

Employment in New York State



Research and
Statistics

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Department of Labor

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At a Glance

New York State had 9,523,400 total nonfarm jobs in October 2017, including 8,068,100 private sector jobs, after seasonal adjustment. The state's seasonally adjusted private sector job count decreased by 0.1% between September and October 2017, while the nation's job count increased by 0.2% over this period. From October 2016 to October 2017, the number of private sector jobs increased by 1.2% in the state and by 1.6% in the nation (not seasonally adjusted).

In October 2017, New York State's seasonally adjusted unemployment rate decreased from 4.9% to 4.8%. The comparable rate for the nation in October 2017 was 4.1%.

New York State's Index of Coincident Economic Indicators decreased at an annual rate of 2.7% in October 2017.

Change in Nonfarm Jobs October 2016 - October 2017 (Data not seasonally adjusted, net change in thousands)

	Net	%
Total Nonfarm Jobs	102.8	1.1%
Private Sector	98.2	1.2%
Goods-producing	-9.1	-1.1%
Nat. res. & mining	0.1	1.9%
Construction	7.9	2.1%
Manufacturing	-17.1	-3.8%
Durable gds.	-12.8	-4.9%
Nondurable gds.	-4.3	-2.3%
Service-providing	111.9	1.3%
Trade, trans. & util.	-3.2	-0.2%
Wholesale trade	-0.4	-0.1%
Retail trade	-11.2	-1.2%
Trans., wrhs. & util.	8.4	2.9%
Information	-3.2	-1.2%
Financial activities	6.4	0.9%
Prof. & bus. svcs.	29.6	2.2%
Educ. & health svcs.	51.9	2.6%
Leisure & hospitality	18.6	2.0%
Other services	7.2	1.8%
Government	4.6	0.3%

High-Paying Job Title Expected to Grow 25+% Over Decade...

Personal Financial Advisors: A Bright Outlook for a Growing Occupation

Personal financial advisors (FAs) are a hot commodity nowadays. With 27,800 FAs in New York, we have more working here than in any other state. In addition, the State Department of Labor expects the number of FAs in New York to grow by more than 25% by 2024 -- almost double the growth rate of all occupations.

Moreover, FAs tend to be very well paid. With an annual wage of more than \$158,000, they are not only among the highest paid non-physician professionals in New York, they are the best paid FAs in the country.

The table on page 3 shows the industries that employ the most financial advisors in New York State. The top three industries and their share of overall FA employment include: Securities Brokerage, 23.7%;

Investment Advice, 20.6%; and Portfolio Management, 18.2%.

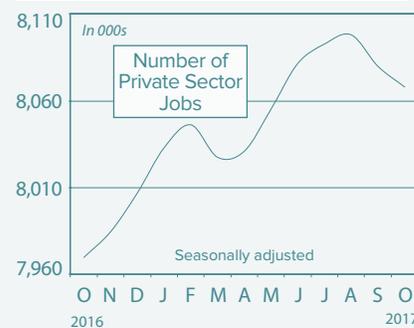
What's Driving the Growing Demand for Financial Advisors?

Several demographic and economic factors help to explain the growing demand for FAs. One of the biggest drivers is the movement of wealth between generations. Consulting firm Accenture estimates that more than \$12 trillion in assets will shift from those born in the 1920s and 1930s to their Baby Boom (born 1946-1964) and Gen X (born 1965-1980) children. Over the next 30-40 years, an additional \$30 trillion in assets will pass from Boomers and Gen Xers to their heirs in North America alone. To put this combined \$42 trillion figure in perspective, it is more than the combined nominal GDP of the United States, the European Union and Japan.

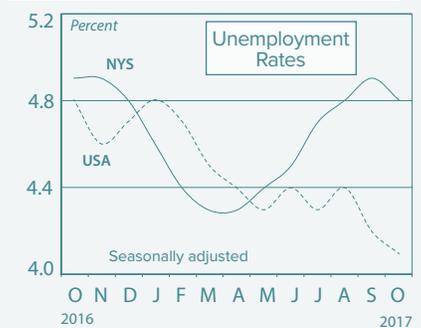
Continued on page 2

In October...

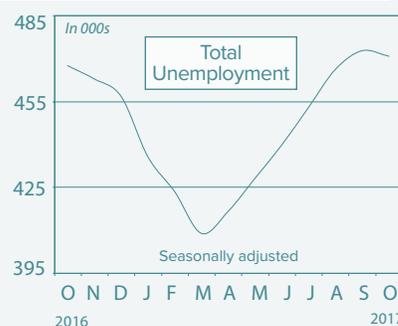
...NYS private sector jobs decreased



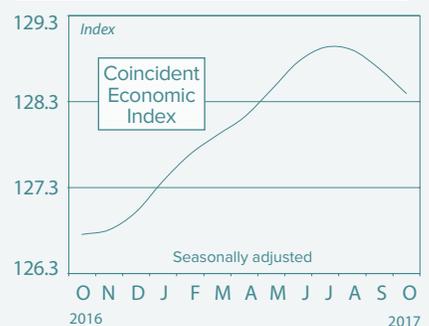
...NYS unemployment rate decreased



...NYS unemployment decreased



...NYS economic index decreased



Focus on Long Island

A Look at Long Island's Aging Workforce

by Shital Patel, Labor Market Analyst, Long Island

For the six-year period ending October 2017, Long Island's private sector job count climbed by 96,100, or 9.1%, to 1,151,400, a record high for the month. Over the same time frame, the region's unemployment rate fell from 7.0% to 4.1%. The number of employed Long Islanders increased by 70,400 over the last six years, while the number of unemployed residents decreased by 41,100.

The increasing number of older workers is one of the more significant changes occurring in Long Island's economy, affecting every industry in the region. Over the past decade, the number of residents aged 55 and over increased by 172,900, or 24.8%, while those between ages 20-54 decreased by 50,700.

Older Population Working Longer

Census Bureau data show 44.6% of Long Island residents age 55 and older were working or actively looking for work in 2016, up from 41.0% in 2006. Nearly one in four private sector jobs in the region are held by workers age 55 and over, up from 17.6% in 2006. The next decade will likely bring even more change, as 22.2% of jobs are currently held by workers 45-54 years old.

Certain private sector industries will be more affected by the aging workforce than others. The industry with the highest concentration of workers age 55+ is real estate, rental and leasing, at 34%. Shortages will be most critical in the region's large health care and social assistance sector, which will have the most replacement needs over the next decade. Combined with retail trade and manufacturing, these three industries

account for almost 42% of jobs held by workers age 55+ in the region.

Major Implications for Health Care

The aging of the region's population has major implications for the health care industry, both as an employer of an older workforce and as a provider of services. Health care and social assistance was the largest job generator over the last decade, accounting for three in four jobs added to Long Island's economy. The industry has more than 14,000 workers over the age of 65, representing 6.3% of its workforce.

Many employers will find it difficult to maintain their current workforce levels as large numbers of older health providers retire. Dentists, oral surgeons, medical records technicians, anesthesiologists, and obstetricians and gynecologists have the largest shares of workers over age 55, while registered nurses have the largest total number of workers at or near retirement age.

Skills Shortages in Manufacturing

While job losses in Long Island's manufacturing sector have eased in the past few years, the sector must address its aging workforce. Over the past decade, job losses in manufacturing were solely among workers younger than 55, while the number of factory workers age 55 and older increased by 19.7%.

Job titles such as team assemblers, quality control workers, production supervisors and machinists are among those with the largest number of workers at or near retirement age. Companies in the region are



increasingly reporting trouble finding skilled workers to fill openings.

Retail Not Immune to an Aging Population

Although teenagers generally come to mind when one thinks of the retail workforce, nearly one in five retail workers on Long Island are age 55+. Moreover, the pipeline to replace retiring workers is shrinking. As the teenage population on Long Island shrank by 4.0% over the last decade, the share of teenagers in the workforce also declined, from 39.1% to 30.2%.

Looking Forward

Long Island's workforce professionals and business community are taking steps to address the challenges resulting from an aging workforce. For example, several local colleges and BOCES have used input from companies to develop programs that will prepare graduates for working in manufacturing. Similarly, local hospitals have started to develop training programs to create a pipeline of health care workers. Local officials are also focusing on increasing the supply of affordable workforce housing that will attract young adults and keep them in the region. These initiatives should help to bolster Long Island's labor market in the years to come.

Personal Financial Advisors... from page 1

A second contributing factor is the shift from defined benefit (db) to defined contribution (dc) retirement plans over the past 30 years. Under a db plan, usually known as a pension, employers pay for a retirement plan in which the company administers portfolio management, assumes investment risk, and guarantees a specified dollar benefit or payout upon a worker's retirement. The benefit is usually based on an array of factors such as job tenure, age and salary history.

In contrast, under a defined contribution plan, like a 401(k), 403(b) or IRA, the worker, employer or both contribute to the participant's account on a regular basis.

With these plans, workers usually shoulder investment decisions and risks. Therefore, these plans tend to offer less retirement security for the employee and substantially lower costs to the employer.

In the late 1980s, more than 60% of full-time U.S. workers were covered by a pension. Today, only 18% of private sector, full-time employees participate in such a plan. Many factors have contributed to the decline of db plans, including the fact that people are living far longer in retirement (e.g., the length of retirement for a 65-year-old male was eight years in 1950 vs. 19 years in 2010). The decline of these plans has

shifted the costs and risks associated with managing retirement funds from employers to employees. Consequently, individuals have become increasingly responsible for their own retirement security.

Planning for Retirement

For the average person, managing asset allocation, risk tolerance and investment horizon can seem like a daunting task. Therefore, it should come as no surprise to learn that the median working-age family (defined as those 32-61 years old) has only \$5,000 in retirement savings, per the Economic Policy Institute. This fact is in stark contrast to what Fidelity Investments

Unemployment Rates in New York State

Data Not Seasonally Adjusted

	OCT '16	OCT '17		OCT '16	OCT '17		OCT '16	OCT '17
New York State	4.8	4.6	Hudson Valley	4.2	4.3	Finger Lakes	4.5	4.6
Capital	4.0	4.0	Dutchess	4.1	4.1	Genesee	4.3	4.3
Albany	3.9	4.0	Orange	4.3	4.4	Livingston	4.5	4.5
Columbia	3.5	3.4	Putnam	4.0	4.1	Monroe	4.6	4.7
Greene	4.5	4.6	Rockland	4.2	4.3	Ontario	3.9	4.1
Rensselaer	4.0	4.1	Sullivan	4.6	4.5	Orleans	5.1	5.2
Saratoga	3.7	3.7	Ulster	4.2	4.2	Seneca	4.4	3.9
Schenectady	4.2	4.3	Westchester	4.3	4.4	Wayne	4.5	4.4
Warren	4.5	4.3	Mohawk Valley	4.6	4.7	Wyoming	4.6	4.4
Washington	4.1	4.0	Fulton	5.2	5.2	Yates	4.0	3.8
Central New York	4.6	4.6	Herkimer	4.7	4.9	Western New York	5.0	4.9
Cayuga	4.6	4.3	Montgomery	4.9	5.0	Allegany	5.4	5.5
Cortland	4.9	4.7	Oneida	4.5	4.6	Cattaraugus	5.5	5.2
Madison	4.6	4.7	Otsego	4.3	4.3	Chautauqua	5.7	5.3
Onondaga	4.3	4.4	Schoharie	4.6	4.5	Erie	4.7	4.7
Oswego	5.8	5.6	North Country	5.3	5.2	Niagara	5.4	5.3
Southern Tier	4.9	4.7	Clinton	4.9	4.6	Long Island	4.1	4.1
Broome	5.1	4.9	Essex	4.4	4.4	Nassau	3.9	4.0
Chemung	5.4	5.1	Franklin	5.2	5.2	Suffolk	4.2	4.2
Chenango	4.7	4.7	Hamilton	4.3	5.0	New York City	5.2	4.9
Delaware	4.8	4.8	Jefferson	5.7	5.4	Bronx	7.2	6.6
Schuyler	4.9	4.6	Lewis	5.7	5.2	Kings	5.4	5.0
Steuben	5.3	5.3	St. Lawrence	5.7	5.7	New York	4.6	4.4
Tioga	4.7	4.4				Queens	4.6	4.3
Tompkins	3.9	4.0				Richmond	5.3	4.9

Personal Financial Advisors... from page 2

Top Five Industries Employing Personal Financial Advisors, New York

Industry (NAICS Code)	Share of Jobs
Securities Brokerage (52312)	23.7%
Investment Advice (52393)	20.6%
Portfolio Management (52392)	18.2%
Commercial Banking (52211)	11.7%
Investment Banking and Securities Dealing (52311)	10.5%

Source: Occupational Employment Statistics

recommends people save in order to retire by age 65 – ten times final year’s salary. The cold, hard truth is that many Americans do not possess the savings required to sustain themselves through retirement.

The good news is that with the many changes to the U.S. pension system, workers are increasingly turning to personal financial advisors to help navigate the waters of retirement planning. What’s more, evidence shows that the advice they receive is paying off.

- Research firm Morningstar found people who worked with FAs generated 29% higher retirement income wealth than those who did not.
- Banking giant HSBC found that individuals with a financial plan accumulated almost 250% more retirement savings than those without.

- The Insured Retirement Institute found Baby Boomers with FAs were twice as confident regarding their retirement savings than those without.

A Bright Future for Financial Advisors

The oldest Baby Boomers turned 70 last year. As more and more members of this generation near retirement age, the need for personal FAs will grow. Couple this with the fact that almost half (44%) of financial advisors in New York State are over age 45, including 21% who are age 55+, and you’ve got a great opportunity for qualified job seekers.

There are a few factors to consider before sending out your résumé. First, employers typically require at least a bachelor’s degree and a year or more of on-the-job training. Secondly, many FAs are required to obtain proper licenses to buy and sell financial products, such as stocks and bonds, on their client’s behalf. In addition, many advisors elect to attain more rigorous certifications, such as the Certified Financial Planner (CFP) designation.

As is the case with many other job titles, technology poses a threat to FAs because it makes it easier for investors to do their own online financial research and investing. In addition, Millennials (born 1981-1998), now the largest segment of the U.S. workforce, are typically comfortable with and often prefer to

use technology to make investment decisions rather than talk with a financial advisor.

Larry Fink, chairman and CEO of investment firm BlackRock, noted, "We need better technology to engage investors in their 20s who use technology for so many aspects of life." In response, many financial firms have rolled out so-called “robo-advisors” (e.g., Betterment, Wealthfront), which are digital platforms that provide financial advice with minimal human intervention and at significantly lower costs than traditional financial advisors.

Summing Up

For more detailed labor market information on FAs and how to become one, see:

www.bls.gov/ooh/business-and-financial/personal-financial-advisors.htm

by Kevin Phelps

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Regional Analysts' Corner

CAPITAL

James Ross — 518-242-8245

For the year ending October 2017, private sector jobs in the Capital Region rose by 2,600, or 0.6 percent, to 442,600. Job gains were largest in leisure and hospitality (+3,100), educational and health services (+600), financial activities (+500) and other services (+400). Losses were focused in professional and business services (-1,400) and manufacturing (-700).

CENTRAL NY

Karen Knapik-Scalzo — 315-479-3391

Private sector jobs in the Syracuse metro area rose over the year by 2,000, or 0.8 percent, to 265,200 in October 2017. Growth was centered in leisure and hospitality (+1,600), professional and business services (+1,500), manufacturing (+800) and educational and health services (+500). The largest losses occurred in financial activities (-1,200) and trade, transportation and utilities (-900).

FINGER LAKES

Tammy Marino — 585-258-8870

Private sector jobs in the Rochester metro area fell over the year by 3,200, or 0.7 percent, to 456,300 in October 2017. Job gains were greatest in educational and health services (+2,100), natural resources, mining and construction (+500) and information (+200). Losses were largest in trade, transportation and utilities (-1,900), financial activities (-1,500) and professional and business services (-1,300).

HUDSON VALLEY

John Nelson — 914-997-8798

Over the past year, private sector jobs in the Hudson Valley rose by 8,300, or 1.0 percent, to 804,700 in October 2017. Gains were largest in educational and health services (+4,700), trade, transportation and utilities (+1,600) and professional and business services (+1,500). Losses were centered in manufacturing (-900) and information (-600).

LONG ISLAND

Shital Patel — 516-934-8533

For the year ending October 2017, private sector jobs on Long Island increased by 4,100, or 0.4 percent, to 1,151,400. Employment gains were largest in educational and health services (+9,900), leisure and hospitality (+1,500), financial activities (+700) and other services (+700). Losses were greatest in professional and business services (-3,000) and trade, transportation and utilities (-2,800).

MOHAWK VALLEY

Brian Acton — 315-793-2282

Over the past year, the private sector job count in the Mohawk Valley rose by 1,300, or 0.9 percent, to 149,700 in October 2017. Gains were centered in educational and health services (+1,200), leisure and hospitality (+300) and natural resources, mining and construction (+300). Losses were concentrated in manufacturing (-200).

NEW YORK CITY

James Brown — 718-613-3971

For the year ending October 2017, private sector jobs in New York City rose by 66,300, or 1.7 percent, to 3,898,400. Gains were greatest in educational and health services (+25,600), professional and business services (+14,500), financial activities (+14,400) and natural resources, mining and construction (+10,100). Losses were largest in trade, transportation and utilities (-5,600) and information (-5,000).

SOUTHERN TIER

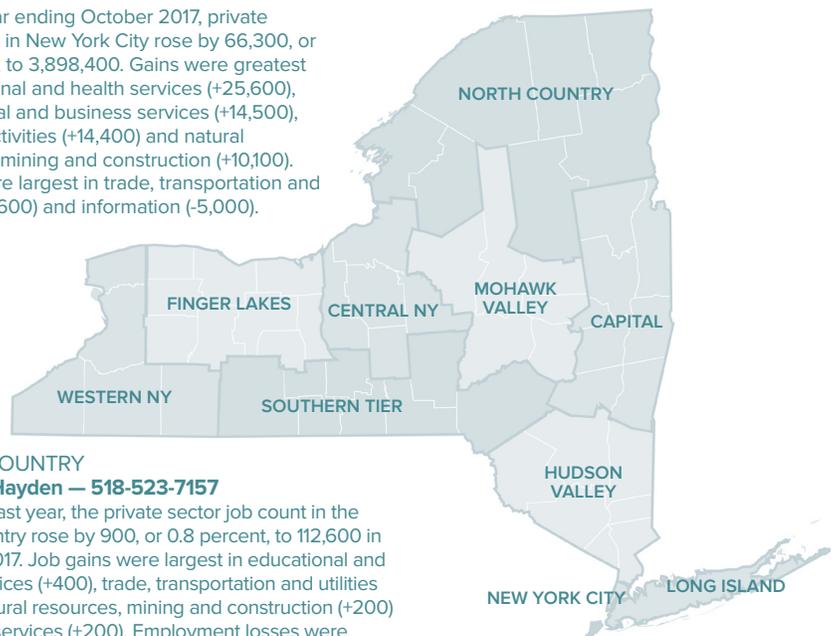
Christian Harris — 607-741-4485

For the year ending October 2017, the private sector job count in the Southern Tier increased by 1,100, or 0.5 percent, to 230,600. Gains were largest in educational and health services (+1,600), leisure and hospitality (+1,100) and other services (+300). Losses were greatest in manufacturing (-800) and trade, transportation and utilities (-500).

WESTERN NY

John Slenker — 716-851-2742

Over the past year, private sector jobs in the Buffalo-Niagara Falls metro area fell by 3,400, or 0.7 percent, to 476,400 in October 2017. Job gains were largest in educational and health services (+2,500) and other services (+900). Employment losses were greatest in leisure and hospitality (-3,700) and financial activities (-1,800).



NORTH COUNTRY

Anthony Hayden — 518-523-7157

Over the past year, the private sector job count in the North Country rose by 900, or 0.8 percent, to 112,600 in October 2017. Job gains were largest in educational and health services (+400), trade, transportation and utilities (+400), natural resources, mining and construction (+200) and other services (+200). Employment losses were focused in leisure and hospitality (-200).