

How can the **Job Vacancy Survey** be used to develop new business relationships?

April 26th, 2007

Working Together to Make a Difference:
A Conference for Massachusetts Job Developers

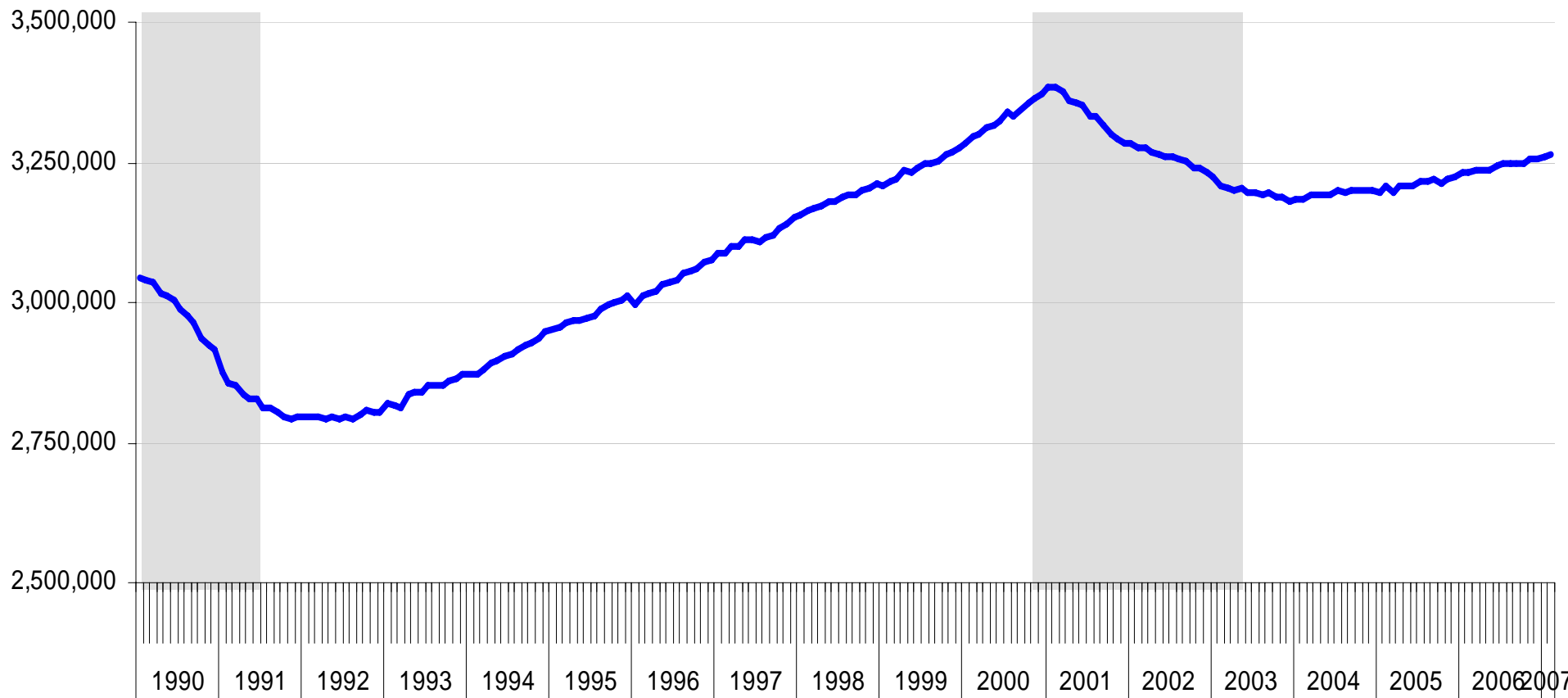
Jonathan Latner
Research and Evaluation Analyst
617-727-8158

ilatner@commcorp.org

Massachusetts Employment Trends

January, 1990 – January, 2007

Recessionary Periods: 1) December, 1988 – June 1991
2) December, 2000 – March, 2003



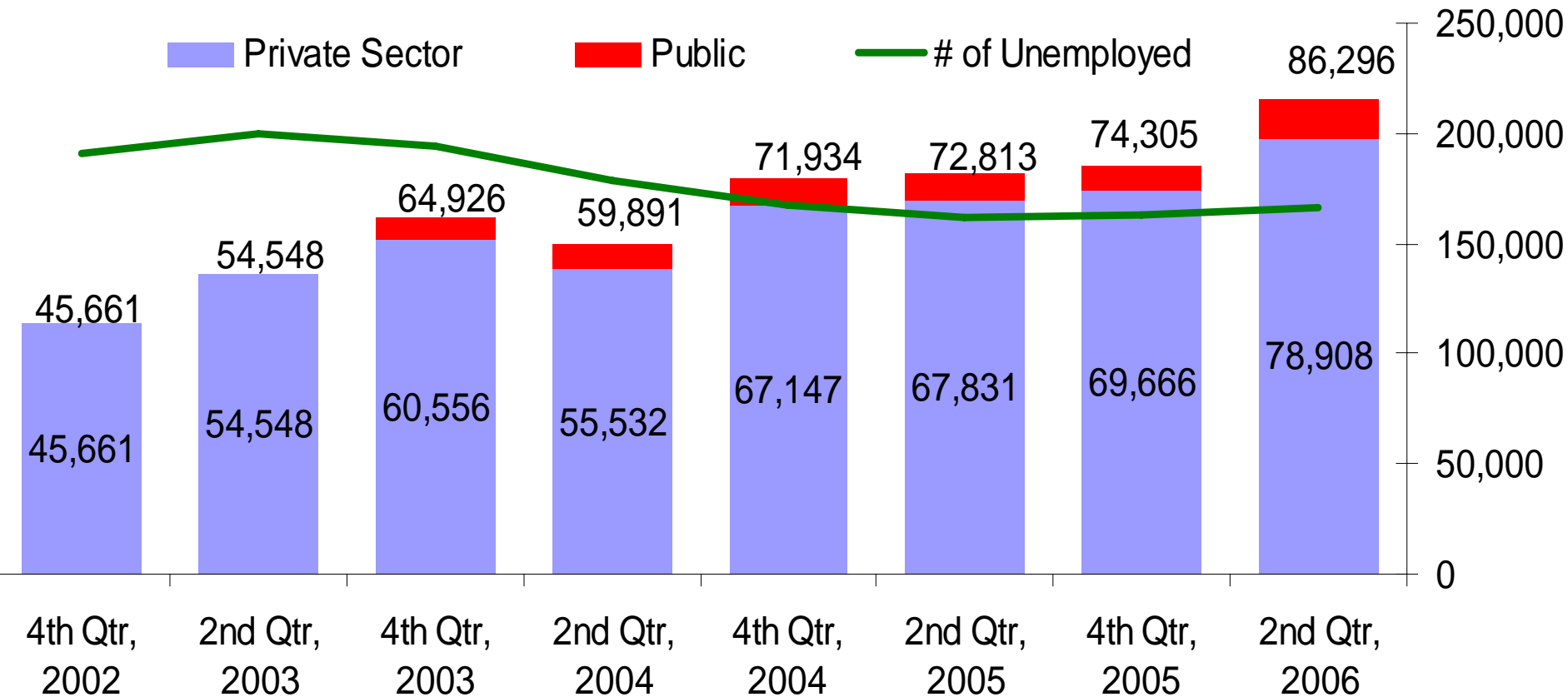
Source:
1) Bureau of Labor Statistics, CES, Seasonally Adjusted
2) DataMassBenchmarks Current Economic Index

Massachusetts Job Vacancy Survey (JVS)

- Survey of 6,000 employers
 - 81.9% Response Rate
 - Turnover & growth
- Employers provide data on vacancies every 6 months
 - Numbers
 - Education/training requirements
 - Pay and benefits
 - Hiring expectations
- Benefits:
 - Helps policy makers identify demand-supply gaps
 - Helps businesses develop recruiting strategies
 - Helps job seekers identify the industries and occupations with jobs available

Job Openings Since 2002

Vacancies have increased as the Economy has begun its recovery



Source: Massachusetts Job Vacancy Survey, 2nd Quarter 2006,

Department of Workforce Development

Source 2: LAUS, DWD

What Industries are Growing?

Where are the Openings?

	Employment Change Q2, 2005 – Q2, 2006	Job Vacancies Q2, 2006	Employer Services Provided by Career Center Staff: FY, 2006
Education & Health	18,381	25,579	192
Leisure & Hospitality	234	13,031	164
Other Services	1,370	2,066	125
Construction	1,821	2,330	123
Financial Activities	2,731	5,071	226
Government	2,157	1,418	176
Trade, Transp., & Utilities	-2,845	15,152	891
Information	-110	2,296	197
Professional & Business	10,077	12,850	138
Manufacturing	-6,552	6,340	691

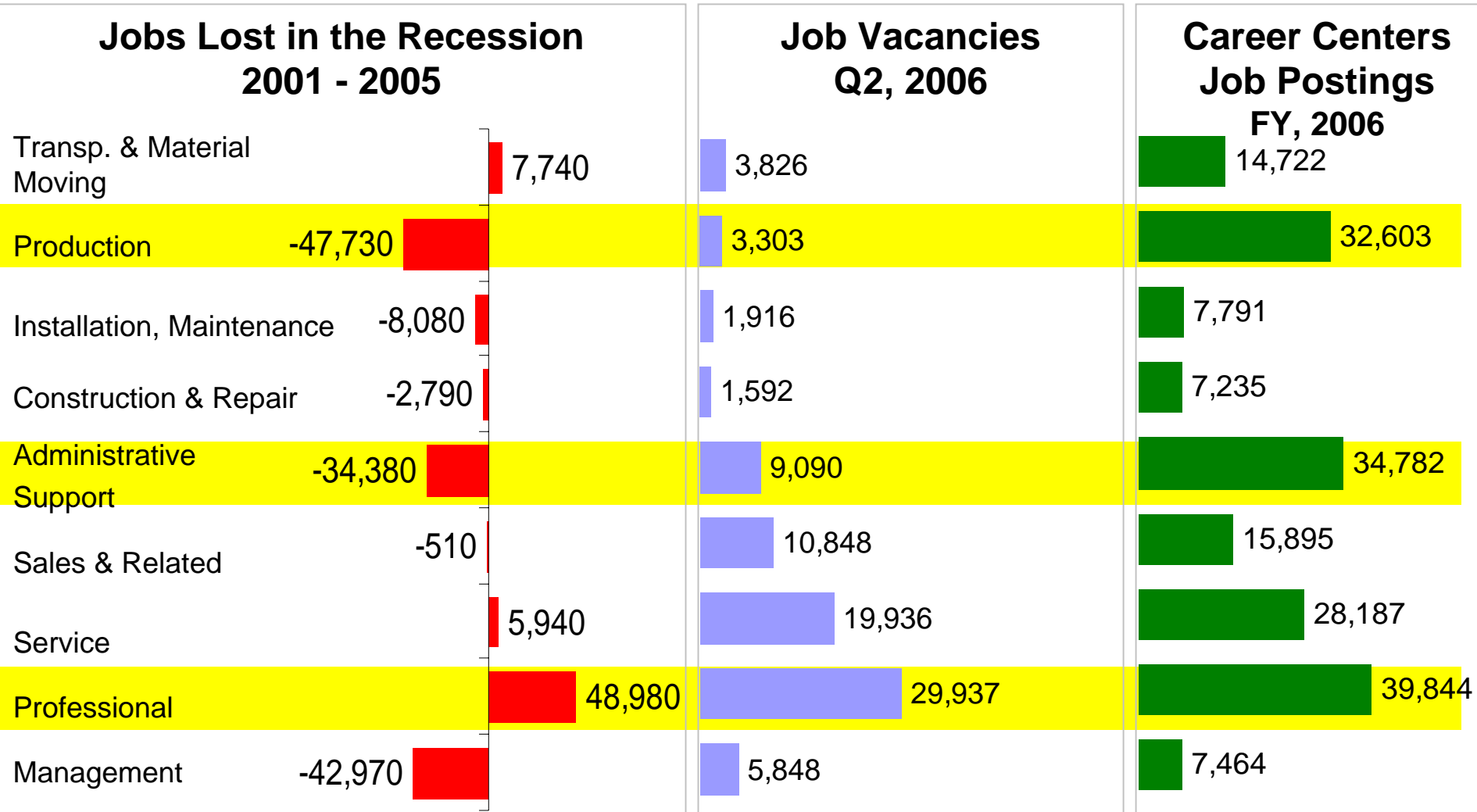
Source: ES-202, Quarterly Data, 2005 & 2006

Source 2: JVS, Q2, 2006

Source 3: MOSES, DWD

What Occupations are Growing?

Where are the Openings?



Source: OES, 2001 & 2005

Source 2: JVS, Q2, 2006

Source 3: MOSES, DWD

GAO Report

- One-Stop Centers Effective in Hiring Low-Skilled Workers
 - Small percentage of employers hire employees through one-stops
 - Of those who hire, only a small percent of their employees come through one-stops
 - 2/3rds of those hired are low-skilled
 - Job-posting service is most popular

Did you know? In Q2, 2006:

- 1 in 5 UI Claimants have a Bachelors Degree or Higher
 - An additional 1 in 5 UI Claimants have at least 1 year of college
- 2 in 5 UI Claimants earn more than \$800 p/week (\$41,600 Annually)
- 1 in 5 UI Claimants have experience in a professional occupation or management
- 1 in 5 UI Claimants have worked in the Financial or Business Services Industry

Next Steps:

- What should you be doing differently?
- What information do you need to have in order to be successful?