-100
35	Industrial machinery & equipment	250	200	-50
60	Depository institutions	550	500	-50
48	Communications	400	350	0
27	Printing & publishing	300	300	0
41	Local & interurban passngr transit	700	700	0
15	General building contractors	350	350	0
32	Stone, clay, and glass products	250	250	0
28	Chemicals & allied products	300	300	0
51	Wholesale trade-nondurable goods	300	300	50

Sussex County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replacements
	1996	2006	1996	2006					
Total, All Occupations	35,750	41,500	100.0	100.0	5,750	16.2	1,370	580	800
Executive, Administrative, & Managerial	1,800	2,100	5.0	5.1	300	16.5	70	30	40
Professional, Paraprofessional, & Technical	8,350	10,200	23.3	24.6	1,850	22.4	340	190	160
Marketing & Sales Occupations	4,050	4,650	11.3	11.3	650	15.7	180	60	120
Administrative Support & Clerical	6,400	6,900	17.8	16.6	500	8.0	170	50	120
Service Occupations	7,300	8,850	20.4	21.4	1,550	21.5	380	160	220
Landscaping & Animal Care	500	700	1.5	1.7	150	32.3	20	20	10
Production, Craft, & Repair	3,400	3,800	9.5	9.2	400	12.4	110	40	60
Operators, Fabricators, & Laborers	3,950	4,300	11.1	10.3	300	7.8	110	30	80

- ◆ All occupational categories are projected not only to increase during the projection period, but also to do so at a rate faster than in the state as a whole. Professional and service occupations are expected to increase their combined share of employment to 46 percent in 2006, with each holding a larger share in Sussex than in New Jersey as a whole. Professional occupations are expected to add 1,850 new jobs, the most of any occupational category. More than 90% of professional growth will be within the service-industry sector. More than half of the projected new professional jobs will be in education- or health-related occupations. Service occupations, providing the second largest number of new jobs (1,550), are expected to have their greatest expansion in the health care, recreation, and business services industries. Most (81%) new service jobs will be in food and beverage preparation, health service, or personal service occupations.
- ◆ Executive, administrative, and managerial occupations and landscaping and animal care occupations are also expected to increase their shares of total employment during the projection period. Health services, education, and business services will be among the areas with the largest managerial growth. Although landscaping and animal care is the county's smallest occupational group, Sussex is projected to continue to have the highest percentage of landscaping and animal care occupations in New Jersey, with the highest percent increase as well.
- ◆ Several occupational categories -- marketing and sales; administrative support; operators, fabricators, and laborers; and production, craft, and repair -- are expected to grow more slowly than the county average, thereby reducing their share of employment during the projection period. Slower growth in administrative support occupations reflects nationwide increases in office automation; slower growth in operators, fabricators, and laborers and production, craft, and repair occupations reflects nationwide productivity increases and technology advances as well as a decline in manufacturing.
- ◆ A slightly larger proportion of annual openings will be new jobs (42%) than in New Jersey as a whole (36%). This is a result of faster growth in Sussex, which more than offsets its larger proportion of service occupations, which have higher than average replacement rates.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

SUSSEX COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Teachers, Elementary	1,050	1,300	200	19.2
Instructors & Coaches, Sports	300	500	200	68.5
Cashiers	1,050	1,200	200	18.5
Nursing Aides & Orderlies	600	750	150	28.2
Systems Analysts	150	300	150	130.2
Teachers, Secondary School	800	950	150	19.1
Salespersons, Retail	850	1,000	150	17.5
Waiters & Waitresses	700	850	150	19.8
Home Health Aides	200	350	150	66.3
Food Preparation Workers	500	650	100	24.5

- ◆ These ten occupations make up 30 percent of total projected job growth.
- ◆ All ten growth occupations, except salesperson and cashier, are in the professional or service categories.
- ◆ Three are education-related due to a projected rise in the school-age population.
- ◆ Only one is computer-related; computer-related jobs will make up four percent of all growth and 14 percent of professional growth.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Typists, Incl Word Processing	250	250	-50	-16.1
Sewing Machine Operators, Garment	150	100	-50	-30.9
Stock Clerks, Sales Floor	550	500	-50	-7.1
Welfare Eligibility Workers	50	50	0	-36.4
Machinists	150	100	0	-15.3
Crossing Guards	100	50	0	-20.0
Mail Machine Operators	50	0	0	-50.0
Computer Operators, Excl Peripheral	50	50	0	-21.8
Hand Workers, NEC	100	100	0	-10.3
Production Inspectors, Graders	50	50	0	-15.5

- ◆ Four of the occupations with the greatest decline fall within the production, craft, and repair or operator, fabricator, and laborer categories.
- ◆ Most declining occupations are small, with small decreases.
- ◆ Many occupations are decreasing because of increased automation and manufacturing declines.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	60	20	50
Waiters & Waitresses	50	10	40
Teachers, Elementary	40	20	20
Salespersons, Retail	40	20	30
Teachers, Secondary School	40	20	20
Food Preparation Workers	40	10	30
General Office Clerks	30	10	20
General Managers & Top Executives	30	10	10
Nursing Aides & Orderlies	30	20	10
Janitors & Cleaners	20	10	20

- ◆ These occupations make up 28 percent of projected annual openings.
- ◆ Of the ten occupations with the most annual openings, only nursing aides will provide more new than replacement jobs.
- ◆ Eight of these occupations (all except nursing aides and food preparation workers) are also among the county's ten largest occupations.

Union County

- ◆ While Union County is projected to experience slow growth (3.5 percent), it will still add 8,200 new jobs between 1996 and 2006 because of its large base.
- ◆ The service-producing industries will account for nearly all the growth in Union County, making up for large losses in manufacturing employment (4,800).
- ◆ Health services, business services, and social services, the three industries with the greatest projected employment growth, will account for 85 percent of the net total growth in Union.
- ◆ Union County is the third fastest growing county in New Jersey in terms of growth in government employment, with a 9.5 percent growth rate or 2,650 new jobs. This is nearly three times faster than the statewide average of 3.4 percent.

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Number	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	234,200	242,400	100.0	100.0	8,200	3.5	0.3
Goods-producing Industries	57,550	53,000	24.6	21.9	-4,550	-7.9	-0.8
Mining	-	-	-	-	-	-	-
Construction	8,550	8,800	3.7	3.6	250	2.7	0.3
Manufacturing	48,950	44,200	20.9	18.2	-4,800	-9.8	-1.0
Service-producing Industries	176,650	189,400	75.4	78.1	12,750	7.2	0.7
Transportation, Communication, Utilities	19,500	20,150	8.3	8.3	650	3.3	0.3
Wholesale Trade	18,600	18,650	7.9	7.7	50	0.3	0.0
Retail Trade	31,250	32,150	13.3	13.3	900	2.9	0.3
Finance, Insurance, Real Estate	12,100	12,200	5.2	5.0	100	1.0	0.1
Services	67,150	75,500	28.7	31.1	8,350	12.4	1.2
Public Service, incl. Education	28,100	30,750	12.0	12.7	2,650	9.5	0.9

Ten Industries with the Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
80	Health services	22,350	25,700	3,350
73	Business services	13,650	16,150	2,500
83	Social services	3,250	4,450	1,200
47	Transportation services	2,150	3,050	900
75	Auto repair, services, & parking	2,350	2,800	450
82	Education Services	2,950	3,400	400
58	Eating & drinking places	8,850	9,250	400
54	Food stores	6,850	7,150	300
50	Wholesale trade-durable goods	10,850	11,150	300
48	Communications	3,650	3,950	250

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
44	Water transportation	3,250	2,150	-1,100
35	Industrial machinery & equipment	3,600	2,600	-1,000
34	Fabricated metal products	5,100	4,200	-900
87	Engineering & management svcs	7,250	6,400	-850
28	Chemicals & allied products	16,200	15,350	-850
60	Depository institutions	3,500	2,900	-600
36	Electronic & other electric equip	1,550	1,050	-500
30	Rubber & misc. plastics products	3,550	3,100	-450
39	Misc. manufacturing industries	750	450	-350
27	Printing & publishing	3,950	3,650	-300

Union County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replace- ments
	1996	2006	1996	2006					
Total, All Occupations	245,100	253,600	100.0	100.0	8,500	3.5	6,350	850	5,500
Executive, Administrative, & Managerial	15,200	15,950	6.2	6.3	750	4.8	390	70	320
Professional, Paraprofessional, & Technical	51,850	57,150	21.2	22.5	5,300	10.2	1,540	530	1,010
Marketing & Sales Occupations	27,750	29,150	11.3	11.5	1,400	5.1	880	140	740
Administrative Support & Clerical	50,150	48,800	20.5	19.3	-1,300	-2.6	950	0	950
Service Occupations	33,700	37,150	13.7	14.7	3,450	10.3	1,330	350	990
Landscaping & Animal Care	1,550	1,800	0.6	0.7	200	14.4	50	20	20
Production, Craft, & Repair	27,300	26,950	11.1	10.6	-350	-1.3	590	0	590
Operators, Fabricators, & Laborers	37,650	36,700	15.4	14.5	-950	-2.5	880	0	880

- ◆ Following state trends, professional and service occupations are expected to increase their share of Union County's occupational employment. Union county is expected to experience New Jersey's largest decline in the clerical support; operator, fabricator, and laborer; and production, craft, and repair categories during the projection period. Nevertheless, Union is projected to continue to have a higher-than-average proportion of executive and blue-collar jobs as well as a lower proportion of service jobs.
- ◆ Professional and service occupations are projected to supply 8,750 new jobs. Professional occupations, supplying the largest gain, are expected to grow in all sectors except durable manufacturing. Reflecting state and national trends, their biggest gains will be in the service-industry sector, led by health, business, and educational services. More than half of all new professional jobs will be education- and computer-related. Service occupations will also show their largest increases in the service-industry sector, with 48 percent of projected service jobs in health-related occupations.
- ◆ The executive and managerial and the marketing and sales occupational groups are projected to grow faster than average. Both the executive and the sales categories are expected to grow in all industry sectors except manufacturing. Both will have their most significant gains in health care and educational services.
- ◆ The declining clerical support; operator, fabricator, and laborer; and production, craft, and repair occupations are expected to experience their most significant losses in the manufacturing sector. Clerical support occupations are expected to experience their greatest losses in the banking and chemical industries; the blue-collar occupations will experience their greatest losses in industrial machinery and water transportation.
- ◆ More than 85 percent of projected annual openings will be replacement openings. In spite of expected declines, 2,420 jobs (38% of annual openings) will be provided by the large clerical and blue-collar categories.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

UNION COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Systems Analysts	1,200	2,050	850	73.0
Home Health Aides	1,100	1,800	700	64.5
Cashiers	4,800	5,350	550	11.4
Adjustment Clerks	1,200	1,650	450	37.3
Salespersons, Retail	5,300	5,750	450	8.5
Nursing Aides & Orderlies	2,300	2,750	450	19.0
Teachers, Elementary	3,400	3,800	400	11.1
Child Care Workers	1,100	1,450	350	32.7
Reception/Information Clerks	2,050	2,300	300	14.1
Teachers, Secondary School	2,600	2,850	300	10.8

- ◆ These ten occupations constitute 56 percent of projected occupational growth.
- ◆ Six of the ten are professional or service occupations.
- ◆ The growth of adjustment and information clerks (customer service representatives) reflects the growth of people-oriented clerical occupations, while the machine-oriented clerical occupations are declining as a result of increased office automation.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Secretaries, Ex Legal or Medical	6,950	6,150	-850	-11.9
Bookkeeping, Accounting, Audit Clk	5,000	4,400	-600	-12.0
Typists, Incl Word Processing	1,700	1,300	-400	-22.3
Stock Clerks, Sales Floor	2,750	2,450	-250	-9.3
First Line Supervisors: Production	1,950	1,750	-250	-11.8
Assemblers & Fabricators, NEC	2,050	1,850	-200	-10.3
Machinists	1,100	900	-200	-19.4
Bank Tellers	1,050	850	-200	-18.8
Computer Operators, Exc Peripheral	550	400	-200	-34.3
Mail Machine Operators	400	200	-200	-48.7

- ◆ All the declining occupations listed reflect state and national trends exacerbated in Union because of heavy manufacturing declines.
- ◆ The largest projected declines for production supervisors are in durable manufacturing and the chemical industry.
- ◆ The largest projected declines for machinists and assemblers are in the industrial machinery and the electronic machinery industries.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	260	50	210
Salespersons, Retail	210	50	170
Waiters & Waitresses	150	0	140
General Office Clerks	140	0	140
Food Preparation Workers	130	30	100
Secretaries, Ex Legal or Medical	120	0	120
General Managers & Top Executives	120	10	100
Teachers, Secondary School	110	30	80
Teachers, Elementary	100	40	70
Helpers & Laborers, NEC	100	10	100

- ◆ Six of these occupations are among the county's ten largest. Two declining occupations and four high-growth occupations are included.
- ◆ All occupational categories except landscaping and production, craft, and repair are represented on this list, illustrating a diverse economic base.
- ◆ All occupational groups listed will have more replacement than new openings.

Warren County

- ◆ With a modest growth rate of 7.2 percent, Warren County is projected to have 2,400 new jobs by 2006.
- ◆ Warren County had the highest percentage of manufacturing jobs of any county in New Jersey, with 24.2 percent in 1996. With a projected loss of 550 jobs, manufacturing employment will decline by 6.8 percent, less than the statewide decline of 9.9 percent.
- ◆ Retail trade will experience much faster growth (12.5%) in Warren County than in the state (6.8%).
- ◆ Health services, Warren County's largest industry, is projected to add the most new jobs (700) by 2006, followed by food stores (250) and miscellaneous retail (200).

ESTIMATED AND PROJECTED EMPLOYMENT BY INDUSTRY

INDUSTRY TITLE	EMPLOYMENT				CHANGE: 1996-2006		
	Number		Percent		Total	Percent	
	1996	2006	1996	2006		Total	Annual
Total Nonfarm Employment	33,450	35,850	100.0	100.0	2,400	7.2	0.7
Goods-producing Industries	9,450	9,000	28.2	25.0	-450	-5.0	-0.5
Mining	-	-	-	-	-	-	-
Construction	1,250	1,350	3.7	3.7	100	6.5	0.6
Manufacturing	8,100	7,550	24.2	21.1	-550	-6.8	-0.7
Service-producing Industries	24,000	26,900	71.8	75.0	2,900	12.0	1.1
Transportation, Communication, Utilities	1,750	1,900	5.2	5.3	150	9.7	0.9
Wholesale Trade	900	950	2.6	2.6	50	7.2	0.7
Retail Trade	6,600	7,450	19.8	20.7	800	12.5	1.2
Finance, Insurance, Real Estate	900	900	2.7	2.5	0	0.6	0.1
Services	8,300	9,800	24.9	27.3	1,450	17.6	1.6
Public Service, incl. Education	5,550	5,950	16.6	16.5	350	6.4	0.6

Ten Industries With The Greatest Projected Employment Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
80	Health services	2,850	3,550	700
54	Food stores	1,500	1,700	250
59	Miscellaneous retail	1,100	1,300	200
7	Agricultural services	400	550	150
52	Building materials & grdn supplies	250	400	150
53	General merchandise stores	750	900	150
79	Amusement & recreation services	450	600	150
83	Social services	1,200	1,300	100
58	Eating & drinking places	1,700	1,800	100
42	Trucking & warehousing	600	700	100

Ten Industries with the Greatest Projected Employment Decline or Least Growth, 1996-2006

SIC	INDUSTRY TITLE	Employment		Change:
		1996	2006	1996-2006 Number
35	Industrial machinery & equip	1,150	900	-200
30	Rubber & misc. plastics products	1,100	1,050	-100
36	Electronic & other electric equip	1,100	1,000	-100
82	Education Services	700	650	-50
28	Chemicals & allied products	1,700	1,650	-50
34	Fabricated metal products	300	250	-50
56	Apparel & accessory stores	250	200	-50
48	Communications	500	450	-50
49	Electric, gas, & sanitary services	250	250	0
15	General building contractors	350	350	0

Warren County

ESTIMATED AND PROJECTED EMPLOYMENT BY OCCUPATION*

OCCUPATIONS	EMPLOYMENT				CHANGE: 1996-2006		AVERAGE ANNUAL JOB OPENINGS		
	Number		Percent		Number	Percent	Total	New Jobs**	Replaces
	1996	2006	1996	2006					
Total, All Occupations	34,900	37,450	100.0	100.0	2,550	7.3	1,040	260	780
Executive, Administrative, & Managerial	1,950	2,050	5.5	5.4	100	5.7	50	10	40
Professional, Paraprofessional, & Technical	7,350	8,150	21.0	21.7	800	11.0	210	80	130
Marketing & Sales Occupations	4,300	4,950	12.3	13.2	650	14.9	190	60	130
Administrative Support & Clerical	5,700	5,750	16.3	15.4	50	1.2	110	10	110
Service Occupations	5,700	6,350	16.3	17.0	700	12.1	240	70	170
Landscaping & Animal Care	400	550	1.2	1.5	150	32.0	20	10	10
Production, Craft, & Repair	3,900	3,950	11.1	10.6	100	2.2	90	10	80
Operators, Fabricators, & Laborers	5,650	5,700	16.3	15.2	0	0.3	120	0	120

- ◆ Service and professional occupations are projected to provide 59 percent of Warren County's job growth. Professional occupations are expected to add the largest number of new jobs -- 800. Reflecting state trends, this occupational category will be growing in all industry sectors except manufacturing, with its greatest increase in the service-industry sector. More than two thirds (69%) of all new professional jobs will be in health- or education-related occupations. Elementary and secondary school teachers will furnish the largest number of job openings in this category. This is, to a large extent, a result of the population growth among school-age children.
- ◆ Service occupations are projected to pass administrative and clerical occupations to become the second largest occupational group in 2006. The bulk of this growth will be in the service-industry sector, supplemented by growth in the trade and the transportation, communication, and public utilities sectors. More than two-thirds (69%) of projected new service jobs will fall within the health service or food preparation occupational clusters.
- ◆ Marketing and sales occupations and landscaping and animal care occupations are also projected to grow faster than average. Landscaping occupations are expected to comprise one and one-half percent of Warren's employment -- more than double its average share in New Jersey.
- ◆ All occupational categories are expected to grow. Executive occupations, along with administrative support; operators, fabricators, and laborers; and production, craft, and repair are projected to have slower than average growth. The growth of operators, fabricators, and laborers (2.2%) and production, craft, and repair (.3%) will be much slower in Warren than in New Jersey as a whole (4.2% and 4.0%, respectively). Because Warren has the highest proportion of manufacturing industries in the state, declines in manufacturing are exerting greater downward pressure on occupational growth rates. Nevertheless, in 2006 these occupational groups will still comprise 25 percent of employment versus 20 percent in New Jersey.
- ◆ New jobs are expected to make up 25 percent of annual openings during the projection period, as opposed to 36 percent for New Jersey, because of Warren's slower growth rate.

* Occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total. Totals may not add due to rounding. Employment is rounded to the nearest fifty; job openings to the nearest ten. Percent changes based on unrounded data.

** The Average Annual New Jobs do not equal Employment Change divided by ten years. For Average Annual Job Openings, New Jobs are counted as zero for declining occupations, since no net job growth is projected. Employment Change, the difference between 1996 and 2006 employment totals, includes projected declines as well as additions.

WARREN COUNTY

OCCUPATIONS WITH THE GREATEST EMPLOYMENT GROWTH

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Salespersons, Retail	1,150	1,400	250	22.6
Cashiers	1,000	1,200	200	22.1
Marketing/Sales Supervisors	600	700	100	15.3
Nursing Aides & Orderlies	400	450	100	22.6
Teachers, Elementary	800	850	100	10.7
Food Preparation Workers	400	450	100	20.4
Laborers, Landscape/Groundskpng	250	300	100	31.4
Teachers, Secondary School	600	650	50	10.7
Truck Drivers, Heavy	400	450	50	15.1
Food Batchmakers	150	200	50	44.1

- ◆ The top ten occupations will provide 43 percent of projected new jobs.
- ◆ The top three occupations are all in the marketing and sales category.
- ◆ Warren is unique in having landscaping laborers among the top ten; this is a result of projected gains in the agricultural services industry.

OCCUPATIONS WITH THE GREATEST EMPLOYMENT DECLINE

OCCUPATION	EMPLOYMENT		CHANGE	
	1996	2006	EMPL.	PCT.
Secretaries, Excl Legal or Medical	850	800	-50	-7.1
Typists, Incl Word Processing	200	150	-50	-21.1
Assemblers & Fabricators, NEC	350	300	-50	-11.1
Machinists	200	150	-50	-20.0
Bookkeeping, Accounting, Audit Clk	600	550	-50	-5.5
First Line Supervisors: Production	350	300	-50	-9.9
Service Station Attendants	300	250	-50	-10.9
Production Inspectors, Graders	150	150	-50	-15.5
Communication Operators, NEC	50	0	0	-48.8
Janitors & Cleaners	650	650	0	-3.1

- ◆ Most of the declining occupations reflect state and national trends: technological advances, increasing office automation, greater productivity resulting in a need for fewer workers in the manufacturing sector, and the decline of manufacturing industries in Warren.
- ◆ All ten occupations with the greatest decline are in the clerical; operator, fabricator, and laborer; production, craft, and repair, or service occupational groups.

OCCUPATIONS WITH THE MOST ANNUAL OPENINGS

OCCUPATION	AVERAGE ANNUAL JOB OPENINGS		
	TOTAL	NEW JOBS**	REPLACEMENTS
Cashiers	70	20	40
Salespersons, Retail	60	30	40
Waiters & Waitresses	30	0	30
Food Preparation Workers	30	10	20
Teachers, Secondary School	20	10	20
Teachers, Elementary	20	10	20
General Office Clerks	20	0	20
Marketing/Sales Supervisors	20	10	10
Combin Food Prep/Service Workers	20	0	20
General Managers & Top Executives	20	0	10

- ◆ Seven of the occupations with the most annual openings are also the largest.
- ◆ All but marketing/sales supervisors will have more replacement than new openings, although several are on the list of occupations with the most growth.
- ◆ Seven of these occupations (all but teachers and combination food preparation workers) are also on New Jersey's list of occupations with the most annual openings.

APPENDICES

APPENDIX 1

State of New Jersey Estimated and Projected Employment* By Industry, 1996-2006							
Industry Title	Employment				Change 1996-2006		
	1996	Pct.	2006	Pct.	Number	Percent	
						Total	Annual
Total Nonfarm Employment	3,639,900	100.0	4,046,900	100.0	406,900	11.2	1.1
Goods-Producing	610,500	16.8	573,300	14.2	-37,200	-6.1	-0.6
Mining	1,900	-	2,000	-	100	5.1	0.5
Construction	123,400	3.4	134,200	3.3	10,800	8.8	0.8
Manufacturing	485,300	13.3	437,200	10.8	-48,100	-9.9	-1.0
Nondurable Manufacturing	292,200	8.0	272,700	6.7	-19,600	-6.7	-0.7
Durable Manufacturing	193,000	5.3	164,500	4.1	-28,500	-14.8	-1.6
Service-Producing	3,029,400	83.2	3,473,500	85.8	444,100	14.7	1.4
Transportation, Communications, Utilities	249,000	6.8	278,700	6.9	29,600	11.9	1.1
Wholesale Trade	268,700	7.4	294,800	7.3	26,100	9.7	0.9
Retail Trade	586,600	16.1	626,500	15.5	40,000	6.8	0.7
Finance, Insurance, and Real Estate	231,600	6.4	250,900	6.2	19,300	8.3	0.8
Services	1,121,800	30.8	1,431,700	35.4	309,900	27.6	2.5
Public Sector, With Public Education	571,700	15.7	590,900	14.6	19,200	3.4	0.3

*Notes: The industry employment data are based on nonfarm payroll employment and do not match occupational data, which include self-employed and unpaid family workers.

Totals may not add due to rounding. Employment data are rounded to the nearest hundred. Percentages and percent changes are based on unrounded data.

Prepared by: *N.J. Department of Labor
Labor Market & Demographic Research
Occupational and Demographic Research*

APPENDIX 1

State of New Jersey
Estimated and Projected Employment
By Major Occupational Group, 1996-2006

Occupational Title	1996 Number	2006 Number	Change:1996-2006		Annual Average Job Openings		
			Number	Pct.	Total	New Jobs	Replac- ments
Total All Occupations	3,820,600	4,245,400	424,700	11.1	135,880	48,890	87,000
Managers & Administrators	223,300	253,600	30,300	13.6	7,800	3,090	4,710
Professional & Technical Occupations	835,700	986,800	151,100	18.1	31,750	15,270	16,490
Marketing and Sales Occupations	492,200	550,000	57,800	11.7	19,350	6,120	13,230
Administrative Support Occupations, Incl. Clerical	794,400	835,200	40,800	5.1	21,770	6,800	14,980
Service Occupations	614,500	720,200	105,700	17.2	28,860	10,760	18,100
Landscaping & Animal Care Occupations	27,400	32,600	5,300	19.2	1,200	530	680
Production, Craft, & Repair	350,300	365,100	14,800	4.2	10,310	2,690	7,620
Operators, Fabricators & Laborers	482,800	501,800	19,100	3.9	14,850	3,640	11,210

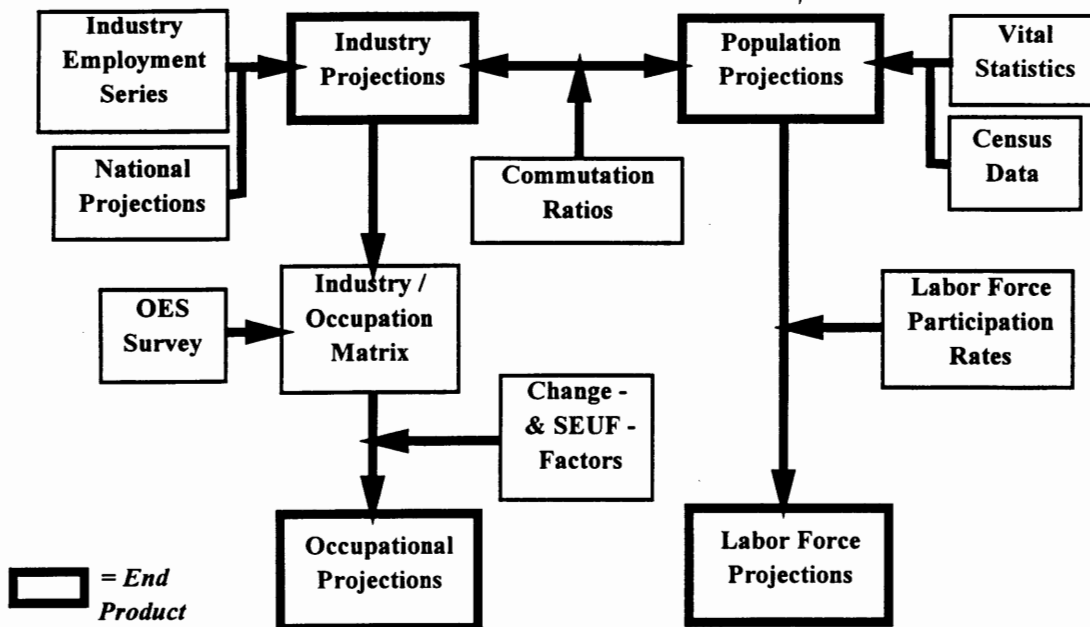
For "Total All Occupations" the Average Annual New Jobs will not equal annualized "Employment Change" since, for declining occupations, new jobs are tabulated as zero since no net job growth is projected, while the employment change is based solely on the difference between 1996 and 2006 employment totals. Note that occupational data include estimates of self-employed and unpaid family workers and are not directly comparable to the industry employment total.

NOTE: Totals may not add due to rounding. Employment data are rounded to nearest hundred. Percentages and percent changes are based on unrounded data.

Prepared by: **N.J. Department of Labor**
Labor Market & Demographic Research
Occupational and Demographic Research



New Jersey Department of Labor Projections System



DEFINITION OF FLOWCHART TERMS

Change Factors: adjustments to industry staffing patterns which reflect the expected change in the occupational make-up of each industry due to changes in technology, business practices, etc.

Commutation Ratios: the ratio of nonfarm jobs in New Jersey to the number of employed residents.

Industry Employment Series: non-farm wage & salary employment as defined in Appendix 2 on page 74.

Industry/Occupation Matrix: occupational staffing patterns by industry developed from data collected through the OES Survey.

Labor Force Participation Rates: percentage of the civilian, non-institutional, 16-and-older population that is in the labor force.

Occupational Projections: result of applying the OES staffing patterns (each industry's estimated percent distribution by occupation) to the industry employment projections.

OES Survey: see Appendix 2, page 76.

SEUF Factors: ratios which reflect the estimated number of both self-employed and unpaid-family workers for each occupation, neither of which is included in either the industry employment or the OES survey estimates.

Vital Statistics: official resident birth and death records from the New Jersey Department of Health.

APPENDIX 2

DATA CONCEPTS AND RECONCILIATION

Nonfarm Salary and Wage Employment: The *industry* employment projections are for nonfarm wage and salary employment. This employment series measures jobs by place of business, is based on company or establishment payroll data, and *excludes* farm employment, the self-employed, and unpaid family workers. This is the employment definition used in the Division's Current Employment Statistics (CES) program.

Occupational Employment Estimates and Projections: The occupational employment estimates and projections represent occupational employment by place of business. This employment series includes the nonfarm wage and salary employment defined above *plus* estimates of self-employed and unpaid family workers.

Resident Employment: Resident employment measures employed persons by place of residence (as opposed to place of work). Total resident employment includes nonfarm wage and salary employment, self-employed, unpaid family workers, and total agricultural (farm) employment.

Unemployed: Persons who are not currently employed but are *actively seeking employment* and are available to accept jobs should they be offered one.

Civilian Labor Force: All civilians (persons who are not members of the Armed Forces and are not institutionalized) 16 years old and over who are employed or unemployed (as defined above).

Demographic and Economic Trends					
New Jersey: 1996-2006					
(In Thousands)					
	Employment		Empl. Change	Percent Change	
	1996	2006		Total	Annual
Workplace Employment					
Nonfarm Wage & Salary Employment (Industry)	3,639.9	4,046.9	406.9	11.2	1.1
+ Self-employed and Unpaid Family Workers	180.7	198.5	17.8	9.8	.9
= Occupational Employment	3,820.6	4,245.4	424.7	11.1	1.1
Population and Labor Force					
Total Population	7,987.9	8,436.6	448.7	5.6	0.5
Population 16 Years of Age and Older	6,120.3	6,497.2	376.9	6.3	0.6
Civilian Labor Force *	4,162.6	4,467.7	305.1	7.3	0.7
Unemployed	258.1	241.2	-16.9	-6.5	-0.7
Unemployment Rate **	6.2%	5.4%			
Resident Employment	3,904.5	4,226.5	322.0	8.2	0.8

* The 1996 labor force is a Census-consistent estimate which carries a 38,200 difference between the 1990 Census count and the 1990 Current Population Survey (CPS) estimate.

** The 1996 unemployment rate is an annual average.

APPENDIX 2

METHODOLOGY

To understand and effectively use the county employment projections presented in this publication, it is essential that users have a clear understanding of the methodologies used to develop these projections.

COUNTY INDUSTRY EMPLOYMENT PROJECTIONS

Preliminary county industry projections at the two-digit Standard Industry Classification (SIC) level were based on time-series and regression analysis. In general, county data at the two-digit industry level were regressed against time and as a share of state employment at the two-digit industry level. The county two-digit industry employment projections were controlled to the state two-digit industry employment projections.

Models were also run using population as an independent variable for industries, which are sensitive to population changes. Generally, these industries are in the transportation, communications, and public utilities, retail trade, and service industry sectors.

The actual model and the time period used for specific industries varied based on an analysis of the industry and the factors affecting the time series for the industry. In the analysis of industry trends, cyclical fluctuations were considered, but no attempt was made to predict if the projection year would be a peak or trough year in the business cycle since these are long-term projections.

The preliminary county industry employment projections were adjusted if there was known independent information about future events which would impact the employment projections for a given industry. Usually, this information was about a future plant opening or closing.

These preliminary projections were then internally reviewed for reasonableness and consistency in terms of present conditions, projected longer-term trends, and known future events. Following this review, the two-digit industries were aggregated into the major industry sectors presented in this publication.

COUNTY OCCUPATIONAL EMPLOYMENT PROJECTIONS

Occupational growth or decline is determined in large part by growth or decline in the industries in which an occupation is prevalent. As a result, the industry employment projections are a key input into the development of the occupational employment projections.

County industry employment estimates and projections are converted into occupational employment estimates and projections by applying an industry/occupation (I/O) matrix to base (1996) and projected year (2006) employment. The I/O matrix is developed from data collected from the Occupational Employment Statistics (OES) survey program, which is described in more detail on the following page.

The staffing patterns for the projected year are adjusted to account for expected changes in business practices and technology, which, over time, will significantly impact the occupational employment distribution found in many industries. Estimates of self-employed and unpaid family workers, the totals of which are controlled to the Current Population Survey's 1996 annual averages, are added to the occupational employment estimates (1996) and projections (2006).

Estimates of total annual average job openings are a critical component of the occupational employment estimates and projections program. Total job openings are comprised of openings due to new jobs resulting from employment growth or expansion plus openings due to "net replacement needs." For occupations with declining employment, average annual new jobs will equal zero.

APPENDIX 2

Estimates of job openings due to replacement needs are based on data from the Current Population Survey (CPS) and represent the need to replace workers who change occupations or leave the labor force for reasons such as retirement, death, family, education, etc., but exclude job transfers within the same occupation. "Net" replacement needs represent the replacement openings which are not filled by current members of the workforce, thereby providing an indication of the opportunities available in that occupation to new workforce entrants.

OCCUPATIONAL EMPLOYMENT STATISTICS (OES) SURVEY

The OES survey is a mail survey of a sample of establishments in the nonfarm wage and salary sector of the economy designed to obtain occupational employment by industry. The survey, conducted over a three-year recurring cycle, is a cooperative effort between the New Jersey Department of Labor and the U.S. Bureau of Labor Statistics (BLS). Manufacturing, hospitals, and agricultural service industries are surveyed in the first year of the cycle while half of the remaining industries are surveyed in each of the next two years. The OES survey is based on a random sample, stratified by industry and firm employment size, and is designed to represent the total or "universe" of establishments.

The OES survey is designed to provide current estimates of occupational employment by industry. When the OES survey cycle has been completed, these data are used to construct an industry/occupation (I/O) matrix that is a key component in the development of the occupational employment estimates and projections.

The sample of employers for the OES survey in New Jersey has been expanded to accommodate the need for county occupational employment estimates. In developing county occupational employment estimates by industry, statewide staffing patterns are substituted in cases where the county data are not sufficient to support estimates.

In 1996 the Occupational Employment Statistics (OES) program began collecting wage rate data along with occupational employment data in every State. In addition, the program's three-year survey cycle was modified to collect data from all covered industries each year. Prior to 1996, the OES program collected only occupational employment data for selected industries in each year of the three-year survey cycle.

OUTSIDE REVIEW OF THE PRELIMINARY EMPLOYMENT PROJECTIONS

The preliminary county industry and occupational employment projections were reviewed by staff in the Division of Labor Market and Demographic Research to ensure the reasonableness of the projections in light of present conditions, emerging trends at the state or local level, and any known developments. Local experts from outside of the Division in a series of focus group meetings also reviewed the county employment projections.

The willingness of those people who shared their insight and expertise is appreciated. However, the final responsibility for these projections rests solely with the Division of Labor Market and Demographic Research.

APPENDIX 2

MAJOR INDUSTRY SECTORS: DEFINITIONS

For the purposes of this publication, the major industry sectors are defined below.

MINING: includes establishments primarily engaged in any of the following: extraction of minerals or gases; quarrying; well operations; milling (e.g., crushing, screening, washing, flotation) and other preparation customarily done *at the mine site*. Includes exploration and development of mineral properties.

CONSTRUCTION: includes establishments primarily engaged in construction, which includes new work, additions, alterations, reconstruction, installation, and repairs. This sector is comprised of three primary groups: building construction by general contractors (construction of dwellings, office buildings, stores, farm buildings, and other building construction projects); heavy construction other than buildings (highways, pipelines, communication and power lines, sewer and water mains, etc.); and special trade contractors other than heavy construction (plumbing, painting, and electrical construction work).

MANUFACTURING: includes establishments primarily engaged in the mechanical or chemical transformation of materials or substances into new products. Also includes establishments engaged in food and beverage processing, apparel jobbing, publishing, as well as assembling component parts of manufactured products or the blending of materials such as lubricating oils, plastics resins, or liquors. *Durable goods manufacturing* (SIC 24, 25, 32-39) includes industries producing products which generally are expected to last three years or more. Output and employment in durable goods manufacturing tends to be sensitive to the business cycle. *Nondurable goods manufacturing* (SIC 20-23, 26-31) includes industries producing products which generally have shorter life spans and are less sensitive to the business cycle.

TRANSPORTATION, COMMUNICATIONS, & UTILITIES: includes establishments primarily engaged in providing passenger and freight transportation; communications services; or electricity, gas, steam, water, or sanitary services to the general public or to other business enterprises. The U.S. Postal Service, which by some definitions is in this sector, is instead included under Government as defined here.

RETAIL TRADE: includes establishments primarily engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of those goods. Also included are stores such as lumberyards, gasoline service stations, and paint, glass, wallpaper, and stationary stores, which sell to both the general public, and to businesses. **Excluded** are establishments selling the above products to institutional or industrial users or to other wholesalers. Also excluded are establishments that sell office furniture, plumbing or electrical supplies, or used automobile parts.

WHOLESALE TRADE: includes establishments primarily engaged in selling merchandise to any of the following: retailers; industrial, commercial, institutional, farm, construction contractors, or professional business users; other wholesalers; or those acting as agents or brokers in buying merchandise for, or selling merchandise to, such persons or companies. **Excluded** are the specific establishments selling to contractors or business users as defined in the definition for Retail Trade.

FINANCE, INSURANCE, & REAL ESTATE: includes establishments operating primarily in the following fields: finance (depository institutions, nondepository credit institutions, holding companies, other investment companies, brokers and dealers in securities and commodity contracts, and security and commodity exchanges); insurance (carriers of all types of insurance as well as insurance agents and brokers); and real estate (owners, lessors, lessees, buyers, sellers, agents, and developers of real estate). Establishments primarily engaged in the construction of buildings for sale are included in Construction.

SERVICES, INCLUDING PRIVATE EDUCATION: includes (a) establishments primarily engaged in providing services for individuals, business and government establishments, and other organizations (i.e., establishments providing personal, business, repair, agricultural, amusement, health, legal, and engineering services; hotels; and membership organizations), and (b) privately owned schools or establishments providing academic or technical instruction as well as those providing educational services such as libraries, student exchange programs, and curriculum development.

GOVERNMENT, INCLUDING PUBLIC EDUCATION: includes (a) the executive, legislative, judicial, administrative and regulatory activities of federal, state, and local governments as well as (b) publicly owned schools (academic or technical) or public educational services such as libraries, student exchange programs, and curriculum development. Excludes beauty and barber schools and privately owned establishments providing job training for the unemployed, underemployed, and handicapped, which are included in the Services sector.

APPENDIX 2

MAJOR OCCUPATIONAL CATEGORIES: DEFINITIONS

There are eight major occupational categories defined by the Bureau of Labor Statistics.

MANAGERS & ADMINISTRATORS: includes top- and middle-level managers, administrators, and executives above the level of direct supervisor whose primary duties are policy making, planning, directing or controlling the activities of an establishment. **Examples** include financial, personnel, marketing, food service and general managers.

PROFESSIONAL, PARAPROFESSIONAL, & TECHNICAL OCCUPATIONS: include those concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary education or equivalent on-the-job training or experience is required. **Examples:** accountants, engineers, engineering technicians, scientists, science technicians, teachers, lawyers, health practitioners and technologists, as well as direct supervisors of these workers.

SALES OCCUPATIONS: includes persons selling goods or services and others related directly to sales. **Examples** include sales supervisors, insurance or real estate agents, business services sales representatives, retail salespersons, wholesale or manufacturer's sales reps, and telephone solicitors.

CLERICAL OCCUPATIONS: includes persons performing office or plant clerical tasks such as typing, filing, computer operating, record keeping (personnel, stock, production, etc.), and mail preparation or distribution. **Examples** include clerical supervisors, credit checkers, secretaries, typists, bookkeeping clerks, office machine operators, mail clerks, production clerks, stock clerks and shipping clerks.

SERVICE OCCUPATIONS: includes occupations related to protective service (police, firemen, guards), food service (waiters and waitresses, cooks, cafeteria attendants), health service (nurses' aide, medical assistant, home health aide), cleaning and building service (maids and janitors), and personal service (hairstylists, bellhops, amusement and recreation attendants).

*Service occupations should not be identified strictly with service industries. Many service occupations are frequently found in non-service industries such as government (protective service workers) and retail (food service workers). In addition, service industries, which include business services, personal services, repair services, and amusement services, do **not** employ only service workers. As with any other type of company, they employ managers, professionals, sales, clerical workers, etc., as well.*

LANDSCAPING & ANIMAL CARE OCCUPATIONS: includes workers concerned with gardening, groundskeeping, forestry, animal care, and agricultural services. **Examples:** animal caretakers, gardeners/groundskeepers, forestry and conservation workers, and the direct supervisors of these workers.

PRECISION PRODUCTION, CRAFT, & REPAIR OCCUPATIONS: includes skilled and semi-skilled workers performing tasks involving precision production, construction, and repair operations. **Examples** include mechanics, repairers and installers, construction and extractive workers, precision production workers, and supervisors of these workers or workers in the operators, fabricators and laborers category.

OPERATORS, FABRICATORS, & LABORERS: includes semi-skilled and unskilled workers performing manual and machine tasks involving machine operating, fabrication, assembly, and material handling. **Examples** include machine setters, operators, tenders; handworkers and assemblers; plant and system workers; transportation and material moving occupations; and helpers, laborers, and hand material movers.

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