# Patterns of Small Business and Young Business Hires Pre \& Post COVID-19 by Region 

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Release Date: January 23, 2024
U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY


This report was developed under a contract with the Small Business Administration, Office of Advocacy, and contains information and analysis that were reviewed by officials of the Office of Advocacy. However, the final conclusions of the report do not necessarily reflect the views of the Office of Advocacy.

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## Introduction

All businesses depend on some amount of labor input; if labor with the right skill set is difficult and expensive to obtain, it has a direct impact on the productivity and profitability of a business. Small businesses noted difficulty in hiring paid employees in the August 2021 the first time that question was asked in the survey. ${ }^{1}$ While recovery from the recession had been underway for over a year at that point, ${ }^{2}$ the labor markets were struggling to clear, as record numbers of job openings faced a COVID-reduced labor force. Based on the JOLTS data, there were just over 7 million hires per month during the third quarter of 2021 across the U.S. economy, up 11 percent from the third quarter of 2019, just prior to the COVID outbreak. ${ }^{3}$ However, during the same time, U.S. businesses averaged over 11 million job openings a month, up 50 percent from the third quarter of 2019. ${ }^{4}$ Meanwhile, the civilian labor force in the U.S. averaged 162 million people in the third quarter of 2021, down 1.4 percent from the 164.3 million people in the labor force in the third quarter of 2019. As a reduced number of people searched through a hugely increased number of job openings, businesses struggled to find a pool of applicants that would be a good fit for the jobs they needed to fill. In addition, earnings were being pushed up during this period, so businesses had the additional pressure of finding new hires and paying them more than in 2019. A comparison of small business hires during these two periods shows these factors at work.

There are several competing theories for the shrinkage in the labor force immediately after COVID. Some of the main ones are: 1) that the parents of young children, especially women, stayed out of the labor force because they did not have good alternative child care; 2) the employees near retirement age left the labor force earlier than expected because they were in the higher risk populations for COVID complications; 3) COVID relief measures provided temporary monetary support that allowed potential workers to stay out of the labor force; and 4) a mismatch between the types of jobs available and the available workers to fill them. (Pizzinelli and Shibata, 2022). A survey of those who lost their jobs during COVID taken in November 2021 indicated almost 70 percent had not returned to the labor force primarily because: 1) health problems or concerns about health; 2) need to stay home with children; 3) wages offered for person's skill set too low to

[^0]prompt return to working; 4) seeking new education or training. ${ }^{5}$ Those that had previously worked in leisure and hospitality, retail and health services were more likely than workers in other industries to cite one of these reasons.

This paper examines the circumstances that small businesses faced in the third quarter of 2021 by looking at the characteristics of the new hires made by small businesses and young businesses (firms 0-3 years in age) during that quarter and comparing those to a prior quarter unimpacted by COVID-19, 2019-Q3. This provides a basis for determining if any changes in those patterns are likely to be COVID related or whether there is a relatively stable pattern of small business hires. Evaluating from where small businesses hire their employees provides policymakers a better understanding of what might be done to smooth the matching process between small businesses and potential employees.

This before-and-after COVID comparison is based on calculations by state and focuses on the industries that are most prevalent among new hires for small businesses in each state. ${ }^{6}$ However, for the purposes of most of the discussion in this paper, the states have been combined into their nine Census Divisions. In addition to several size classes within the small business category, the analysis also includes businesses that are 0-3 years in age. While these new businesses could be large businesses, new businesses tend to have fewer than 500 employees. ${ }^{7}$ It should be noted that this is a comparison of new hires to positions that became that employee's primary job; ${ }^{8}$ therefore, it does not capture all hires in the quarter since very temporary jobs (of less than about three months duration) and jobs that were an employee's second (or third job) are not included.

Unlike some prior analysis of small business hires, this analysis is not evaluating net job creation but rather all new hires to positions that become the employee's primary job, the job at which the employee earns the most. Many of these new hires are already in the labor force, either being hired away from another

[^1]job or from the pool of non-employed workers looking for a job. ${ }^{9}$ The hires may be to an entirely new position or may be replacing an employee that has separated from a job with the hiring company.

To understand whether some of the proposed reasons cited in the research and surveys above can be seen in these new hires data, it is necessary to examine hires by gender and age as well. However, this dataset does not breakdown those employee characteristics by the hiring firm's size. Consequently, to analyze whether gender or age are factors in small business hiring requires a focus on the industries where small businesses do most of their hiring. For virtually all states those sectors include Hospitality \& Leisure, and Trade, and for a large percentage of states it also includes Health \& Social Assistance, Professional \& Business Services, and sometimes Construction, Manufacturing or Agriculture/Fishing/Forestry. Industry is not an ideal proxy for small businesses in this case since large businesses also hire many employees in these industries, but this analysis provides some insights into this situation.

This paper examines the possible explanations for a shortage of labor with the observed difficulties of small businesses hiring labor in mid-2021. To understand the specifics of that particular time period, it is helpful to examine from where small businesses hire their labor. The Census Bureau's database on job-to-job flows ("J2J") of workers is a subset of its broader Quarterly Workforce Indicators. The J2J database focuses on a person's primary job and since the job must be active at the end of the quarter to be included in this database, it has usually been in existence for at least a few months. These data are measuring a broader scope of hiring than do the net job gains or losses that are announced with the unemployment rate data each month. These data track total hires within the scope of the data whether the hire is a completely new job for the firm or the hire is a replacement for an employee that has separated from the firm. However, one important fact about this database is that Census uses noise infused data to assist in maintaining confidentiality. For this reason, small changes should be evaluated carefully because they may be within the noise-infused margin of error. The next section of this paper presents the findings, followed by the literature review. The Census database is further discussed in IV. Section V presents the regional profiles, near-term challenges, and the conclusion.

[^2]
## Findings

All regions and firm sizes showed strong growth in the number of new hires between 2019-Q3 and 2021-Q3, with the number of new hires by small businesses increasing by more than 10 percent in all but the West North Central Region. The South Atlantic Region showed the largest number of new hires for both small businesses and large businesses. The Pacific Region was second in small business hiring, and the East North Central Region was second in large business hiring. Overall, large businesses increased their hiring at a slightly faster pace than did small businesses. This strong demand for new employees combined with a COVID-reduced labor force meant employers faced strong competition for new employees and higher wage bills to hire them.

The largest number (and percentage) of new hires by firms with fewer than 500 employees were concentrated in the following service sectors regardless of state or region: Leisure \& Hospitality; Trade (retail and wholesale); Health \& Social Assistance and Professional \& Business Services. It should be noted that these service sector industries also account for a large percentage of hiring for large businesses. The goods producing sectors of Agriculture/Fishing/Forestry, Construction, and Manufacturing are also important sectors for small business hiring in some states/regions.

Firms of all sizes and ages increased their hiring between these two quarters across all regions. The smallest firms, those with fewer than 20 employees, tended to outpace the other small business size classes in hiring. The very newest firms (those firms aged 0-1 Year) did not hire at the same pace as the more established firms and grew at a somewhat slower pace than did small businesses overall, except in New England and the South Atlantic Regions. However, firms aged 2-3 Years showed stronger growth over this period and mostly outpaced growth in new hires by small firms overall.

High turnover is a common factor among many of the industries where small business hiring is concentrated. This is another factor that may make small business owners more aware of labor shortages because they tend to be in the market looking for new employees more frequently. In 2021 all private business had an average separation rate of 4.4 percent. ${ }^{10}$ However, largely due to the nature of the work,

[^3]those with the highest separation rates were accommodation and food services (7.1 percent), arts and entertainment ( 6.5 percent), retail trade ( 5.5 percent), and professional and business services ( 5.4 percent). ${ }^{11}$

Across all geographic regions, the smallest businesses are consistently hiring a larger share of their new employees from the non-employed pool than is large business. In 2021-Q3, firms with fewer than 20 employees hired 53.4 percent of their new hires from non-employed status compared with 45.1 percent for firms of all sizes. However, the extent to which businesses depend on this pool of non-employed labor varies depending on the general situation in the labor market and other economic factors. Employers in certain industries tend to depend more heavily on the pool of non-employed to find new workers. For example, both small and large businesses hiring for the Leisure \& Hospitality sector are relatively dependent on obtaining new employees from the pool of the non-employed when compared with the overall rate for all business sectors.

Businesses hire the highest percentage of employees from other jobs in the same state. For example, in California, across all industry sectors and business sizes $90.9 \%$ of hires from other jobs came from California. Michigan, Ohio, and Texas also have relatively high rates, between $88 \%$ and $90 \% .^{12}$ The states that hire the fewest people from jobs within the state are Rhode Island and Delaware, where less than $70 \%$ of hires from other jobs come from the same state. When hiring employees from another job, small businesses tend to hire closer to home than large businesses.

A combination of COVID-related impacts on labor participation rates combined with slow population growth and demographic shifts likely impacted the ability of small businesses to find workers in some of their most favored age groups. Businesses (of all sizes) hired a smaller share of both women and men in the 22-34 age range in 2021-Q3 than they did during 2019-Q3. While this did not generally translate into a smaller number being hired in 2021 compared with 2019, the growth in hires of this age group was noticeably lower than for other age groups. Amongst the industry sectors with heavy

[^4]participation by small businesses, this age group supplied the largest percentage of employees for most industry sectors except Leisure \& Hospitality (where it is second to the age 14-21 group) and Construction (where it is usually second to the 35-54 age group).

There are many factors impacting quarterly wages, ranging from hourly wage rates to number of hours and the amount of paid overtime. Part of the difficulty in hiring new employees in 2021-Q3 was the increase in quarterly wages since 2019-Q3. This was especially noticeable in some of the industries where small businesses were making their most hires. Quarterly wage increases for certain industries show larger increases required for new hires from non-employed status, perhaps to induce them into the labor force. However, many states also had minimum wage increases during this period that were also impacting these rates of change in some sectors.

In general, quarterly wages paid by large businesses are greater than those paid by small businesses. However, there are two industries where that is not uniformly true for new hires from non-employed status, Accommodation \& Food Services and Retail Trade. Quarterly wages tend to show a consistent profile, with new hires from non-employed status earning less than those hired from another job and people who have stayed in the same job earning somewhat more than the other two groups, although as noted above the percentage increase in the first group was often larger than the other two groups during the period between 2019-Q3 and 2021-Q3.

## Literature Review

Economists regularly study how businesses use a combination of labor, capital, and materials to produce their outputs. The more efficiently these inputs can be used, the more profitable a company is likely to be. However, the matching of labor skills with the requirements of any given job at an agreed upon wage rate is often a less transparent process than purchasing materials or obtaining capital. Thus, the functioning of the labor force has been a topic of study in economics from the early days of the profession.

The early explanations of the workings of labor markets (Hicks, 1932) were based on simplified economic models of supply and demand where the wages were set at marginal product. However, almost immediately, it was understood that the simplified assumptions did not do full justice to how real-world labor markets functioned. A range of more complex models followed that acknowledged that there were frictions and less than complete information on both the supply and demand side of these markets. It was also
recognized that there were implicitly multiple markets with varying restrictions, such as geographic mobility, different skill sets, and different worker experiences that disrupted the smooth functioning envisioned by the simple supply and demand process (Pissarides, 2011). Furthermore, this was not a matter of a single pool of unemployed workers providing the supply. On the contrary, it is well understood that there is a constant flow of workers between jobs, going from one job directly to another, as well as a constant flow of workers in and out of unemployment with some workers remaining unemployed for relatively long periods (Diamond, 2011). Firms are also replacing workers that have separated from a job more often than creating a totally new job (Diamond, 2011). While worker replacement and new job creation determine overall job openings, they each vary considerably over the business cycle. Further analysis recognized that employed workers seeking better job opportunities; Burdett and Mortensen (1998) developed such a job ladder concept in their model where firms were hiring both from the pool of the unemployed as well as from the pool of the employed, where the latter were hired away from firms with somewhat lower wages.

Labor market matching efficiency models indicate that the efficiency of the matching process between job openings and available potential workers increased relatively steadily between 2009, its most recent trough after the Great Recession, and 2020 (Klinko, 2022). This increased efficiency ties in with the increased use of virtual job boards that smooth out some frictions by allowing employers and potential employees an easier way to find each other, but do create some new frictions, such as creating a larger pool of potential matches to sort through (McGrew, 2018). ${ }^{13}$

One factor that would help explain differences in how large and small businesses compete for labor is the difference in wages by firm size. The idea of dual labor markets was described by Rebitzer and Robinson (1991) as one possible explanation. This theory posits that there tends to be a larger wage differential between large and small firms for what the authors refer to as primary jobs, jobs that provide higher returns to education and experience, because they require complex sets of tasks that are difficult to monitor. As Bulow and Summers (1986) posit, the larger the firm the more difficult it is to monitor workers. Therefore, larger firms pay a premium to attract the type of workers that need less supervision, and those workers need less supervision because of the fear of losing a well-paying job. The secondary jobs, in this

[^5]theory, tend to pay market clearing wages that differ little by firm size because they are more easily monitored and supervised. This is not the only explanation for the difference in wages offered by firm size, another concept is that workers build their human capital while working and some of that is lost when they change jobs, mostly because it is specific to the prior job or prior employer. Since the risk of a job separation is higher for small businesses, employees assign a lower return to human capital formation in smaller firms (Leung and Uberfeldt, 2008). Whatever the explanation, new studies show that the differential in pay is beginning to shrink, largely due to changes in compensation in the very largest of companies (Bloom et al, 2018).

However, the COVID-19 epidemic added a new layer of complexity to the labor markets. A combination of demand shocks and supply constraints were overlaid on already relatively tight supply and demand conditions. As Baqaee and Farhi (2022) describe it:

COVID-19 is an unusual macroeconomic shock. It cannot easily be categorized as an aggregate supply or demand shock. Rather, it is a messy combination of disaggregated sectoral supply and demand shocks. These shocks propagate through supply chains to create different cyclical conditions in different parts of the economy. Some sectors are tight, constrained by supply constraints, and struggling to keep up with demand, whereas other sectors are slack, shedding workers and reducing excess capacity because of lack of demand.

It is unsurprising that as the economy began to right itself, it was not a smooth process. Klinko estimates that the job matching efficiency for the entire U.S. dropped sharply in early 2020, as shutdowns and quarantines commenced, to less than half its rate just prior to the beginning of the recession. Based on Klinko's estimates by October of 2021, the rate was improving but was still 20 percent lower than pre-pandemic levels (Klinko 2022). The matching became harder as a larger than average number of job openings met a reduced labor supply, since the labor force had not returned to pre-COVID rates. ${ }^{14}$ This prompted economists to analyze why the labor force was slow to return.

A recent Kansas City Federal Reserve Bank study (Tüzemen, 2022) observed that that the labor shortage in the U.S. was largely due to the reduction in the labor force participation rate of the U.S. population when compared with pre-pandemic levels. The study suggests it is a reasonable question for policymakers to try to determine if these workers "missing" from the labor force will return or if

[^6]there are fundamental changes in labor force dynamics that will keep labor force participation rates below earlier trend rates. A recent IMF Study (Pizzinelli and Shibata, 2022) looked at the decline in labor force participation rates in the U.S. and the U.K. and studied specific issues that might have been the cause of that decline. When the authors studied the four most frequently cited possible explanations, they found the two most likely explanations were young mothers leaving the labor force and a larger than average number of people deciding to retire. Women leaving the labor force was much more prevalent in the U.S. than in the U.K., possibly because the day care centers tended to stay open in the U.K. while they closed in the U.S. leaving young mothers with fewer options for childcare if they returned to work. The study found "the excess employment contraction for mothers of children younger than 5 years old compared with other women accounted for around 16 percent of the total US employment gap with respect to pre-COVID levels as of October 2021." However, the largest impact in both countries was the loss of older workers to retirement. This accounted for about 35 percent of the gap with the pre-COVID employment numbers in both countries. More recent work has examined the impact on labor supply of expanding the Child Tax Credit in 2021 (advance payments began in July 2021) and found no significant impact on labor force participation (Enriquez, Jones, and Tedeschi, 2023). Academic work studying these factors is ongoing.

New businesses continue to play a part in job creation but create fewer jobs per new firm than they did in the past (Klundt and Cooksey, 2023). New business formation increased as COVID ended and has played a small part in the increased demand for labor as they have hired new employees.

While these are questions that impact the labor markets across the whole country, labor markets tend to be more localized. Over the past decade the percentage of job changers who moved to a new geographic location for a new job has fallen to about 10 percent in 2018 to just 5 percent in 2020 as COVID concerns kept people from making such major changes (Feinzeig, 2021). The pandemic also expanded the opportunity for many jobs to be performed virtually from a different location than the base workplace. That is likely to widen the pool of potential workers for those types of jobs over time, but the extent of that change will not become evident for some time yet.

Furthermore, this varies by geographic area and by industry. The WFH (Working from Home) Research and Survey Project was founded in May 2020 and regularly surveys the extent workers work virtually
(Barrero, Bloom, Davis, 2021). Based on the authors' work, it is estimated that in 2019, prior to the start of COVID restrictions, less than 5 percent of full-time paid work days were performed from home. ${ }^{15}$ However, the authors surveys show a huge uptick in that number to over 60 percent in May 2020, falling to 32.5 percent in the third quarter of 2021 (the focus of this research) and was just over 28 percent by April 2023. ${ }^{16}$ This research also shows that this varies significantly by industry sector. The most recent data show that the top industry sectors for working from home are Information, Finance \& Insurance, and Professional \& Business Services. The industry sectors with the smallest work from home percentages are Hospitality \& Food Service, Transportation \& Warehousing, and Retail Trade. ${ }^{17}$ The rates also varies by city-size, with the very largest cities having the largest share of workers at home, just under 35 percent of full paid work days at home by early 2023 compared to small cities and towns with about 25 percent of full paid work days at home in the same period.

## Data and Data Development

The data used for this project is from the Census Bureau's Longitudinal Employer-Household Dynamics data. Specifically, it relies on data from the Job-to-Job (J2J) flows dataset for each participating state. ${ }^{18}$ These data track hires and separations in the United States, with the focus on how workers move across employers. Information about the employee includes age, gender and education, and information about the employer includes industry sector, firm size, and firm age, although it is not always possible to do the crosstabs between each of these groups. ${ }^{19}$ The underlying data come from the Unemployment Insurance reports filed by most businesses and is released quarterly. ${ }^{20}$

The J2J flows dataset is focused on a worker's primary job (if an employee works more than one job it is the job for which the employee's wages are the largest.) It covers most private industry businesses and some state-and-local government employment, but it does not include Federal government employees. It

[^7]${ }^{18}$ While there are raw datasets for each participating state, the tables for this paper were developed using the Census Bureau's Job-to-Job Flows Explorer program to maintain consistency across states.
${ }^{19}$ For these data the firm is defined as establishments tied together by the same EIN number, not just the establishment in which the worker is employed. A small business for this paper is considered to be firms employing fewer than 500 employees.
20 "Job-to-Job Flows 101," U.S. Census Bureau, https://lehd.ces.census.gov/doc/j2j 101.pdf (accessed January 25, 2023).
also excludes independent contractors, unincorporated self-employed, some non-profit workers, some farm workers, and some family employees of family-owned businesses. ${ }^{21}$ The dataset will also not necessarily count a job that is held for less than three months. It should be noted that Census uses noised infused data to help protect confidentiality; therefore, small changes should be carefully evaluated as the data may not differ absent the added noise.

While both hires and separations are included in the main dataset, this paper focuses on the hires data by state (which were then combined into the nine Census Divisions shown in most of the tables). ${ }^{22}$ It specifically focuses on two time periods, 2021-Q3 and 2019-Q3. To obtain the earnings data for those two periods requires that the data be pulled from the dataset that incorporates 2021-Q4 data (because the earnings information tends to lag a quarter). ${ }^{23}$ One important limitation to keep in mind is that these are quarterly average employee earnings data. Consequently, it is not possible to separate the impact that comes from a change in hourly wages from the impacts of a change in hours, mix of employees, and the amount of overtime when evaluating them.

For each state (and region) a standard set of tables was developed showing the state's hires broken down by which employees are coming from a non-employed status and which are coming from another job after little or no break; there is a third group for which this information is not known. ${ }^{24}$ These data are disaggregated by firm size groups and by firm age groups. ${ }^{25}$ The calculation of the percentage of hires coming from within the same state can only be done for those hires that are coming from another job, since the comparison is between the location of the new job compared with that of the old job. The earnings data are available by firm size and age and were collected for all firm size groups and firms age 0-3 years. The earnings data focus on three types of employees within each industry: new hires from other jobs, new hires from a nonemployed status, and job stayers (those people who did not change jobs during the quarter.)

[^8]To put these state/regional data in more context sometimes requires the use of additional data on the state/region's overall unemployment rate, labor force data and participation rates for various demographic groups. Those data were obtained from the Local Area Unemployment Statistics produced by the Bureau of Labor Statistics. The annual state demographic data were used to obtain the distributions by detailed type of worker (gender, age and marital status groupings), since BLS considers these the most accurate estimates for the state. However, those annual estimates are not benchmarked to the overall population estimates. Consequently, to get better comparisons across the time periods used for this analysis, the distributions from the annual data were applied to annual averages created from the current quarterly series to obtain data that was tied to the current post-2020 Census population totals.

In addition to the hiring patterns of small businesses, this study is also reviewing the hiring by industry (but not by business size or business age) of male and female workers by employee age. This dataset does not break down new hires by gender into the firm size categories that employ them, so the closest substitute is to focus on those industries where small businesses make their highest percentage of hires. To determine which industries are most important to new hiring a few parameters were used. Industries where small businesses hires were 4 percent or more of all new hires were considered important enough to include; if an industry was very close to 4 percent in more than one industry those were generally also included. For new companies, those with an age of 0-3 Years, those industries where new hires were 0.9 percent or more of all new hires were considered important. These industries were always ones that were included in the more general criteria listed above for all small businesses but tended to focus on Leisure \& Hospitality, with Health \& Social Assistance and Business Services often also reaching that threshold. Initial profiles for each of 46 states and the District of Columbia were developed for two time periods, 2021-Q3 (post-COVID) and the comparable quarter just prior to COVID, 2019-Q3. ${ }^{26}$ Those profiles have been combined to provide nine regional summaries based on Census Divisions (See Appendix A). ${ }^{27}$

[^9]
## Regional Profiles

Regional summaries are presented using the Census Divisions. A map of the Census Divisions used in this analysis is shown in Figure 1. These Census Regions differ considerably in size and employment (and thus the number of new hires covered by the analysis), but they also show some similarities between these two time periods.

Figure 1: Nine Census Divisions that are the Basis of the Regional Analysis


As Table 1 shows, all regions and firm sizes showed strong growth in the number of new hires between 2019-Q3 and 2021-Q3, with the number of new hires increasing by more than 10 percent in all but the West North Central Region. ${ }^{28}$ The South Atlantic Region showed the largest number of new hires for both small businesses and large businesses. The Pacific Region was second in small business hiring, and the East North Central Region was second in large business hiring. ${ }^{29}$ While all firm sizes and ages increased their hiring between these two quarters, the very newest firms in some regions did not hire at the same pace as the more

[^10]established firms. The smallest firms, those with fewer than 20 employees, tended to outpace the other small business size classes in hiring.

Table 1: Percentage Change in the Number of Covered New Hires between 2019-Q3 and 2021-Q3
for Selected Firm Sizes and Firm Ages

| Region | Region's Share of New Hires in 21-Q3* | \% Change for <20 Employee Firms 21Q3/19Q3 | \% Change for <br> <500 <br> Employee <br> Firms <br> 21Q3/19Q3 | \% Change for $500+$ <br> Employee Firms 21Q3/19Q3 | \% Change for Age 0-1 Year Firms 21Q3/19Q3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| New England | 4.7\% | 17.4\% | 16.2\% | 16.9\% | 16.2\% |
| Mid Atlantic | 12.1\% | 13.6\% | 11.9\% | 13.6\% | 3.6\% |
| East North Central | 14.6\% | 11.2\% | 11.9\% | 15.8\% | 9.4\% |
| West North Central | 6.7\% | 8.0\% | 7.7\% | 13.9\% | 7.9\% |
| South Atlantic | 21.3\% | 19.4\% | 16.3\% | 20.9\% | 18.4\% |
| East South Central* | 3.1\% | 13.2\% | 10.3\% | 32.3\% | 6.4\% |
| West South Central* | 12.6\% | 10.3\% | 10.8\% | 20.1\% | 1.0\% |
| Mountain | 8.7\% | 12.7\% | 13.5\% | 22.3\% | 4.3\% |
| Pacific* | 16.2\% | 15.6\% | 14.0\% | 16.3\% | 5.8\% |
| U.S. Total* | 100.0\% | 14.1\% | 13.0\% | 18.3\% | 8.4\% |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. Therefore, total hiring for those regions would undoubtedly be a somewhat larger share if data were available for all the states. Missing states are Alaska, Arkansas, Mississippi and Tennessee.

Note: Neither the large or small business estimates include the firms without an assigned size class, primarily state and local government.

Source: Calculations from Census Bureau's Job-to-Job Flows data (LEHD)
However, the labor force in these regions did not increase at this same pace. In fact, in most regions the size of the labor force shrank. Table $\mathbf{2}$ shows the percentage change in the labor force between calendar year 2019 and calendar year 2021 for these regions, and the share these new hires were of the 2021 labor force.

Table 2: Change in the Regional Labor Force 2019 to 2021 and Share Covered New Hires are of the
Regional Labor Force

| Region | Region's <br> Share of <br> New Hires <br> in 21-Q3* | Region's <br> Share of <br> Labor Force <br> in 2021* | \% Change in <br> Labor Force of <br> the Region <br> $2021 / 2019$ | Quarterly <br> Hires as a <br> Share of the <br> Labor Force | \% Change for <500 <br> Employee Firm <br> Hires 21Q3/19Q3 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| New England | $4.7 \%$ | $5.1 \%$ | $-2.9 \%$ | $10.1 \%$ | $16.2 \%$ |
| Mid Atlantic | $12.1 \%$ | $13.3 \%$ | $-2.1 \%$ | $10.1 \%$ | $11.9 \%$ |
| East North Central | $14.6 \%$ | $15.0 \%$ | $-2.5 \%$ | $10.7 \%$ | $11.9 \%$ |
| West North Central | $6.7 \%$ | $7.2 \%$ | $-1.3 \%$ | $10.3 \%$ | $7.7 \%$ |
| South Atlantic | $21.3 \%$ | $20.5 \%$ | $-0.6 \%$ | $11.5 \%$ | $16.3 \%$ |
| East South <br> Central* | $3.1 \%$ | $2.7 \%$ | $-1.3 \%$ | $12.4 \%$ | $10.3 \%$ |
| West South <br> Central* | $12.6 \%$ | $11.7 \%$ | $2.1 \%$ | $11.9 \%$ | $10.8 \%$ |
| Mountain $^{8.7 \%}$ | $8.1 \%$ | $1.6 \%$ | $12.0 \%$ | $13.5 \%$ |  |
| Pacific* | $16.2 \%$ | $16.5 \%$ | $-1.7 \%$ | $10.8 \%$ | $14.0 \%$ |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. See footnote 16 for more detail. Those states were excluded from these counts.
Source: Calculations from Census J2J and BLS' LAUS data. For CLF, distributions were calculated from BLS annual LAUS data and benchmarked to annual average Labor Force totals from monthly LAUS data.

Figure 2: Number of New Hires by Region and Firm Size in 2019-Q3 vs. 2021-Q3


There are no data for certain states and therefore some regions are incomplete: The East South Central Region is missing Tennessee and Mississippi; the West South Central Region is missing Arkansas and the Pacific Region is missing Alaska. Source: Calculations from Census J2J data.

As can be seen in Table 2, the number of people in the labor force declined in seven of the nine regions between 2019 and 2021. Only the West South Central and Mountain regions showed gains in the number of people in their labor forces over this period.

Figure 2 shows the absolute number of new hires by region, year, and firm size. Even though the quarterly new hires were a relatively small percentage of the labor force (10-12 percent depending on the region), the dramatic difference between the labor force growth and the growth in new hires indicates the fundamental mismatch in the labor markets at this time. Based on the JOLTS data cited earlier, there were 1.6 job openings for every hire during the third quarter of 2021. This implies that businesses were facing a significant amount of competition for each new hire they made and that there were a significant number of job openings left unfilled.

The Pulse Surveys for August and September of 2021 showed a changing array of states that were reporting problems in hiring; the East North Central States reported difficulties in hiring throughout most of the period and the New England states reported above average difficulties during most of September that year. Nationally, Leisure \& Hospitality consistently led the sectors with above average difficulties hiring. Health Care \& Social Services, Business Support Services, Trade, and Manufacturing also tended to report above average difficulties.

In examining the summary data, the first observation is that small businesses are heavily concentrated in specific industry sectors and therefore so is their hiring. As can be seen in the summary tables by region (found in Appendix A), there was not a great deal of change in the distribution of new hires by firm size between 2019-Q3 and 2021-Q3. Figure 3 shows the summary of hires by industry and firm size by region for 2021-Q3 and Table 3 provides some specific share information for the same period.

The largest number (and percentage) of new hires by firms with fewer than 500 employees are concentrated in the following service sectors regardless of state or region: Leisure \& Hospitality; Trade (retail and wholesale); Health \& Social Assistance and Professional \& Business Services (Industry Group 1 in Table 3). The goods producing sectors of Agriculture/Fishing/Forestry, Construction, and Manufacturing are also important in some states/regions (Industry Group 2). ${ }^{30}$ It should be noted that Industry Group 1 also accounts for a large percentage of hiring for large businesses.

Figure 3: Distribution of New Hires in 2021-Q3 by Firm Size, Major Industry Groups, and Census Division


Note: The remaining hires are by state and local governments or other firms with no size specified.
Regions are based on the Census Bureau's Divisions. There are certain states that are not represented due to lack of data: Alaska, Arkansas, Mississippi, Tennessee

Table 3: Share of New Hires by Business Size Class, Region, and Industry Group- 2021-Q3

[^11]|  | New England | Mid <br> Atlantic | East <br> North <br> Central | West <br> North Central | South <br> Atlantic | East <br> South <br> Central* | West South Central* | Mountain | Pacific* |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Firm Size < 20 | 21.1\% | 19.1\% | 16.2\% | 17.5\% | 17.1\% | 14.1\% | 15.8\% | 18.9\% | 22.5\% |
| Industry Group 1\# | 13.8\% | 12.3\% | 10.1\% | 10.7\% | 11.2\% | 9.1\% | 10.2\% | 11.4\% | 13.6\% |
| Industry Group 2\# | 3.5\% | 2.9\% | 3.0\% | 3.6\% | 2.6\% | 2.5\% | 2.4\% | 3.9\% | 4.7\% |
| Firm Size 20-499 | 30.3\% | 29.0\% | 30.1\% | 29.7\% | 26.7\% | 25.6\% | 28.3\% | 28.9\% | 30.3\% |
| Industry Group 1 | 21\% | 19.8\% | 20.0\% | 20.0\% | 18.6\% | 17.3\% | 19.4\% | 19.2\% | 18.6\% |
| Industry Group 2 | 4.4\% | 4.3\% | 5.9\% | 5.4\% | 3.9\% | 5.1\% | 4.3\% | 5.2\% | 7.2\% |
| Firm Size 500+ | 41.0\% | 45.0\% | 46.7\% | 43.0\% | 49.4\% | 52.6\% | 47.5\% | 44.7\% | 40.3\% |
| Industry Group 1 | 30.0\% | 31.7\% | 33.2\% | 30.7\% | 36.8\% | 38.2\% | 33.5\% | 32.3\% | 27.8\% |
| Industry Group 2 | 2.8\% | 2.6\% | 5.8\% | 5.9\% | 4.4\% | 6.5\% | 5.0\% | 3.8\% | 4.3\% |

\# Industry Group 1 includes: Trade, Professional \& Business Services, Health \& Social Services, and Leisure \& Hospitality. Industry Group 2 includes Agriculture/Fishing/Forestry, Construction, and Manufacturing. *Each of these regions has one or more states missing from its tabulations, See footnote 16. Source: Calculations from Census J2J data.

Firms with fewer than 20 employees in the Leisure \& Hospitality, Trade, Professional \& Business Services, and Health \& Social Assistance sectors accounted for 11.4 percent of all new hires in 2021Q3 (on average across the regions); the variability among the regions is relatively small with the New England and Pacific regions having the highest rates, over 13 percent of new hires, and the East South Central states with the lowest rate at 9.1 percent. ${ }^{31}$ On average, the firms with 20-499 employees in those same sectors accounted for 19.3 percent of all hires. On average 30.7 percent of all hires in 2021-Q3 were by small businesses in Industry Group 1 and 32.7 percent of hires were by large businesses in that group. However, large business hires were more heavily concentrated in the Trade and Professional \& Business Services sectors and small business hires were somewhat more concentrated in Leisure \& Hospitality and Health \& Social Assistance.

Small businesses in the remaining sectors accounted for about 16.4 percent of new hires on average (of which 8.3 percent was in Construction; Manufacturing and Agriculture/Fisheries/Forestry). Small businesses tend to hire more employees for Construction in Industry Group 2 while large businesses tend to hire more for Manufacturing in Group 2.

[^12]On average, large business hiring across all sectors accounted for just over 45 percent of new hires across all regions with a low of about 40 percent in the Pacific region and a high of almost 53 percent in the East South Central region. ${ }^{32}$

High turnover is a common factor among many of the industries where small business hiring is concentrated. This is another factor that may make small business owners more aware of labor shortages because they tend to be in the market looking for new employees more frequently. In 2021 all private business had an average separation rate of 4.4 percent. ${ }^{33}$ However, largely due to the nature of the work, those with the highest separation rates were accommodation and food service ( 7.1 percent), arts and entertainment ( 6.5 percent), retail trade ( 5.5 percent), and professional and business services ( 5.4 percent). ${ }^{34}$

## SMALL BUSINESSES HIRE MORE FROM THE POOL OF THE NON-EMPLOYED

The smallest businesses (firms with fewer than 20 employees) tend to hire the most employees from the pool of non-employed workers when compared with businesses of other sizes and hire fewer people who are already employed in other jobs. This pool of non-employed workers may be people who are unemployed, having separated from other jobs, or it may be new entrants to the labor force. In 2021-Q3 the average across all regions of hires from non-employed status was 53.4 percent for firms with fewer than 20 employees and 45.1 percent for all businesses. However, the extent to which businesses depend on this pool of nonemployed labor varies depending on the general situation in the labor market and other economic factors. As can be seen in Figure 4, every region hired a larger percentage of its new employees from the non-employed ranks in 2021-Q3 than in 2019-Q3. All of the regions in this analysis had higher unemployment rates in 2021Q3 than they did in 2019-Q3, so this is a reasonable result for the time period (Table 4).

[^13]Figure 4: Percent Share of New Hires that are Hired from Non-Employed Status by Time Period and Region


Source: Calculations from Census J2J data.
Table 4: Unemployment Rates for Census Divisions and United States for Selected Quarters

| Region | 2018-Q3 | 2019-Q3 | 2020-Q3 | 2021-Q3 | 2022-Q3 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| New England | 3.4 | 3.1 | 9.6 | 5.1 | 3.5 |
| Mid Atlantic | 4.2 | 4.0 | 10.9 | 6.5 | 4.0 |
| East North Central | 3.9 | 3.8 | 8.9 | 5.0 | 4.0 |
| West North Central | 2.8 | 3.0 | 5.9 | 3.4 | 2.6 |
| South Atlantic | 3.7 | 3.4 | 8.1 | 4.4 | 3.3 |
| East South Central | 4.1 | 3.9 | 7.2 | 4.3 | 3.5 |
| West South Central | 4.0 | 3.8 | 8.3 | 5.2 | 3.8 |
| Mountain | 3.9 | 3.6 | 7.8 | 4.7 | 3.5 |
| Pacific | 4.2 | 4.0 | 11.1 | 6.5 | 4.0 |
| U.S. Total | 3.9 | 3.7 | 8.9 | 5.2 | 3.6 |

Source: Bureau of Labor Statistics, CPS and LAUS data. These data include all the states in each region.

Quite logically the level of dependence on the non-employed pool of applicants seems to vary with the amount of unemployment in the region overall. The relationship between this share and the unemployment rate is relatively robust for all business sizes/sectors but, even more so for the businesses with fewer than 20 employees. ${ }^{35}$ As the unemployment rate falls, businesses of all sizes become more dependent on hiring people away from other jobs. In most industries, that requires offering job applicants higher pay

[^14]than when hiring from a pool of non-employed workers. The issue of differential pay between different types of applicants will be discussed later in the paper.

The share of new employees hired from the non-employed tends to decrease as business size increases. Businesses with 500 or more employees obtain the largest share of new hires from other jobs, often bidding them away with better compensation. This pattern makes sense, since large businesses are better known to workers that may be seeking another job in the same industry sector and are more likely to be a part of industry networks that provide the opportunity to meet and observe employees of other firms. In fact, the J2J dataset also shows that large businesses are more likely to hire employees away from other large businesses than they are from any size of small business.

This pattern for the smallest businesses is also partially due to the business sectors in which they are concentrated, most specifically Leisure \& Hospitality, and Trade. The companies in these sectors, regardless of business size, tend to obtain the largest share of their new hires from the pool of the non-employed. For example, over the nine Census Divisions in 2021-Q3, an average of 55.8 percent of new hires to the Leisure \& Hospitality sector came from non-employed status compared to an overall average of 45.1 percent for all new hires in the same period. This can be seen in Figure 5, where the top line is the overall share of hires that come from non-employed status in Leisure \& Hospitality and the bottom line shows the share of new hires from non-employed status across all businesses and industry sectors.

Figure 5: Percent Share of New Hires to Leisure and Hospitality that Were Hired from Non-employed Status by Business Size and Region 2021-Q3


Source: Calculations from Census J2J data

Figure 5 also shows a consistent pattern in the Leisure \& Hospitality hires. Large businesses hiring for the Leisure \& Hospitality sector are also relatively dependent on obtaining new employees from the pool of the non-employed when compared with the overall rate for all business sectors. In 2021-Q3 the average percentage of new hires for large businesses in this industry coming from non-employed status was 53.7 percent. However, across all geographic regions, the smallest businesses are consistently hiring a larger share of their new employees from the non-employed pool than is large business. In 2021-Q3 businesses with fewer than 20 employees, on average, hired 59.1 percent of their employees from the non-employment, and in every region hired a larger percentage than did large businesses overall.

The industry sector that hires the largest share from the pool of employed workers tends to be Finance \& Insurance. That sector has a relatively small share of small business hires but is an industry sector where experience is helpful or necessary for many of the jobs. Among the four largest sectors for new hiring by small businesses, Health Care \& Social Assistance and Professional \& Business Services tend to have the lowest share of new hires from non-employed status.

## SMALL BUSINESSES TEND TO HIRE CLOSER TO HOME

When small businesses do hire employees away from another job, those hires tend to be from businesses relatively close to the hiring business. The Census dataset used for this project allows a comparison between the location of the prior job and the location of the newly hired position. ${ }^{36}$ For this analysis, the comparison has been made by state and region. For example, businesses hire the highest percentage of employees from other jobs in the same state in California, where across all industry sectors and business sizes $90.9 \%$ of hires from other jobs came from California. Michigan, Ohio and Texas also have relatively high rates, between $88 \%$ and $90 \% .^{37}$ The states that hire the fewest people from jobs within the state are Rhode Island and Delaware, where less than 70\% of hires from other jobs come from the same state. The District of Columbia has the lowest rate of hires from jobs within its boundaries with less than $35 \%$ of new hires coming from jobs within the District. In general, this pattern is logical since small states are more easily traversed and tend to have population centers closer to the borders with other states than do larger states. California, for example, has its population centers mostly along its coastline. In all instances, smaller companies tend to hire a larger percentage of people from other jobs within the same state than is true for all business sizes and all industry classes. Furthermore, on average, over $90 \%$ of hires from other jobs in Retail Trade and Accommodation \& Food Service come from the same region; a higher average than for all industry sectors combined.

The regional percentages sometimes mask underlying state differences. For example, the two regions with the highest ratios are the East North Central Region and the Pacific Region. ${ }^{38}$ Each has just over $91 \%$ of the new hires from other jobs coming from within the states of the region (a rate that is quite consistent over the two time periods studied). However, underlying that similarity are dissimilarities among the states. Table 5 highlights those differences.

[^15]Table 5: Percent of Hires from Other Jobs that are Coming from Jobs in the Same State or Region, for Selected Regions/States and Firm Sizes

| Region/State | 2021-Q3 |  | 2019-Q3 |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $<20$ <br> Employees | All Firms |  | $<20$ Employees |
|  | All Firms |  |  |  |
| Pacific Region | $93.2 \%$ | $91.2 \%$ | $93.2 \%$ | $91.1 \%$ |
| California | $92.4 \%$ | $90.9 \%$ | $92.6 \%$ | $90.8 \%$ |
| Hawaii | $82.1 \%$ | $77.6 \%$ | $84.7 \%$ | $80.1 \%$ |
| Oregon | $84.6 \%$ | $80.4 \%$ | $84.3 \%$ | $79.8 \%$ |
| Washington | $85.5 \%$ | $79.8 \%$ | $85.9 \%$ | $81.0 \%$ |
|  | $92.5 \%$ | $91.3 \%$ |  |  |
| East North Central <br> Region | $88.1 \%$ | $85.3 \%$ | $87.7 \%$ | $85.3 \%$ |
| Indiana | $87.9 \%$ | $85.6 \%$ | $88.7 \%$ | $85.8 \%$ |
| Illinois | $90.8 \%$ | $89.8 \%$ | $90.8 \%$ | $89.8 \%$ |
| Michigan | $90.0 \%$ | $88.5 \%$ | $89.7 \%$ | $87.8 \%$ |
| Ohio | $88.8 \%$ | $85.9 \%$ | $89.0 \%$ | $86.3 \%$ |
| Wisconsin |  |  |  |  |

Source: Calculations from Census J2J data.

The states in the East North Central Region show very similar patterns of hiring by all firms and by the smallest firms. However, hiring patterns in the Pacific Region vary considerably by state, with the Hawaiian rate of hiring from Hawaii being noticeably below the average across all the states.

It is not surprising that these numbers are relatively high across all states. The Census Bureau reports that in general, only a small percentage of the population works outside the state where they live, and that number fell during the pandemic as a larger percentage of workers started working from home. ${ }^{39}$ The

[^16]pandemic complicated this analysis somewhat since workers working from home are not at the same location as either their old or their new job. However, for many of the types of service jobs for which small businesses are hiring employees, the job cannot easily be performed at home, especially in the Retail Trade and Accommodation \& Food Services sectors. ${ }^{40}$

SMALL BUSINESSES FACED SIGNIFICANT COST INCREASES FOR LABOR IN 2021
It is long recognized that small businesses tend to pay less than large businesses. As discussed in the literature review above, there are differing theories for why that is true. This set of data does tend to bear out that general pattern with a few exceptions.

This data set shows average quarterly pay per person for each industry sector and firm size for three types of employees: 1) pay for someone newly hired from a non-employed status, 2) pay for someone who stays in the same job, and 3) pay for someone who has been hired away from another job. The first group is generally the lowest paid. The latter two tend to have the highest wages, with the job stayers normally having a small edge on those hired from another job, perhaps because of firm-specific experience. Appendix A contains state level wages by industry for each of these three types of employees.

A few factors should be kept in mind when evaluating these quarterly wage data. First, quarterly wages may differ not only because of a difference in the hourly wage rate paid, but also because of the number of hours worked and the amount of overtime. Therefore, one possible explanation for large businesses paying retail workers less during a quarter than small businesses (as shown on Table 6) is because they tend to provide their newly hired employees with fewer hours of work during a quarter than do small businesses. Second, these quarterly wages are averaging all types of employees together for a specific business sector. Large businesses may have more lower-level employees being supervised by a single supervisor than do smaller businesses, which would tend to skew the wages lower. Third, large businesses may have developed methods for simplifying jobs, such that very inexperienced workers can perform them under highly supervised conditions. Finally, the inflation rate in these two regions has been slightly different during this period and may have an influence on wage setting. To examine this last point, a constant dollar

[^17]version of this table appears as Table 6A in Appendix C, where the CPI-U for each region was used to adjust the 2019-Q3 wage levels to 2021-Q3 dollars. However, this adjustment does not change the overall pattern. It also shows that quarterly wages increased by more than the inflation rate in most instances.

It is possible to calculate regional wages using this data set; however, there are often noticeable differences between the states in a region. For that reason, the following tables (and the wage tables Appendix A) are broken down by state. Some of the combined industry sectors used for the analysis above have also been disaggregated because of industry wage differences. For example, the detailed data show that Retail Trade and Wholesale Trade tend to pay different average wage levels; therefore, it is best to evaluate each separately. For these reasons, this analysis is focused on state wages and somewhat more detailed industry breakdowns than were used for the regional analysis above. ${ }^{41}$ Table 6 compares the wages for Retail Trade for two regions as an example of the information available in Appendix A.

The Mid-Atlantic region and the East North Central region highlight some common patterns across the data set. The first is that there are two detailed industry sectors that do not follow the general pattern that small businesses always pay less for labor. In Retail Trade and Accommodation \& Food Service, large businesses are paying the lowest quarterly wages. As an example, Table 6 shows wages in Retail Trade for the states in two adjacent regions for 2021-Q3 and 2019-Q3. Retail Trade was chosen because it is an industry with a significant share of new hires for both large and small businesses.

New York and New Jersey tend to have the highest wages across all firm sizes and employee status types. ${ }^{42}$ Moving eastward into Pennsylvania wage levels tend to decline, and Pennsylvania is very similar to its neighboring state, Ohio. In the East North Central region, Illinois has the top wages, but still less than New York or New Jersey. However, across all states (except Indiana in 2021) and time periods, the quarterly wages paid by large businesses to new hires in retail trade coming from non-employed status are lower than those paid by small businesses.

[^18]Table 6: Retail Trade Average Quarterly Earnings by Selected Regions, Firm Sizes, and Employee

## Status in Nominal Dollars

|  | Mid-Atlantic Region |  |  | Mid-Atlantic Region |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{gathered} \hline 0-19 \\ \text { Employee } \\ s \\ \hline \end{gathered}$ | $\begin{gathered} <500 \\ \text { Employe } \\ \text { es } \end{gathered}$ | 500+ Employe es | $0-19$ Employe es | $\begin{gathered} <500 \\ \text { Employe } \\ \text { es } \end{gathered}$ | 500+ Employe es |
| New Jersey |  |  |  |  |  |  |
| Hired from Nonemployment | 6,862 | 7,888 | 5,989 | 5,294 | 5,717 | 5,559 |
| Job Stayer | 10,849 | 14,626 | 12,728 | 8,944 | 11,910 | 10,502 |
| Hired from Another Job | 10,599 | 13,889 | 11,929 | 7,963 | 10,151 | 9,091 |
| New York |  |  |  |  |  |  |
| Hired from Nonemployment | 8,102 | 8,090 | 6,843 | 6,066 | 6,426 | 5,010 |
| Job Stayer | 10,442 | 13,651 | 13,149 | 9,103 | 11,517 | 11,105 |
| Hired from Another Job | 11,311 | 13,779 | 11,995 | 8,780 | 10,836 | 9,649 |
| Pennsylvania |  |  |  |  |  |  |
| Hired from Nonemployment | 5,328 | 5,496 | 4,800 | 4,050 | 4,125 | 3,737 |
| Job Stayer | 9,365 | 12,226 | 10,507 | 8,091 | 10,113 | 9,154 |
| Hired from Another Job | 8,568 | 10,309 | 8,709 | 6,893 | 8,559 | 6,973 |
|  | East North Central Region |  |  | East North Central Region |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{gathered} 0-19 \\ \text { Employee } \\ s \end{gathered}$ | $\begin{gathered} <500 \\ \text { Employe } \\ \text { es } \end{gathered}$ | 500+ Employe es |  | $\begin{gathered} <500 \\ \text { Employe } \\ \text { es } \end{gathered}$ | $\begin{gathered} 500+ \\ \text { Employe } \\ \text { es } \end{gathered}$ |
| Illinois |  |  |  |  |  |  |
| Hired from Nonemployment | 5,971 | 6,831 | 5,140 | 4,855 | 5,293 | 3,847 |
| Job Stayer | 9,524 | 13,477 | 10,334 | 8,278 | 11,195 | 8,929 |
| Hired from Another Job | 8,252 | 11,055 | 8,834 | 7,105 | 9,444 | 7,050 |
| Indiana |  |  |  |  |  |  |
| Hired from Nonemployment | 4,727 | 5,100 | 5,222 | 3,841 | 4,419 | 3,804 |
| Job Stayer | 8,690 | 11,935 | 10,162 | 7,644 | 9,855 | 8,167 |
| Hired from Another Job | 7,600 | 9,509 | 8,501 | 6,276 | 7,763 | 6,661 |
| Michigan |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 4,474 | 4,559 | 3,907 |
| Job Stayer | 9,280 | 12,333 | 10,839 | 7,975 | 10,200 | 8,993 |
| Hired from Another Job |  |  |  | 6,456 | 8,128 | 6,941 |
| Ohio |  |  |  |  |  |  |


| Hired from |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Nonemployment | 5,038 | 5,334 | 4,917 | 4,146 | 4,329 | 3,746 |
| Job Stayer | 8,802 | 11,971 | 10,060 | 7,547 | 9,673 | 8,370 |
| Hired from Another Job | 7,586 | 9,331 | 8,328 |  | 6,186 | 7,758 |
| Wisconsin |  |  |  |  |  |  |
| Hired from |  |  |  |  |  |  |
| Nonemployment | 4,535 | 4,508 | 4,347 | 3,842 | 3,698 | 3,121 |
| Job Stayer | 8,965 | 11,167 | 9,771 |  | 7,681 | 9,311 |
| Hired from Another Job | 8,072 | 9,328 | 7,711 | 6,320 |  |  |

Source: Census J2J data.

Another question that is raised when examining these data is whether population density impacts these wages levels, since the three states with the highest wages in these two regions: New York, New Jersey, and Illinois all have large highly dense areas of population. This data set also provides some information with which to analyze that question as well. It is not possible to examine the metro area data by firm size.

Therefore, Table $\mathbf{7}$ lists average quarterly wages for all business sizes for several of the cities in the MidAtlantic and East North Central Regions along with the non-metro areas of those states. ${ }^{43}$ Table $\mathbf{7}$ has also been expanded to compare two detailed industries that tend to have similar pools of workers: Retail Trade and Accommodation \& Food Service (sub-categories of the Trade and Leisure \& Hospitality industries used in the earlier regional analysis). ${ }^{44}$ One of the first noticeable comparisons is that the wages for Accommodation \& Food Service are lower than those for Retail Trade except for a couple of instances (New York City being the major one). The other noticeable pattern is that the wages in Accommodation \& Food Service are flatter than Retail Trade. The job-stayers and those hired from another job do not have as large a premium as those types of employees do in Retail Trade. On average, over these geographic areas, Job Stayers in Retail Trade more than double their quarterly earnings when compared to those newly hired from non-employment. A similar calculation for Job Stayers in Accommodation \& Food Service shows a premium of about 80 percent, a substantially flatter wage profile.

[^19]Table 7: Quarterly Earnings in Retail Trade and Accommodation \& Food Service in Selected Cities and Non-metro Areas in Mid Atlantic and East North Central Regions by Type of Employee Hired 2021Q3

| Region | Industry | Hires from Nonemployment in Dollars | Job Stayers in Dollars | Hires from Another Job in Dollars |
| :---: | :---: | :---: | :---: | :---: |
| New York City- Newark, NY-NJ | Retail Trade | 7,575 | 14,175 | 13,881 |
|  | Acc \& Food Service | 8,164 | 10,438 | 10,658 |
| Philadelphia-Wilmington, PANJ | Retail Trade | 5,853 | 12,120 | 10,373 |
|  | Acc \& Food Service | 4,762 | 7,946 | 7,560 |
| Chicago-Napierville-Elgin, IL | Retail Trade | 5,779 | 11,836 | 9,966 |
|  | Acc \& Food Service | 5,850 | 8,997 | 8,246 |
| Indianapolis, IN | Retail Trade | 5,741 | 11,789 | 9,574 |
|  | Acc \& Food Service | 3,977 | 7,474 | 6,566 |
| Pittsburgh, PA | Retail Trade | 5,097 | 11,719 | 9,306 |
|  | Acc \& Food Service | 3,957 | 6,841 | 6,576 |
| Buffalo-Cheektowaga NY | Retail Trade | 5,449 | 11,528 | 10,154 |
|  | Acc \& Food Service | 4,161 | 7,380 | 6,551 |
| Columbus, OH | Retail Trade | 5,453 | 11,462 | 9,654 |
|  | Acc \& Food Service | 4,049 | 7,827 | 6,797 |
| Cincinnati OH | Retail Trade | 5,176 | 10,910 | 8,872 |
|  | Acc \& Food Service | 3,874 | 7,223 | 6,458 |
| Non-metro NY | Retail Trade | 5,531 | 10,764 | 8,707 |
|  | Acc \& Food Service | 4,282 | 7,653 | 6,627 |
| Green Bay WI | Retail Trade | 3,707 | 10,099 | 7,585 |
|  | Acc \& Food Service | 3,124 | 6,764 | 6,337 |
| Non-metro OH | Retail Trade | 4,776 | 9,871 | 7,796 |
|  | Acc \& Food Service | 3,107 | 6,028 | 5,131 |
| Non-metro IN | Retail Trade | 4,723 | 9,789 | 8,030 |
|  | Acc \& Food Service | 2,925 | 5,881 | 4,785 |
| Non-metro PA | Retail Trade | 4,288 | 9,567 | 7,724 |
|  | Acc \& Food Service | 3,201 | 5,666 | 5,118 |
| Non-metro WI | Retail Trade | 4,172 | 9,533 | 7,832 |
|  | Acc \& Food Service | 3,025 | 6,822 | 5,706 |
| Non-metro IL | Retail Trade | 4,552 | 9,146 | 7,486 |
|  | Acc \& Food Service | 3,362 | 5,702 | 4,936 |

Source: Census J2J data.
The cities and areas in Table $\mathbf{7}$ have been ordered from largest to smallest quarterly earnings of job stayers in Retail Trade in these two regions. If it had been ordered by the earnings of job stayers in Accommodation \& Food Service, the order would be slightly different (Chicago would move to the second slot
and non-metro Pennsylvania would move to the bottom). However, there would not be a huge shift in the ordering. Among these geographic areas, the New York City, Chicago, and Philadelphia metro areas would be at the top of the list with the highest earnings, whichever type of hire is used to determine the order of the table. ${ }^{45}$ In every one of these geographic regions job stayers had the highest wages and hires from nonemployed status had the lowest wages. However, the ordering of the highest-to-lowest paying locations (after the first three cities on the list) would vary somewhat if the list were ordered based on either the hired from non-employed category or from another job category rather than the choice of the job stayer category used to determine the order in Table 7.

Unsurprisingly, the non-metro areas tend toward the bottom of the list, with non-metro Illinois at the bottom despite the state of Illinois being at the top of the state list among its regional states. State minimum wage requirements may impact the ordering, especially in the non-metro areas where New York has the highest minimum wage among these sates, and Pennsylvania, Indiana and Wisconsin still maintain the Federal minimum wage set in 2009. However, Illinois, which increased its minimum wage significantly between 2019 and 2021 is at the bottom of the list; therefore, there are clearly additional factors impacting the wage determinations in these areas. ${ }^{46}$

The wage tables also point to a possible reason that small businesses were finding it difficult to find paid employees in 2021-Q3. One factor that businesses consider in hiring a specific person is the cost of the compensation that will need to be paid to come to an employment agreement. There were double-digit increases in the quarterly wages between 2019-Q3 and 2021-Q3 for Retail Trade, Accommodation \& Food Services, and Business Support Services, three of the sectors where small businesses are most likely to hire (see Appendix A). The wage increases tended to be especially high for those hires coming from nonemployment, the preferred source of new hires for these industry sectors for both large and small business,

[^20]possibly because it was requiring a higher wage to pull people back into public-facing jobs during the immediate post-COVID period.

Not only were companies facing a reduction in the labor force, making it harder to find potential new hires, but it was costing them a lot more, partially due to minimum wage increases and partially due to stronger demand for these types of workers. This does not necessarily mean that small business' overall wage bills were increasing at this same double-digit pace, it is quite possible that faced with a labor shortage, employers were having each employee work more hours in 2021 than in the third quarter of 2019. From this dataset it is not possible to break apart how much of this increase was from increases in hourly wages, how much from an expansion in hours of work by the business, how much from a change in the mix of employees, and how much reflects an increase in hours and overtime worked by the average employee. It does indicate that the cost of labor was changing significantly over this period, especially for businesses in these sectors.

The wage patterns also vary by industry sector. While the Retail Trade sector presented in Table 7, shows a clear and consistent delineation between the wages of the three types of retail workers, that is not necessarily true for all industries. The most variation is usually seen among Professional \& Technical Services. While earnings by hires from non-employment tend to be the lowest, as in most other sectors, wages paid to workers hired from another job, and job stayers may be very close together or the former may surpass the latter. This probably reflects the wide variation in the types of jobs found in this sector, anything from lawyers to graphic designers to computer programmers and various types of consultants.

## NEW COMPANIES ARE SIMILAR TO VERY SMALL COMPANIES

The Census dataset also provides information about firms by firm age. While this cannot be cross tabulated against the business size information, the smallest firms (with fewer than 20 employees) and the newest firms (age 0-1 Year) have similar hiring patterns, although with a few noticeable differences. New businesses (age 0-1 Year) accounted for just over 6 percent of new hires, on average, across all regions in 2021-Q3. This share was down slightly from its share in 2019-Q3 when new businesses accounted for 6.5 percent of new hires. Businesses in the next age group (age 2-3 Years) accounted for an additional 4.9 percent of new hires, on average, across all regions in 2021-Q3. This share was almost the same in 2019-Q3. The combined increase in new hires for both these age groups between 2019-Q3 and 2021-Q3 was 12.2 percent. Growth in the newest businesses was lower (8.8 percent) than the growth in new hires in the 2-3 Year group
(17.4 percent). Overall, hires by firms 0-3 Years of age are 20-27 percent of the hires by all firms with fewer than 500 employees, depending the on region. As Figure 6 shows, very young firms are a smaller share of total small business hires in the New England and East/West North Central states than in the southern and western states.

Figure 6: Share of Total New Hires by Youngest and Smallest Firms and Share Age 0-3 Year Hires are of Small Business Hires-2021Q3


There are no data for certain states and therefore some regions are incomplete: The East South Central Region is missing Tennessee and Mississippi; the West South Central Region is missing Arkansas and the Pacific Region is missing Alaska. Source: Calculations from Census J2J data.

Figure 7: Share of New Hires by the Youngest Firms (0-1 Year) Has Fallen Since 2019-Q3 but Age 2-3 Year Firms Have Increased Their Share in Many Regions


There are no data for certain states and therefore some regions are incomplete: The East South Central Region is missing Tennessee and Mississippi; the West South Central Region is missing Arkansas and the Pacific Region is missing Alaska. Source: Calculations from Census J2J data.

In 2021-Q3 The South Atlantic Region and the Pacific Region accounted for the largest number and share of hires by the youngest firms. The Pacific Region share of hires by the 0-1 Year age group was 7.4 percent in mid2021 but that share had fallen since the third quarter of 2019. Figure $\mathbf{7}$ below shows that the share of new hires by the Age 0-1 Year firms in 2021-Q3 is generally the same or smaller than it was in 2019-Q3 across all the regions. This is the outcome of the lower growth rate in hires by the 0-1 Year group that was noted above.

Both Age 0-1 Year and Age 2-3 Years tend to concentrate their hiring in some of the same industry categories. Across all regions, Leisure \& Hospitality (primarily Accommodation and Food Services) dominate the new business hiring. In about two-thirds of the regions hiring for Business Services is also important in these age groups followed by Health \& Social Assistance in a little less than half the regions. Agriculture is relatively important in the Pacific region, especially in California, Oregon and Washington states; and construction in the Mountain region, one of the two regions that saw an increase in its labor force between 2019 and 2021. New firm hires in construction were noticeable in Idaho, Montana and Wyoming.

Overall, for all businesses and industries, the distribution of the percentage of hires from other jobs that come from the same state and region as the current job must be the same by firm size and firm age, since those are just different distributions of the same firms. The very young firms (Age 0-1 Year) look similar in this regard to very small firms (<20 employees). However, the youngest firms have a slight propensity to hire even closer to home than do the very small firms, generally a percentage point or two more of their hires come from the same state than the smallest firms. Interestingly, firms in the next age group (Age 2-3 Years) tend to hire slightly less from the state than very small firms.

Very young firms do tend to hire fewer of their employees from non-employed status than do very small firms. This is a consistent pattern across all regions and tends to be consistent across the main industry sectors. Among firms hiring in Leisure \& Hospitality, young firms tend to hire 4-6 percentage points fewer total hires from non-employed status than do very small firms. In fact, very young firms, 0-1 Year, tend to hire a smaller share of employees from non-employment in Leisure \& Hospitality than do firms Age 2-3 Years. Table $\mathbf{8}$ compares young firms with very small firms for all industries and for two important industry sectors for new firm hiring, Leisure \& Hospitality and Business Services.

The similar pattern across industry sectors and time periods (it holds true in 2019-Q3 as well) seems to indicate that very new firms may depend more on hiring experienced workers than firms that have been in
business longer. Similar to the pattern we saw among all firms, very young firms in 2021-Q3 hired a larger percentage of their employees from non-employed status than the same type of firms did in 2019-Q3. This reinforces the relationship between the overall labor market conditions and

Table 8: Share of Firms' New Hires that Come from Non-Employed Status-2021Q3

|  | All Industries |  | Leisure \& Hospitality |  | Business Services |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Region\Firm Type | Firm Age <br> $0-3$ Years | $<20$ <br> Employees | Firm Age <br> $0-3$ Years | $<20$ <br> Employees | Firm Age 0-3 <br> Years | $<20$ <br> Employees |
| New England | $49.0 \%$ | $55.7 \%$ | $55.5 \%$ | $61.4 \%$ | $42.2 \%$ | $50.0 \%$ |
| Mid-Atlantic | $53.1 \%$ | $59.4 \%$ | $59.4 \%$ | $65.0 \%$ | $48.7 \%$ | $54.3 \%$ |
| East North Central | $46.5 \%$ | $51.8 \%$ | $53.2 \%$ | $58.5 \%$ | $43.6 \%$ | $47.3 \%$ |
| West North Central | $44.7 \%$ | $48.7 \%$ | $51.7 \%$ | $55.5 \%$ | $40.8 \%$ | $45.0 \%$ |
| South Atlantic | $47.8 \%$ | $52.9 \%$ | $52.5 \%$ | $57.7 \%$ | $45.7 \%$ | $49.4 \%$ |
| East South Central | $46.5 \%$ | $51.4 \%$ | $50.4 \%$ | $56.2 \%$ | $45.4 \%$ | $47.8 \%$ |
| West South Central | $47.9 \%$ | $53.0 \%$ | $54.1 \%$ | $59.1 \%$ | $43.2 \%$ | $49.4 \%$ |
| Mountain | $46.5 \%$ | $51.0 \%$ | $51.1 \%$ | $55.8 \%$ | $44.8 \%$ | $48.9 \%$ |
| Pacific | $52.3 \%$ | $57.7 \%$ | $56.7 \%$ | $62.4 \%$ | $47.9 \%$ | $51.9 \%$ |

Source: Calculations from Census J2J data.
some of these choices, when the unemployment rate tends to be low, as it was in 2019-Q3, firms in all sectors and regions must bid workers away from other jobs more frequently.

One factor that could influence both the tendency to hire more from the same state and more from the employed pool than very small firms overall might be that start-ups (Age 0-1 Year) may be more likely to hire people they know with the skills or experience necessary to get the business up and running smoothly. Also, start-ups are perceived as riskier than businesses that have been around for a few years and may require more direct interaction between the entrepreneur and the new hires to overcome that perception. Both factors could help explain this pattern.

Table 9: Accommodation \& Food Services Average Quarterly Earnings by Selected Regions Firm Size, Firm Age, and Employee Status, in Dollars

|  | Mid-Atlantic Region |  |  | Mid-Atlantic Region |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | 0-19 <br> Employe <br> es | $\begin{gathered} \text { Age 0-1 } \\ \text { Year } \end{gathered}$ | Age 2-3 Years | $0-19$ Employe es | Age 0-1 Year | Age 2-3 Years |
| New Jersey |  |  |  |  |  |  |
| Hired from Nonemployment | 4,896 | 5,217 | 4,938 | 3,617 | 4,200 | 3,698 |
| Job Stayer | 7,514 | 7,277 | 8,027 | 5,966 | 7,272 | 6,376 |
| Hired from Another Job | 7,369 | 8,308 | 7,652 | 5,501 | 6,157 | 5,966 |
| New York |  |  |  |  |  |  |
| Hired from Nonemployment | 6,275 | 7,099 | 7,340 | 4,798 | 5,701 | 5,686 |
| Job Stayer | 7,725 | 8,448 | 9,175 | 6,528 | 8,028 | 8,394 |
| Hired from Another Job | 8,340 | 9,497 | 9,599 | 6,608 | 8,175 | 7,932 |
| Pennsylvania |  |  |  |  |  |  |
| Hired from Nonemployment | 3,830 | 4,317 | 4,201 | 2,799 | 3,147 | 3,165 |
| Job Stayer | 5,842 | 6,820 | 6,401 | 4,793 | 5,549 | 5,701 |
| Hired from Another Job | 5,627 | 6,763 | 6,397 | 5,010 | 5,647 | 6,314 |
|  | East North Central Region |  |  | East North Central Region |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{gathered} 0-19 \\ \text { Employe } \\ \text { es } \\ \hline \end{gathered}$ | Age 0-1 Year | Age 2-3 <br> Years | $\begin{gathered} 0-19 \\ \text { Employe } \\ \text { es } \\ \hline \end{gathered}$ | Age 0-1 Year | Age 2-3 Years |
| Illinois |  |  |  |  |  |  |
| Hired from Nonemployment | 4,740 | 5,191 | 5,238 | 3,384 | 3,678 | 3,319 |
| Job Stayer | 6,631 | 7,214 | 7,501 | 5,423 | 6,202 | 6,479 |
| Hired from Another Job | 5,975 | 6,976 | 7,308 | 4,932 | 5,851 | 5,771 |
| Indiana |  |  |  |  |  |  |
| Hired from Nonemployment | 3,568 | 3,649 | 4,040 | 2,785 | 2,956 | 2,870 |
| Job Stayer | 5,861 | 5,940 | 6,465 | 4,907 | 4,975 | 5,210 |
| Hired from Another Job | 5,472 | 5,968 | 6,474 | 4,226 | 5,142 | 4,687 |
| Michigan |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 2,869 | 3,159 | 2,995 |
| Job Stayer | 6,277 | 6,607 | 6,992 | 5,165 | 5,598 | 5,503 |
| Hired from Another Job |  |  |  | 4,534 | 5,402 | 4,827 |
| Ohio |  |  |  |  |  |  |
| Hired from Nonemployment | 3,639 | 3,828 | 3,479 | 2,805 | 2,954 | 2,706 |


| Job Stayer | 5,761 | 6,150 | 6,162 | 4,716 | 5,092 | 5,455 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Hired from Another Job | 5,223 | 5,930 | 5,716 | 4,350 | 5,133 | 4,867 |
| Wisconsin |  |  |  |  |  |  |
| Hired from <br> Nonemployment | 3,139 | 3,497 | 3,152 | 2,335 | 2,520 | 2,554 |
| Job Stayer | 5,468 | 5,756 | 6,003 | 4,571 | 5,067 | 5,109 |
| Hired from Another Job | 5,228 | 6,073 | 5,915 | 3,878 | 4,768 | 4,301 |
| Source: Census J2J data. |  |  |  |  |  |  |

The same caveats hold true as were discussed earlier with respect to Table 6. These earnings numbers reflect both hourly wages and hours worked and either or both may account for the differences in earning levels. Inflation could also be an influencing factor and a Constant Dollar version of this table is shown as Table 9A in Appendix C, where the CPI-U for each region was used to adjust the 2019-Q3 wage levels to 2021-Q3 dollars. However, the general pattern continues to hold and the increases between the two periods are greater than could be accounted for by inflation alone.

## THE ROLE OF EMPLOYEE AGE AND GENDER IN HIRING DIFFICULTIES

As discussed in the literature review, one of the theories for the decline in the labor force between 2019 and 2021 was that the parents of small children, especially mothers, stayed out of the labor force because of lack of childcare during the pandemic. Since this dataset examines new hires which, by definition, must be in the labor force it cannot directly answer a question about missing labor force participants. However, it is possible to look at the gender and age distribution of those that were hired in 2019-Q3 and 2021-Q3 and note any differences in the distribution across the gender/age distributions. These gender and age distributions cannot be tabulated by firm size. Therefore, the implications for small business hiring must be drawn from the information for the industry sectors in which small businesses are important participants. However, it is important to note that these same industries are also industries in which large businesses make significant hires (See Table 3).

As noted in Table 2, the size of the labor force declined between 2019 and 2021 for seven of the nine regions analyzed. The West South Central and Mountain regions were the only two to see growth in their labor forces during this time period. However, in evaluating who was hired, it is also helpful to look at the distribution of the labor force available to be hired.

Table 10: Change in the Regional Labor Force 2019 to 2021 by Specific Groups

| Region | \% Change in <br> Labor Force <br> of the Region <br> $2021 / 2019$ | \% Change <br> in Labor <br> Force- <br> Male <br> $2021 / 2019$ | \% Change in <br> Labor Force- <br> Female <br> $2021 / 2019$ | \% Change in <br> Labor Force- <br> Total-Age 25-34 <br> $2021 / 2019$ | \% Change in <br> Labor Force- <br> Total-Age 55-64 <br> $2021 / 2019$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| New England | $-2.9 \%$ | $-2.5 \%$ | $-3.3 \%$ | $-0.9 \%$ | $-3.8 \%$ |
| Mid Atlantic | $-2.1 \%$ | $-1.5 \%$ | $-2.7 \%$ | $-1.2 \%$ | $-1.5 \%$ |
| East North Central | $-2.5 \%$ | $-2.2 \%$ | $-2.8 \%$ | $0.9 \%$ | $-4.4 \%$ |
| West North Central | $-1.3 \%$ | $-0.6 \%$ | $-2.2 \%$ | $-1.2 \%$ | $-5.7 \%$ |
| South Atlantic | $-0.6 \%$ | $-0.8 \%$ | $-0.4 \%$ | $-1.8 \%$ | $0.9 \%$ |
| East South Central* | $-1.3 \%$ | $-1.5 \%$ | $-1.0 \%$ | $-4.3 \%$ | $-3.0 \%$ |
| West South Central* | $2.1 \%$ | $2.0 \%$ | $2.2 \%$ | $1.3 \%$ | $-0.9 \%$ |
| Mountain | $1.6 \%$ | $2.3 \%$ | $0.8 \%$ | $4.3 \%$ | $0.9 \%$ |
| Pacific* | $-1.7 \%$ | $-2.2 \%$ | $-1.1 \%$ | $-5.2 \%$ | $0.2 \%$ |
| Total** | $-1.0 \%$ | $-0.9 \%$ | $-1.1 \%$ | $-1.1 \%$ | $-1.4 \%$ |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. See footnote 16 for more detail. Those states were excluded from these counts.
**The total represents just the states included here. The official U.S. labor force declined 1.4\%.
Source: Distributions calculated from BLS annual LAUS data and benchmarked to annual average Labor Force totals from monthly LAUS data.

Table 10 shows the change in the labor force for specific gender and age groups within it. This table shows that the shifts in the labor force varied by region, even when the overall numbers are similar. The West South Central region, as an example, showed an overall gain of about 2 percent and the number of male and female participants grew by the same percentage. Whereas, the Mountain region, which showed a smaller percentage change in the overall labor force had growth in its male labor force that equaled that of the West South Central region but a much smaller gain in its female labor force. For the other regions, the number of people in the labor force declined, with female participation dropping faster than male participation in four regions and male participation dropping faster than female participation in three regions.

The labor force data also show three groups of labor force participants that are most likely to have children: married males with spouse present, married females with spouse present, and women who maintain families. Table 11 shows the percentage change in these parts of the labor force by region.

Table 11: Change in the Regional Labor Force 2019 to 2021 by Specific Groups

| Region | \% Change in <br> Labor Force <br> of the Region <br> $2021 / 2019$ | \% Change in <br> Labor Force- <br> Married Male <br> Spouse Present <br> $2021 / 2019$ | \% Change in Labor <br> Force-Married <br> Female Spouse <br> Present 2021/2019 | \% Change in Labor <br> Force-Women Who <br> Maintain Families <br> $2021 / 2019$ |
| :--- | :---: | :---: | :---: | :---: |
| New England | $-2.9 \%$ | $-3.7 \%$ | $-1.9 \%$ | NA |
| Mid Atlantic | $-2.1 \%$ | $-3.4 \%$ | $-4.5 \%$ | $1.5 \%$ |
| East North Central | $-2.5 \%$ | $-3.2 \%$ | $-2.5 \%$ | $-2.1 \%$ |
| West North Central | $-1.3 \%$ | $-0.3 \%$ | $-4.2 \%$ | NA |
| South Atlantic | $-0.6 \%$ | $-4.3 \%$ | $-2.3 \%$ | $1.8 \%$ |
| East South Central* | $-1.3 \%$ | $-3.1 \%$ | $1.1 \%$ | $7.2 \%$ |
| West South Central* | $2.1 \%$ | $0.0 \%$ | $3.8 \%$ | $0.3 \%$ |
| Mountain | $1.6 \%$ | $3.0 \%$ | $-1.0 \%$ | NA |
| Pacific* | $-1.7 \%$ | $-4.6 \%$ | $-3.3 \%$ | $3.1 \%$ |
| Total ** | $-1.0 \%$ | $-2.6 \%$ | $-2.1 \%$ | NA |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. See footnote 16 for more detail. Those states were excluded from these counts.
**The total represents just the states included here. The official U.S. labor force declined 1.4\%.
Source: Distributions calculated from BLS annual LAUS data and benchmarked to annual average Labor Force totals from monthly LAUS data. Some states do not report Women Who Maintain Families in both years, those are labeled NA due to lack of complete data.

There is no consistent picture across these groups; in all but two regions there is a decline in the number of married men with spouse present and married women with spouse present in the labor force. However, those declines do not happen in the same regions. While these declines might represent parents staying home with their children, they might also represent retirements from the labor force. In all but one region there is an increase in women maintaining families in the labor force. However, individuals may move
from one group to another and stay in the labor force. For example, a decline in married females with spouse present and an increase in women who maintain families could both be the result of an increase in marital separations while the role of the women in the overall labor force did not change. While Table $\mathbf{1 0}$ and Table 11 show interesting patterns in the change in the workforce, they do not answer the questions that have been posed.

The next step is to look at how these changes in the workforce impacted the hiring process in industries most important to small businesses. Did businesses change the pattern of the type of person they hired or where they hired those people from between 2019-Q3 and 2021-Q3? A complete set of Regional Tables by gender and age are shown in Appendix B. The following summarizes some of those findings. Table 12 provides an overview of hiring by region, gender and age group for hiring in all industry sectors and for two selected industries where small businesses are important participants: Leisure \& Hospitality and Trade. ${ }^{47}$

Table 12: Females as a Share of New Hires by Region and Selected Industries

| Region | \% Female <br> Hires All <br> Industries <br> 2021-Q3 | Female <br> Hires All <br> Industrie <br> s 2019- <br> Q3 | Hires Leisure <br> \& Hospitality <br> 2021-Q3 | \% Female Hires <br>  <br> Hospitality <br> 2019-Q3 | \% Female <br> Hires <br> Trade <br> 2021-Q3 | Hires Trade <br> 2019-Q3 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| New England | $52.5 \%$ | $52.0 \%$ | $54.7 \%$ | $54.0 \%$ | $47.8 \%$ | $47.7 \%$ |
| Mid Atlantic | $51.5 \%$ | $51.0 \%$ | $52.0 \%$ | $51.7 \%$ | $49.2 \%$ | $49.0 \%$ |
| East North Central | $51.0 \%$ | $51.0 \%$ | $55.0 \%$ | $55.3 \%$ | $49.6 \%$ | $49.9 \%$ |
| West North Central | $50.9 \%$ | $50.7 \%$ | $54.4 \%$ | $54.2 \%$ | $48.1 \%$ | $48.2 \%$ |
| South Atlantic | $52.1 \%$ | $51.8 \%$ | $54.0 \%$ | $54.9 \%$ | $50.2 \%$ | $50.6 \%$ |
| East South <br> Central* | $52.5 \%$ | $50.6 \%$ | $57.0 \%$ | $57.7 \%$ | $51.8 \%$ | $52.2 \%$ |
| West South <br> Central | $50.2 \%$ | $49.4 \%$ | $53.2 \%$ | $54.0 \%$ | $48.7 \%$ | $48.4 \%$ |

[^21]| Mountain | $48.8 \%$ | $48.3 \%$ | $51.9 \%$ | $52.0 \%$ | $47.4 \%$ | $46.9 \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Pacific* $^{*}$ | $49.3 \%$ | $48.1 \%$ | $51.8 \%$ | $51.7 \%$ | $48.0 \%$ | $47.1 \%$ |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. See footnote 16 for more detail. Those states were excluded from these counts.

Source: Calculations from Census J2J data

The first notable fact is that more women than men were hired across all but two regions in $2021 Q 3$ and in all but three regions in 2019Q3. ${ }^{48}$ This is a somewhat surprising since men outnumbered women in the total U.S. labor force in both of these periods by almost 10 million people. ${ }^{49}$ However, as was shown in Table 2, new hires make up only about 10 percent of the labor force in any given quarter and there is a relatively high turnover rate in many industries in which females are the dominant hire. ${ }^{50}$ As Table $\mathbf{1 2}$ shows, the Leisure \& Hospitality sector usually has a higher percentage of females than males hired, Trade tends to have a higher percentage of males than females. The pattern varies in the other industry sectors, Construction is usually heavily dominated by male hires and Health \& Social Assistance is usually heavily dominated by female hires. Business Services tends to show a slight advantage to male hires. Table $\mathbf{1 2}$ also shows that in several regions there was a shift toward female hires between 2019-Q3 and 2021-Q3 among all hires, but that it is not a consistent pattern in the two industry subsectors that are shown. Interestingly, such a shift does not always correlate closely with change in the male/female labor force numbers seen in Table 10. There does appear to be a shift toward more female hiring in some of the industry sectors that tend to have fewer women, such as Construction, Transportation \& Warehousing, and Business Services.

The other way of analyzing the changes is whether the pattern of hiring within an industry has changed. Did businesses hire a different mix of employees in mid-2021 than they did in mid-2019. Here it

[^22]seems quite clear that businesses hired a smaller share of both women and men in the 22-34 age range in 2021-Q3 than they did during 2019-Q3. This was true across most of the industry sectors where small businesses are hiring, this did not generally translate into a smaller number being hired in 2021 compared with 2019, but the growth in hires of this age group was noticeably lower than for other age groups. Businesses in all Regions depend on this age group to provide the bulk of new hires, even in 2021 the 22-34 age group accounted for 35-38 percent of all new hires, depending on the region. Amongst the sectors with heavy participation by small businesses, this age group supplied the largest percentage of employees for most industry sectors except Leisure \& Hospitality (where it is second to the age 14-21 group) and Construction (where it is usually second to the $35-54$ age group). However, as Figure 8 shows, 22-34 age group made up a smaller percentage of hires in 2021 than in 2019 in every Region; although the shift was smallest in the West South Central and Mountain regions where the labor force showed growth in both gender groups and among younger workers.

Figure 8: Change between 2019-Q3 and 2021-Q3 in the Share of Female and Male Hires Aged 22-34 to Selected Industries
(in percentage points of all hires to the industry)


There are no data for certain states and therefore some regions are incomplete: The East South Central Region is missing Tennessee and Mississippi; the West South Central Region is missing Arkansas and the Pacific Region is missing Alaska. Source: Calculations from Census J2J data.

The overall decline indicates that this age group was less available in 2021 than in 2019 but the larger declines in the public-facing Leisure \& Hospitality and Trade sectors also indicate that this age group shifted to other industry sectors.

Despite the decline in the labor force numbers for the 54-65 age group, the share of total hires from this age group was relatively stable between the two time periods in these industries. Even in the three Regions where the decline in the labor force for this age group was the largest, their share of new hires held constant or increased slightly. The largest concentration of this age group is in Professional \& Business Services, Trade, Health \& Social Assistance and Manufacturing. (See Appendix B).

This dataset seems to support the idea that businesses were having more trouble hiring employees that were age 22-34 in mid-2021 than they were in mid-2019. Labor force and population data show both a short-term and a longer-term reason for this difficulty. Over the 2020 to 2022 time period the 20-34 age group grew by less than half a percent a year in the U.S. overall, and mostly due to growth in the younger cohort, age20-24. (Table 13). While this was faster than overall population growth it did not match the growth in demand for labor. Growth varied by region. Two regions, Mid-Atlantic and Pacific, saw steady declines in this age group in both genders. While the South Atlantic, West South Central and Mountain regions experienced growth above 1\% a year in this age group.

Table 13: Percent Change in the Population of 20-34 Year Olds by Region Growth Rates from 2020 to 2022

|  | O Change in Population of 20-34 Year <br> Olds <br> 2021/2020 |  |  | M Change in Population of 20-34 Year <br> Olds |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Female | Male | Total | Female | Male | Total |
|  |  |  |  |  |  |  |
| U.S. Total (age 0- <br> 100+) | $0.19 \%$ | $0.12 \%$ | $0.16 \%$ | $0.42 \%$ | $0.34 \%$ | $0.38 \%$ |
| U.S. (age 20-34) | $0.49 \%$ | $0.35 \%$ | $0.42 \%$ | $0.52 \%$ | $0.33 \%$ | $0.42 \%$ |
| U.S. (age 25-34) | $-0.27 \%$ | $-0.28 \%$ | $-0.27 \%$ | $0.19 \%$ | $0.13 \%$ | $0.16 \%$ |
| New England | $0.91 \%$ | $0.78 \%$ | $0.84 \%$ | $-0.21 \%$ | $-0.36 \%$ | $-0.28 \%$ |
| Mid Atlantic | $-0.92 \%$ | $-0.85 \%$ | $-0.89 \%$ | $-0.72 \%$ | $-0.97 \%$ | $-0.85 \%$ |
| East North Central | $0.24 \%$ | $0.21 \%$ | $0.22 \%$ | $0.11 \%$ | $0.04 \%$ | $0.07 \%$ |
| West North Central | $0.50 \%$ | $0.46 \%$ | $0.48 \%$ | $0.09 \%$ | $-0.01 \%$ | $0.04 \%$ |
| South Atlantic | $1.27 \%$ | $1.06 \%$ | $1.16 \%$ | $1.26 \%$ | $1.06 \%$ | $1.16 \%$ |
| East South Central | $1.14 \%$ | $0.95 \%$ | $1.04 \%$ | $0.88 \%$ | $0.98 \%$ | $0.93 \%$ |
| West South Central | $1.57 \%$ | $1.45 \%$ | $1.51 \%$ | $1.58 \%$ | $1.37 \%$ | $1.48 \%$ |
| Mountain | $2.05 \%$ | $1.84 \%$ | $1.94 \%$ | $1.70 \%$ | $1.60 \%$ | $1.65 \%$ |
| Pacific | $-0.99 \%$ | $-1.31 \%$ | $-1.15 \%$ | $-0.23 \%$ | $-0.59 \%$ | $-0.42 \%$ |

Annual Estimates of the Resident Population for Selected Age Groups by Sex for the United States: April 1, 2020 to July 1, 2022 (NC-EST2022-AGESEX). Regions calculated from related state tabulations (all states included). These data are benchmarked to the 2020 Census data and do not go back to 2019.

Source: U.S. Census Bureau, Population Division,

In addition, the labor force participation for the 25-34 age group also declined between 2019 and 2021. Fewer individuals were choosing to work. That may have been a reaction to lack of dependable/affordable childcare, as suggested in the literature, since the average age of U.S. women at the first birth of a child in 2021 was just over 27 years. This dataset cannot answer that question directly. If that is the explanation, it implies that parents split the childcare duties since male labor force participation declined
in all but one region in 2021 and female labor force participation fell in all but three regions. But, by 2022 labor force participation rates were improving in most regions (Table 14), improving the availability within that pool of workers.

The demographic shift toward slower population growth cannot be easily resolved, it ultimately slows the rate of new hires for all industries and increases the competition between employers. For industries especially dependent on hiring within a narrow age/gender pool, slow growth will be more noticeable. One method of improving the pool of workers available is to encourage a larger percentage of people in this age group to work. Female labor force participation rates are lower than male rates

Table 14: Labor Force Participation Rates for 25-34 Year Olds by Region and Gender 2019, 2021, 2022

| Region | Female <br> 2019 | Female <br> 2021 | Female <br> 2022 | Male <br> 2019 | Male <br> 2021 | Male <br> 2022 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| New England | $82.5 \%$ | $80.8 \%$ | $81.7 \%$ | $89.7 \%$ | $88.4 \%$ | $88.5 \%$ |
| Mid Atlantic | $77.5 \%$ | $78.2 \%$ | $79.9 \%$ | $88.4 \%$ | $87.2 \%$ | $88.8 \%$ |
| East North Central | $77.5 \%$ | $77.0 \%$ | $78.5 \%$ | $90.1 \%$ | $88.4 \%$ | $89.5 \%$ |
| West North Central | $82.6 \%$ | $82.7 \%$ | $83.6 \%$ | $92.0 \%$ | $90.3 \%$ | $91.8 \%$ |
| South Atlantic | $76.3 \%$ | $76.4 \%$ | $77.6 \%$ | $89.2 \%$ | $87.7 \%$ | $88.3 \%$ |
| East South Central | $73.3 \%$ | $71.0 \%$ | $71.4 \%$ | $88.1 \%$ | $85.6 \%$ | $87.0 \%$ |
| West South Central | $72.3 \%$ | $72.4 \%$ | $74.4 \%$ | $88.6 \%$ | $88.7 \%$ | $89.2 \%$ |
| Mountain | $77.3 \%$ | $76.2 \%$ | $76.3 \%$ | $90.6 \%$ | $89.9 \%$ | $90.5 \%$ |
| Pacific | $75.7 \%$ | $74.2 \%$ | $76.9 \%$ | $87.5 \%$ | $85.2 \%$ | $86.4 \%$ |

Labor Force Participation = Labor Force / Population
Source: Data calculated from Bureau of Labor Statistics' Local Area Unemployment Statistics (all states are included).
across all regions and time periods. Improved childcare options might be one method of accomplishing higher labor force participation rates.

The dataset also shows that males are more likely than females to be hired from another job across all regions and most industry sectors. This may help explain part of the tendency of small businesses to hire more frequently from the non-employed pool since they are often hiring in sectors that employ more women.

## A. THE ROLE OF RACE AND ETHNICITY IN THE HIRING PROCESS

It is not possible to analyze the role of race and ethnicity in small business hiring from the J2J data set because, like gender and age, this is not a variable that this dataset allows to be tabulated against business size categories. Therefore, these factors can only be considered by analyzing industries where small businesses are hiring the majority of their workers, keeping in mind that large businesses are also hiring in these same industries. The J2J databases show race by the following categories: White Alone; Black or African American Alone; American Indian or Alaska Native Alone; Asian Alone; Native Hawaiian or Other Pacific Islander Alone; and Two or More Race Groups. In addition, the J2J database shows those workers who identify as Hispanic or Latino ethnicity (which can be of any race). The minority groups do tend to have a slightly faster pace of population growth and therefore, in the longer run, will be an increasingly important part of the labor force and the available pool of potential hires.

The growth in new hires broken down by race and ethnic background show some variation both by region and by industry over the period of this study. Table $\mathbf{1 5}$ summarizes some of those differences, focusing on the largest groups of White Alone, and Black or African American Alone. Table $\mathbf{1 6}$ shows the same industries with growth in Hispanic/Latino hires (which may be from any of the racial groups identified in the J2J.) One should also keep in mind that there may be some correlation between race/ethnic identifiers and educational attainment identifiers. Preliminary information also indicates that the more highly educated workers were hired faster than those with less education. However, the information from this data source does not allow the analysis to be broken down by both those variables at once.

Table 15: Percent Change in Hires by Selected Racial Groups and Selected Industries by Regions between 2019-Q3 and 2021-Q3

| Region | White <br> Alone in <br> Trade | Black/Africa <br> n American <br> Alone in <br> Trade | White <br> Alone in <br> Business <br> Services | Black/African <br> American Alone <br> in Business <br> Services | White Alone <br>  <br> Hospitality | Black/African <br> American Alone <br>  <br> Hospitality |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| New England | $18.2 \%$ | $12.5 \%$ | $13.9 \%$ | $15.1 \%$ | $22.8 \%$ | $17.4 \%$ |
| Mid Atlantic | $16.1 \%$ | $7.1 \%$ | $10.3 \%$ | $1.1 \%$ | $23.5 \%$ | $13.3 \%$ |
| East North <br> Central | $19.8 \%$ | $19.9 \%$ | $10.5 \%$ | $2.8 \%$ | $13.7 \%$ | $4.7 \%$ |
| West North <br> Central | $18.1 \%$ | $21.3 \%$ | $9.1 \%$ | $4.9 \%$ | $10.4 \%$ | $-0.2 \%$ |
| South Atlantic | $25.6 \%$ | $26.6 \%$ | $18.0 \%$ | $13.2 \%$ | $19.2 \%$ | $9.3 \%$ |
| East South <br> Central | $25.4 \%$ | $33.6 \%$ | $7.8 \%$ | $6.1 \%$ | $9.7 \%$ | $0.4 \%$ |
| West South <br> Central | $23.9 \%$ | $25.4 \%$ | $20.1 \%$ | $24.8 \%$ | $12.6 \%$ | $5.1 \%$ |
| Mountain $^{\text {M }}$ | $26.0 \%$ | $34.1 \%$ | $12.5 \%$ | $11.4 \%$ | $20.5 \%$ | $26.5 \%$ |
| Pacific* | $20.9 \%$ | $16.7 \%$ | $9.6 \%$ | $5.0 \%$ | $31.6 \%$ | $25.8 \%$ |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. See footnote 16 for more detail. Those states were excluded from these counts.

As can be seen in Table 15, the growth in Black/African American Alone hires tended to be slower than hires of White Alone employees across most regions in Business Services and in Leisure \& Hospitality, although not in every region. The rates varied more amongst hires for the rapidly increasing Trade Sector, where Black Alone hiring tended to be the same or exceed White Alone hiring in many of the regions. Asian Alone hiring (not shown here) tended to outpace both groups but is a much smaller group of employees, especially in some of the Regions where Asians are a small portion of the population. These data support the data seen in the broader unemployment statistics where Black/African American employment/labor force participation dropped during COVID (similar to that of White employment and labor force participation). However, while Black/African American workers returned to the labor force more quickly after COVID-19 their
unemployment rates have remained above that of Whites indicating an available workforce that may be underutilized.

Table 16 shows that the growth in Hispanic hiring was very slightly faster than the growth in nonHispanic hiring during the same time period.

Table 16: Change in the Regional Hiring by Selected Ethnic Groups and Selected Industries by Region between 2019-Q3 to 2021-Q3

| Region | Non- <br> Hispanic <br> in Trade | Hispanic <br> in Trade | Non-Hispanic <br> in Business <br> Services | Hispanic in <br> Business <br> Services | Non-Hispanic <br>  <br> Hospitality | Hispanic in <br>  <br> Hospitality |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| New England | $17.6 \%$ | $19.9 \%$ | $16.0 \%$ | $9.5 \%$ | $22.5 \%$ | $22.2 \%$ |
| Mid Atlantic | $14.7 \%$ | $13.0 \%$ | $9.7 \%$ | $3.6 \%$ | $21.7 \%$ | $24.6 \%$ |
| East North <br> Central | $19.9 \%$ | $27.9 \%$ | $8.5 \%$ | $8.2 \%$ | $11.9 \%$ | $16.2 \%$ |
| West North <br> Central | $17.8 \%$ | $31.2 \%$ | $8.1 \%$ | $8.8 \%$ | $8.5 \%$ | $9.9 \%$ |
| South Atlantic | $25.6 \%$ | $30.1 \%$ | $16.0 \%$ | $19.0 \%$ | $15.3 \%$ | $25.5 \%$ |
| East South <br> Central | $27.0 \%$ | $42.2 \%$ | $7.2 \%$ | $10.7 \%$ | $7.2 \%$ | $13.7 \%$ |
| West South <br> Central | $23.8 \%$ | $26.3 \%$ | $23.3 \%$ | $18.9 \%$ | $11.1 \%$ | $10.9 \%$ |
| Mountain | $25.8 \%$ | $32.2 \%$ | $14.4 \%$ | $7.2 \%$ | $20.8 \%$ | $23.8 \%$ |
| Pacific* | $16.8 \%$ | $26.4 \%$ | $9.5 \%$ | $9.6 \%$ | $29.7 \%$ | $36.1 \%$ |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. See footnote 16 for more detail. Those states were excluded from these counts.

The growth in Hispanic hiring tended to outpace that of non-Hispanic hiring in Trade and in Leisure \& Hospitality in most regions; however, in some Regions, Hispanics are a small part of the labor force. The rates are more varied in Business Services with Hispanic hiring often slower than Non-Hispanic hiring but not in all Regions. There was only a small decline in the Hispanic labor force during the pandemic and a more rapid reentry, which may have made them more available to be hired in 2021.

This is an area where additional study is needed. Better measures of small businesses utilization of minority employees would provide a better basis for understanding the factors that could expand the hiring of this pool of potential employees.

## CHALLENGES CONTINUE INTO 2022 BUT SOME FACTORS HAVE ABATED

The J2J data for 2022-Q3 were not yet available at the time this paper was finalized. Some of the factors identified as challenges continued into 2022, especially the low unemployment rates that declined further since 2021-Q3 as shown in Table 4. However, some circumstances have changed since 2021, which should have mitigated some of difficulties in hiring new workers. Every region had gains in the size of its labor force between 2021 and 2022, and the U.S. labor force exceeded 2019 levels by a small amount. But as can be seen in Table 17, three regions were still significantly below 2019 levels by 2022. Labor force participation rates have risen since 2021 in most regions for workers aged 25-34, and in some regions the participation rate has surpassed that of 2019 (Table 14). Overall, this provided a larger pool of potential employees than was available in the summer of 2021.

Table 17: Change in the Regional Labor Force 2019 to 2022 by Specific Groups

| Region | \% Change in <br> Labor Force <br> of the Region <br> $2022 / 2019$ | \% Change <br> in Labor <br> Force-Male <br> $2022 / 2019$ | \% Change in <br> Labor Force- <br> Female <br> $2022 / 2019$ | \% Change in <br> Labor Force- <br> Total-Age 25-34 <br> $2022 / 2019$ | \% Change in <br> Labor Force- <br> Total-Age 55-64 <br> $2022 / 2019$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| New England | $-1.9 \%$ | $-1.2 \%$ | $-2.6 \%$ | $0.0 \%$ | $-0.8 \%$ |
| Mid Atlantic | $-1.3 \%$ | $-0.4 \%$ | $-2.3 \%$ | $-3.8 \%$ | $-2.6 \%$ |
| East North Central | $-1.6 \%$ | $-0.7 \%$ | $-2.6 \%$ | $-1.8 \%$ | $-3.6 \%$ |
| West North Central | $-0.5 \%$ | $1.4 \%$ | $-2.5 \%$ | $-3.9 \%$ | $-6.0 \%$ |
| South Atlantic | $1.9 \%$ | $1.7 \%$ | $2.1 \%$ | $-0.6 \%$ | $5.3 \%$ |
| East South Central* | $-0.2 \%$ | $-0.6 \%$ | $0.2 \%$ | $-4.2 \%$ | $0.0 \%$ |
| West South Central* | $4.3 \%$ | $3.7 \%$ | $5.0 \%$ | $3.9 \%$ | $-0.4 \%$ |
| Mountain | $3.9 \%$ | $4.7 \%$ | $3.0 \%$ | $2.4 \%$ | $1.6 \%$ |
| Pacific* | $-0.1 \%$ | $0.1 \%$ | $-0.3 \%$ | $-3.8 \%$ | $0.9 \%$ |
| Total** $^{*}$ | $0.6 \%$ | $1.0 \%$ | $0.1 \%$ | $-1.3 \%$ | $-0.1 \%$ |

* Each of the starred regions is missing one (Pacific, West South Central) or two (East South Central) states due to lack of data. See footnote 16 for more detail. Those states were excluded from these counts.
**The total represents just the states included here. The official U.S. labor force increased 0.5\%.
Source: Distributions calculated from BLS annual LAUS data and benchmarked to annual average Labor Force totals from monthly LAUS data.

However, the demand for new employees, represented by job openings continues to significantly outstrip the number of new hires in a month, but the gap has narrowed since the summer of 2021. April 2023 JOLTS data indicate that job openings are down somewhat from the 21-Q3 levels but there is still a big mismatch between openings and hires, indicating about 4 million openings unfilled each month. ${ }^{51}$ Table 18 shows the ratio of job openings at the end of September to the average number of hires during quarter three. This table highlights the change that employers witnessed in the availability of labor in the years just before the 2020 recession and just after. The mismatch between supply and demand is evident. In 2013 and 2014, labor supply was greater than job openings and gradually tightened as the unemployment rate declined. By 2018 and 2019, employers were seeing much tighter labor markets but the disruption of COVID-19 reduced the mismatch. However, immediately after COVID-19, demand outstripped supply and job openings at the end of the quarter were above average monthly hiring by more than the pre-COVID experience of employers. The West and South regions, with growing labor force numbers, experienced slightly less of a mismatch than did the Northeast where the labor force had not regained 2019 levels, but the pattern is similar across all regions.

Table 18: Ratio of Job Openings at the End of the Third Quarter to Average Hires During the Quarter

| Ratio of September Job Openings to the Average of Quarter Three Hires |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | U.S. Total | Northeast | Midwest | South | West |
| 2013-Q3 | 0.83 | 0.94 | 0.86 | 0.79 | 0.79 |
| 2014-Q3 | 0.93 | 1.03 | 0.95 | 0.91 | 0.90 |
| 2015-Q3 | 1.00 | 1.06 | 1.09 | 0.95 | 0.97 |
| 2016-Q3 | 1.04 | 1.18 | 1.04 | 0.98 | 1.05 |
| 2017-Q3 | 1.10 | 1.22 | 1.27 | 0.97 | 1.08 |

[^23]| 2018-Q3 | 1.23 | 1.35 | 1.34 | 1.11 | 1.23 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2019-Q3 | 1.14 | 1.22 | 1.18 | 1.09 | 1.14 |
| 2020-Q3 | 1.02 | 0.96 | 1.02 | 1.07 | 0.96 |
| 2021-Q3 | 1.56 | 1.78 | 1.63 | 1.49 | 1.49 |
| 2022-Q3 | 1.59 | 1.73 | 1.67 | 1.52 | 1.55 |

Source: BLS Job Openings and Labor Turnover data. These data do not show geographic detail at the Census Division level used throughout this paper. Figure 1 shows how the nine Census Divisions are combined to the four regions presented here.

So even with the expanded labor force, there is significant competition for the pool of labor available. Since large businesses tend to pay more than small businesses, the small business owner tends to be at a disadvantage when there are many competing bids for the same potential employee. Small businesses have already seen significant increases in their wage bills. But year-over-year changes in quarterly wages for the year ending in 2022-Q2 show some signs of a moderation in the rate of increase.

This makes it important for small businesses to be able to quickly and economically locate the largest pool of applicants most likely to fit their positions (even outside their usual demographic groups), through job boards with filters, as an example. It also points to a lack of flexible and affordable day care as a potential barrier to easily filling some of the jobs available.

## CONCLUSIONS

Small businesses were facing several challenges in making new hires in mid-2021. Was the situation significantly different than it was in 2019-Q3, just prior to COVID-19? As can be seen in Table 4, the unemployment rate was lower in 2019-Q3 than it was in 2021-Q3, which should have made it less difficult to hire. In all regions the absolute number of unemployed was larger in 2021-Q3 than it had been in 2019-Q3, which is why a boom in hiring was able to take place. However, there were a range of other factors that were different that made the hiring process more challenging, especially for small businesses in customer-facing industries such as Retail Trade and Leisure \& Hospitality.

First and probably foremost, businesses of all sizes and in most industries were expanding their hiring in 2021-Q3 so there was significantly more competition for the available labor. As can be seen in Table 18, job openings exceeded hires across all regions, and this was a significant change for employers from the
recession year of 2020. But it also signaled a change from the immediate pre-COVID years, where labor markets were already tight but did not show this level of excess demand. The labor force had not fully recovered from COVID-related reductions exacerbating the supply and demand mismatch. Therefore, there were jobs left unfilled. This was a change from the norm a few years before COVID-19 when hires and job openings were better in balance. The BLS' measure of unemployed persons per job opening averaged 0.8 during 2019, the lowest point it had ever been since the series was first calculated in 2000 (from 2000 through 2018 it had averaged 2.5). The number increased during the recession in 2020 but by summer of 2021 it was back at 0.8. ${ }^{52}$ The standard pool of non-employed workers was shrinking in the face of increased labor demand, and that reduced a main source of new workers for many small businesses.

The costs of hiring a new employee also rose significantly as these greater opportunities for employees required extra incentives to take jobs in some sectors. This was an extra burden for small businesses coming out of COVID-19. The cost of hiring someone from un-employed status, while still lower than the cost of bidding someone away from another job, was rising significantly, impacting businesses' normal calculations of profitability. The pool of workers aged 22-34, that was often the largest source of new hires for the industry sectors where small business hiring is concentrated, was not as readily available as before. This was a combination of low growth in this portion of the population exacerbated by lower labor force participation rates than in 2019. This was perhaps because parents of small children did not have the means to cover their childcare needs. For businesses seeking to hire new employees for Leisure \& Hospitality and Trade work there was the added challenge that their workers were seeking other opportunities in different industries. While in some cases, small businesses were able to expand their scope and hire from an expanded geographic area, this was not universal across regions or industries, or always possible since much of the work in the Leisure \& Hospitality, Trade, Health \& Social Assistance, and many Business Services cannot be performed from home. In general, the distribution of hires by small businesses in 2021-Q3 was similar to what it had been in 2019-Q3, it was just more difficult to obtain reasonably priced labor from those groups because of increased competition for new employees.

Small businesses have had some time to adjust to the new environment (and adjust the prices of their products to cover their increased labor costs) but this analysis does show that small businesses will need to

[^24]take advantage of the types of electronic job boards with filters that allow them to quickly and economically locate the largest pool of applicants most likely to fit their positions. These businesses may also have to look outside their normal age range for employees as well as look across a somewhat expanded geographic area and may need to find ways of helping more minority job seekers to find their job offerings. All businesses may consider the retention of employees as a higher priority and for small businesses that may come in the form of expanded training opportunities.

State and local job boards should make sure that they are partnering with businesses of all sizes to assist in efficiently matching the unemployed with their best options. In regions with very slow growth in the prime age work population, policies that encourage higher labor force participation rates would expand the available labor pool. This points to a lack of flexible and affordable day care as a potential barrier to easily filling some of the jobs available; unfortunately, the childcare industry is one that faces many of these challenges in finding qualified workers. Another factor that state and local governments may consider is whether transportation difficulties impede the ability of potential workers from reaching all the available jobs. This could be more of a factor for minority workers but could impact any group of workers.

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A-1 Region 1 New England


|  | Quarterly Earnings by Selected Firm Size and Employee Types (in Dollars) and Percent Changes 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | New England 2021-Q3 <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | New England 2019-Q3 <500 <br> Employees | 500+ <br> Employees | Percent Change 21Q3/19Q3 |  |  |
| Retail Trade |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,139 | 6,468 | 5,110 | 4,718 | 6,995 | 3,725 | 30.1\% | -7.5\% | 37.2\% |
| Job Stayer | 10,893 | 14,448 | 10,638 | 9,398 | 12,054 | 9,347 | 15.9\% | 19.9\% | 13.8\% |
| Hired from Another Job | 10,299 | 13,604 | 9,552 | 7,742 | 9,855 | 7,736 | 33.0\% | 38.0\% | 23.5\% |
| Maine |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,083 | 5,389 | 5,704 | 4,208 | 4,582 | 3,808 | 20.8\% | 17.6\% | 49.8\% |
| Job Stayer | 9,488 | 11,658 | 10,422 | 7,852 | 9,428 | 8,963 | 20.8\% | 23.7\% | 16.3\% |
| Hired from Another Job | 8,762 | 9,109 | 8,523 | 6,832 | 7,617 | 6,945 | 28.2\% | 19.6\% | 22.7\% |
| Massachusetts |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,734 | 7,180 | 5,251 | 5,255 | 5,765 | 4,500 | 28.1\% | 24.5\% | 16.7\% |
| Job Stayer | 11,463 | 15,382 | 12,131 | 9,887 | 12,635 | 10,515 | 15.9\% | 21.7\% | 15.4\% |
| Hired from Another Job | 10,872 | 13,263 | 11,162 | 8,195 | 10,611 | 9,298 | 32.7\% | 25.0\% | 20.0\% |
| New Hampshire |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,186 | 5,987 | 4,259 | 4,159 | 4,772 | 3,181 | 24.7\% | 25.5\% | 33.9\% |
| Job Stayer | 11,255 | 16,112 | 10,292 | 9,695 | 12,490 | 9,294 | 16.1\% | 29.0\% | 10.7\% |
| Hired from Another Job | 9,064 | 11,303 | 9,811 | 7,039 | 10,271 | 8,345 | 28.8\% | 10.0\% | 17.6\% |
| Rhode Island |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,280 | 6,151 | 5,050 | 4,485 | 4,854 | 3,955 | 40.0\% | 26.7\% | 27.7\% |
| Job Stayer | 9,939 | 12,591 | 10,883 | 8,467 | 10,043 | 9,311 | 17.4\% | 25.4\% | 16.9\% |
| Hired from Another Job | 7,808 | 10,074 | 9,314 | 7,717 | 8,789 | 8,317 | 1.2\% | 14.6\% | 12.0\% |
| Vermont |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,999 | 5,219 | 4,379 | 3,637 | 4,314 | 3,281 | 37.4\% | 21.0\% | 33.5\% |
| Job Stayer | 9,995 | 12,570 | 9,303 | 8,369 | 10,242 | 8,174 | 19.4\% | 22.7\% | 13.8\% |
| Hired from Another Job | 9,012 | 10,528 | 9,138 | 6,892 | 8,172 | 7,572 | 30.8\% | 28.8\% | 20.7\% |
| Professional \& Technical |  |  |  |  |  |  |  |  |  |
| Connecticut |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 19,712 | 20,353 | 25,195 | 16,533 | 17,938 | 32,913 | 19.2\% | 13.5\% | -23.4\% |
| Job Stayer | 21,505 | 25,803 | 34,412 | 19,042 | 23,913 | 30,587 | 12.9\% | 7.9\% | 12.5\% |
| Hired from Another Job | 23,852 | 24,796 | 31,631 | 18,205 | 21,054 | 29,138 | 31.0\% | 17.8\% | 8.6\% |
| Maine |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 13,838 | 16,370 | 18,601 | 13,217 | 14,408 | 12,655 | 4.7\% | 13.6\% | 47.0\% |
| Job Stayer | 15,187 | 19,971 | 23,836 | 13,906 | 16,981 | 21,109 | 9.2\% | 17.6\% | 12.9\% |
| Hired from Another Job | 17,769 | 21,816 | 25,866 | 14,054 | 16,183 | 21,326 | 26.4\% | 34.8\% | 21.3\% |
| Massachusetts |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 20,653 | 22,710 | 29,829 | 19,642 | 21,336 | 23,749 | 5.1\% | 6.4\% | 25.6\% |
| Job Stayer | 25,715 | 35,821 | 47,768 | 22,592 | 28,450 | 39,546 | 13.8\% | 25.9\% | 20.8\% |
| Hired from Another Job | 29,538 | 31,531 | 37,986 | 24,904 | 27,173 | 29,956 | 18.6\% | 16.0\% | 26.8\% |
| New Hampshire |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 19,748 | 19,754 | 22,857 | 30,865 | 23,605 | 15,758 | -36.0\% | -16.3\% | 45.1\% |
| Job Stayer | 20,563 | 23,925 | 30,998 | 18,166 | 20,841 | 27,506 | 13.2\% | 14.8\% | 12.7\% |
| Hired from Another Job | 22,082 | 26,318 | 33,239 | 17,071 | 19,297 | 28,801 | 29.4\% | 36.4\% | 15.4\% |
| Rhode Island |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 13,943 | 14,899 | 18,619 | 13,156 | 14,214 | 15,244 | 6.0\% | 4.8\% | 22.1\% |
| Job Stayer | 18,222 | 20,450 | 23,412 | 16,136 | 18,151 | 22,855 | 12.9\% | 12.7\% | 2.4\% |
| Hired from Another Job | 19,955 | 21,746 | 29,113 | 17,011 | 17,597 | 22,150 | 17.3\% | 23.6\% | 31.4\% |
| Vermont |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 13,539 | 18,829 | 34,908 | 13,598 | 14,312 | 18,090 | -0.4\% | 31.6\% | 93.0\% |
| Job Stayer | 17,771 | 20,593 | 29,955 | 16,132 | 19,015 | 26,088 | 10.2\% | 8.3\% | 14.8\% |
| Hired from Another Job | 19,830 | 23,798 | 30,731 | 14,995 | 17,455 | 26,145 | 32.2\% | 36.3\% | 17.5\% |


|  | Quarterly Earnings by Selected Firm Size and Employee Types (in Dollars) and Percent Changes 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | New England 2021-Q3 <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | New England 2019-Q3 $<500$ <br> Employees | 500+ <br> Employees | $\begin{gathered} \text { Percent } \\ 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | Percent Change 21Q3/19Q3 |  |
| Business Support Services |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 11,465 | 10,238 | 9,827 | 9,157 | 8,484 | 8,547 | 25.2\% | 20.7\% | 15.0\% |
| Job Stayer | 14,070 | 15,802 | 17,176 | 12,435 | 13,233 | 14,173 | 13.1\% | 19.4\% | 21.2\% |
| Hired from Another Job | 14,463 | 14,189 | 15,784 | 10,050 | 10,555 | 11,738 | 43.9\% | 34.4\% | 34.5\% |
| Maine |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,048 | 7,993 | 9,633 | 5,660 | 5,931 | 6,138 | 24.5\% | 34.8\% | 56.9\% |
| Job Stayer | 10,684 | 11,820 | 12,998 | 9,711 | 10,368 | 12,303 | 10.0\% | 14.0\% | 5.6\% |
| Hired from Another Job | 9,726 | 11,414 | 16,344 | 7,485 | 8,368 | 9,350 | 29.9\% | 36.4\% | 74.8\% |
| Massachusetts |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 10,689 | 10,581 | 11,353 | 9,052 | 8,858 | 9,443 | 33.6\% | 25.9\% | 36.6\% |
| Job Stayer | 15,127 | 16,906 | 18,611 | 14,005 | 14,706 | 16,237 | 14.7\% | 18.5\% | 18.4\% |
| Hired from Another Job | 14,247 | 14,535 | 15,847 | 11,506 | 13,771 | 12,901 | 28.8\% | 27.2\% | 24.3\% |
| New Hampshire |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,856 | 9,854 | 11,106 | 6,934 | 8,179 | 7,440 | 27.7\% | 20.5\% | 49.3\% |
| Job Stayer | 13,997 | 16,223 | 19,081 | 12,318 | 14,172 | 15,544 | 13.6\% | 14.5\% | 22.8\% |
| Hired from Another Job | 14,742 | 15,886 | 19,973 | 8,622 | 11,446 | 12,155 | 71.0\% | 38.8\% | 64.3\% |
| Rhode Island |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,075 | 9,060 | 9,542 | 7,719 | 7,033 | 6,754 | 17.6\% | 28.8\% | 41.3\% |
| Job Stayer | 12,170 | 12,849 | 13,686 | 10,968 | 10,729 | 11,355 | 11.0\% | 19.8\% | 20.5\% |
| Hired from Another Job | 11,463 | 11,595 | 12,972 | 10,601 | 9,752 | 10,755 | 8.1\% | 18.9\% | 20.6\% |
| Vermont |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,305 | 7,721 | 11,528 | 7,129 | 6,636 | 7,230 | 2.5\% | 16.4\% | 59.4\% |
| Job Stayer | 11,972 | 12,832 | 16,934 | 10,779 | 11,205 | 13,969 | 11.1\% | 14.5\% | 21.2\% |
| Hired from Another Job | 10,963 | 12,040 | 19,760 | 8,490 | 9,259 | 9,700 | 29.1\% | 30.0\% | 103.7\% |
| Health Care and Social Services |  |  |  |  |  |  |  |  |  |
| Connecticut |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,741 | 8,062 | 11,507 | 7,078 | 6,659 | 13,207 | 9.4\% | 21.1\% | -12.9\% |
| Job Stayer | 14,248 | 15,054 | 20,714 | 13,802 | 13,510 | 17,285 | 3.2\% | 11.4\% | 19.8\% |
| Hired from Another Job | 12,013 | 13,095 | 18,714 | 11,683 | 11,428 | 17,930 | 2.8\% | 14.6\% | 4.4\% |
| Maine |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,858 | 8,497 | 11,864 | 7,340 | 6,449 | 9,392 | 7.1\% | 31.8\% | 26.3\% |
| Job Stayer | 12,828 | 13,277 | 33,054 | 11,741 | 10,880 | 16,165 | 9.3\% | 22.0\% | 104.5\% |
| Hired from Another Job | 11,494 | 12,349 | 18,171 | 7,975 | 8,745 | 14,773 | 44.1\% | 41.2\% | 23.0\% |
| Massachusetts |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,834 | 8,263 | 15,208 | 7,072 | 7,025 | 10,515 | 10.8\% | 17.6\% | 44.6\% |
| Job Stayer | 13,139 | 15,078 | 22,249 | 11,529 | 13,147 | 19,298 | 14.0\% | 14.7\% | 15.3\% |
| Hired from Another Job | 13,168 | 14,007 | 20,202 | 9,914 | 11,224 | 17,718 | 32.8\% | 24.8\% | 14.0\% |
| New Hampshire |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,412 | 8,102 | 10,922 | 8,870 | 6,915 | 10,363 | -5.2\% | 17.2\% | 5.4\% |
| Job Stayer | 15,429 | 15,671 | 20,658 | 13,785 | 13,434 | 18,439 | 11.9\% | 16.7\% | 12.0\% |
| Hired from Another Job | 11,663 | 13,356 | 19,607 | 9,664 | 11,208 | 15,466 | 20.7\% | 19.2\% | 26.8\% |
| Rhode Island |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,608 | 8,006 | 12,235 | 6,796 | 6,969 | 9,443 | 11.9\% | 14.9\% | 29.6\% |
| Job Stayer | 12,977 | 13,586 | 16,177 | 11,771 | 12,322 | 14,150 | 10.2\% | 10.3\% | 14.3\% |
| Hired from Another Job | 12,737 | 13,237 | 18,593 | 10,938 | 11,623 | 15,049 | 16.4\% | 13.9\% | 23.5\% |
| Vermont |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,310 | 8,064 | 10,833 | 5,865 | 6,123 | 7,760 | 41.7\% | 31.7\% | 39.6\% |
| Job Stayer | 12,948 | 13,240 | 18,755 | 11,371 | 11,373 | 17,031 | 13.9\% | 16.4\% | 10.1\% |
| Hired from Another Job | 11,205 | 12,156 | 16,670 | 9,266 | 9,401 | 14,671 | 20.9\% | 29.3\% | 13.6\% |


|  | Quarterly Earnings by Selected Firm Size and Employee Types (in Dollars) and Percent Changes 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | New England 2021-Q3 <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | New England $\begin{array}{r} 2019-Q 3 \\ <500 \end{array}$ <br> Employees | $500+$ <br> Employees | $\begin{gathered} \text { Percent } \\ 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Change 21Q3 } \\ & \quad<500 \\ & \text { Employees } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { 3/19Q3 } \\ 500+ \\ \text { Employees } \\ \hline \end{gathered}$ |
| Accommodation \& Food Service Connecticut |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,825 | 5,018 | 5,126 | 3,517 | 3,645 | 4,202 | 37.2\% | 37.7\% | 22.0\% |
| Job Stayer | 7,209 | 8,332 | 9,284 | 5,696 | 6,615 | 7,924 | 26.6\% | 26.0\% | 17.2\% |
| Hired from Another Job | 6,985 | 7,305 | 8,751 | 5,165 | 5,966 | 7,050 | 35.2\% | 22.4\% | 24.1\% |
| Maine |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,836 | 4,743 | 5,218 | 3,595 | 3,691 | 3,525 | 34.5\% | 28.5\% | 48.0\% |
| Job Stayer | 8,964 | 9,335 | 8,567 | 6,969 | 7,404 | 6,684 | 28.6\% | 26.1\% | 28.2\% |
| Hired from Another Job | 7,099 | 7,144 | 8,629 | 5,214 | 5,504 | 5,846 | 36.2\% | 29.8\% | 47.6\% |
| Massachusetts |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,466 | 5,744 | 7,115 | 4,070 | 4,140 | 4,617 | 34.3\% | 38.7\% | 54.1\% |
| Job Stayer | 8,404 | 9,347 | 10,592 | 6,626 | 7,576 | 9,052 | 26.8\% | 23.4\% | 17.0\% |
| Hired from Another Job | 7,109 | 8,198 | 9,627 | 5,875 | 6,804 | 8,228 | 21.0\% | 20.5\% | 17.0\% |
| New Hampshire |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,929 | 4,052 | 5,643 | 3,066 | 3,138 | 3,880 | 28.1\% | 29.1\% | 45.4\% |
| Job Stayer | 7,919 | 8,584 | 9,832 | 6,322 | 6,935 | 7,771 | 25.3\% | 23.8\% | 26.5\% |
| Hired from Another Job | 6,175 | 6,954 | 8,586 | 4,882 | 5,489 | 6,506 | 26.5\% | 26.7\% | 32.0\% |
| Rhode Island |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,725 | 4,954 | 5,337 | 3,307 | 3,385 | 3,842 | 42.9\% | 46.4\% | 38.9\% |
| Job Stayer | 7,632 | 10,931 | 8,892 | 5,794 | 6,591 | 7,581 | 31.7\% | 65.8\% | 17.3\% |
| Hired from Another Job | 6,301 | 9,535 | 8,996 | 4,724 | 5,427 | 6,949 | 33.4\% | 75.7\% | 29.5\% |
| Vermont |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,402 | 4,875 | 5,758 | 3,124 | 3,237 | 3,485 | 40.9\% | 50.6\% | 65.2\% |
| Job Stayer | 7,850 | 8,924 | 9,782 | 6,055 | 7,183 | 8,110 | 29.6\% | 24.2\% | 20.6\% |
| Hired from Another Job | 6,593 | 7,047 | 8,540 | 5,353 | 5,725 | 6,885 | 23.2\% | 23.1\% | 24.0\% |


| Industry / Firm Size | Percent of New Hires by Industy and Selected Firm Age |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  New England <br> 2021-Q3 <br> 0-1 Year $2-3$ Years |  | 0-3 Years | 0-1 Year | New England 2019-Q3 <br> 2-3 Years | 0-3 Years |
| Agriculture, Forestry, Fishing and Hunting | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Mining, Quarrying, and Oil and Gas Extraction | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Utilities | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Construction | 0.4\% | 0.3\% | 0.7\% | 0.5\% | 0.3\% | 0.8\% |
| Manufacturing | 0.2\% | 0.2\% | 0.3\% | 0.2\% | 0.1\% | 0.3\% |
| Trade | 0.6\% | 0.4\% | 1.1\% | 0.6\% | 0.4\% | 1.0\% |
| Transportation and Warehousing | 0.4\% | 0.1\% | 0.5\% | 0.2\% | 0.1\% | 0.3\% |
| Information | 0.1\% | 0.1\% | 0.3\% | 0.1\% | 0.1\% | 0.2\% |
| Finance and Insurance | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.1\% |
| Real Estate and Rental and Leasing | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Business Services | 0.9\% | 0.9\% | 1.7\% | 0.9\% | 0.9\% | 1.8\% |
| Educational Services | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Health Care and Social Assistance | 0.8\% | 0.6\% | 1.4\% | 0.7\% | 0.6\% | 1.3\% |
| Leisure \& Hospitality | 1.7\% | 1.4\% | 3.1\% | 1.9\% | 1.2\% | 3.2\% |
| Other Services (except Public Administration) | 0.4\% | 0.2\% | 0.7\% | 0.6\% | 0.3\% | 0.9\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 6.1\% | 4.5\% | 10.6\% | 6.1\% | 4.4\% | 10.5\% |
|  | Percent of Hires Coming from Unemployed Status |  |  |  |  |  |
|  | 0-1 Year | New England $\begin{aligned} & \text { 2021-Q3 } \\ & \text { 2-3 Years } \end{aligned}$ | 0-3 Years | 0-1 Year | New England $\begin{gathered} \text { 2019-Q3 } \\ \text { 2-3 Years } \\ \hline \end{gathered}$ | 0-3 Years |
| All Industries | 48.6\% | 49.5\% | 49.0\% | 45.3\% | 45.2\% | 45.2\% |
| Construction | 53.0\% | 51.7\% | 52.4\% | 51.6\% | 47.1\% | 49.8\% |
| Manufacturing | 44.1\% | 53.0\% | 48.5\% | 38.6\% | 38.8\% | 38.7\% |
| Trade (Retail and Wholesale) | 49.6\% | 47.5\% | 48.7\% | 41.8\% | 41.9\% | 41.8\% |
| Business Services | 43.2\% | 41.1\% | 42.2\% | 42.9\% | 41.3\% | 42.1\% |
| Health, Social Services | 45.9\% | 43.7\% | 45.0\% | 41.2\% | 40.1\% | 40.7\% |
| Leisure \& Hospitality | 53.9\% | 57.3\% | 55.5\% | 47.3\% | 50.6\% | 48.6\% |


|  | Distribution of New Hires by Firm Size and Industry |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | $\begin{gathered} \text { Mid-Atlantic } \\ \text { 2021-Q3 } \\ \text { <500 } \\ \text { Employees } \\ \hline \end{gathered}$ | 500+ <br> Employees | $0-19$ <br> Employees | Mid-Atlantic 2019-Q3 <br> <500 <br> Employees | 500+ <br> Employees |
| Agriculture, Forestry, Fishing \& Hunting | 0.3\% | 0.5\% | 0.0\% | 0.4\% | 0.7\% | 0.0\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% | 0.0\% |
| Utilities | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Construction | 1.9\% | 3.9\% | 0.6\% | 2.3\% | 4.6\% | 0.8\% |
| Manufacturing | 0.7\% | 2.9\% | 1.9\% | 0.6\% | 2.6\% | 1.7\% |
| Trade | 2.6\% | 5.9\% | 9.7\% | 2.5\% | 6.0\% | 9.2\% |
| Transportation and Warehousing | 0.6\% | 1.8\% | 3.3\% | 0.6\% | 1.5\% | 2.9\% |
| Information | 0.2\% | 0.6\% | 1.9\% | 0.2\% | 0.6\% | 1.8\% |
| Finance and Insurance | 0.4\% | 0.9\% | 2.3\% | 0.3\% | 0.9\% | 2.1\% |
| Real Estate and Rental and Leasing | 0.5\% | 0.9\% | 0.5\% | 0.5\% | 0.9\% | 0.5\% |
| Business Services | 2.8\% | 7.7\% | 10.3\% | 2.7\% | 7.6\% | 11.1\% |
| Educational Services | 0.4\% | 1.6\% | 1.9\% | 0.4\% | 1.6\% | 2.1\% |
| Health Care and Social Assistance | 2.2\% | 6.8\% | 6.7\% | 2.1\% | 7.2\% | 7.2\% |
| Leisure \& Hospitality | 4.8\% | 11.8\% | 5.0\% | 4.4\% | 11.1\% | 4.4\% |
| Other Services (except Public Administration) | 1.7\% | 2.8\% | 0.6\% | 1.7\% | 2.8\% | 0.6\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 19.1\% | 48.0\% | 45.0\% | 18.9\% | 48.3\% | 44.5\% |
|  |  |  | Percent of Hir | es from Unem | loyed Status |  |
|  |  | Mid-Atlantic 2021-Q3 |  |  | Mid-Atlantic 2019-Q3 |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| All Industries | 59.4\% | 53.1\% | 46.4\% | 52.8\% | 46.6\% | 41.2\% |
| Construction | 57.3\% | 48.1\% | 36.9\% | 51.7\% | 42.5\% | 26.7\% |
| Manufacturing | 57.2\% | 46.9\% | 33.1\% | 50.5\% | 41.2\% | 29.9\% |
| Trade (Retail and Wholesale) | 63.0\% | 55.2\% | 52.0\% | 55.8\% | 48.4\% | 48.6\% |
| Business Services | 54.3\% | 48.4\% | 44.1\% | 49.2\% | 42.9\% | 39.2\% |
| Health, Social Services | 51.6\% | 46.6\% | 41.8\% | 45.4\% | 41.2\% | 38.8\% |
| Leisure \& Hospitality | 65.0\% | 62.6\% | 60.0\% | 56.8\% | 54.1\% | 47.5\% |


|  | Percent of Hires from Other Jobs that Come from the Mid-Atlantic Region |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mid-Atlantic 2021-Q3 |  |  | Mid-Atlantic 2019-Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| All Industries | 91.6\% | 91.4\% | 88.4\% | 92.4\% | 91.9\% | 88.1\% |
| Construction | 94.3\% | 93.1\% | 84.7\% | 93.8\% | 93.5\% | 73.4\% |
| Manufacturing | 92.8\% | 93.3\% | 91.1\% | 93.2\% | 93.4\% | 90.0\% |
| Trade (Retail and Wholesale) | 93.2\% | 93.2\% | 90.3\% | 93.6\% | 93.1\% | 90.8\% |
| Business Services | 89.0\% | 88.6\% | 86.5\% | 90.7\% | 89.9\% | 88.1\% |
| Health, Social Services | 93.8\% | 94.4\% | 92.2\% | 94.6\% | 94.5\% | 91.5\% |
| Leisure \& Hospitality | 91.4\% | 91.6\% | 90.9\% | 91.3\% | 91.2\% | 90.9\% |



| Quarterly Earnings by State for Selected Firm Size and Employee Types and Percentage Changes from 2019-Q3 to 2021-Q3 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{cc}  & \text { Mid-Atlantic } \\ \text { 2021-Q3 } \end{array}$ |  |  Mid-Atlantic <br> 2019-Q3  <br> $500+$ $0-19$  |  |  | 500+ <br> Employees | Percen 0-19 <br> Employee <br> s | t Change 21 <500 <br> Employees | $\begin{aligned} & \text { Q3/19Q3 } \\ & \text { 500+ } \\ & \text { Employees } \\ & \hline \end{aligned}$ |
| Accommodation \& Food Service |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,983 | 5,269 | 5,691 | 3,623 | 3,642 | 4,319 | 37.5\% | 44.7\% | 31.8\% |
| Job Stayer | 7,495 | 8,427 | 9,990 | 5,981 | 6,770 | 7,968 | 25.3\% | 24.5\% | 25.4\% |
| Hired from Another Job | 7,020 | 7,645 | 8,761 | 5,446 | 5,846 | 6,968 | 28.9\% | 30.8\% | 25.7\% |
| New York |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,442 | 7,369 | 8,870 | 4,848 | 5,086 | 5,025 | 32.9\% | 44.9\% | 76.5\% |
| Job Stayer | 7,796 | 9,316 | 11,517 | 6,617 | 8,159 | 10,567 | 17.8\% | 14.2\% | 9.0\% |
| Hired from Another Job | 8,506 | 9,549 | 10,165 | 6,672 | 7,510 | 9,204 | 27.5\% | 27.2\% | 10.4\% |
| Pennsylvania |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,848 | 3,937 | 4,773 | 2,807 | 2,768 | 3,251 | 37.1\% | 42.2\% | 46.8\% |
| Job Stayer | 5,871 | 6,615 | 8,146 | 4,793 | 5,530 | 6,895 | 22.5\% | 19.6\% | 18.1\% |
| Hired from Another Job | 5,675 | 6,230 | 7,522 | 5,007 | 5,144 | 6,497 | 13.3\% | 21.1\% | 15.8\% |


|  | Percent of All New Hires by Selected Firm Age |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Industry / Age | Mid-Atlantic 2021-Q3 |  |  | Mid-Atlantic 2019-Q3 |  |  |
| Agriculture, Forestry, Fishing \& Hunting | 0.0\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Mining, Quarrying, and Oil and Gas Extraction | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Utilities | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Construction | 0.4\% | 0.3\% | 0.7\% | 0.5\% | 0.4\% | 0.9\% |
| Manufacturing | 0.2\% | 0.2\% | 0.4\% | 0.2\% | 0.1\% | 0.3\% |
| Trade | 0.7\% | 0.5\% | 1.2\% | 0.7\% | 0.5\% | 1.2\% |
| Transportation and Warehousing | 0.5\% | 0.2\% | 0.7\% | 0.3\% | 0.2\% | 0.5\% |
| Information | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.2\% | 0.3\% |
| Finance and Insurance | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Real Estate and Rental and Leasing | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Business Services | 1.0\% | 0.8\% | 1.8\% | 0.9\% | 1.0\% | 1.9\% |
| Educational Services | 0.1\% | 0.1\% | 0.3\% | 0.1\% | 0.1\% | 0.3\% |
| Health Care and Social Assistance | 0.8\% | 0.8\% | 1.5\% | 1.0\% | 1.0\% | 2.0\% |
| Leisure \& Hospitality | 1.7\% | 1.4\% | 3.1\% | 2.0\% | 1.3\% | 3.3\% |
| Other Services (except Public Administration) | 0.4\% | 0.3\% | 0.7\% | 0.5\% | 0.3\% | 0.7\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 6.1\% | 4.9\% | 11.0\% | 6.6\% | 5.3\% | 11.9\% |
|  | Percent of Hires from Unemployed Status |  |  |  |  |  |
|  |  | Mid-Atlantic 2021-Q3 |  |  | Mid-Atlantic 2019-Q3 |  |
|  | 0-1 Year | 2-3 Years | 0-3 Years | 0-1 Year | 2-3 Years | 0-3 Years |
| All Industries | 52.7\% | 53.6\% | 53.1\% | 47.4\% | 47.1\% | 47.3\% |
| Construction | 53.0\% | 53.8\% | 53.4\% | 55.1\% | 50.0\% | 53.0\% |
| Manufacturing | 50.4\% | 47.7\% | 49.1\% | 45.3\% | 43.3\% | 44.4\% |
| Trade (Retail and Wholesale) | 55.4\% | 55.2\% | 55.4\% | 48.2\% | 48.6\% | 48.4\% |
| Business Services | 49.0\% | 48.4\% | 48.7\% | 46.5\% | 41.2\% | 43.7\% |
| Health, Social Services | 45.2\% | 47.2\% | 46.2\% | 41.9\% | 48.1\% | 45.0\% |
| Leisure \& Hospitality | 57.7\% | 61.5\% | 59.4\% | 49.1\% | 52.3\% | 50.3\% |


|  | Distribution of New Hires |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Industry / Firm Size | $0-19$ <br> Employees | t North Centr 2021-Q3 <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | ast North Cen 2019-Q3 <500 <br> Employees | $500+$ <br> Employees |
| Agriculture, Forestry, Fishing \& Hunting | 0.4\% | 0.7\% | 0.0\% | 0.5\% | 0.7\% | 0.0\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% | 0.0\% |
| Utilities | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Construction | 1.7\% | 3.5\% | 0.9\% | 1.9\% | 4.0\% | 0.9\% |
| Manufacturing | 0.9\% | 4.7\% | 4.9\% | 0.9\% | 4.2\% | 4.2\% |
| Trade | 2.2\% | 5.6\% | 10.5\% | 2.2\% | 5.7\% | 9.4\% |
| Transportation and Warehousing | 0.6\% | 1.7\% | 3.8\% | 0.6\% | 1.6\% | 3.2\% |
| Information | 0.2\% | 0.5\% | 0.7\% | 0.1\% | 0.4\% | 0.7\% |
| Finance and Insurance | 0.3\% | 0.8\% | 1.4\% | 0.3\% | 0.9\% | 1.4\% |
| Real Estate \& Rental \& Leasing | 0.4\% | 0.8\% | 0.4\% | 0.4\% | 0.8\% | 0.4\% |
| Business Services | 2.3\% | 7.2\% | 11.5\% | 2.3\% | 7.0\% | 12.5\% |
| Educational Services | 0.3\% | 1.1\% | 0.7\% | 0.3\% | 1.1\% | 0.8\% |
| Health Care and Social Assistance | 1.8\% | 5.9\% | 5.4\% | 1.8\% | 6.3\% | 5.6\% |
| Leisure \& Hospitality | 3.9\% | 11.5\% | 5.8\% | 3.8\% | 11.5\% | 5.8\% |
| Other Services (except Public Administration) | 1.4\% | 2.4\% | 0.5\% | 1.4\% | 2.5\% | 0.5\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 16.2\% | 46.3\% | 46.7\% | 16.5\% | 46.9\% | 45.7\% |

Percent of Hires from Unemployed Status

|  | East North Central 2021-Q3 |  |  | East North Central 2019-Q3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | <500 <br> Employees | $500+$ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| All Industries | 51.8\% | 45.7\% | 39.8\% | 48.1\% | 41.9\% | 35.9\% |
| Construction | 48.2\% | 39.5\% | 28.6\% | 45.6\% | 36.6\% | 21.7\% |
| Manufacturing | 46.9\% | 36.9\% | 29.1\% | 43.4\% | 32.4\% | 25.9\% |
| Trade (Retail and Wholesale) | 54.2\% | 46.0\% | 45.0\% | 50.2\% | 42.1\% | 41.4\% |
| Business Services | 47.3\% | 42.7\% | 40.0\% | 44.8\% | 39.1\% | 36.0\% |
| Health, Social Services | 44.4\% | 39.1\% | 31.9\% | 41.3\% | 35.4\% | 29.4\% |
| Leisure \& Hospitality | 58.5\% | 56.4\% | 52.2\% | 53.6\% | 51.9\% | 45.8\% |


|  | East North Central 2021-Q3 |  |  | East North Central 2019-Q3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| All Industries | 92.5\% | 92.6\% | 90.3\% | 92.7\% | 92.5\% | 90.2\% |
| Construction | 92.7\% | 90.8\% | 82.1\% | 92.8\% | 90.0\% | 81.9\% |
| Manufacturing | 93.1\% | 94.1\% | 93.5\% | 92.9\% | 93.7\% | 93.4\% |
| Trade (Retail and Wholesale) | 94.1\% | 94.3\% | 91.7\% | 94.0\% | 93.9\% | 90.8\% |
| Business Services | 89.9\% | 90.4\% | 88.9\% | 90.8\% | 91.2\% | 90.0\% |
| Health, Social Services | 94.2\% | 94.4\% | 91.7\% | 94.4\% | 94.7\% | 91.8\% |
| Leisure \& Hospitality | 93.3\% | 93.8\% | 93.0\% | 93.4\% | 93.5\% | 92.0\% |


|  | East North Central 2021-Q3 |  |  | $\begin{array}{ccc}\text { East North Central } & \text { 2019-Q3 } \\ \text { 0-19 } & <500 & 500+\end{array}$ |  |  | Percent Change 21Q3/19Q3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | <500 <br> Employees | $500+$ <br> Employees | $0-19$ <br> Employees | $\text { < } 500$ <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | $\text { < } 500$ <br> Employees | 500+ <br> Employees |
| Retail Trade |  |  |  |  |  |  |  |  |  |
| Illinois |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,971 | 6,831 | 5,140 | 4,855 | 5,293 | 3,847 | 23.0\% | 29.1\% | 33.6\% |
| Job Stayer | 9,524 | 13,477 | 10,334 | 8,278 | 11,195 | 8,929 | 15.1\% | 20.4\% | 15.7\% |
| Hired from Another Job | 8,252 | 11,055 | 8,834 | 7,105 | 9,444 | 7,050 | 16.1\% | 17.1\% | 25.3\% |
| Indiana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,727 | 5,100 | 5,222 | 3,841 | 4,419 | 3,804 | 23.1\% | 15.4\% | 37.3\% |
| Job Stayer | 8,690 | 11,935 | 10,162 | 7,644 | 9,855 | 8,167 | 13.7\% | 21.1\% | 24.4\% |
| Hired from Another Job | 7,600 | 9,509 | 8,501 | 6,276 | 7,763 | 6,661 | 21.1\% | 22.5\% | 27.6\% |
| Michigan |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 4,474 | 4,559 | 3,907 |  |  |  |
| Job Stayer | 9,280 | 12,333 | 10,839 | 7,975 | 10,200 | 8,993 | 16.4\% | 20.9\% | 20.5\% |
| Hired from Another Job |  |  |  | 6,456 | 8,128 | 6,941 |  |  |  |
| Ohio |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,038 | 5,334 | 4,917 | 4,146 | 4,329 | 3,746 | 21.5\% | 23.2\% | 31.3\% |
| Job Stayer | 8,802 | 11,971 | 10,060 | 7,547 | 9,673 | 8,370 | 16.6\% | 23.8\% | 20.2\% |
| Hired from Another Job | 7,586 | 9,331 | 8,328 | 6,186 | 7,758 | 6,801 | 22.6\% | 20.3\% | 22.5\% |
| Wisconsin |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,535 | 4,508 | 4,347 | 3,842 | 3,698 | 3,121 | 18.0\% | 21.9\% | 39.3\% |
| Job Stayer | 8,965 | 11,167 | 9,771 | 7,681 | 9,311 | 8,320 | 16.7\% | 19.9\% | 17.4\% |
| Hired from Another Job | 8,072 | 9,328 | 7,711 | 6,082 | 7,493 | 5,964 | 32.7\% | 24.5\% | 29.3\% |
| Professional \& Technical |  |  |  |  |  |  |  |  |  |
| Illinois |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 15,267 | 16,427 | 21,280 | 14,867 | 15,386 | 20,403 | 2.7\% | 6.8\% | 4.3\% |
| Job Stayer | 18,923 | 24,089 | 33,666 | 17,769 | 22,064 | 30,297 | 6.5\% | 9.2\% | 11.1\% |
| Hired from Another Job | 21,826 | 23,239 | 27,839 | 18,350 | 20,697 | 24,844 | 18.9\% | 12.3\% | 12.1\% |
| Indiana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 10,968 | 12,378 | 15,369 | 10,560 | 12,756 | 13,353 | 3.9\% | -3.0\% | 15.1\% |
| Job Stayer | 14,994 | 18,878 | 24,444 | 13,496 | 16,782 | 21,625 | 11.1\% | 12.5\% | 13.0\% |
| Hired from Another Job | 15,230 | 18,041 | 23,038 | 12,757 | 15,174 | 17,900 | 19.4\% | 18.9\% | 28.7\% |
| Michigan |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 11,919 | 12,767 | 17,452 |  |  |  |
| Job Stayer | 17,142 | 20,464 | 25,502 | 15,548 | 18,471 | 23,330 | 10.3\% | 10.8\% | 9.3\% |
| Hired from Another Job |  |  |  | 13,404 | 16,072 | 21,531 |  |  |  |
| Ohio |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 12,421 | 14,373 | 16,197 | 10,964 | 12,213 | 20,453 | 13.3\% | 17.7\% | -20.8\% |
| Job Stayer | 16,180 | 20,124 | 25,415 | 15,126 | 18,251 | 23,050 | 7.0\% | 10.3\% | 10.3\% |
| Hired from Another Job | 16,547 | 19,198 | 22,456 | 14,237 | 16,463 | 20,705 | 16.2\% | 16.6\% | 8.5\% |
| Wisconsin |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 10,932 | 12,724 | 15,847 | 11,393 | 12,192 | 15,657 | -4.0\% | 4.4\% | 1.2\% |
| Job Stayer | 15,731 | 20,162 | 24,403 | 14,621 | 18,129 | 21,852 | 7.6\% | 11.2\% | 11.7\% |
| Hired from Another Job | 14,838 | 18,111 | 24,427 | 13,610 | 16,443 | 19,827 | 9.0\% | 10.1\% | 23.2\% |
| Business Support Services |  |  |  |  |  |  |  |  |  |
| Illinois |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,531 | 9,298 | 10,046 | 7,495 | 7,856 | 7,208 | 27.2\% | 18.4\% | 39.4\% |
| Job Stayer | 13,184 | 14,533 | 15,948 | 12,099 | 13,122 | 13,461 | 9.0\% | 10.8\% | 18.5\% |
| Hired from Another Job | 12,772 | 13,776 | 14,059 | 10,693 | 10,957 | 10,210 | 19.4\% | 25.7\% | 37.7\% |
| Indiana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,897 | 8,107 | 8,635 | 5,410 | 5,770 | 6,672 | 46.0\% | 40.5\% | 29.4\% |
| Job Stayer | 10,889 | 11,726 | 12,874 | 9,969 | 10,373 | 10,967 | 9.2\% | 13.0\% | 17.4\% |
| Hired from Another Job | 10,268 | 14,185 | 12,195 | 7,920 | 8,623 | 8,781 | 29.6\% | 64.5\% | 38.9\% |
| Michigan |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 7,094 | 6,459 | 6,744 |  |  |  |
| Job Stayer | 12,484 | 13,528 | 14,292 | 11,088 | 11,574 | 11,351 | 12.6\% | 16.9\% | 25.9\% |
| Hired from Another Job |  |  |  | 10,008 | 9,488 | 9,213 |  |  |  |
| Ohio |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,955 | 7,899 | 7,873 | 6,821 | 6,261 | 6,285 | 16.6\% | 26.2\% | 25.3\% |
| Job Stayer | 11,887 | 12,310 | 13,588 | 10,303 | 10,944 | 12,687 | 15.4\% | 12.5\% | 7.1\% |
| Hired from Another Job | 10,886 | 11,153 | 11,826 | 8,514 | 8,669 | 8,781 | 27.9\% | 28.7\% | 34.7\% |
| Wisconsin |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,416 | 7,095 | 7,524 | 6,064 | 5,989 | 6,164 | 22.3\% | 18.5\% | 22.1\% |
| Job Stayer | 11,332 | 11,783 | 12,107 | 10,317 | 10,664 | 10,369 | 9.8\% | 10.5\% | 16.8\% |
| Hired from Another Job | 10,477 | 10,786 | 11,279 | 8,235 | 8,279 | 8,531 | 27.2\% | 30.3\% | 32.2\% |

!uarterly Earnings by State for Selected Firm Size and Employee Types, in Dollars and Percent Change from 2019-Q3 to 2021-Q
$\begin{array}{cc}\text { East North Central } 2021-\mathrm{Q3} \\ <500 & 500+\end{array}$
Percent Change 21Q3/19Q3

Employees Employees Employees Employees Employees Employees Employees Employees Employees

## Health Care and Social Services

Illinois

| Hired from Nonemployment | 9,232 | 8,765 | 10,909 | 8,711 | 7,497 | 9,602 | $6.0 \%$ | $16.9 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Job Stayer | 15,367 | 14,608 | 18,244 | 14,061 | 13,064 | 16,271 | $9.3 \%$ | $11.8 \%$ |
| Hired from Another Job | 12,456 | 12,897 | 16,587 | 10,420 | 10,711 | 13,968 | $12.1 \%$ |  |
| Indiana |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,803 | 7,908 | 12,137 | 7,243 | 6,861 | 8,545 | $7.7 \%$ | $18.8 \%$ |
| Job Stayer | 13,772 | 13,702 | 17,680 | 12,437 | 12,337 | 14,887 | $10.7 \%$ | $11.1 \%$ |
| Hired from Another Job | 10,777 | 11,907 | 15,921 | 10,068 | 10,203 | 12,796 | $42.0 \%$ |  |


| Michigan |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Hired from Nonemployment |  |  |  |  |  |  |  |
| Job Stayer | 13,891 | 14,479 | 17,666 | 12,812 | 12,856 | 16,283 | $8.4 \%$ |
| Hired from Another Job |  |  |  | 9,428 | 10,303 | 13,651 | $8.5 \%$ |

Ohio

| Hired from Nonemployment | 7,830 | 7,241 | 11,512 | 6,462 | 6,131 | 9,248 | $21.2 \%$ | $18.1 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Job Stayer | 12,846 | 12,837 | 18,059 | 11,725 | 11,412 | 16,103 | $9.6 \%$ | $12.5 \%$ |
| Hired from Another Job | 10,267 | 11,456 | 16,399 | 9,532 | 9,953 | 14,164 | $7.7 \%$ |  |


| Wisconsin |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Hired from Nonemployment | 6,745 | 6,717 | 11,121 | 5,827 | 5,818 | 10,257 | $15.8 \%$ | $15.5 \%$ |
| Job Stayer | 11,399 | 12,296 | 19,470 | 11,018 | 11,160 | 17,225 | $3.5 \%$ | $10.2 \%$ |
| Hired from Another Job | 10,085 | 10,851 | 17,282 | 8,129 | 8,991 | 15,363 | $24.1 \%$ | $20.7 \%$ |


| Accommodation \& Food Service |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Illinois |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,740 | 5,045 | 6,098 | 3,384 | 3,258 | 3,604 | 40.1\% | 54.8\% | 69.2\% |
| Job Stayer | 6,631 | 7,679 | 9,590 | 5,423 | 6,390 | 8,241 | 22.3\% | 20.2\% | 16.4\% |
| Hired from Another Job | 5,975 | 7,010 | 8,466 | 4,932 | 5,499 | 6,659 | 21.1\% | 27.5\% | 27.1\% |
| Indiana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,565 | 3,340 | 3,893 | 2,790 | 2,674 | 2,917 | 27.8\% | 24.9\% | 33.5\% |
| Job Stayer | 5,875 | 6,366 | 7,230 | 4,910 | 5,280 | 6,009 | 19.7\% | 20.6\% | 20.3\% |
| Hired from Another Job | 5,544 | 5,663 | 6,097 | 4,245 | 4,447 | 4,978 | 30.6\% | 27.3\% | 22.5\% |
| Michigan |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 2,869 | 2,797 | 3,154 |  |  |  |
| Job Stayer | 6,277 | 6,966 | 8,493 | 5,165 | 5,647 | 7,191 | 21.5\% | 23.4\% | 18.1\% |
| Hired from Another Job |  |  |  | 4,534 | 4,745 | 5,475 |  |  |  |
| Ohio |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,624 | 3,515 | 4,091 | 2,815 | 2,672 | 2,937 | 28.7\% | 31.5\% | 39.3\% |
| Job Stayer | 5,802 | 6,714 | 7,525 | 4,718 | 5,640 | 6,292 | 23.0\% | 19.0\% | 19.6\% |
| Hired from Another Job | 5,221 | 5,707 | 6,549 | 4,352 | 4,692 | 5,361 | 20.0\% | 21.6\% | 22.2\% |
| Wisconsin |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,147 | 3,154 | 3,477 | 2,331 | 2,346 | 2,832 | 35.0\% | 34.4\% | 22.8\% |
| Job Stayer | 5,473 | 6,360 | 6,912 | 4,564 | 5,288 | 6,070 | 19.9\% | 20.3\% | 13.9\% |
| Hired from Another Job | 5,212 | 5,753 | 6,854 | 3,885 | 4,284 | 5,114 | 34.2\% | 34.3\% | 34.0\% |


| Industry / Age | Percent of All New Hires by Selected Firm Age |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-1 Year | t North Cent 2021-Q3 <br> 2-3 Years | al <br> 0-3 Years | East North Central |  |  |
| Agriculture, Forestry, Fishing and Hunting | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Mining, Quarrying, and Oil and Gas Extraction | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Utilities | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Construction | 0.3\% | 0.2\% | 0.5\% | 0.4\% | 0.3\% | 0.6\% |
| Manufacturing | 0.3\% | 0.3\% | 0.6\% | 0.3\% | 0.2\% | 0.4\% |
| Trade | 0.6\% | 0.4\% | 1.0\% | 0.5\% | 0.4\% | 0.9\% |
| Transportation and Warehousing | 0.4\% | 0.2\% | 0.6\% | 0.4\% | 0.1\% | 0.5\% |
| Information | 0.1\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% |
| Finance and Insurance | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.1\% |
| Real Estate and Rental and Leasing | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Business Services | 0.8\% | 0.9\% | 1.7\% | 0.8\% | 0.8\% | 1.6\% |
| Educational Services | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% |
| Health Care and Social Assistance | 0.7\% | 0.6\% | 1.3\% | 0.7\% | 0.6\% | 1.3\% |
| Leisure \& Hospitality | 1.5\% | 1.2\% | 2.7\% | 1.7\% | 1.2\% | 2.9\% |
| Other Services (except Public Administration) | 0.3\% | 0.2\% | 0.5\% | 0.4\% | 0.2\% | 0.6\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  |  |  |  |  |  |  |
| Percent of Regional Hires | 5.3\% | 4.3\% | 9.6\% | 5.5\% | 4.2\% | 9.7\% |
|  |  |  |  |  |  |  |
|  | Percent of Hires from Unemployed Status |  |  |  |  |  |
|  | 0-1 Year | $\begin{aligned} & \text { t North Centı } \\ & \text { 2021-Q3 } \\ & \text { 2-3 Years } \end{aligned}$ | 0-3 Years | 0-1 Year | $\begin{aligned} & \text { ast North Cen } \\ & \text { 2019-Q3 } \\ & \text { 2-3 Years } \end{aligned}$ | 0-3 Years |
| All Industries | 46.9\% | 46.0\% | 46.5\% | 43.1\% | 42.6\% | 42.9\% |
| Construction | 48.1\% | 42.3\% | 45.6\% | 46.5\% | 40.2\% | 43.9\% |
| Manufacturing | 46.7\% | 38.3\% | 42.9\% | 35.6\% | 34.5\% | 35.1\% |
| Trade (Retail and Wholesale) | 48.8\% | 49.0\% | 48.9\% | 45.6\% | 43.8\% | 44.8\% |
| Business Services | 45.0\% | 42.4\% | 43.6\% | 42.5\% | 38.7\% | 40.7\% |
| Health, Social Services | 38.9\% | 38.0\% | 38.5\% | 35.0\% | 34.3\% | 34.7\% |
| Leisure \& Hospitality | 52.3\% | 54.3\% | 53.2\% | 46.3\% | 49.7\% | 47.7\% |

Appendix A-4 West North Central

| Industry / Firm Size | Distribution of New Hires |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West North Central2021-Q3 |  |  | West North Central 2019-Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Agriculture, Forestry, Fishing \& Hunting | 0.6\% | 0.9\% | 0.1\% | 0.7\% | 1.0\% | 0.1\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.3\% | 0.1\% |
| Utilities | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Construction | 2.2\% | 4.4\% | 1.0\% | 2.5\% | 5.1\% | 1.2\% |
| Manufacturing | 0.8\% | 3.6\% | 4.7\% | 0.8\% | 3.3\% | 4.1\% |
| Trade | 2.4\% | 6.0\% | 11.0\% | 2.4\% | 6.1\% | 9.6\% |
| Transportation and Warehousing | 0.7\% | 1.7\% | 2.8\% | 0.7\% | 1.7\% | 2.3\% |
| Information | 0.2\% | 0.5\% | 0.6\% | 0.1\% | 0.4\% | 0.6\% |
| Finance and Insurance | 0.3\% | 1.0\% | 1.5\% | 0.4\% | 1.0\% | 1.5\% |
| Real Estate and Rental and Leasing | 0.4\% | 0.8\% | 0.3\% | 0.4\% | 0.8\% | 0.4\% |
| Business Services | 2.3\% | 6.2\% | 9.1\% | 2.3\% | 6.2\% | 9.3\% |
| Educational Services | 0.3\% | 1.1\% | 0.6\% | 0.3\% | 1.1\% | 0.6\% |
| Health Care and Social Assistance | 2.1\% | 6.9\% | 5.3\% | 2.1\% | 7.1\% | 5.5\% |
| Leisure \& Hospitality | 3.9\% | 11.5\% | 5.3\% | 3.8\% | 11.5\% | 5.3\% |
| Other Services (except Public |  |  |  |  |  |  |
| Administration) | 1.3\% | 2.3\% | 0.4\% | 1.4\% | 2.4\% | 0.5\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  |  |  |  |  |  |  |
| Percent of Regional Hires | 17.5\% | 47.2\% | 43.0\% | 17.7\% | 47.9\% | 41.3\% |

Percent of Hires from Unemployed Status

|  | North Central 2021-Q3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | West North Central2019-Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| All Industries | 48.7\% | 44.1\% | 38.4\% | 46.8\% | 41.4\% | 35.3\% |
| Construction | 46.2\% | 39.5\% | 26.8\% | 44.6\% | 36.8\% | 21.6\% |
| Manufacturing | 46.9\% | 37.5\% | 33.7\% | 43.1\% | 35.5\% | 31.5\% |
| Trade (Retail and Wholesale) | 50.7\% | 44.9\% | 44.1\% | 48.2\% | 41.4\% | 41.1\% |
| Business Services | 45.0\% | 40.6\% | 36.2\% | 43.9\% | 38.4\% | 33.7\% |
| Health, Social Services | 41.7\% | 37.8\% | 31.7\% | 41.8\% | 35.9\% | 29.4\% |
| Leisure \& Hospitality | 55.5\% | 53.6\% | 50.0\% | 52.5\% | 50.4\% | 45.6\% |


|  | Percent of Hires from Other Jobs that Come from the West North Central Region |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West North Central2021-Q3 |  |  | West North Central2019-Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| All Industries | 91.4\% | 90.6\% | 86.7\% | 91.0\% | 89.9\% | 85.6\% |
| Construction | 90.9\% | 87.9\% | 65.2\% | 90.5\% | 86.8\% | 62.5\% |
| Manufacturing | 91.3\% | 94.1\% | 89.2\% | 92.0\% | 91.6\% | 87.7\% |
| Trade (Retail and Wholesale) | 93.5\% | 94.3\% | 90.6\% | 93.1\% | 92.1\% | 89.3\% |
| Business Services | 89.5\% | 87.9\% | 85.0\% | 93.0\% | 87.6\% | 94.5\% |
| Health, Social Services | 93.8\% | 93.3\% | 87.8\% | 93.5\% | 93.0\% | 88.2\% |
| Leisure \& Hospitality | 91.3\% | 91.6\% | 90.8\% | 91.1\% | 91.1\% | 89.6\% |


|  | Quarterly Earnings by State for Selected Firm Sizes and Employee Types (in Dollars) and Percent Changes 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West North Central2021-Q3 |  |  | West North Central 2019-Q3 |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $\begin{gathered} 0-19 \\ \text { Employees } \end{gathered}$ | <500 <br> Employees | 500+ <br> Employees | $\begin{gathered} 0-19 \\ \text { Employees } \end{gathered}$ | <500 <br> Employees | 500+ <br> Employees | $\begin{gathered} 0-19 \\ \text { Employees } \end{gathered}$ | <500 <br> Employees | 500+ <br> Employees |
| Retail Trade |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,259 | 5,265 | 3,971 | 3,489 | 3,840 | 3,176 | 22.1\% | 37.1\% | 25.0\% |
| Job Stayer | 8,966 | 11,950 | 9,623 | 8,068 | 10,243 | 7,960 | 11.1\% | 16.7\% | 20.9\% |
| Hired from Another Job | 7,805 | 9,306 | 7,488 | 6,346 | 7,600 | 6,011 | 23.0\% | 22.4\% | 24.6\% |
| Kansas |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,426 | 4,730 | 4,856 | 3,768 | 4,292 | 3,776 | 17.5\% | 10.2\% | 28.6\% |
| Job Stayer | 8,442 | 11,207 | 9,619 | 7,656 | 9,721 | 8,320 | 10.3\% | 15.3\% | 15.6\% |
| Hired from Another Job | 7,039 | 8,388 | 7,771 | 6,277 | 7,790 | 6,351 | 12.1\% | 7.7\% | 22.4\% |
| Minnesota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,856 | 5,086 | 4,791 | 3,934 | 4,286 | 4,155 | 23.4\% | 18.7\% | 15.3\% |
| Job Stayer | 9,427 | 11,787 | 10,158 | 8,095 | 10,140 | 8,825 | 16.5\% | 16.2\% | 15.1\% |
| Hired from Another Job | 8,287 | 9,371 | 8,846 | 6,568 | 7,891 | 7,864 | 26.2\% | 18.8\% | 12.5\% |
| Missouri |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,863 | 5,670 | 4,898 | 4,299 | 4,743 | 4,181 | 13.1\% | 19.5\% | 17.1\% |
| Job Stayer | 8,912 | 12,040 | 9,952 | 7,896 | 9,947 | 7,887 | 12.9\% | 21.0\% | 26.2\% |
| Hired from Another Job | 7,509 | 9,238 | 7,958 | 6,193 | 7,776 | 6,381 | 21.2\% | 18.8\% | 24.7\% |
| Nebraska |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,078 | 4,654 | 4,287 | 3,358 | 4,095 | 3,271 | 21.4\% | 13.7\% | 31.1\% |
| Job Stayer | 8,594 | 11,582 | 9,314 | 7,833 | 10,092 | 7,880 | 9.7\% | 14.8\% | 18.2\% |
| Hired from Another Job | 7,309 | 8,257 | 8,612 | 6,159 | 7,793 | 6,380 | 18.7\% | 6.0\% | 35.0\% |
| North Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,243 | 4,830 | 4,816 | 3,749 | 4,253 | 4,331 | 13.2\% | 13.6\% | 11.2\% |
| Job Stayer | 10,652 | 12,854 | 9,811 | 9,040 | 11,434 | 8,481 | 17.8\% | 12.4\% | 15.7\% |
| Hired from Another Job | 7,876 | 8,991 | 7,506 | 7,860 | 8,558 | 6,785 | 0.2\% | 5.1\% | 10.6\% |
| South Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,244 | 4,364 | 4,292 | 4,319 | 4,089 | 3,158 | -1.7\% | 6.7\% | 35.9\% |
| Job Stayer | 9,148 | 11,395 | 9,862 | 8,240 | 9,991 | 8,098 | 11.0\% | 14.1\% | 21.8\% |
| Hired from Another Job | 7,618 | 8,549 | 7,032 | 6,160 | 7,305 | 5,805 | 23.7\% | 17.0\% | 21.1\% |
| Professional \& Technical |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 10,864 | 12,105 | 15,511 | 9,869 | 11,078 | 15,474 | 10.1\% | 9.3\% | 0.2\% |
| Job Stayer | 14,359 | 18,151 | 24,709 | 13,218 | 16,395 | 22,166 | 8.6\% | 10.7\% | 11.5\% |
| Hired from Another Job | 13,565 | 16,549 | 24,338 | 13,801 | 15,497 | 18,365 | -1.7\% | 6.8\% | 32.5\% |
| Kansas |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 10,427 | 11,589 | 14,088 | 11,317 | 11,121 | 12,840 | -7.9\% | 4.2\% | 9.7\% |
| Job Stayer | 14,911 | 17,871 | 23,375 | 13,792 | 16,241 | 20,573 | 8.1\% | 10.0\% | 13.6\% |
| Hired from Another Job | 14,076 | 17,878 | 21,538 | 12,440 | 14,625 | 17,906 | 13.2\% | 22.2\% | 20.3\% |
| Minnesota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 15,568 | 18,233 | 23,000 | 13,767 | 15,465 | 25,816 | 13.1\% | 17.9\% | -10.9\% |
| Job Stayer | 17,682 | 22,992 | 31,215 | 16,609 | 20,870 | 28,437 | 6.5\% | 10.2\% | 9.8\% |
| Hired from Another Job | 18,781 | 21,868 | 30,587 | 16,454 | 19,282 | 30,339 | 14.1\% | 13.4\% | 0.8\% |
| Missouri |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 11,746 | 13,031 | 16,732 | 12,254 | 12,584 | 16,617 | -4.1\% | 3.6\% | 0.7\% |
| Job Stayer | 15,264 | 19,256 | 25,437 | 14,442 | 17,803 | 23,829 | 5.7\% | 8.2\% | 6.7\% |
| Hired from Another Job | 14,953 | 18,072 | 22,669 | 13,469 | 15,674 | 21,433 | 11.0\% | 15.3\% | 5.8\% |
| Nebraska |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 13,265 | 13,541 | 15,794 | 9,735 | 11,139 | 14,355 | 36.3\% | 21.6\% | 10.0\% |
| Job Stayer | 15,003 | 19,088 | 22,152 | 13,911 | 17,401 | 21,597 | 7.8\% | 9.7\% | 2.6\% |
| Hired from Another Job | 14,434 | 17,598 | 20,241 | 13,388 | 15,737 | 17,981 | 7.8\% | 11.8\% | 12.6\% |
| North Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 13,656 | 15,164 | 15,058 | 13,835 | 14,187 | 16,855 | -1.3\% | 6.9\% | -10.7\% |
| Job Stayer | 15,895 | 19,428 | 19,543 | 14,984 | 19,089 | 18,555 | 6.1\% | 1.8\% | 5.3\% |
| Hired from Another Job | 16,296 | 18,243 | 20,453 | 16,269 | 17,377 | 17,333 | 0.2\% | 5.0\% | 18.0\% |
| South Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 12,863 | 16,379 | 20,702 | 7,868 | 9,118 | 13,837 | 63.5\% | 79.6\% | 49.6\% |
| Job Stayer | 14,547 | 17,510 | 24,981 | 13,158 | 15,635 | 20,068 | 10.6\% | 12.0\% | 24.5\% |
| Hired from Another Job | 14,586 | 20,039 | 21,645 | 13,548 | 15,093 | 20,209 | 7.7\% | 32.8\% | 7.1\% |


|  | Quarterly Earnings by State for Selected Firm Sizes and Employee Types (in Dollars) and Percent Changes 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West North Central2021-Q3 |  |  | West North Central2019-Q3 |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $\begin{gathered} 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Business Support Services |  |  |  |  |  |  |  |  |  |
| lowa |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,276 | 7,193 | 8,430 | 5,052 | 5,723 | 6,420 | 24.2\% | 25.7\% | 31.3\% |
| Job Stayer | 10,552 | 11,745 | 13,080 | 9,637 | 10,471 | 11,044 | 9.5\% | 12.2\% | 18.4\% |
| Hired from Another Job | 11,896 | 11,653 | 12,651 | 8,331 | 8,380 | 8,969 | 42.8\% | 39.1\% | 41.1\% |
| Kansas |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,987 | 7,931 | 8,662 | 5,530 | 5,910 | 6,597 | 26.3\% | 34.2\% | 31.3\% |
| Job Stayer | 10,927 | 12,129 | 14,660 | 10,437 | 11,300 | 12,633 | 4.7\% | 7.3\% | 16.0\% |
| Hired from Another Job | 10,559 | 11,657 | 12,571 | 9,579 | 10,009 | 9,523 | 10.2\% | 16.5\% | 32.0\% |
| Minnesota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,452 | 9,367 | 10,482 | 6,181 | 7,414 | 8,744 | 36.7\% | 26.3\% | 19.9\% |
| Job Stayer | 11,856 | 13,558 | 15,592 | 10,787 | 12,513 | 13,522 | 9.9\% | 8.4\% | 15.3\% |
| Hired from Another Job | 11,242 | 13,191 | 15,025 | 10,193 | 11,097 | 10,891 | 10.3\% | 18.9\% | 38.0\% |
| Missouri |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,150 | 7,412 | 8,151 | 6,250 | 6,241 | 6,027 | 14.4\% | 18.8\% | 35.2\% |
| Job Stayer | 10,732 | 11,957 | 14,183 | 10,083 | 10,957 | 12,224 | 6.4\% | 9.1\% | 16.0\% |
| Hired from Another Job | 9,616 | 11,014 | 12,486 | 8,351 | 8,928 | 8,963 | 15.1\% | 23.4\% | 39.3\% |
| Nebraska |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,813 | 8,429 | 8,356 | 5,580 | 5,876 | 7,686 | 22.1\% | 43.4\% | 8.7\% |
| Job Stayer | 11,085 | 12,169 | 15,834 | 10,109 | 10,953 | 12,913 | 9.7\% | 11.1\% | 22.6\% |
| Hired from Another Job | 11,455 | 11,423 | 12,723 | 9,302 | 8,901 | 10,477 | 23.1\% | 28.3\% | 21.4\% |
| North Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,128 | 6,846 | 7,039 | 7,045 | 5,814 | 7,197 | 1.2\% | 17.8\% | -2.2\% |
| Job Stayer | 10,396 | 11,763 | 12,984 | 10,664 | 11,080 | 12,061 | -2.5\% | 6.2\% | 7.7\% |
| Hired from Another Job | 11,280 |  | 15,242 | 11,090 | 9,935 | 10,629 | 1.7\% |  | 43.4\% |
| South Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,309 | 7,852 | 11,200 | 4,529 | 5,480 | 6,866 | 39.3\% | 43.3\% | 63.1\% |
| Job Stayer | 10,247 | 11,493 | 15,186 | 9,144 | 10,859 | 10,744 | 12.1\% | 5.8\% | 41.3\% |
| Hired from Another Job | 9,772 | 11,826 | 16,041 | 7,058 | 8,423 | 9,125 | 38.5\% | 40.4\% | 75.8\% |
| Health Care and Social Services |  |  |  |  |  |  |  |  |  |
| lowa |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,982 | 6,998 | 9,774 | 5,648 | 5,064 | 9,238 | 23.6\% | 38.2\% | 5.8\% |
| Job Stayer | 13,105 | 13,006 | 16,141 | 12,370 | 11,531 | 15,100 | 5.9\% | 12.8\% | 6.9\% |
| Hired from Another Job | 10,604 | 10,698 | 15,371 | 9,817 | 8,854 | 12,705 | 8.0\% | 20.8\% | 21.0\% |
| Kansas |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,892 | 6,935 | 10,094 | 6,717 | 6,152 | 7,861 | 2.6\% | 12.7\% | 28.4\% |
| Job Stayer | 12,620 | 13,066 | 16,125 | 11,487 | 11,842 | 13,626 | 9.9\% | 10.3\% | 18.3\% |
| Hired from Another Job | 10,126 | 11,291 | 14,981 | 8,914 | 9,376 | 12,076 | 13.6\% | 20.4\% | 24.1\% |
| Minnesota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,253 | 7,973 | 11,102 | 7,220 | 6,761 | 10,111 | 14.3\% | 17.9\% | 9.8\% |
| Job Stayer | 11,674 | 12,866 | 19,867 | 11,134 | 11,339 | 17,897 | 4.9\% | 13.5\% | 11.0\% |
| Hired from Another Job | 10,249 | 11,354 | 17,362 | 9,410 | 9,529 | 17,634 | 8.9\% | 19.2\% | -1.5\% |
| Missouri |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,568 | 6,504 | 10,944 | 4,724 | 5,607 | 8,746 | 17.9\% | 16.0\% | 25.1\% |
| Job Stayer | 11,021 | 12,438 | 18,990 | 10,110 | 11,254 | 16,284 | 9.0\% | 10.5\% | 16.6\% |
| Hired from Another Job | 8,582 | 9,960 | 16,273 | 7,999 | 8,547 | 13,836 | 7.3\% | 16.5\% | 17.6\% |
| Nebraska |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,886 | 7,801 | 13,562 | 6,702 | 6,153 | 9,918 | 2.7\% | 26.8\% | 36.7\% |
| Job Stayer | 13,273 | 14,061 | 18,101 | 11,946 | 12,365 | 15,961 | 11.1\% | 13.7\% | 13.4\% |
| Hired from Another Job | 10,253 | 11,246 | 16,758 | 8,126 | 8,867 | 13,487 | 26.2\% | 26.8\% | 24.3\% |
| North Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,958 | 7,150 | 12,178 | 7,317 | 6,718 | 11,082 | 8.8\% | 6.4\% | 9.9\% |
| Job Stayer | 13,044 | 13,016 | 18,497 | 12,087 | 11,548 | 17,355 | 7.9\% | 12.7\% | 6.6\% |
| Hired from Another Job | 9,579 | 10,267 | 17,912 | 9,229 | 9,137 | 17,680 | 3.8\% | 12.4\% | 1.3\% |
| South Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,435 | 7,560 | 13,506 | 8,396 | 6,488 | 11,866 | -11.4\% | 16.5\% | 13.8\% |
| Job Stayer | 14,284 | 14,616 | 19,702 | 12,684 | 12,006 | 19,435 | 12.6\% | 21.7\% | 1.4\% |
| Hired from Another Job | 9,234 | 11,558 | 17,059 | 9,079 | 9,167 | 16,050 | 1.7\% | 26.1\% | 6.3\% |


|  | Quarterly Earnings by State for Selected Firm Sizes and Employee Types (in Dollars) and Percent Changes 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West North Central2021-Q3 |  |  | West North Central2019-Q3 |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $\begin{gathered} 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $\begin{gathered} 0-19 \\ \text { Employees } \end{gathered}$ | <500 <br> Employees | 500+ <br> Employees |
| Accommodation \& Food Service |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,050 | 3,120 | 4,204 | 2,438 | 2,426 | 3,243 | 25.1\% | 28.6\% | 29.6\% |
| Job Stayer | 5,390 | 6,144 | 8,005 | 4,476 | 5,145 | 6,841 | 20.4\% | 19.4\% | 17.0\% |
| Hired from Another Job | 4,785 | 5,211 | 6,385 | 4,133 | 4,282 | 5,246 | 15.8\% | 21.7\% | 21.7\% |
| Kansas |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,120 | 3,248 | 3,642 | 2,453 | 2,666 | 3,013 | 27.2\% | 21.8\% | 20.9\% |
| Job Stayer | 5,464 | 6,135 | 7,280 | 4,616 | 5,286 | 6,418 | 18.4\% | 16.1\% | 13.4\% |
| Hired from Another Job | 4,912 | 5,326 | 6,308 | 3,932 | 4,360 | 5,682 | 24.9\% | 22.2\% | 11.0\% |
| Minnesota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,830 | 3,990 | 4,821 | 2,988 | 3,077 | 3,767 | 28.2\% | 29.7\% | 28.0\% |
| Job Stayer | 6,269 | 7,298 | 8,513 | 5,193 | 6,335 | 7,639 | 20.7\% | 15.2\% | 11.4\% |
| Hired from Another Job | 5,855 | 6,479 | 7,875 | 4,858 | 5,375 | 6,152 | 20.5\% | 20.5\% | 28.0\% |
| Missouri |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,012 | 3,882 | 4,514 | 3,067 | 2,927 | 3,262 | 30.8\% | 32.6\% | 38.4\% |
| Job Stayer | 6,367 | 6,951 | 7,924 | 5,186 | 5,765 | 6,825 | 22.8\% | 20.6\% | 16.1\% |
| Hired from Another Job | 5,856 | 6,127 | 7,241 | 4,531 | 4,706 | 5,769 | 29.2\% | 30.2\% | 25.5\% |
| Nebraska |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,176 | 3,270 | 3,624 | 2,691 | 2,693 | 3,096 | 18.0\% | 21.4\% | 17.1\% |
| Job Stayer | 5,627 | 6,425 | 6,957 | 4,816 | 5,473 | 6,238 | 16.8\% | 17.4\% | 11.5\% |
| Hired from Another Job | 4,723 | 5,412 | 6,050 | 4,102 | 4,398 | 5,056 | 15.1\% | 23.1\% | 19.7\% |
| North Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,555 | 3,742 | 4,192 | 3,158 | 3,193 | 3,245 | 12.6\% | 17.2\% | 29.2\% |
| Job Stayer | 5,758 | 7,151 | 8,101 | 5,163 | 6,127 | 6,832 | 11.5\% | 16.7\% | 18.6\% |
| Hired from Another Job | 5,574 | 5,882 | 6,697 | 4,469 | 5,039 | 5,106 | 24.7\% | 16.7\% | 31.2\% |
| South Dakota |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,512 | 3,428 | 3,461 | 2,768 | 2,714 | 3,157 | 26.9\% | 26.3\% | 9.6\% |
| Job Stayer | 6,251 | 7,309 | 7,150 | 5,198 | 6,090 | 6,181 | 20.3\% | 20.0\% | 15.7\% |
| Hired from Another Job | 5,711 | 5,941 | 6,337 | 4,250 | 4,558 | 5,265 | 34.4\% | 30.3\% | 20.4\% |


| Industry / Firm Age | Percent of All New Hires by Industry and Selected Firm Age |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West North Central |  |  | West North Central |  |  |
| Agriculture, Forestry, Fishing \& Hunting | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.1\% |
| Utilities | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Construction | 0.5\% | 0.3\% | 0.8\% | 0.5\% | 0.4\% | 0.8\% |
| Manufacturing | 0.3\% | 0.2\% | 0.4\% | 0.1\% | 0.2\% | 0.3\% |
| Trade | 0.6\% | 0.4\% | 1.0\% | 0.5\% | 0.4\% | 0.9\% |
| Transportation and Warehousing | 0.3\% | 0.2\% | 0.5\% | 0.3\% | 0.1\% | 0.4\% |
| Information | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Finance and Insurance | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.1\% |
| Real Estate and Rental and Leasing | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Business Services | 0.5\% | 0.6\% | 1.2\% | 0.6\% | 0.6\% | 1.2\% |
| Educational Services | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% |
| Health Care and Social Assistance | 0.8\% | 0.8\% | 1.6\% | 1.0\% | 0.7\% | 1.7\% |
| Leisure \& Hospitality | 1.6\% | 1.2\% | 2.9\% | 1.7\% | 1.2\% | 2.9\% |
| Other Services (except Public Administration) | 0.3\% | 0.2\% | 0.5\% | 0.4\% | 0.2\% | 0.5\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 5.4\% | 4.2\% | 9.7\% | 5.5\% | 4.0\% | 9.5\% |

Percent of Hires from Unemployed Status

|  | West North Central2021-Q3 |  |  | West North Central2019-Q3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 0-1 Year | $\begin{aligned} & \text { 2019-Q3 } \\ & \text { 2-3 Years } \end{aligned}$ | 0-3 Years |
| All Industries | 45.0\% | 44.2\% | 44.7\% | 42.4\% | 42.0\% | 42.2\% |
| Construction | 45.5\% | 44.0\% | 44.9\% | 43.8\% | 40.5\% | 42.4\% |
| Manufacturing | 39.0\% | 39.8\% | 39.3\% | 37.1\% | 35.9\% | 36.5\% |
| Trade (Retail and Wholesale) | 45.7\% | 47.0\% | 46.2\% | 44.5\% | 42.1\% | 43.5\% |
| Business Services | 42.0\% | 39.8\% | 40.8\% | 40.1\% | 38.4\% | 39.3\% |
| Health, Social Services | 40.4\% | 35.7\% | 38.0\% | 36.9\% | 36.8\% | 36.8\% |
| Leisure \& Hospitality | 50.9\% | 52.8\% | 51.7\% | 46.1\% | 48.0\% | 46.9\% |

Appendix A-5 South Atlantic

| Industry / Firm Size | Distribution of New Hires by Industy and Firm Size |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{cc}  & \text { South Atlantic } \\ \text { 2021-Q3 } \end{array}$ |  | 500+ <br> Employees |  South Atlantic <br>  $2019-\mathrm{Q3}$ <br> $0-19$ $<500$ <br> Employees Employees |  | 500+ Employees |
| Agriculture, Forestry, Fishing and Hunting | 0.2\% | 0.4\% | 0.1\% | 0.2\% | 0.4\% | 0.1\% |
| Mining, Quarrying, and Oil and Gas |  |  |  |  |  |  |
| Extraction | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.1\% | 0.0\% |
| Utilities | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Construction | 1.8\% | 3.9\% | 1.4\% | 2.1\% | 4.5\% | 1.7\% |
| Manufacturing | 0.6\% | 2.3\% | 2.8\% | 0.6\% | 2.1\% | 2.6\% |
| Trade | 2.4\% | 5.2\% | 11.5\% | 2.3\% | 5.3\% | 10.1\% |
| Transportation and Warehousing | 0.5\% | 1.4\% | 3.1\% | 0.5\% | 1.3\% | 2.6\% |
| Information | 0.2\% | 0.5\% | 1.0\% | 0.1\% | 0.4\% | 0.9\% |
| Finance and Insurance | 0.4\% | 0.8\% | 1.8\% | 0.4\% | 0.8\% | 1.7\% |
| Real Estate and Rental and Leasing | 0.4\% | 0.9\% | 0.7\% | 0.4\% | 0.9\% | 0.7\% |
| Business Services | 3.0\% | 8.4\% | 12.5\% | 3.0\% | 8.3\% | 12.9\% |
| Educational Services | 0.4\% | 1.3\% | 0.8\% | 0.4\% | 1.4\% | 0.8\% |
| Health Care and Social Assistance | 2.2\% | 5.5\% | 4.7\% | 2.1\% | 5.6\% | 5.5\% |
| Leisure \& Hospitality | 3.7\% | 10.9\% | 7.8\% | 3.6\% | 11.1\% | 7.8\% |
| Other Services (except Public |  |  |  |  |  |  |
| Administration) | 1.4\% | 2.3\% | 0.7\% | 1.4\% | 2.5\% | 0.8\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 17.2\% | 43.9\% | 49.3\% | 17.1\% | 44.7\% | 48.2\% |
|  | Percent of Hires Coming from Unemployed Status |  |  |  |  |  |
|  | South Atlantic2021-Q3 |  | 500+ <br> Employees | $0-19$ <br> Employees | $\begin{aligned} & \text { South Atlantic } \\ & \text { 2019-Q3 } \\ & <500 \\ & \text { Employees } \end{aligned}$ | 500+ Employees |
| All Industries | 52.9\% | 47.2\% | 40.8\% | 50.0\% | 44.1\% | 38.1\% |
| Construction | 52.7\% | 45.1\% | 35.2\% | 50.8\% | 42.3\% | 31.7\% |
| Manufacturing | 51.6\% | 41.1\% | 30.4\% | 47.3\% | 37.1\% | 29.0\% |
| Trade (Retail and Wholesale) | 55.6\% | 47.8\% | 46.4\% | 51.9\% | 43.6\% | 42.4\% |
| Business Services | 49.4\% | 43.4\% | 38.5\% | 47.8\% | 41.0\% | 35.4\% |
| Health, Social Services | 46.0\% | 41.5\% | 32.5\% | 44.0\% | 38.7\% | 36.9\% |
| Leisure \& Hospitality | 57.7\% | 55.4\% | 51.6\% | 53.6\% | 51.4\% | 46.9\% |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | Percent of Hires from Other Jobs in the South Atlantic Region |  |  |  |  |  |
|  | South Atlantic 2021-Q3 <br> 0-19 |  | 500+ <br> Employees | $0-19$ <br> Employees | South Atlantic 2019-Q3 <500 <br> Employees | 500+ Employees |
| All Industries | 91.1\% | 90.6\% | 87.7\% | 91.9\% | 91.4\% | 88.5\% |
| Construction | 91.5\% | 90.5\% | 83.8\% | 92.8\% | 91.3\% | 84.7\% |
| Manufacturing | 91.1\% | 92.5\% | 90.7\% | 92.6\% | 93.1\% | 90.6\% |
| Trade (Retail and Wholesale) | 91.7\% | 91.2\% | 89.6\% | 92.5\% | 92.1\% | 89.6\% |
| Business Services | 88.9\% | 88.4\% | 87.6\% | 90.2\% | 90.0\% | 89.4\% |
| Health, Social Services | 92.6\% | 92.1\% | 87.0\% | 92.7\% | 92.5\% | 88.0\% |
| Leisure \& Hospitality | 92.3\% | 92.3\% | 90.1\% | 92.2\% | 92.3\% | 89.7\% |


|  | Earnings by Selected Firm Size and Employee Types |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | South Atlantic2021-Q3 |  |  | South Atlantic2019-Q3 |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Retail Trade |  |  |  |  |  |  |  |  |  |
| Delaware |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,573 | 9,048 | 4,629 | 4,632 | 5,562 | 3,649 | 20.3\% | 62.7\% | 26.9\% |
| Job Stayer | 11,313 | 13,274 | 9,667 | 8,317 | 10,707 | 8,165 | 36.0\% | 24.0\% | 18.4\% |
| Hired from Another Job | 8,484 | 9,797 | 8,619 | 6,307 | 8,605 | 6,767 | 34.5\% | 13.9\% | 27.4\% |
| District of Columbia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,650 | 6,571 | 7,220 | 6,362 | 6,974 | 5,521 | 4.5\% | -5.8\% | 30.8\% |
| Job Stayer | 10,849 | 12,083 | 13,187 | 9,388 | 10,731 | 12,138 | 15.6\% | 12.6\% | 8.6\% |
| Hired from Another Job | 10,056 |  | 12,526 | 6,801 | 11,186 | 10,252 | 47.9\% |  | 22.2\% |
| Florida |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,923 | 7,783 | 5260 | 5,551 | 6,428 | 4,104 | 24.7\% | 21.1\% | 28.2\% |
| Job Stayer | 10,474 | 14,286 | 10717 | 8,751 | 11,024 | 8,873 | 19.7\% | 29.6\% | 20.8\% |
| Hired from Another Job | 10,061 | 12,298 | 9301 | 8,926 | 9,539 | 7,575 | 12.7\% | 28.9\% | 22.8\% |
| Georgia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,273 | 7,456 | 5,339 | 4,965 | 5,471 | 3,857 | 46.5\% | 36.3\% | 38.4\% |
| Job Stayer | 9,442 | 13,456 | 11,566 | 7,924 | 10,717 | 9,121 | 19.2\% | 25.6\% | 26.8\% |
| Hired from Another Job | 9,661 | 10,803 | 9,380 | 7,373 | 9,019 | 7,253 | 31.0\% | 19.8\% | 29.3\% |
| Maryland |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,955 | 6,587 | 5,318 | 4,960 | 5,459 | 4,140 | 20.1\% | 20.7\% | 28.5\% |
| Job Stayer | 9,974 | 13,581 | 11,074 | 8,674 | 11,364 | 9,537 | 15.0\% | 19.5\% | 16.1\% |
| Hired from Another Job | 9,004 | 11,537 | 9,809 | 7,278 | 9,484 | 8,004 | 23.7\% | 21.6\% | 22.6\% |
| North Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,060 | 6,067 | 4,844 | 4,404 | 4,758 | 3,625 | 14.9\% | 27.5\% | 33.6\% |
| Job Stayer | 9,304 | 12,471 | 10,241 | 8,133 | 10,126 | 9,016 | 14.4\% | 23.2\% | 13.6\% |
| Hired from Another Job | 9,187 | 10,496 | 8,627 | 6,513 | 8,244 | 7,281 | 41.1\% | 27.3\% | 18.5\% |
| South Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,176 | 5,881 | 4,611 | 4,603 | 4,927 | 3,616 | 12.4\% | 19.4\% | 27.5\% |
| Job Stayer | 9,382 | 12,616 | 9,296 | 8,054 | 10,021 | 8,275 | 16.5\% | 25.9\% | 12.3\% |
| Hired from Another Job | 7,806 | 9,673 | 7,947 | 6,607 | 8,308 | 6,927 | 18.1\% | 16.4\% | 14.7\% |
| Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,881 | 6,751 | 5,137 | 4,514 | 5,486 | 3,819 | 30.3\% | 23.1\% | 34.5\% |
| Job Stayer | 9,414 | 13,015 | 10,566 | 7,998 | 10,529 | 9,055 | 17.7\% | 23.6\% | 16.7\% |
| Hired from Another Job | 8,250 | 10,669 | 9,191 | 6,695 | 8,787 | 7,262 | 23.2\% | 21.4\% | 26.6\% |
| West Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,247 | 4,948 | 4,571 | 3,995 | 4,311 | 3,756 | 6.3\% | 14.8\% | 21.7\% |
| Job Stayer | 8,270 | 10,782 | 8,937 | 7,485 | 9,191 | 8,000 | 10.5\% | 17.3\% | 11.7\% |
| Hired from Another Job | 6,931 | 8,301 | 7,887 | 7,279 | 7,768 | 6,384 | -4.8\% | 6.9\% | 23.5\% |
| Professional \& Technical |  |  |  |  |  |  |  |  |  |
| Delaware |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 18,811 | 18,821 | 18,359 | 16,357 | 16,728 | 21,195 | 15.0\% | 12.5\% | -13.4\% |
| Job Stayer | 20,165 | 23,819 | 28,464 | 16,948 | 21,435 | 26,338 | 19.0\% | 11.1\% | 8.1\% |
| Hired from Another Job | 19,283 | 22,052 | 28,751 | 17,368 | 20,100 | 25,474 | 11.0\% | 9.7\% | 12.9\% |
| District of Columbia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 26,015 | 26,031 | 31,578 | 19,161 | 21,559 | 28,308 | 35.8\% | 20.7\% | 11.6\% |
| Job Stayer | 31,035 | 34,173 | 42,520 | 29,360 | 31,430 | 38,599 | 5.7\% | 8.7\% | 10.2\% |
| Hired from Another Job | 25,962 | 30,841 | 39,062 | 26,184 | 25,174 | 30,731 | -0.8\% | 22.5\% | 27.1\% |
| Florida |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 14,453 | 15,233 | 16376 | 12,984 | 13,117 | 14,249 | 11.3\% | 16.1\% | 14.9\% |
| Job Stayer | 17,116 | 20,475 | 26429 | 15,582 | 18,446 | 23,220 | 9.8\% | 11.0\% | 13.8\% |
| Hired from Another Job | 17,550 | 20,309 | 27234 | 14,247 | 17,020 | 21,852 | 23.2\% | 19.3\% | 24.6\% |
| Georgia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 13,185 | 14,941 | 20,002 | 13,360 | 13,974 | 19,249 | -1.3\% | 6.9\% | 3.9\% |
| Job Stayer | 17,140 | 21,198 | 28,688 | 15,859 | 19,433 | 26,517 | 8.1\% | 9.1\% | 8.2\% |
| Hired from Another Job | 16,919 | 19,902 | 24,440 | 15,272 | 17,587 | 21,891 | 10.8\% | 13.2\% | 11.6\% |
| Maryland |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 16,427 | 17,850 | 20,946 | 15,127 | 16,227 | 19,067 | 8.6\% | 10.0\% | 9.9\% |
| Job Stayer | 21,602 | 28,024 | 31,319 | 19,811 | 23,474 | 27,922 | 9.0\% | 19.4\% | 12.2\% |
| Hired from Another Job | 23,106 | 24,205 | 28,686 | 21,169 | 22,338 | 25,861 | 9.2\% | 8.4\% | 10.9\% |


|  | Earnings by Selected Firm Size and Employee Types |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | South Atlantic2021-Q3 |  |  | South Atlantic2019-Q3 |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| North Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 15,240 | 15,454 | 17,370 | 11,556 | 12,719 | 15,143 | 31.9\% | 21.5\% | 14.7\% |
| Job Stayer | 16,761 | 20,770 | 29,435 | 15,242 | 18,545 | 25,129 | 10.0\% | 12.0\% | 17.1\% |
| Hired from Another Job | 18,561 | 21,805 | 25,899 | 15,414 | 17,864 | 22,507 | 20.4\% | 22.1\% | 15.1\% |
| South Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 12,696 | 13,979 | 15,653 | 10,293 | 11,685 | 14,567 | 23.3\% | 19.6\% | 7.5\% |
| Job Stayer | 16,066 | 18,999 | 24,280 | 14,609 | 17,054 | 22,397 | 10.0\% | 11.4\% | 8.4\% |
| Hired from Another Job | 16,260 | 19,482 | 25,381 | 14,594 | 15,523 | 21,111 | 11.4\% | 25.5\% | 20.2\% |
| Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 16,092 | 19,001 | 22,575 | 15,855 | 17,202 | 20,818 | 1.5\% | 10.5\% | 8.4\% |
| Job Stayer | 21,522 | 26,554 | 32,563 | 19,819 | 24,173 | 30,221 | 8.6\% | 9.8\% | 7.7\% |
| Hired from Another Job | 23,627 | 25,075 | 31,071 | 20,731 | 22,640 | 27,065 | 14.0\% | 10.8\% | 14.8\% |
| West Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,404 | 11,039 | 12,514 | 9,013 | 10,984 | 13,670 | 4.3\% | 0.5\% | -8.5\% |
| Job Stayer | 13,447 | 16,256 | 19,598 | 12,458 | 15,197 | 18,762 | 7.9\% | 7.0\% | 4.5\% |
| Hired from Another Job | 12,000 | 15,567 | 18,372 | 13,554 | 14,288 | 16,491 | -11.5\% | 9.0\% | 11.4\% |
| Business Support Services |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,891 | 9,103 | 10,042 | 5,733 | 6,901 | 7,154 | 55.1\% | 31.9\% | 40.4\% |
| Job Stayer | 30,629 | 20,482 | 14,182 | 10,630 | 11,931 | 11,800 | 188.1\% | 71.7\% | 20.2\% |
| Hired from Another Job | 10,533 | 13,152 | 14,687 | 7,856 | 10,533 | 11,433 | 34.1\% | 24.9\% | 28.5\% |
| District of Columbia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 11,204 | 10,269 | 12,481 | 11,799 | 10,565 | 11,131 | -5.0\% | -2.8\% | 12.1\% |
| Job Stayer | 17,654 | 16,254 | 17,860 | 16,608 | 14,754 | 15,337 | 6.3\% | 10.2\% | 16.5\% |
| Hired from Another Job | 15,787 | 15,419 | 20,390 | 13,780 | 15,492 | 15,525 | 14.6\% | -0.5\% | 31.3\% |
| Florida |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,001 | 8,600 | 8313 | 6,981 | 6,975 | 6,449 | 14.6\% | 23.3\% | 28.9\% |
| Job Stayer | 11,387 | 12,829 | 13662 | 10,197 | 11,065 | 11,571 | 11.7\% | 15.9\% | 18.1\% |
| Hired from Another Job | 11,963 | 13,833 | 13901 | 9,357 | 9,995 | 9,384 | 27.9\% | 38.4\% | 48.1\% |
| Georgia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,631 | 9,698 | 8,697 | 7,456 | 7,375 | 6,657 | 29.2\% | 31.5\% | 30.6\% |
| Job Stayer | 12,104 | 13,106 | 15,296 | 11,103 | 11,787 | 12,838 | 9.0\% | 11.2\% | 19.1\% |
| Hired from Another Job | 13,094 | 12,626 | 12,517 | 9,969 | 9,751 | 9,479 | 31.3\% | 29.5\% | 32.0\% |
| Maryland |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,830 | 9,091 | 11,114 | 7,381 | 7,044 | 7,875 | 19.6\% | 29.1\% | 41.1\% |
| Job Stayer | 13,334 | 14,228 | 15,621 | 11,763 | 12,510 | 13,627 | 13.4\% | 13.7\% | 14.6\% |
| Hired from Another Job | 13,237 | 13,622 | 16,466 | 10,825 | 11,158 | 12,262 | 22.3\% | 22.1\% | 34.3\% |
| North Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,769 | 8,357 | 8,854 | 6,658 | 6,701 | 7,069 | 16.7\% | 24.7\% | 25.3\% |
| Job Stayer | 11,030 | 12,513 | 14,562 | 10,118 | 11,273 | 12,178 | 9.0\% | 11.0\% | 19.6\% |
| Hired from Another Job | 10,900 | 12,233 | 14,104 | 9,081 | 9,840 | 10,477 | 20.0\% | 24.3\% | 34.6\% |
| South Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,377 | 7,617 | 7,691 | 6,141 | 6,929 | 6,046 | 20.1\% | 9.9\% | 27.2\% |
| Job Stayer | 11,022 | 11,912 | 13,050 | 9,581 | 10,659 | 11,262 | 15.0\% | 11.8\% | 15.9\% |
| Hired from Another Job | 9,758 | 10,523 | 10,857 | 8,316 | 9,218 | 8,003 | 17.3\% | 14.2\% | 35.7\% |
| Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,937 | 8,530 | 10,580 | 7,305 | 7,282 | 8,531 | 8.7\% | 17.1\% | 24.0\% |
| Job Stayer | 11,571 | 13,236 | 16,933 | 10,534 | 11,967 | 14,549 | 9.8\% | 10.6\% | 16.4\% |
| Hired from Another Job | 11,023 | 12,617 | 16,099 | 8,617 | 10,298 | 12,036 | 27.9\% | 22.5\% | 33.8\% |
| West Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 6,033 | 6,882 | 8,739 | 5,447 | 7,826 | 6,887 | 10.8\% | -12.1\% | 26.9\% |
| Job Stayer | 9,427 | 10,517 | 12,794 | 8,802 | 10,018 | 11,914 | 7.1\% | 5.0\% | 7.4\% |
| Hired from Another Job | 9,575 | 10,694 | 13,153 | 8,789 | 9,463 | 8,866 | 8.9\% | 13.0\% | 48.4\% |
| Health Care and Social Services |  |  |  |  |  |  |  |  |  |
| Delaware |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,380 | 8,349 | 13,853 | 5,707 | 7,055 | 9,051 | 29.3\% | 18.3\% | 53.1\% |
| Job Stayer | 16,035 | 15,069 | 18,052 | 12,209 | 13,170 | 18,644 | 31.3\% | 14.4\% | -3.2\% |


|  | Earnings by Selected Firm Size and Employee Types |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | South Atlantic 2021-Q3 |  |  | South Atlantic 2019-Q3 |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Hired from Another Job | 12,224 | 12,631 | 19,781 | 9,586 | 10,378 | 16,897 | 27.5\% | 21.7\% | 17.1\% |
| District of Columbia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 13,697 | 12,736 | 17,228 | 10,236 | 9,580 | 14,588 | 33.8\% | 32.9\% | 18.1\% |
| Job Stayer | 16,950 | 16,410 | 25,027 | 15,628 | 13,661 | 21,434 | 8.5\% | 20.1\% | 16.8\% |
| Hired from Another Job | 15,552 | 17,123 | 23,894 | 12,375 | 12,752 | 20,971 | 25.7\% | 34.3\% | 13.9\% |
| Florida |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,093 | 9,050 | 11,472 | 8,295 | 7,982 | 9,668 | 9.6\% | 13.4\% | 18.7\% |
| Job Stayer | 14,650 | 15,521 | 18,790 | 13,521 | 13,816 | 15,512 | 8.3\% | 12.3\% | 21.1\% |
| Hired from Another Job | 12,827 | 13,447 | 17,195 | 10,867 | 11,282 | 13,936 | 18.0\% | 19.2\% | 23.4\% |
| Georgia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,408 | 8,368 | 11,741 | 9,753 | 8,529 | 17,657 | -13.8\% | -1.9\% | -33.5\% |
| Job Stayer | 15,239 | 15,229 | 19,397 | 13,168 | 13,333 | 16,807 | 15.7\% | 14.2\% | 15.4\% |
| Hired from Another Job | 11,780 | 12,682 | 16,563 | 10,087 | 10,304 | 14,016 | 16.8\% | 23.1\% | 18.2\% |
| Maryland |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,698 | 9,040 | 13,631 | 8,486 | 7,497 | 9,532 | 14.3\% | 20.6\% | 43.0\% |
| Job Stayer | 15,760 | 15,785 | 18,422 | 13,986 | 13,969 | 16,121 | 12.7\% | 13.0\% | 14.3\% |
| Hired from Another Job | 13,014 | 13,283 | 18,166 | 10,677 | 11,579 | 16,287 | 21.9\% | 14.7\% | 11.5\% |
| North Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,309 | 7,920 | 11,242 | 7,611 | 6,718 | 9,441 | 9.2\% | 17.9\% | 19.1\% |
| Job Stayer | 13,844 | 13,882 | 18,330 | 12,675 | 12,332 | 14,828 | 9.2\% | 12.6\% | 23.6\% |
| Hired from Another Job | 11,054 | 12,053 | 15,840 | 10,251 | 10,342 | 13,870 | 7.8\% | 16.5\% | 14.2\% |
| South Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 8,886 | 7,822 | 10,270 | 8,402 | 6,988 | 8,189 | 5.8\% | 11.9\% | 25.4\% |
| Job Stayer | 13,661 | 13,760 | 18,267 | 12,664 | 12,342 | 15,272 | 7.9\% | 11.5\% | 19.6\% |
| Hired from Another Job | 12,477 | 12,406 | 17,396 | 9,734 | 10,209 | 13,950 | 28.2\% | 21.5\% | 24.7\% |
| Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,719 | 8,166 | 11,966 | 6,953 | 7,273 | 10,324 | 11.0\% | 12.3\% | 15.9\% |
| Job Stayer | 13,064 | 14,714 | 18,734 | 11,991 | 13,323 | 15,925 | 8.9\% | 10.4\% | 17.6\% |
| Hired from Another Job | 10,980 | 12,725 | 16,984 | 9,314 | 10,013 | 14,673 | 17.9\% | 27.1\% | 15.8\% |
| West Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,954 | 7,096 | 11,045 | 6,497 | 5,907 | 8,996 | 22.4\% | 20.1\% | 22.8\% |
| Job Stayer | 11,298 | 11,868 | 17,535 | 11,586 | 11,162 | 15,612 | -2.5\% | 6.3\% | 12.3\% |
| Hired from Another Job | 10,100 | 11,578 | 16,064 | 8,656 | 9,140 | 13,241 | 16.7\% | 26.7\% | 21.3\% |
| Accommodation \& Food Service |  |  |  |  |  |  |  |  |  |
| Delaware |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,200 | 3,955 | 4,296 | 3,150 | 3,027 | 3,874 | 33.3\% | 30.7\% | 10.9\% |
| Job Stayer | 7,185 | 8,225 | 8,022 | 5,676 | 6,225 | 7,904 | 26.6\% | 32.1\% | 1.5\% |
| Hired from Another Job | 5,464 | 6,204 | 6,847 | 4,706 | 4,618 | 6,324 | 16.1\% | 34.3\% | 8.3\% |
| District of Columbia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,950 | 8,556 | 9,267 | 5,848 | 6,255 | 6,528 | 35.9\% | 36.8\% | 42.0\% |
| Job Stayer | 10,031 | 11,979 | 12,995 | 8,099 | 9,423 | 11,520 | 23.9\% | 27.1\% | 12.8\% |
| Hired from Another Job | 10,501 | 11,397 | 12,295 | 8,480 | 9,162 | 11,791 | 23.8\% | 24.4\% | 4.3\% |
| Florida |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,172 | 5,208 | 5517 | 3,906 | 3,737 | 4,070 | 32.4\% | 39.4\% | 35.6\% |
| Job Stayer | 7,835 | 8,569 | 10228 | 6,255 | 6,757 | 7,766 | 25.3\% | 26.8\% | 31.7\% |
| Hired from Another Job | 7,952 | 7,848 | 8819 | 5,970 | 5,954 | 6,628 | 33.2\% | 31.8\% | 33.1\% |
| Georgia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,626 | 4,185 | 4,637 | 4,513 | 3,558 | 3,605 | 2.5\% | 17.6\% | 28.6\% |
| Job Stayer | 6,773 | 7,102 | 8,311 | 5,383 | 5,794 | 7,238 | 25.8\% | 22.6\% | 14.8\% |
| Hired from Another Job | 6,505 | 6,428 | 7,582 | 4,764 | 4,928 | 5,985 | 36.5\% | 30.4\% | 26.7\% |
| Maryland |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,911 | 4,882 | 5,829 | 3,675 | 3,602 | 4,029 | 33.6\% | 35.5\% | 44.7\% |
| Job Stayer | 7,610 | 8,160 | 9,640 | 5,962 | 6,672 | 8,494 | 27.6\% | 22.3\% | 13.5\% |
| Hired from Another Job | 6,842 | 7,202 | 7,985 | 5,317 | 5,599 | 7,099 | 28.7\% | 28.6\% | 12.5\% |
| North Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,988 | 3,868 | 4,257 | 2,922 | 2,766 | 3,017 | 36.5\% | 39.8\% | 41.1\% |
| Job Stayer | 6,531 | 6,942 | 8,134 | 5,234 | 5,669 | 6,792 | 24.8\% | 22.5\% | 19.8\% |
| Hired from Another Job | 5,796 | 6,072 | 6,712 | 4,594 | 4,778 | 5,631 | 26.2\% | 27.1\% | 19.2\% |


|  | Earnings by Selected Firm Size and Employee Types |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | South Atlanti 2021-Q3 |  |  | South Atlanti 2019-Q3 |  | Percent | Change 210 | 3/19Q3 |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| South Carolina |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,976 | 3,875 | 3,038 | 3,081 | 2,905 | 3,655 | 29.0\% | 33.4\% | -16.9\% |
| Job Stayer | 6,415 | 7,199 | 7,295 | 5,240 | 5,932 | 6,534 | 22.4\% | 21.4\% | 11.6\% |
| Hired from Another Job | 5,873 | 6,250 | 7,585 | 4,955 | 4,979 | 5,457 | 18.5\% | 25.5\% | 39.0\% |
| Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,658 | 4,401 | 4,786 | 3,363 | 3,270 | 3,392 | 38.5\% | 34.6\% | 41.1\% |
| Job Stayer | 7,200 | 7,642 | 8,471 | 5,655 | 6,204 | 7,076 | 27.3\% | 23.2\% | 19.7\% |
| Hired from Another Job | 6,272 | 6,701 | 7,250 | 5,019 | 5,145 | 6,070 | 25.0\% | 30.2\% | 19.4\% |
| West Virginia |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,610 | 3,566 | 4,279 | 2,886 | 2,978 | 3,659 | 25.1\% | 19.7\% | 16.9\% |
| Job Stayer | 5,325 | 5,834 | 7,606 | 4,486 | 5,007 | 6,919 | 18.7\% | 16.5\% | 9.9\% |
| Hired from Another Job | 4,554 | 4,985 | 5,724 | 3,936 | 4,105 | 5,128 | 15.7\% | 21.4\% | 11.6\% |



Appendix A-6 East South Central

| Industry / Firm Size | Distribution of New Hires by Industry and Firm Size |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$ <br> Employees | $\begin{aligned} & \text { st South Cent } \\ & \text { 2021-Q3 } \\ & <500 \\ & \text { Employees } \end{aligned}$ | al 500+ <br> Employees | $0-19$ <br> Employees | st South Cent $\begin{gathered} \text { 2019-Q3 } \\ \text { <500 } \end{gathered}$ <br> Employees | al 500+ <br> Employees |
| Agriculture, Forestry, Fishing \& Hunting | 0.2\% | 0.4\% | 0.0\% | 0.3\% | 0.5\% | 0.0\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.2\% | 0.2\% |
| Utilities | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Construction | 1.5\% | 3.5\% | 1.0\% | 1.8\% | 4.1\% | 1.3\% |
| Manufacturing | 0.8\% | 3.7\% | 5.4\% | 0.8\% | 3.8\% | 5.2\% |
| Trade | 2.3\% | 5.4\% | 11.6\% | 2.5\% | 6.1\% | 10.0\% |
| Transportation and Warehousing | 0.5\% | 1.4\% | 4.5\% | 0.5\% | 1.5\% | 3.2\% |
| Information | 0.1\% | 0.3\% | 0.5\% | 0.1\% | 0.3\% | 0.4\% |
| Finance and Insurance | 0.3\% | 0.8\% | 1.4\% | 0.3\% | 0.7\% | 1.1\% |
| Real Estate \& Rental \& Leasing | 0.3\% | 0.7\% | 0.4\% | 0.3\% | 0.7\% | 0.4\% |
| Business Services | 2.0\% | 5.9\% | 11.8\% | 2.0\% | 6.3\% | 13.5\% |
| Educational Services | 0.2\% | 0.6\% | 0.4\% | 0.2\% | 0.6\% | 0.4\% |
| Health Care \& Social Assistance | 1.7\% | 5.2\% | 8.1\% | 1.8\% | 5.5\% | 4.4\% |
| Leisure \& Hospitality | 3.1\% | 9.9\% | 6.7\% | 3.3\% | 11.3\% | 7.3\% |
| Other Services (except Public Administration) | 1.0\% | 1.6\% | 0.5\% | 1.1\% | 1.8\% | 0.5\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 14.1\% | 39.6\% | 52.6\% | 15.0\% | 43.4\% | 48.0\% |
| Percent of Hires from Unemployed Status |  |  |  |  |  |  |
|  | East South Central |  |  | East South Central |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | $500+$ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | $500+$ <br> Employees |
| All Industries | 51.4\% | 45.9\% | 42.8\% | 49.1\% | 43.6\% | 36.4\% |
| Construction | 49.9\% | 42.0\% | 32.9\% | 49.5\% | 41.1\% | 24.0\% |
| Manufacturing | 47.9\% | 39.3\% | 30.0\% | 44.6\% | 35.9\% | 27.9\% |
| Trade (Retail and Wholesale) | 55.0\% | 48.0\% | 43.7\% | 51.8\% | 44.4\% | 41.4\% |
| Business Services | 47.8\% | 42.7\% | 38.4\% | 46.2\% | 40.1\% | 35.6\% |
| Health, Social Services | 46.0\% | 40.8\% | 59.3\% | 42.8\% | 37.9\% | 30.3\% |
| Leisure \& Hospitality | 56.2\% | 54.0\% | 49.5\% | 54.0\% | 52.2\% | 47.1\% |
|  | Percent of Hires from Other Jobs that Come from East South Central Region |  |  |  |  |  |
|  | East South Central |  |  | East South Central |  |  |
|  | $0-19$ <br> Employees | $\begin{gathered} <500 \\ \text { Employees } \end{gathered}$ | 500+ <br> Employees | $\begin{gathered} 0-19 \\ \text { Employees } \end{gathered}$ | <500 <br> Employees | 500+ Employees |
| All Industries | 86.6\% | 85.3\% | 82.5\% | 86.7\% | 85.1\% | 82.1\% |
| Construction | 84.7\% | 78.8\% | 61.2\% | 83.3\% | 77.3\% | 53.3\% |
| Manufacturing | 84.9\% | 88.0\% | 87.0\% | 84.5\% | 87.5\% | 85.1\% |
| Trade (Retail and Wholesale) | 88.6\% | 87.3\% | 85.7\% | 88.0\% | 87.0\% | 83.8\% |
| Business Services | 83.7\% | 81.7\% | 82.7\% | 85.2\% | 83.8\% | 84.3\% |
| Health, Social Services | 90.0\% | 88.9\% | 81.0\% | 90.2\% | 89.0\% | 84.7\% |
| Leisure \& Hospitality | 87.0\% | 87.5\% | 86.9\% | 87.6\% | 86.9\% | 85.8\% |


| Quarterly Earnings by State and for Selected Firm Size and Employee Types (in Dollars) and Percent Change from 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | East South Central |  |  | East South Central |  |  |  |  |  |
|  | $0-19$ <br> Employees | $\begin{aligned} & \text { 2021-Q3 } \\ & <500 \\ & \text { Employees } \\ & \hline \end{aligned}$ | 500+ <br> Employees | $0-19$ <br> Employees | $\begin{aligned} & \text { 2019-Q3 } \\ & <500 \\ & \text { Employees } \end{aligned}$ | 500+ <br> Employees | Percent <br> 0-19 <br> Employees | t Change 21Q <br> <500 <br> Employees | $\begin{aligned} & \text { 3/19Q3 } \\ & \text { 500+ } \\ & \text { Employees } \end{aligned}$ |
| Retail Trade |  |  |  |  |  |  |  |  |  |
| Alabama |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,769 | 5,159 | 4,780 | 4,209 | 4,439 | 3,620 | 13.3\% | 16.2\% | 32.0\% |
| Job Stayer | 9,021 | 12,146 | 9,420 | 7,888 | 9,716 | 7,689 | 14.4\% | 25.0\% | 22.5\% |
| Hired from Another Job | 7,455 | 9,018 | 7,516 | 5,991 | 7,500 | 6,330 | 24.4\% | 20.2\% | 18.7\% |
| Kentucky |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 4,848 | 5,530 | 4,796 | 4,586 | 5,228 | 3,820 | 5.7\% | 5.8\% | 25.5\% |
| Job Stayer | 8,710 | 11,972 | 9,123 | 7,778 | 9,884 | 8,035 | 12.0\% | 21.1\% | 13.5\% |
| Hired from Another Job | 7,677 | 9,289 | 7,589 | 6,741 | 8,242 | 6,570 | 13.9\% | 12.7\% | 15.5\% |
| Professional \& Technical |  |  |  |  |  |  |  |  |  |
| Alabama |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,608 | 12,787 | 17,139 | 10,963 | 12,633 | 18,178 | -12.4\% | 1.2\% | -5.7\% |
| Job Stayer | 15,481 | 20,380 | 24,690 | 14,087 | 18,223 | 21,688 | 9.9\% | 11.8\% | 13.8\% |
| Hired from Another Job | 14,081 | 18,234 | 24,652 | 12,400 | 16,673 | 21,411 | 13.6\% | 9.4\% | 15.1\% |
| Kentucky |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 12,098 | 13,469 | 13,451 | 9,853 | 10,803 | 11,924 | 22.8\% | 24.7\% | 12.8\% |
| Job Stayer | 14,357 | 18,974 | 21,112 | 13,105 | 16,429 | 19,779 | 9.6\% | 15.5\% | 6.7\% |
| Hired from Another Job | 14,194 | 16,093 | 18,639 | 11,706 | 13,435 | 16,473 | 21.3\% | 19.8\% | 13.1\% |
| Business Support Services |  |  |  |  |  |  |  |  |  |
| Alabama |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,500 | 7,506 | 6,814 | 5,350 | 5,806 | 5,138 | 40.2\% | 29.3\% | 32.6\% |
| Job Stayer | 10,617 | 11,680 | 11,133 | 9,309 | 9,967 | 8,960 | 14.1\% | 17.2\% | 24.3\% |
| Hired from Another Job | 10,155 | 10,793 | 10,703 | 7,781 | 8,245 | 7,312 | 30.5\% | 30.9\% | 46.4\% |
| Kentucky |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,587 | 7,908 | 8,335 | 6,732 | 6,330 | 5,983 | 12.7\% | 24.9\% | 39.3\% |
| Job Stayer | 10,793 | 11,867 | 11,513 | 9,853 | 10,625 | 10,177 | 9.5\% | 11.7\% | 13.1\% |
| Hired from Another Job | 10,102 | 10,666 | 11,604 | 9,259 | 9,024 | 7,748 | 9.1\% | 18.2\% | 49.8\% |
| Health Care and Social Services |  |  |  |  |  |  |  |  |  |
| Alabama |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,025 | 7,247 | 10,694 | 6,661 | 7,011 | 12,373 | 5.5\% | 3.4\% | -13.6\% |
| Job Stayer | 14,183 | 15,559 | 16,279 | 11,600 | 11,662 | 13,069 | 22.3\% | 33.4\% | 24.6\% |
| Hired from Another Job | 9,625 | 11,013 | 15,395 | 8,826 | 9,422 | 11,762 | 9.1\% | 16.9\% | 30.9\% |
| Kentucky |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 7,345 | 7,679 | 19,254 | 7,144 | 6,769 | 8,662 | 2.8\% | 13.4\% | 122.3\% |
| Job Stayer | 12,003 | 13,388 | 17,075 | 10,922 | 11,998 | 14,529 | 9.9\% | 11.6\% | 17.5\% |
| Hired from Another Job | 9,667 | 11,178 | 16,023 | 9,145 | 9,325 | 12,494 | 5.7\% | 19.9\% | 28.2\% |
| Accommodation \& Food Service |  |  |  |  |  |  |  |  |  |
| Alabama |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,738 | 3,644 | 4,009 | 2,852 | 2,852 | 3,232 | 31.1\% | 27.8\% | 24.0\% |
| Job Stayer | 6,008 | 6,614 | 7,558 | 4,925 | 5,464 | 6,156 | 22.0\% | 21.0\% | 22.8\% |
| Hired from Another Job | 5,402 | 5,567 | 6,262 | 4,228 | 4,351 | 5,093 | 27.8\% | 27.9\% | 23.0\% |
| Kentucky |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 3,746 | 3,703 | 4,167 | 2,991 | 2,817 | 3,135 | 25.2\% | 31.5\% | 32.9\% |
| Job Stayer | 5,823 | 6,476 | 8,019 | 4,899 | 5,438 | 6,839 | 18.9\% | 19.1\% | 17.3\% |
| Hired from Another Job | 5,563 | 5,759 | 6,752 | 4,454 | 4,530 | 5,645 | 24.9\% | 27.1\% | 19.6\% |


| Industry / Firm Size | Percent of All New Hires by Selected Firm Age |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | East South Central 2021-Q3 |  |  | East South Central 2019-Q3 |  |  |
|  | 0-1 Year | 2-3 Years | 0-3 Years | 0-1 Year | 2-3 Years | 0-3 Years |
| Agriculture, Forestry, Fishing and Hunting | 0.0\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.1\% |
| Utilities | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Construction | 0.4\% | 0.2\% | 0.6\% | 0.4\% | 0.3\% | 0.7\% |
| Manufacturing | 0.4\% | 0.4\% | 0.7\% | 0.4\% | 0.2\% | 0.7\% |
| Trade | 0.5\% | 0.4\% | 1.0\% | 0.6\% | 0.5\% | 1.1\% |
| Transportation \& Warehousing | 0.2\% | 0.2\% | 0.4\% | 0.2\% | 0.2\% | 0.4\% |
| Information | 0.0\% | 0.1\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Finance and Insurance | 0.1\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Real Estate \& Rental \& Leasing | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.1\% |
| Business Services | 0.6\% | 0.8\% | 1.3\% | 0.8\% | 0.8\% | 1.6\% |
| Educational Services | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Health Care \& Social Assistance | 0.6\% | 0.5\% | 1.2\% | 0.7\% | 0.5\% | 1.2\% |
| Leisure \& Hospitality | 1.7\% | 1.3\% | 3.0\% | 1.9\% | 1.3\% | 3.2\% |
| Other Services (except Public |  |  |  |  |  |  |
| Administration) | 0.3\% | 0.2\% | 0.4\% | 0.3\% | 0.2\% | 0.5\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  |  |  |  |  |  |  |
| Percent of Regional Hires | 5.0\% | 4.3\% | 9.3\% | 5.7\% | 4.2\% | 9.9\% |
|  |  |  |  |  |  |  |
|  | Percent of Hires from Unemployed Status |  |  |  |  |  |
|  | East South Central |  |  | East South Central |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | 0-1 Year | 2-3 Years | 0-3 Years | 0-1 Year | 2-3 Years | 0-3 Years |
| All Industries | 47.0\% | 46.0\% | 46.5\% | 44.7\% | 44.1\% | 44.4\% |
| Construction | 45.0\% | 44.5\% | 44.8\% | 49.8\% | 44.2\% | 47.3\% |
| Manufacturing | 37.7\% | 39.4\% | 38.6\% | 38.0\% | 34.8\% | 36.9\% |
| Trade (Retail and Wholesale) | 49.8\% | 48.5\% | 49.2\% | 45.6\% | 45.6\% | 45.6\% |
| Business Services | 45.6\% | 45.2\% | 45.4\% | 42.7\% | 40.5\% | 41.6\% |
| Health, Social Services | 48.1\% | 40.2\% | 44.5\% | 40.4\% | 39.2\% | 39.8\% |
| Leisure \& Hospitality | 49.2\% | 52.0\% | 50.4\% | 48.7\% | 50.5\% | 49.4\% |


| Industry / Firm Size | Distribution of New Hires |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West South Central2021-Q3 |  |  | West South Central 2019-Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Agriculture, Forestry, Fishing \& Hunting | 0.2\% | 0.4\% | 0.1\% | 0.3\% | 0.4\% | 0.1\% |
| Mining, Quarrying, \& Oil \& Gas | 0.2\% | 0.8\% | 0.6\% | 0.3\% | 1.0\% | 0.7\% |
| Utilities | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% | 0.1\% |
| Construction | 1.6\% | 4.1\% | 2.4\% | 1.8\% | 5.0\% | 3.0\% |
| Manufacturing | 0.6\% | 2.3\% | 2.6\% | 0.6\% | 2.3\% | 2.5\% |
| Trade | 2.2\% | 5.2\% | 11.3\% | 2.3\% | 5.5\% | 9.8\% |
| Transportation and Warehousing | 0.5\% | 1.6\% | 3.1\% | 0.6\% | 1.6\% | 2.5\% |
| Information | 0.1\% | 0.4\% | 0.9\% | 0.1\% | 0.4\% | 0.8\% |
| Finance and Insurance | 0.4\% | 1.0\% | 2.0\% | 0.4\% | 0.9\% | 1.7\% |
| Real Estate and Rental and Leasing | 0.4\% | 0.9\% | 0.8\% | 0.4\% | 0.9\% | 0.7\% |
| Business Services | 2.6\% | 8.5\% | 10.8\% | 2.4\% | 7.5\% | 10.5\% |
| Educational Services | 0.3\% | 1.0\% | 1.9\% | 0.3\% | 1.0\% | 0.7\% |
| Health Care and Social Assistance | 2.1\% | 5.8\% | 6.7\% | 2.2\% | 6.1\% | 4.5\% |
| Leisure \& Hospitality | 3.3\% | 10.1\% | 7.0\% | 3.3\% | 10.5\% | 7.0\% |
| Other Services (except Public |  |  |  |  |  |  |
| Administration) | 1.2\% | 2.0\% | 0.8\% | 1.5\% | 2.4\% | 0.7\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  |  |  |  |  |  |  |
| Percent of Regional Hires | 15.8\% | 44.0\% | 47.5\% | 16.4\% | 45.6\% | 45.3\% |
|  |  |  |  |  |  |  |
|  |  |  | Percent of Hir | from Unem | ployed Status |  |
|  |  | t South Cen 2021-Q3 | tral |  | est South Cen 2019-Q3 | al |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | $\begin{gathered} <500 \\ \text { Employees } \end{gathered}$ | 500+ <br> Employees |
| All Industries | 53.0\% | 48.1\% | 41.8\% | 49.8\% | 44.2\% | 37.6\% |
| Construction | 51.6\% | 45.5\% | 35.3\% | 47.4\% | 39.1\% | 26.0\% |
| Manufacturing | 51.9\% | 45.5\% | 33.9\% | 48.4\% | 39.3\% | 29.7\% |
| Trade (Retail and Wholesale) | 55.4\% | 48.5\% | 45.3\% | 51.5\% | 43.9\% | 42.5\% |
| Business Services | 49.4\% | 44.6\% | 40.6\% | 46.8\% | 40.9\% | 36.6\% |
| Health, Social Services | 45.8\% | 43.7\% | 35.8\% | 42.9\% | 40.6\% | 33.6\% |
| Leisure \& Hospitality | 59.1\% | 56.9\% | 53.7\% | 55.2\% | 53.2\% | 49.9\% |
|  | Percent of Hires from Other Jobs that Come from the West South Central Region |  |  |  |  |  |
|  | West South Central |  |  | West South Central |  |  |
|  | $0-19$ <br> Employees | $\begin{gathered} <500 \\ \text { Employees } \end{gathered}$ | $\begin{gathered} 500+ \\ \text { Employees } \end{gathered}$ | $0-19$ <br> Employees | $\begin{gathered} <500 \\ \text { Employees } \end{gathered}$ | $\begin{gathered} 500+ \\ \text { Employees } \end{gathered}$ |
| All Industries | 91.9\% | 90.9\% | 88.0\% | 92.9\% | 92.2\% | 88.9\% |
| Construction | 91.9\% | 90.7\% | 86.4\% | 92.7\% | 91.2\% | 88.0\% |
| Manufacturing | 92.6\% | 92.8\% | 89.4\% | 94.0\% | 93.9\% | 88.8\% |
| Trade (Retail and Wholesale) | 93.5\% | 92.8\% | 89.9\% | 93.9\% | 93.4\% | 90.3\% |
| Business Services | 87.0\% | 85.1\% | 86.6\% | 90.3\% | 89.6\% | 88.5\% |
| Health, Social Services | 94.1\% | 93.9\% | 90.0\% | 94.4\% | 94.3\% | 90.8\% |
| Leisure \& Hospitality | 93.4\% | 93.2\% | 92.3\% | 93.2\% | 93.1\% | 92.3\% |




| Industry / Firm Age | Percent of All Hires by Industry and Selected Firm Age |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West South Central |  |  | West South Central2019-Q3 |  |  |
|  | 0-1 Year | 2-3 Years | 0-3 Years | 0-1 Year | 2-3 Years | 0-3 Years |
| Agriculture, Forestry, Fishing \& Hunting | 0.1\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.3\% |
| Utilities | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Construction | 0.5\% | 0.4\% | 0.9\% | 0.6\% | 0.4\% | 1.0\% |
| Manufacturing | 0.2\% | 0.2\% | 0.4\% | 0.2\% | 0.1\% | 0.3\% |
| Trade | 0.7\% | 0.5\% | 1.3\% | 0.7\% | 0.5\% | 1.2\% |
| Transportation and Warehousing | 0.3\% | 0.3\% | 0.6\% | 0.4\% | 0.2\% | 0.5\% |
| Information | 0.1\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Finance and Insurance | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Real Estate and Rental and Leasing | 0.1\% | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.3\% |
| Business Services | 1.1\% | 1.3\% | 2.4\% | 1.0\% | 0.9\% | 1.9\% |
| Educational Services | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Health Care and Social Assistance | 0.7\% | 0.7\% | 1.4\% | 0.9\% | 0.7\% | 1.5\% |
| Leisure \& Hospitality | 1.8\% | 1.5\% | 3.2\% | 2.2\% | 1.4\% | 3.6\% |
| Other Services (except Public Administration) | 0.4\% | 0.3\% | 0.6\% | 0.5\% | 0.3\% | 0.7\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  |  |  |  |  |  |  |
| Percent of Regional Hires | 6.2\% | 5.6\% | 11.8\% | 7.1\% | 4.9\% | 12.0\% |
|  | Percent of Hires from Unemployed Status |  |  |  |  |  |
|  | West South Central |  |  | West South Central |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | 0-1 Year | 2-3 Years | 0-3 Years | 0-1 Year | 2-3 Years | 0-3 Years |
| All Industries | 49.0\% | 46.6\% | 47.9\% | 45.1\% | 44.0\% | 44.6\% |
| Construction | 49.0\% | 45.6\% | 47.4\% | 44.4\% | 41.0\% | 43.0\% |
| Manufacturing | 47.6\% | 46.4\% | 47.1\% | 40.1\% | 39.9\% | 40.0\% |
| Trade (Retail and Wholesale) | 51.9\% | 50.1\% | 51.1\% | 46.5\% | 45.4\% | 46.1\% |
| Business Services | 47.5\% | 39.6\% | 43.2\% | 45.0\% | 40.4\% | 42.8\% |
| Health, Social Services | 40.9\% | 40.6\% | 40.7\% | 36.5\% | 38.1\% | 37.2\% |
| Leisure \& Hospitality | 52.7\% | 55.8\% | 54.1\% | 50.0\% | 51.5\% | 50.6\% |

Appendix A-8 Mountain

| Industry / Firm Size | Distribution of New Hires by Industy and Firm Size |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Mountain } \\ & \text { 2021-Q3 } \end{aligned}$ |  | 500+ <br> Employees | $0-19$ <br> Employees | $\begin{aligned} & \text { Mountain } \\ & \text { 2019-Q3 } \\ & \text { <500 } \\ & \text { Employees } \\ & \hline \end{aligned}$ | $500+$ <br> Employees |
| Agriculture, Forestry, Fishing and Hunting | 0.5\% | 1.1\% | 0.1\% | 0.7\% | 1.4\% | 0.1\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.1\% | 0.4\% | 0.3\% | 0.2\% | 0.5\% | 0.4\% |
| Utilities | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Construction | 2.6\% | 5.6\% | 1.6\% | 3.0\% | 6.3\% | 1.8\% |
| Manufacturing | 0.8\% | 2.5\% | 2.1\% | 0.8\% | 2.4\% | 2.0\% |
| Trade | 2.4\% | 5.5\% | 10.6\% | 2.4\% | 5.5\% | 9.1\% |
| Transportation and Warehousing | 0.6\% | 1.5\% | 3.4\% | 0.6\% | 1.5\% | 2.4\% |
| Information | 0.2\% | 0.6\% | 1.1\% | 0.2\% | 0.6\% | 1.0\% |
| Finance and Insurance | 0.4\% | 0.9\% | 1.8\% | 0.4\% | 0.9\% | 2.1\% |
| Real Estate and Rental and Leasing | 0.6\% | 1.0\% | 0.7\% | 0.5\% | 1.0\% | 0.6\% |
| Business Services | 2.9\% | 7.8\% | 9.9\% | 3.0\% | 7.9\% | 10.3\% |
| Educational Services | 0.3\% | 1.2\% | 0.6\% | 0.4\% | 1.3\% | 0.7\% |
| Health Care and Social Assistance | 2.2\% | 5.9\% | 3.9\% | 2.2\% | 6.1\% | 4.2\% |
| Leisure \& Hospitality | 4.0\% | 11.4\% | 7.5\% | 3.9\% | 11.3\% | 6.8\% |
| Other Services (except Public Administration) | 1.4\% | 2.3\% | 0.6\% | 1.5\% | 2.4\% | 0.5\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 19.1\% | 47.8\% | 44.3\% | 19.7\% | 49.0\% | 42.1\% |
|  | Percent of Hires Coming from Unemployed Status |  |  |  |  |  |
|  | $0-19$ <br> Employees | $\begin{aligned} & \text { Mountain } \\ & \text { 2021-Q3 } \\ & \text { <500 } \end{aligned}$ <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | Mountain 2019-Q3 <500 <br> Employees | 500+ <br> Employees |
| All Industries | 51.0\% | 46.6\% | 41.4\% | 48.2\% | 43.7\% | 36.5\% |
| Construction | 49.3\% | 43.1\% | 32.4\% | 45.7\% | 39.5\% | 24.4\% |
| Manufacturing | 47.6\% | 41.6\% | 31.9\% | 47.5\% | 39.3\% | 29.3\% |
| Trade (Retail and Wholesale) | 52.7\% | 46.3\% | 46.2\% | 49.3\% | 42.9\% | 41.9\% |
| Business Services | 48.9\% | 44.2\% | 40.0\% | 47.3\% | 41.7\% | 35.1\% |
| Health, Social Services | 44.3\% | 41.4\% | 34.3\% | 42.1\% | 39.7\% | 32.4\% |
| Leisure \& Hospitality | 55.8\% | 54.1\% | 51.0\% | 52.4\% | 50.9\% | 46.7\% |
|  | Percent of Hires from Other Jobs Coming from the Mountain Region |  |  |  |  |  |
|  | $0-19$ <br> Employees | $\begin{aligned} & \text { Mountain } \\ & \text { 2021-Q3 } \\ & \text { <500 } \\ & \text { Employees } \end{aligned}$ | $500+$ <br> Employees | $0-19$ <br> Employees | $\begin{gathered} \text { Mountain } \\ \text { 2019-Q3 } \\ \text { <500 } \\ \text { Employees } \\ \hline \end{gathered}$ | 500+ <br> Employees |
| All Industries | 87.6\% | 86.9\% | 82.3\% | 87.4\% | 86.3\% | 82.1\% |
| Construction | 88.5\% | 87.0\% | 73.3\% | 87.5\% | 85.8\% | 87.5\% |
| Manufacturing | 88.5\% | 89.5\% | 84.5\% | 87.4\% | 88.0\% | 88.9\% |
| Trade (Retail and Wholesale) | 89.0\% | 88.6\% | 85.1\% | 88.4\% | 88.0\% | 88.4\% |
| Business Services | 83.9\% | 83.2\% | 79.7\% | 85.5\% | 84.1\% | 82.7\% |
| Health, Social Services | 88.9\% | 88.4\% | 83.8\% | 89.1\% | 88.1\% | 88.0\% |
| Leisure \& Hospitality | 88.6\% | 88.8\% | 86.2\% | 87.2\% | 87.0\% | 88.3\% |


| Quarterly Earnings by State for Selected Firm Size and Employee Types (in Dollars) and Percent Change from 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mountain2021-Q3 |  |  | $\begin{aligned} & \text { Mountain } \\ & \text { 2019-Q3 } \end{aligned}$ |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Retail Trade |  |  |  |  |  |  |  |  |  |
| Arizona |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 6,679 | 7,251 | 6,137 | 6,634 | 6,567 | 4,706 | 0.7\% | 10.4\% | 30.4\% |
| Job Stayer | 10,479 | 14,168 | 11,382 | 8,869 | 11,490 | 9,411 | 18.2\% | 23.3\% | 20.9\% |
| Hired from Another Job | 9,313 | 11,102 | 10,062 | 7,854 | 9,130 | 8,379 | 18.6\% | 21.6\% | 20.1\% |
| Colorado |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen' | 6,769 | 7,575 | 7,446 | 5,441 | 5,991 | 4,781 | 24.4\% | 26.4\% | 55.7\% |
| Job Stayer | 10,810 | 13,962 | 11,952 | 9,188 | 11,383 | 10,014 | 17.7\% | 22.7\% | 19.4\% |
| Hired from Another Job | 8,953 | 10,659 | 10,181 | 7,551 | 9,100 | 8,470 | 18.6\% | 17.1\% | 20.2\% |
| Idaho |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 4,747 | 5,075 | 5,149 | 3,938 | 4,143 | 3,797 | 20.5\% | 22.5\% | 35.6\% |
| Job Stayer | 9,109 | 12,170 | 11,357 | 7,883 | 9,794 | 9,398 | 15.6\% | 24.3\% | 20.8\% |
| Hired from Another Job | 8,628 | 9,719 | 8,787 | 6,632 | 7,885 | 6,730 | 30.1\% | 23.3\% | 30.6\% |
| Montana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 5,144 | 5,452 | 5,577 | 4,598 | 4,661 | 3,981 | 11.9\% | 17.0\% | 40.1\% |
| Job Stayer | 9,497 | 11,830 | 11,235 | 8,370 | 9,811 | 8,760 | 13.5\% | 20.6\% | 28.3\% |
| Hired from Another Job | 8,017 | 8,819 | 9,025 | 6,347 | 7,309 | 6,762 | 26.3\% | 20.7\% | 33.5\% |
| Nevada |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 7,191 | 7,518 | 5,394 | 5,896 | 6,140 | 4,036 | 22.0\% | 22.4\% | 33.6\% |
| Job Stayer | 11,318 | 14,264 | 11,482 | 9,436 | 11,414 | 9,156 | 19.9\% | 25.0\% | 25.4\% |
| Hired from Another Job | 10,191 | 11,874 | 9,742 | 7,917 | 9,003 | 7,713 | 28.7\% | 31.9\% | 26.3\% |
| New Mexico |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 5,993 | 6,243 | 5,590 | 5,078 | 5,258 | 4,269 | 18.0\% | 18.7\% | 30.9\% |
| Job Stayer | 9,530 | 11,891 | 10,090 | 8,266 | 9,913 | 8,236 | 15.3\% | 20.0\% | 22.5\% |
| Hired from Another Job | 8,476 | 8,941 | 7,856 | 6,615 | 7,610 | 6,745 | 28.1\% | 17.5\% | 16.5\% |
| Utah |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 4,884 | 5,226 | 5,084 | 4,439 | 4,464 | 4,259 | 10.0\% | 17.1\% | 19.4\% |
| Job Stayer | 10,073 | 13,602 | 11,451 | 8,743 | 11,106 | 9,697 | 15.2\% | 22.5\% | 18.1\% |
| Hired from Another Job | 8,516 | 10,479 | 9,272 | 7,009 | 8,400 | 7,407 | 21.5\% | 24.8\% | 25.2\% |
| Wyoming |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 5,318 | 5,332 | 5,749 | 4,195 | 4,794 | 4,723 | 26.8\% | 11.2\% | 21.7\% |
| Job Stayer | 9,891 | 11,715 | 10,449 | 8,717 | 10,178 | 8,135 | 13.5\% | 15.1\% | 28.4\% |
| Hired from Another Job | 8,032 | 9,423 | 7,561 | 6,446 | 7,759 | 6,597 | 24.6\% | 21.4\% | 14.6\% |
| Professional \& Technical |  |  |  |  |  |  |  |  |  |
| Arizona |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 16,121 | 15,516 | 15,075 | 13,726 | 14,326 | 12,402 | 17.4\% | 8.3\% | 21.6\% |
| Job Stayer | 17,421 | 20,663 | 24,743 | 15,905 | 19,520 | 21,658 | 9.5\% | 5.9\% | 14.2\% |
| Hired from Another Job | 17,515 | 19,971 | 22,555 | 14,322 | 16,545 | 19,253 | 22.3\% | 20.7\% | 17.2\% |
| Colorado |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 19,080 | 20,616 | 30,407 | 15,024 | 16,410 | 19,384 | 27.0\% | 25.6\% | 56.9\% |
| Job Stayer | 20,073 | 25,140 | 36,309 | 17,914 | 21,504 | 28,354 | 12.1\% | 16.9\% | 28.1\% |
| Hired from Another Job | 21,588 | 25,154 | 32,789 | 17,981 | 20,842 | 25,888 | 20.1\% | 20.7\% | 26.7\% |
| Idaho |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 11,474 | 13,912 | 17,772 | 9,562 | 10,721 | 13,807 | 20.0\% | 29.8\% | 28.7\% |
| Job Stayer | 13,944 | 17,360 | 24,347 | 12,848 | 14,982 | 23,243 | 8.5\% | 15.9\% | 4.7\% |
| Hired from Another Job | 15,915 | 19,328 | 27,141 | 12,734 | 13,841 | 20,243 | 25.0\% | 39.6\% | 34.1\% |
| Montana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 11,453 | 12,635 | 17,534 | 9,793 | 10,182 | 17,838 | 17.0\% | 24.1\% | -1.7\% |
| Job Stayer | 14,795 | 17,329 | 27,603 | 13,138 | 15,965 | 20,844 | 12.6\% | 8.5\% | 32.4\% |
| Hired from Another Job | 15,711 | 23,125 | 38,560 | 12,026 | 14,082 | 22,320 | 30.6\% | 64.2\% | 72.8\% |
| Nevada |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 14,622 | 13,903 | 16,933 | 12,333 | 12,122 | 14,032 | 18.6\% | 14.7\% | 20.7\% |
| Job Stayer | 18,776 | 20,842 | 34,183 | 17,161 | 18,836 | 24,276 | 9.4\% | 10.6\% | 40.8\% |
| Hired from Another Job | 17,199 | 19,016 | 39,838 | 14,325 | 16,369 | 22,363 | 20.1\% | 16.2\% | 78.1\% |
| New Mexico |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 12,963 | 13,993 | 19,135 | 10,932 | 13,276 | 17,708 | 18.6\% | 5.4\% | 8.1\% |


| Quarterly Earnings by State for Selected Firm Size and Employee Types (in Dollars) and Percent Change from 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Mountain } \\ & \text { 2021-Q3 } \end{aligned}$ |  |  | $\begin{aligned} & \text { Mountain } \\ & \text { 2019-Q3 } \end{aligned}$ |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $\begin{gathered} \text { 0-19 } \\ \text { Employees } \end{gathered}$ | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | $<500$ <br> Employees | 500+ <br> Employees |
| Job Stayer | 16,744 | 19,089 | 30,278 | 14,569 | 17,393 | 24,303 | 14.9\% | 9.8\% | 24.6\% |
| Hired from Another Job | 15,477 | 18,820 | 25,732 | 14,296 | 17,436 | 21,802 | 8.3\% | 7.9\% | 18.0\% |
| Utah |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 12,622 | 13,205 | 15,151 | 10,553 | 11,479 | 11,996 | 19.6\% | 15.0\% | 26.3\% |
| Job Stayer | 15,903 | 20,833 | 26,380 | 14,674 | 18,673 | 25,482 | 8.4\% | 11.6\% | 3.5\% |
| Hired from Another Job | 18,586 | 20,630 | 26,021 | 14,138 | 16,475 | 18,006 | 31.5\% | 25.2\% | 44.5\% |
| Wyoming |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 13,347 | 15,192 | 16,694 | 11,958 | 16,225 | 17,379 | 11.6\% | -6.4\% | -3.9\% |
| Job Stayer | 15,557 | 17,031 | 25,663 | 14,733 | 16,297 | 21,109 | 5.6\% | 4.5\% | 21.6\% |
| Hired from Another Job | 15,010 | 18,017 | 27,291 | 13,244 | 15,598 | 24,136 | 13.3\% | 15.5\% | 13.1\% |
| Business Support Services |  |  |  |  |  |  |  |  |  |
| Arizona |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 8,722 | 9,331 | 9,504 | 7,284 | 6,944 | 7,361 | 19.7\% | 34.4\% | 29.1\% |
| Job Stayer | 11,129 | 12,971 | 14,167 | 10,048 | 11,171 | 12,101 | 10.8\% | 16.1\% | 17.1\% |
| Hired from Another Job | 11,360 | 12,301 | 14,516 | 9,048 | 9,480 | 10,187 | 25.6\% | 29.8\% | 42.5\% |
| Colorado |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 10,224 | 10,141 | 10,766 | 8,134 | 8,109 | 8,133 | 25.7\% | 25.1\% | 32.4\% |
| Job Stayer | 12,905 | 14,611 | 17,057 | 11,409 | 12,915 | 14,100 | 13.1\% | 13.1\% | 21.0\% |
| Hired from Another Job | 12,619 | 14,243 | 16,185 | 10,399 | 11,610 | 11,805 | 21.3\% | 22.7\% | 37.1\% |
| Idaho |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 6,392 | 7,057 | 8,653 | 4,819 | 5,114 | 5,932 | 33.6\% | 25.9\% | 36.6\% |
| Job Stayer | 10,280 | 11,424 | 13,893 | 9,111 | 9,968 | 12,800 | 14.7\% | 18.5\% | 18.4\% |
| Hired from Another Job | 8,974 | 10,411 | 14,680 | 7,691 | 8,120 | 9,761 | 28.8\% | 27.2\% | 24.3\% |
| Montana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 6,084 | 6,970 | 15,823 | 5,915 | 6,063 | 5,604 | 2.9\% | 15.0\% | 182.4\% |
| Job Stayer | 10,403 | 11,233 | 14,434 | 9,185 | 10,071 | 12,528 | 13.3\% | 11.5\% | 15.2\% |
| Hired from Another Job | 9,527 | 11,035 | 21,771 | 6,701 | 8,184 | 9,645 | 42.2\% | 34.8\% | 125.7\% |
| Nevada |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 8,402 | 8,182 | 8,750 | 6,980 | 6,309 | 6,073 | 20.4\% | 29.7\% | 44.1\% |
| Job Stayer | 11,409 | 12,339 | 13,730 | 10,286 | 10,051 | 11,485 | 10.9\% | 22.8\% | 19.5\% |
| Hired from Another Job | 12,341 | 11,656 | 11,613 | 8,927 | 8,431 | 8,689 | 38.2\% | 38.3\% | 33.7\% |
| New Mexico |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 8,270 | 8,344 | 8,793 | 5,525 | 6,244 | 6,539 | 49.7\% | 33.6\% | 34.5\% |
| Job Stayer | 10,235 | 10,835 | 13,444 | 8,808 | 10,382 | 11,487 | 16.2\% | 4.4\% | 17.0\% |
| Hired from Another Job | 10,783 | 11,506 | 15,184 | 8,277 | 9,425 | 9,547 | 30.3\% | 22.1\% | 59.0\% |
| Utah |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 7,839 | 8,157 | 8,049 | 6,044 | 6,370 | 6,041 | 29.7\% | 28.1\% | 33.2\% |
| Job Stayer | 11,584 | 12,970 | 14,213 | 10,166 | 11,598 | 12,206 | 13.9\% | 11.8\% | 16.4\% |
| Hired from Another Job | 10,799 | 13,159 | 12,204 | 9,733 | 10,667 | 9,020 | 11.0\% | 23.4\% | 35.3\% |
| Wyoming |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 5,784 | 8,231 | 8,091 | 5,549 | 7,543 | 6,071 | 4.2\% | 9.1\% | 33.3\% |
| Job Stayer | 10,850 | 11,590 | 12,233 | 10,618 | 11,515 | 11,688 | 2.2\% | 0.7\% | 4.7\% |
| Hired from Another Job | 9,959 | 12,803 | 13,679 | 7,865 | 10,841 | 8,901 | 26.6\% | 18.1\% | 53.7\% |
| Health Care and Social Services |  |  |  |  |  |  |  |  |  |
| Arizona |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 11,547 | 9,877 | 12,452 | 10,093 | 9,002 | 9,904 | 14.4\% | 9.7\% | 25.7\% |
| Job Stayer | 14,449 | 14,505 | 18,723 | 13,357 | 12,918 | 17,073 | 8.2\% | 12.3\% | 9.7\% |
| Hired from Another Job | 12,423 | 13,161 | 17,376 | 10,502 | 10,989 | 14,646 | 18.3\% | 19.8\% | 18.6\% |
| Colorado |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 10,224 | 10,388 | 13,189 | 8,771 | 7,773 | 10,475 | 16.6\% | 33.6\% | 25.9\% |
| Job Stayer | 14,453 | 14,420 | 18,968 | 13,041 | 12,493 | 16,789 | 10.8\% | 15.4\% | 13.0\% |
| Hired from Another Job | 13,026 | 13,024 | 17,434 | 10,212 | 10,459 | 13,864 | 27.6\% | 24.5\% | 25.8\% |
| Idaho |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 6,602 | 6,762 | 10,720 | 4,953 | 5,215 | 9,022 | 33.3\% | 29.7\% | 18.8\% |
| Job Stayer | 10,592 | 11,467 | 16,525 | 9,532 | 10,172 | 15,439 | 11.1\% | 12.7\% | 7.0\% |
| Hired from Another Job | 9,721 | 10,063 | 15,998 | 8,813 | 9,037 | 12,945 | 10.3\% | 11.4\% | 23.6\% |


| Quarterly Earnings by State for Selected Firm Size and Employee Types (in Dollars) and Percent Change from 19-Q3 to 21-Q3 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Mountain } \\ & \text { 2021-Q3 } \end{aligned}$ |  |  | $\begin{aligned} & \text { Mountain } \\ & \text { 2019-Q3 } \end{aligned}$ |  |  | Percent Change 21Q3/19Q3 |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Montana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 6,732 | 7,257 | 11,857 | 6,350 | 6,476 | 10,331 | 6.0\% | 12.1\% | 14.8\% |
| Job Stayer | 12,317 | 13,117 | 19,069 | 11,179 | 11,973 | 17,512 | 10.2\% | 9.6\% | 8.9\% |
| Hired from Another Job | 9,885 | 11,375 | 19,526 | 8,684 | 10,259 | 14,472 | 13.8\% | 10.9\% | 34.9\% |
| Nevada |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 9,594 | 9,151 | 13,666 | 9,335 | 8,815 | 10,993 | 2.8\% | 3.8\% | 24.3\% |
| Job Stayer | 16,613 | 15,727 | 21,548 | 15,016 | 14,573 | 18,398 | 10.6\% | 7.9\% | 17.1\% |
| Hired from Another Job | 11,809 | 12,948 | 19,346 | 11,773 | 11,715 | 16,031 | 0.3\% | 10.5\% | 20.7\% |
| New Mexico |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 9,888 | 8,094 | 9,145 | 7,130 | 6,723 | 8,883 | 38.7\% | 20.4\% | 2.9\% |
| Job Stayer | 11,288 | 11,829 | 15,351 | 10,608 | 10,571 | 13,743 | 6.4\% | 11.9\% | 11.7\% |
| Hired from Another Job | 10,090 | 10,935 | 15,114 | 7,618 | 8,614 | 13,701 | 32.4\% | 26.9\% | 10.3\% |
| Utah |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen' | 6,920 | 6,368 | 8,278 | 7,199 | 5,733 | 6,511 | -3.9\% | 11.1\% | 27.1\% |
| Job Stayer | 11,926 | 12,362 | 17,319 | 11,168 | 11,249 | 15,049 | 6.8\% | 9.9\% | 15.1\% |
| Hired from Another Job | 8,772 | 9,729 | 13,143 | 8,654 | 8,785 | 10,796 | 1.4\% | 10.7\% | 21.7\% |
| Wyoming |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 7,323 | 7,396 | 10,568 | 7,527 | 7,282 | 8,764 | -2.7\% | 1.6\% | 20.6\% |
| Job Stayer | 11,841 | 12,623 | 16,618 | 11,337 | 12,183 | 15,086 | 4.4\% | 3.6\% | 10.2\% |
| Hired from Another Job | 9,237 | 9,973 | 17,062 | 8,438 | 9,505 | 11,834 | 9.5\% | 4.9\% | 44.2\% |
| Accommodation \& Food Service |  |  |  |  |  |  |  |  |  |
| Arizona |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 4,739 | 5,052 | 5,160 | 4,057 | 3,995 | 3,883 | 16.8\% | 26.5\% | 32.9\% |
| Job Stayer | 7,336 | 7,969 | 8,772 | 5,721 | 6,342 | 7,222 | 28.2\% | 25.7\% | 21.5\% |
| Hired from Another Job | 6,823 | 7,427 | 7,852 | 5,516 | 5,788 | 6,558 | 23.7\% | 28.3\% | 19.7\% |
| Colorado |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 5,257 | 5,430 | 5,812 | 3,851 | 3,925 | 4,658 | 36.5\% | 38.3\% | 24.8\% |
| Job Stayer | 8,470 | 9,362 | 10,054 | 6,731 | 7,701 | 8,578 | 25.8\% | 21.6\% | 17.2\% |
| Hired from Another Job | 7,010 | 7,805 | 9,499 | 5,570 | 6,210 | 7,581 | 25.9\% | 25.7\% | 25.3\% |
| Idaho |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 3,318 | 3,332 | 3,886 | 2,533 | 2,609 | 2,815 | 31.0\% | 27.7\% | 38.0\% |
| Job Stayer | 6,040 | 6,695 | 8,462 | 4,937 | 5,491 | 6,588 | 22.3\% | 21.9\% | 28.4\% |
| Hired from Another Job | 5,405 | 5,549 | 6,380 | 4,148 | 4,349 | 5,093 | 30.3\% | 27.6\% | 25.3\% |
| Montana |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 3,632 | 3,719 | 4,784 | 2,804 | 2,925 | 5,304 | 29.5\% | 27.1\% | -9.8\% |
| Job Stayer | 6,328 | 7,273 | 10,270 | 5,481 | 6,160 | 7,877 | 15.5\% | 18.1\% | 30.4\% |
| Hired from Another Job | 5,598 | 6,085 | 7,918 | 4,381 | 4,624 | 5,776 | 27.8\% | 31.6\% | 37.1\% |
| Nevada |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 5,757 | 6,134 | 8,141 | 4,675 | 4,482 | 5,033 | 23.1\% | 36.9\% | 61.8\% |
| Job Stayer | 8,197 | 9,560 | 11,582 | 6,175 | 7,442 | 10,346 | 32.7\% | 28.5\% | 11.9\% |
| Hired from Another Job | 8,933 | 9,048 | 10,658 | 5,787 | 6,048 | 8,306 | 54.4\% | 49.6\% | 28.3\% |
| New Mexico |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 4,686 | 4,610 | 4,708 | 3,392 | 3,513 | 3,999 | 38.1\% | 31.2\% | 17.7\% |
| Job Stayer | 6,506 | 7,210 | 7,114 | 5,244 | 5,952 | 6,004 | 24.1\% | 21.1\% | 18.5\% |
| Hired from Another Job | 6,118 | 6,175 | 6,510 | 4,473 | 4,826 | 5,446 | 36.8\% | 28.0\% | 19.5\% |
| Utah |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 3,500 | 3,418 | 4,166 | 2,787 | 2,703 | 3,184 | 25.6\% | 26.5\% | 30.8\% |
| Job Stayer | 6,365 | 7,204 | 9,066 | 5,268 | 5,999 | 7,328 | 20.8\% | 20.1\% | 23.7\% |
| Hired from Another Job | 5,514 | 5,937 | 7,225 | 4,280 | 4,449 | 5,734 | 28.8\% | 33.4\% | 26.0\% |
| Wyoming |  |  |  |  |  |  |  |  |  |
| Hired from Nonemploymen | 3,842 | 3,952 | 4,524 | 3,355 | 3,357 | 3,813 | 14.5\% | 17.7\% | 18.6\% |
| Job Stayer | 7,250 | 8,330 | 10,549 | 6,116 | 7,283 | 8,797 | 18.5\% | 14.4\% | 19.9\% |
| Hired from Another Job | 5,401 | 5,919 | 6,892 | 4,539 | 4,919 | 5,265 | 19.0\% | 20.3\% | 30.9\% |


| Industry / Firm Age | Distribution of New Hires by Industy and Firm Age |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  Mountain <br> 2021-Q3 <br> $0-1 ~ Y e a r ~$ <br> $2-3$ Years  |  | 0-3 Years |  Mountain <br> $2019-Q 3$ <br> $0-1$ Year $\quad 2-3$ Years  |  | 0-3 Years |
| Agriculture, Forestry, Fishing and Hunting | 0.1\% | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.3\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.0\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Utilities | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Construction | 0.7\% | 0.5\% | 1.2\% | 0.8\% | 0.5\% | 1.3\% |
| Manufacturing | 0.3\% | 0.2\% | 0.5\% | 0.2\% | 0.2\% | 0.4\% |
| Trade | 0.7\% | 0.5\% | 1.2\% | 0.7\% | 0.5\% | 1.2\% |
| Transportation and Warehousing | 0.4\% | 0.2\% | 0.5\% | 0.3\% | 0.2\% | 0.5\% |
| Information | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Finance and Insurance | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% |
| Real Estate and Rental and Leasing | 0.2\% | 0.1\% | 0.3\% | 0.2\% | 0.1\% | 0.3\% |
| Business Services | 1.0\% | 1.1\% | 2.0\% | 1.2\% | 1.0\% | 2.2\% |
| Educational Services | 0.1\% | 0.1\% | 0.3\% | 0.2\% | 0.1\% | 0.3\% |
| Health Care and Social Assistance | 0.8\% | 0.7\% | 1.4\% | 0.8\% | 0.6\% | 1.5\% |
| Leisure \& Hospitality | 1.7\% | 1.5\% | 3.2\% | 1.9\% | 1.3\% | 3.3\% |
| Other Services (except Public Administration) | 0.4\% | 0.3\% | 0.7\% | 0.5\% | 0.3\% | 0.7\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
|  |  |  |  |  |  |  |
| Percent of Regional Hires | 6.5\% | 5.5\% | 12.0\% | 7.3\% | 5.2\% | 12.5\% |
|  |  |  |  |  |  |  |
|  |  | Percent of | Hires Coming | m Unemploy | d Status |  |
|  | 0-1 Year | $\begin{gathered} \text { Mountain } \\ \text { 2021-Q3 } \\ \text { 2-3 Years } \end{gathered}$ | 0-3 Years | 0-1 Year | $\begin{aligned} & \text { Mountain } \\ & \text { 2019-Q3 } \\ & \text { 2-3 Years } \end{aligned}$ | 0-3 Years |
| All Industries | 47.2\% | 45.7\% | 46.5\% | 45.3\% | 44.2\% | 44.9\% |
| Construction | 47.1\% | 44.6\% | 46.1\% | 44.7\% | 42.6\% | 43.8\% |
| Manufacturing | 45.0\% | 42.4\% | 43.9\% | 45.8\% | 40.3\% | 43.4\% |
| Trade (Retail and Wholesale) | 49.5\% | 46.1\% | 48.1\% | 46.0\% | 44.9\% | 45.5\% |
| Business Services | 46.4\% | 43.4\% | 44.8\% | 44.8\% | 41.1\% | 43.1\% |
| Health, Social Services | 39.1\% | 38.7\% | 38.9\% | 40.0\% | 40.8\% | 36.5\% |
| Leisure \& Hospitality | 50.2\% | 52.1\% | 51.1\% | 47.8\% | 49.2\% | 48.4\% |

Appendix A-9 Pacific

| Industry/Firm Size | Distribution of New Hires |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Pacific } \\ \text { 2021-Q3 } \end{array}$ |  |  | $\begin{array}{r} \text { Pacific } \\ \text { 2019-Q3 } \end{array}$ |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| Agriculture, Forestry, Fishing \& Hunting | 1.5\% | 4.1\% | 1.0\% | 1.6\% | 4.7\% | 1.0\% |
| Mining, Quarrying, \& Oil \& Gas Extraction | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Utilities | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Construction | 2.3\% | 4.7\% | 1.0\% | 2.7\% | 5.7\% | 1.2\% |
| Manufacturing | 0.9\% | 3.0\% | 2.3\% | 0.9\% | 2.9\% | 2.2\% |
| Trade | 2.6\% | 5.7\% | 8.5\% | 2.6\% | 5.8\% | 7.7\% |
| Transportation and Warehousing | 0.7\% | 1.8\% | 3.1\% | 0.7\% | 1.5\% | 2.6\% |
| Information | 0.4\% | 1.0\% | 2.4\% | 0.4\% | 0.9\% | 2.6\% |
| Finance and Insurance | 0.4\% | 0.8\% | 1.0\% | 0.4\% | 0.9\% | 1.1\% |
| Real Estate and Rental and Leasing | 0.5\% | 1.0\% | 0.5\% | 0.5\% | 1.0\% | 0.5\% |
| Business Services | 3.3\% | 8.8\% | 9.9\% | 3.3\% | 8.8\% | 10.8\% |
| Educational Services | 0.5\% | 1.5\% | 0.6\% | 0.5\% | 1.5\% | 0.7\% |
| Health Care and Social Assistance | 3.0\% | 6.2\% | 3.6\% | 3.1\% | 6.6\% | 3.9\% |
| Leisure \& Hospitality | 4.7\% | 11.5\% | 5.8\% | 4.1\% | 10.2\% | 4.7\% |
| Other Services (except Public |  |  |  |  |  |  |
| Administration) | 1.7\% | 2.7\% | 0.6\% | 1.6\% | 2.7\% | 0.7\% |
| Public Administration | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Percent of Regional Hires | 22.5\% | 52.9\% | 40.3\% | 22.4\% | 53.3\% | 39.8\% |
|  | Percent of Hires from Unemployed Status |  |  |  |  |  |
|  |  | $\begin{gathered} \text { Pacific } \\ \text { 2021-Q3 } \end{gathered}$ |  |  | $\begin{array}{r} \text { Pacific } \\ \text { 2019-Q3 } \end{array}$ |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | $500+$ <br> Employees | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees |
| All Industries | 57.7\% | 52.2\% | 46.3\% | 53.1\% | 47.8\% | 43.1\% |
| Construction | 54.2\% | 46.2\% | 34.7\% | 50.5\% | 42.6\% | 27.2\% |
| Manufacturing | 54.8\% | 45.8\% | 37.8\% | 51.1\% | 42.5\% | 36.5\% |
| Trade (Retail and Wholesale) | 59.4\% | 51.9\% | 51.8\% | 54.8\% | 47.1\% | 49.0\% |
| Business Services | 51.9\% | 45.8\% | 42.8\% | 49.6\% | 43.5\% | 40.7\% |
| Health, Social Services | 53.6\% | 47.9\% | 38.8\% | 52.4\% | 46.3\% | 36.9\% |
| Leisure \& Hospitality | 62.4\% | 60.2\% | 58.5\% | 55.4\% | 53.6\% | 51.2\% |
|  | Percent of Hires from Other Jobs that Come from the Pacific Region |  |  |  |  |  |
|  | $\begin{gathered} \text { Pacific } \\ \text { 2021-Q3 } \end{gathered}$ |  |  | $\begin{array}{r} \text { Pacific } \\ \text { 2019-Q3 } \end{array}$ |  |  |
|  | $0-19$ <br> Employees | <500 <br> Employees | 500+ <br> Employees | 0-19 <br> Employees | <500 <br> Employees | $\begin{gathered} 500+ \\ \text { Employees } \end{gathered}$ |
| All Industries | 93.2\% | 92.8\% | 89.2\% | 93.2\% | 92.8\% | 89.0\% |
| Construction | 94.5\% | 89.8\% | 89.8\% | 94.2\% | 94.2\% | 90.4\% |
| Manufacturing | 93.0\% | 89.5\% | 89.5\% | 92.8\% | 94.0\% | 89.3\% |
| Trade (Retail and Wholesale) | 93.7\% | 91.3\% | 91.3\% | 93.7\% | 93.8\% | 89.2\% |
| Business Services | 90.7\% | 90.5\% | 87.8\% | 91.3\% | 90.9\% | 89.0\% |
| Health, Social Services | 94.7\% | 94.1\% | 90.9\% | 94.5\% | 93.7\% | 90.5\% |
| Leisure \& Hospitality | 93.4\% | 93.0\% | 92.0\% | 92.9\% | 92.3\% | 90.1\% |



| Health Care and Social Services California |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hired from Nonemployment | 7,517 | 8,301 | 13,005 | 6,720 | 7,506 | 10,487 | 11.9\% | 10.6\% | 24.0\% |
| Job Stayer | 11,105 | 14,955 | 22,779 | 9,963 | 12,145 | 20,556 | 11.5\% | 23.1\% | 10.8\% |
| Hired from Another Job | 11,630 | 13,768 | 20,457 | 9,610 | 11,626 | 18,053 | 21.0\% | 18.4\% | 13.3\% |
| Hawaii |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 10,070 | 9,479 | 6,586 | 10,459 | 9,018 | 9,935 | -3.7\% | 5.1\% | -33.7\% |
| Job Stayer | 15,795 | 14,573 | 23,700 | 15,112 | 13,659 | 20,919 | 4.5\% | 6.7\% | 13.3\% |
| Hired from Another Job | 12,493 | 13,630 | 20,261 | 12,350 | 12,537 | 17,255 | 1.2\% | 8.7\% | 17.4\% |
| Oregon |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,753 | 9,143 | 10,810 | 8,395 | 7,666 | 9,108 | 16.2\% | 19.3\% | 18.7\% |
| Job Stayer | 12,101 | 14,108 | 18,717 | 12,036 | 12,682 | 16,976 | 0.5\% | 11.2\% | 10.3\% |
| Hired from Another Job | 11,659 | 12,662 | 18,045 | 10,021 | 10,941 | 15,067 | 16.3\% | 15.7\% | 19.8\% |
| Washington |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 9,265 | 9,756 | 11,488 | 7,768 | 8,201 | 11,132 | 19.3\% | 19.0\% | 3.2\% |
| Job Stayer | 12,362 | 14,247 | 18,912 | 10,722 | 12,430 | 19,657 | 15.3\% | 14.6\% | -3.8\% |
| Hired from Another Job | 11,926 | 13,765 | 18,971 | 10,901 | 11,705 | 17,764 | 9.4\% | 17.6\% | 6.8\% |

Accommodation \& Food Service

| California |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Hired from Nonemployment | 5,724 | 6,032 | 6,542 | 4,285 | 4,477 | 4,696 | $33.6 \%$ | $34.7 \%$ | $39.3 \%$ |
| Job Stayer | 8,160 | 9,292 | 13,197 | 6,519 | 7,632 | 9,087 | $25.2 \%$ | $21.8 \%$ | $45.2 \%$ |
| Hired from Another Job | 7,570 | 8,243 | 9,590 | 5,982 | 6,615 | 8,437 | $26.5 \%$ | $24.6 \%$ | $13.7 \%$ |
| Hawaii |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,460 | 5,894 | 8,528 | 4,196 | 4,726 | 6,085 | $30.1 \%$ | $24.7 \%$ | $40.1 \%$ |
| Job Stayer | 7,854 | 9,456 | 14,160 | 6,757 | 8,532 | 12,698 | $16.2 \%$ | $10.8 \%$ | $11.5 \%$ |
| Hired from Another Job | 6,976 | 8,437 | 13,086 | 6,021 | 6,818 | 10,770 | $15.9 \%$ | $23.7 \%$ | $21.5 \%$ |
| Oregon |  |  |  |  |  |  |  |  |  |
| Hired from Nonemployment | 5,159 | 5,139 | 5,300 | 3,790 | 3,872 | 3,918 | $36.1 \%$ | $32.7 \%$ |  |
| Job Stayer | 7,641 | 8,501 | 9,098 | 6,231 | 7,024 | 7,682 | $22.6 \%$ | $21.0 \%$ | $35.3 \%$ |
| Hired from Another Job | 6,891 | 7,268 | 7,853 | 5,426 | 5,889 | 6,934 | $27.0 \%$ | $23.4 \%$ |  |
| Washington |  |  |  |  |  |  | $13.4 \%$ |  |  |
| Hired from Nonemployment | 5,793 | 5,904 | 6,218 | 4,257 | 4,276 | 4,405 | $36.1 \%$ | $38.1 \%$ | $41.2 \%$ |
| Job Stayer | 8,320 | 9,409 | 11,049 | 6,846 | 7,809 | 9,731 | $21.5 \%$ | $20.5 \%$ | $13.5 \%$ |
| Hired from Another Job | 7,481 | 8,211 | 9,501 | 6,279 | 6,804 | 8,354 | $19.1 \%$ | $20.7 \%$ | $13.7 \%$ |


\left.|  | Percent of All New Hires by Industry and Selected Firm Age |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Pacific |  |  |$\right)$

Appendix B-1 Region 1 New England


Appendix B-1 Region 1 New England


| Change in Distribution of All Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups For Industry Sectors with Signigicant Small Business Presence |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New England Region |  |  |  |  |  | New England Region |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.6\% | 1.7\% | 1.6\% | 0.6\% | 0.2\% | 0.6\% | 1.9\% | 1.9\% | 0.6\% | 0.2\% | 0.0\% | -0.2\% | -0.2\% | 0.0\% | 0.0\% |
| Female | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.5\% | 1.4\% | 1.4\% | 0.5\% | 0.1\% | 0.5\% | 1.7\% | 1.6\% | 0.5\% | 0.1\% | 0.0\% | -0.2\% | -0.2\% | 0.0\% | 0.0\% |
| Manufacturing | 0.7\% | 2.0\% | 1.8\% | 0.6\% | 0.2\% | 0.6\% | 1.9\% | 1.6\% | 0.6\% | 0.2\% | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Female | 0.2\% | 0.7\% | 0.7\% | 0.2\% | 0.1\% | 0.2\% | 0.6\% | 0.6\% | 0.2\% | 0.1\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.4\% | 1.1\% | 0.4\% | 0.1\% | 0.4\% | 1.3\% | 1.1\% | 0.4\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% |
| Trade | 5.2\% | 4.8\% | 3.7\% | 1.3\% | 0.8\% | 5.1\% | 5.0\% | 3.5\% | 1.2\% | 0.6\% | 0.1\% | -0.3\% | 0.2\% | 0.1\% | 0.2\% |
| Female | 2.6\% | 2.1\% | 1.7\% | 0.7\% | 0.4\% | 2.6\% | 2.3\% | 1.6\% | 0.6\% | 0.3\% | 0.0\% | -0.1\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 2.5\% | 2.6\% | 2.0\% | 0.7\% | 0.4\% | 2.4\% | 2.8\% | 1.9\% | 0.6\% | 0.3\% | 0.1\% | -0.2\% | 0.1\% | 0.0\% | 0.1\% |
| Business Services | 1.6\% | 7.7\% | 5.9\% | 1.8\% | 0.7\% | 1.8\% | 8.0\% | 5.7\% | 1.7\% | 0.6\% | -0.2\% | -0.3\% | 0.2\% | 0.1\% | 0.1\% |
| Female | 0.7\% | 3.6\% | 2.8\% | 0.9\% | 0.3\% | 0.8\% | 3.6\% | 2.6\% | 0.8\% | 0.3\% | -0.1\% | 0.0\% | 0.2\% | 0.1\% | 0.1\% |
| Male | 0.9\% | 4.1\% | 3.1\% | 1.0\% | 0.4\% | 1.0\% | 4.4\% | 3.1\% | 0.9\% | 0.4\% | -0.1\% | -0.3\% | 0.0\% | 0.0\% | 0.1\% |
| Health Care and Social Assistance | 1.6\% | 5.7\% | 4.2\% | 1.4\% | 0.6\% | 1.8\% | 6.0\% | 4.3\% | 1.4\% | 0.5\% | -0.1\% | -0.3\% | -0.1\% | 0.1\% | 0.1\% |
| Female | 1.3\% | 4.5\% | 3.3\% | 1.1\% | 0.4\% | 1.4\% | 4.7\% | 3.4\% | 1.1\% | 0.4\% | -0.1\% | -0.2\% | -0.1\% | 0.1\% | 0.1\% |
| Male | 0.4\% | 1.2\% | 0.9\% | 0.3\% | 0.2\% | 0.4\% | 1.3\% | 0.9\% | 0.3\% | 0.2\% | 0.0\% | -0.1\% | 0.0\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 7.0\% | 5.3\% | 4.0\% | 1.3\% | 0.9\% | 6.6\% | 5.8\% | 3.5\% | 1.0\% | 0.6\% | 0.4\% | -0.4\% | 0.5\% | 0.4\% | 0.3\% |
| Female | 4.0\% | 2.9\% | 2.1\% | 0.7\% | 0.4\% | 3.7\% | 3.1\% | 1.8\% | 0.5\% | 0.3\% | 0.3\% | -0.2\% | 0.3\% | 0.2\% | 0.2\% |
| Male | 3.0\% | 2.5\% | 1.9\% | 0.6\% | 0.4\% | 2.9\% | 2.7\% | 1.7\% | 0.5\% | 0.3\% | 0.1\% | -0.2\% | 0.2\% | 0.2\% | 0.1\% |
| Total | 19.7\% | 36.9\% | 28.9\% | 9.5\% | 4.9\% | 19.9\% | 38.8\% | 28.4\% | 8.9\% | 4.0\% | -0.2\% | -1.9\% | 0.6\% | 0.7\% | 0.9\% |
| Female | 10.6\% | 19.3\% | 15.2\% | 5.0\% | 2.4\% | 10.7\% | 20.1\% | 14.7\% | 4.5\% | 1.9\% | -0.1\% | -0.9\% | 0.5\% | 0.5\% | 0.5\% |
| Male | 9.2\% | 17.7\% | 13.7\% | 4.5\% | 2.5\% | 9.3\% | 18.7\% | 13.7\% | 4.3\% | 2.1\% | -0.1\% | -1.0\% | 0.0\% | 0.2\% | 0.4\% |



Appendix B-2 Mid Atlantic

| Number of New Hires by Gender and Age Group and Industry Sector in the Mid Atlantic Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mid Atlantic Region2021-Q3 |  |  |  |  | Mid Atlantic Region2019-Q3 |  |  |  |  | Percentage Change 21-Q3/19-Q3 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Agriculture, Forestry, Fishing and Hunting | 2,965 | 2,858 | 2,701 | 1,190 | 1,127 | 3,040 | 3,948 | 3,865 | 1,557 | 1,169 | -2.5\% | -27.6\% | -30.1\% | -23.6\% | -3.6\% |
| Female | 1,516 | 997 | 1,043 | 440 | 421 | 1,375 | 977 | 1,110 | 419 | 404 | 10.3\% | 2.0\% | -6.0\% | 5.0\% | 4.2\% |
| Male | 1,449 | 1,861 | 1,658 | 750 | 706 | 1,665 | 2,971 | 2,755 | 1,138 | 765 | -13.0\% | -37.4\% | -39.8\% | -34.1\% | -7.7\% |
| Mining, Quarrying, and Oil and Gas Extraction | 248 | 1,054 | 972 | 229 | 82 | 233 | 1,034 | 900 | 206 | 53 | 6.4\% | 1.9\% | 8.0\% | 11.2\% | 54.7\% |
| Female | 18 | 93 | 105 | 30 | 16 | 15 | 81 | 91 | 19 | 11 | 20.0\% | 14.8\% | 15.4\% | 57.9\% | 45.5\% |
| Male | 230 | 961 | 867 | 199 | 66 | 218 | 953 | 809 | 187 | 42 | 5.5\% | 0.8\% | 7.2\% | 6.4\% | 57.1\% |
| Utilities | 222 | 1,367 | 1,074 | 223 | 84 | 226 | 1,202 | 969 | 289 | 76 | -1.8\% | 13.7\% | 10.8\% | -22.8\% | 10.5\% |
| Female | 63 | 354 | 279 | 70 | 23 | 54 | 295 | 258 | 64 | 29 | 16.7\% | 20.0\% | 8.1\% | 9.4\% | -20.7\% |
| Male | 159 | 1,013 | 795 | 153 | 61 | 172 | 907 | 711 | 225 | 47 | -7.6\% | 11.7\% | 11.8\% | -32.0\% | 29.8\% |
| Construction | 9,372 | 32,013 | 36,534 | 12,188 | 3,892 | 9,568 | 35,925 | 40,072 | 12,284 | 3,338 | -2.0\% | -10.9\% | -8.8\% | -0.8\% | 16.6\% |
| Female | 1,226 | 4,536 | 5,963 | 1,886 | 1,152 | 1,047 | 4,338 | 5,179 | 1,576 | 915 | 17.1\% | 4.6\% | 15.1\% | 19.7\% | 25.9\% |
| Male | 8,146 | 27,477 | 30,571 | 10,302 | 2,740 | 8,521 | 31,587 | 34,893 | 10,708 | 2,423 | -4.4\% | -13.0\% | -12.4\% | -3.8\% | 13.1\% |
| Manufacturing | 12,873 | 36,492 | 34,587 | 11,328 | 4,131 | 10,248 | 30,484 | 27,453 | 8,177 | 2,630 | 25.6\% | 19.7\% | 26.0\% | 38.5\% | 57.1\% |
| Female | 4,620 | 11,777 | 11,865 | 3,830 | 1,591 | 3,545 | 9,791 | 9,118 | 2,591 | 944 | 30.3\% | 20.3\% | 30.1\% | 47.8\% | 68.5\% |
| Male | 8,253 | 24,715 | 22,722 | 7,498 | 2,540 | 6,703 | 20,693 | 18,335 | 5,586 | 1,686 | 23.1\% | 19.4\% | 23.9\% | 34.2\% | 50.7\% |
| Trade | 104,347 | 105,648 | 75,005 | 24,724 | 13,479 | 88,319 | 99,134 | 65,028 | 20,142 | 9,691 | 18.1\% | 6.6\% | 15.3\% | 22.7\% | 39.1\% |
| Female | 55,612 | 50,279 | 35,352 | 11,601 | 6,142 | 47,697 | 46,992 | 30,250 | 9,140 | 4,287 | 16.6\% | 7.0\% | 16.9\% | 26.9\% | 43.3\% |
| Male | 48,735 | 55,369 | 39,653 | 13,123 | 7,337 | 40,622 | 52,142 | 34,778 | 11,002 | 5,404 | 20.0\% | 6.2\% | 14.0\% | 19.3\% | 35.8\% |
| Transportation and Warehousing | 17,159 | 43,132 | 33,967 | 10,630 | 5,057 | 11,811 | 32,587 | 27,389 | 8,222 | 3,544 | 45.3\% | 32.4\% | 24.0\% | 29.3\% | 42.7\% |
| Female | 5,871 | 14,643 | 12,789 | 3,706 | 1,765 | 4,047 | 11,346 | 9,549 | 2,711 | 1,163 | 45.1\% | 29.1\% | 33.9\% | 36.7\% | 51.8\% |
| Male | 11,288 | 28,489 | 21,178 | 6,924 | 3,292 | 7,764 | 21,241 | 17,840 | 5,511 | 2,381 | 45.4\% | 34.1\% | 18.7\% | 25.6\% | 38.3\% |
| Information | 3,842 | 24,521 | 17,120 | 4,611 | 3,212 | 3,593 | 21,189 | 13,720 | 3,258 | 1,755 | 6.9\% | 15.7\% | 24.8\% | 41.5\% | 83.0\% |
| Female | 1,932 | 12,053 | 7,276 | 1,800 | 1,331 | 1,867 | 10,141 | 5,564 | 1,269 | 704 | 3.5\% | 18.9\% | 30.8\% | 41.8\% | 89.1\% |
| Male | 1,910 | 12,468 | 9,844 | 2,811 | 1,881 | 1,726 | 11,048 | 8,156 | 1,989 | 1,051 | 10.7\% | 12.9\% | 20.7\% | 41.3\% | 79.0\% |
| Finance and Insurance | 3,042 | 33,312 | 23,448 | 5,710 | 1,714 | 3,159 | 28,664 | 18,328 | 4,391 | 1,407 | -3.7\% | 16.2\% | 27.9\% | 30.0\% | 21.8\% |
| Female | 1,768 | 15,737 | 11,583 | 2,930 | 786 | 1,915 | 13,829 | 9,254 | 2,282 | 680 | -7.7\% | 13.8\% | 25.2\% | 28.4\% | 15.6\% |
| Male | 1,274 | 17,575 | 11,865 | 2,780 | 928 | 1,244 | 14,835 | 9,074 | 2,109 | 727 | 2.4\% | 18.5\% | 30.8\% | 31.8\% | 27.6\% |
| Real Estate and Rental and Leasing | 3,177 | 11,486 | 10,250 | 3,588 | 1,525 | 2,940 | 11,231 | 8,928 | 2,798 | 1,127 | 8.1\% | 2.3\% | 14.8\% | 28.2\% | 35.3\% |
| Female | 1,286 | 4,604 | 3,970 | 1,284 | 602 | 1,166 | 4,598 | 3,485 | 1,028 | 451 | 10.3\% | 0.1\% | 13.9\% | 24.9\% | 33.5\% |
| Male | 1,891 | 6,882 | 6,280 | 2,304 | 923 | 1,774 | 6,633 | 5,443 | 1,770 | 676 | 6.6\% | 3.8\% | 15.4\% | 30.2\% | 36.5\% |
| Business Services | 34,166 | 165,502 | 121,972 | 36,164 | 17,311 | 34,079 | 158,292 | 110,651 | 30,465 | 12,651 | 0.3\% | 4.6\% | 10.2\% | 18.7\% | 36.8\% |
| Female | 16,192 | 81,394 | 59,384 | 16,794 | 7,764 | 15,673 | 75,771 | 51,550 | 13,653 | 5,437 | 3.3\% | 7.4\% | 15.2\% | 23.0\% | 42.8\% |
| Male | 17,974 | 84,108 | 62,588 | 19,370 | 9,547 | 18,406 | 82,521 | 59,101 | 16,812 | 7,214 | -2.3\% | 1.9\% | 5.9\% | 15.2\% | 32.3\% |
| Educational Services | 17,327 | 62,765 | 47,994 | 14,463 | 10,727 | 18,119 | 60,666 | 42,108 | 11,781 | 8,686 | -4.4\% | 3.5\% | 14.0\% | 22.8\% | 23.5\% |
| Female | 11,152 | 42,718 | 33,926 | 9,591 | 6,336 | 11,380 | 41,166 | 29,163 | 7,398 | 4,805 | -2.0\% | 3.8\% | 16.3\% | 29.6\% | 31.9\% |
| Male | 6,175 | 20,047 | 14,068 | 4,872 | 4,391 | 6,739 | 19,500 | 12,945 | 4,383 | 3,881 | -8.4\% | 2.8\% | 8.7\% | 11.2\% | 13.1\% |

Appendix B-2 Mid Atlantic

| Number of New Hires by Gender and Age Group and Industry Sector in the Mid Atlantic Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mid Atlantic Region |  |  |  |  |  | Mid Atlantic Region |  |  |  |  |  |  |  |  |  |
|  | 2021-Q3 |  |  |  |  | 2019-Q3 |  |  |  |  | Percentage Change 21-Q3/19-Q3 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | $65+$ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Health Care and Social Assistance | 32,448 | 119,864 | 91,554 | 29,812 | 12,292 | 31,226 | 117,955 | 87,468 | 27,259 | 10,186 | 3.9\% | 1.6\% | 4.7\% | 9.4\% | 20.7\% |
| Female | 24,867 | 91,638 | 70,413 | 22,620 | 8,365 | 23,947 | 90,612 | 67,667 | 20,685 | 7,025 | 3.8\% | 1.1\% | 4.1\% | 9.4\% | 19.1\% |
| Male | 7,581 | 28,226 | 21,141 | 7,192 | 3,927 | 7,279 | 27,343 | 19,801 | 6,574 | 3,161 | 4.1\% | 3.2\% | 6.8\% | 9.4\% | 24.2\% |
| Leisure \& Hospitality | 126,378 | 105,224 | 78,394 | 25,575 | 14,961 | 106,669 | 98,907 | 58,157 | 14,997 | 8,301 | 18.5\% | 6.4\% | 34.8\% | 70.5\% | 80.2\% |
| Female | 71,289 | 53,653 | 37,966 | 12,265 | 7,173 | 58,902 | 50,153 | 28,242 | 7,112 | 3,901 | 21.0\% | 7.0\% | 34.4\% | 72.5\% | 83.9\% |
| Male | 55,089 | 51,571 | 40,428 | 13,310 | 7,788 | 47,767 | 48,754 | 29,915 | 7,885 | 4,400 | 15.3\% | 5.8\% | 35.1\% | 68.8\% | 77.0\% |
| Other Services (except Public Administration) | 12,838 | 24,202 | 21,695 | 8,060 | 4,260 | 12,354 | 22,870 | 19,079 | 5,955 | 2,918 | 3.9\% | 5.8\% | 13.7\% | 35.3\% | 46.0\% |
| Female | 7,363 | 13,661 | 12,108 | 4,268 | 2,129 | 6,956 | 12,785 | 10,464 | 3,099 | 1,395 | 5.9\% | 6.9\% | 15.7\% | 37.7\% | 52.6\% |
| Male | 5,475 | 10,541 | 9,587 | 3,792 | 2,131 | 5,398 | 10,085 | 8,615 | 2,856 | 1,523 | 1.4\% | 4.5\% | 11.3\% | 32.8\% | 39.9\% |
| Public Administration | 9,414 | 14,975 | 12,001 | 5,997 | 6,804 | 11,124 | 14,156 | 9,927 | 4,768 | 7,005 | -15.4\% | 5.8\% | 20.9\% | 25.8\% | -2.9\% |
| Female | 4,798 | 7,026 | 6,358 | 3,507 | 3,973 | 5,950 | 7,022 | 5,525 | 2,684 | 4,218 | -19.4\% | 0.1\% | 15.1\% | 30.7\% | -5.8\% |
| Male | 4,616 | 7,949 | 5,643 | 2,490 | 2,831 | 5,174 | 7,134 | 4,402 | 2,084 | 2,787 | -10.8\% | 11.4\% | 28.2\% | 19.5\% | 1.6\% |
| Total | 389,818 | 784,415 | 609,268 | 194,492 | 100,658 | 346,708 | 738,244 | 534,042 | 156,549 | 74,537 | 12.4\% | 6.3\% | 14.1\% | 24.2\% | 35.0\% |
| Female | 209,573 | 405,163 | 310,380 | 96,622 | 49,569 | 185,536 | 379,897 | 266,469 | 75,730 | 36,369 | 13.0\% | 6.7\% | 16.5\% | 27.6\% | 36.3\% |
| Male | 180,245 | 379,252 | 298,888 | 97,870 | 51,089 | 161,172 | 358,347 | 267,573 | 80,819 | 38,168 | 11.8\% | 5.8\% | 11.7\% | 21.1\% | 33.9\% |


| Change in Distribution of All Hir <br> Mid Atlantic Region 2021-Q3 |  |  |  |  |  | d 21- | y Gen | d Age | ups F | stry | with Sig | ant Sm | Busine | resence |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Mid Atlantic Region 2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.5\% | 1.5\% | 1.8\% | 0.6\% | 0.2\% | 0.5\% | 1.9\% | 2.2\% | 0.7\% | 0.2\% | -0.1\% | -0.4\% | -0.4\% | -0.1\% | 0.0\% |
| Female | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.3\% | 1.5\% | 0.5\% | 0.1\% | 0.5\% | 1.7\% | 1.9\% | 0.6\% | 0.1\% | -0.1\% | -0.4\% | -0.4\% | -0.1\% | 0.0\% |
| Manufacturing | 0.6\% | 1.8\% | 1.7\% | 0.5\% | 0.2\% | 0.6\% | 1.6\% | 1.5\% | 0.4\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Female | 0.2\% | 0.6\% | 0.6\% | 0.2\% | 0.1\% | 0.2\% | 0.5\% | 0.5\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.2\% | 1.1\% | 0.4\% | 0.1\% | 0.4\% | 1.1\% | 1.0\% | 0.3\% | 0.1\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% | 0.0\% |
| Trade | 5.0\% | 5.1\% | 3.6\% | 1.2\% | 0.6\% | 4.8\% | 5.4\% | 3.5\% | 1.1\% | 0.5\% | 0.2\% | -0.3\% | 0.1\% | 0.1\% | 0.1\% |
| Female | 2.7\% | 2.4\% | 1.7\% | 0.6\% | 0.3\% | 2.6\% | 2.5\% | 1.6\% | 0.5\% | 0.2\% | 0.1\% | -0.1\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 2.3\% | 2.7\% | 1.9\% | 0.6\% | 0.4\% | 2.2\% | 2.8\% | 1.9\% | 0.6\% | 0.3\% | 0.1\% | -0.2\% | 0.0\% | 0.0\% | 0.1\% |
| Business Services | 1.6\% | 8.0\% | 5.9\% | 1.7\% | 0.8\% | 1.8\% | 8.6\% | 6.0\% | 1.6\% | 0.7\% | -0.2\% | -0.6\% | -0.1\% | 0.1\% | 0.1\% |
| Female | 0.8\% | 3.9\% | 2.9\% | 0.8\% | 0.4\% | 0.8\% | 4.1\% | 2.8\% | 0.7\% | 0.3\% | -0.1\% | -0.2\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 0.9\% | 4.0\% | 3.0\% | 0.9\% | 0.5\% | 1.0\% | 4.5\% | 3.2\% | 0.9\% | 0.4\% | -0.1\% | -0.4\% | -0.2\% | 0.0\% | 0.1\% |
| Health Care and Social Assistance | 1.6\% | 5.8\% | 4.4\% | 1.4\% | 0.6\% | 1.7\% | 6.4\% | 4.7\% | 1.5\% | 0.6\% | -0.1\% | -0.6\% | -0.3\% | 0.0\% | 0.0\% |
| Female | 1.2\% | 4.4\% | 3.4\% | 1.1\% | 0.4\% | 1.3\% | 4.9\% | 3.7\% | 1.1\% | 0.4\% | -0.1\% | -0.5\% | -0.3\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.4\% | 1.0\% | 0.3\% | 0.2\% | 0.4\% | 1.5\% | 1.1\% | 0.4\% | 0.2\% | 0.0\% | -0.1\% | -0.1\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 6.1\% | 5.1\% | 3.8\% | 1.2\% | 0.7\% | 5.8\% | 5.3\% | 3.1\% | 0.8\% | 0.4\% | 0.3\% | -0.3\% | 0.6\% | 0.4\% | 0.3\% |
| Female | 3.4\% | 2.6\% | 1.8\% | 0.6\% | 0.3\% | 3.2\% | 2.7\% | 1.5\% | 0.4\% | 0.2\% | 0.2\% | -0.1\% | 0.3\% | 0.2\% | 0.1\% |
| Male | 2.7\% | 2.5\% | 1.9\% | 0.6\% | 0.4\% | 2.6\% | 2.6\% | 1.6\% | 0.4\% | 0.2\% | 0.1\% | -0.2\% | 0.3\% | 0.2\% | 0.1\% |
| Total | 18.8\% | 37.7\% | 29.3\% | 9.4\% | 4.8\% | 18.7\% | 39.9\% | 28.9\% | 8.5\% | 4.0\% | 0.0\% | -2.2\% | 0.4\% | 0.9\% | 0.8\% |
| Female | 10.1\% | 19.5\% | 14.9\% | 4.6\% | 2.4\% | 10.0\% | 20.5\% | 14.4\% | 4.1\% | 2.0\% | 0.1\% | -1.0\% | 0.5\% | 0.6\% | 0.4\% |
| Male | 8.7\% | 18.2\% | 14.4\% | 4.7\% | 2.5\% | 8.7\% | 19.4\% | 14.5\% | 4.4\% | 2.1\% | 0.0\% | -1.1\% | -0.1\% | 0.3\% | 0.4\% |


| Change in |  |  |  |  |  | Indust | Sector's |  | 19, | 21-Q3 by | 兂 | Groups |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Mid Atlantic Region 2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | $55-64$ | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 10.0\% | 34.1\% | 38.9\% | 13.0\% | 4.1\% | 9.5\% | 35.5\% | 39.6\% | 12.1\% | 3.3\% | 0.5\% | -1.4\% | -0.7\% | 0.8\% | 0.8\% |
| Female | 1.3\% | 4.8\% | 6.3\% | 2.0\% | 1.2\% | 1.0\% | 4.3\% | 5.1\% | 1.6\% | 0.9\% | 0.3\% | 0.5\% | 1.2\% | 0.4\% | 0.3\% |
| Male | 8.7\% | 29.2\% | 32.5\% | 11.0\% | 2.9\% | 8.4\% | 31.2\% | 34.5\% | 10.6\% | 2.4\% | 0.2\% | -2.0\% | -2.0\% | 0.4\% | 0.5\% |
| Manufacturing | 12.9\% | 36.7\% | 34.8\% | 11.4\% | 4.2\% | 13.0\% | 38.6\% | 34.8\% | 10.4\% | 3.3\% | 0.0\% | -1.9\% | 0.0\% | 1.0\% | 0.8\% |
| Female | 4.6\% | 11.8\% | 11.9\% | 3.9\% | 1.6\% | 4.5\% | 12.4\% | 11.5\% | 3.3\% | 1.2\% | 0.2\% | -0.5\% | 0.4\% | 0.6\% | 0.4\% |
| Male | 8.3\% | 24.9\% | 22.9\% | 7.5\% | 2.6\% | 8.5\% | 26.2\% | 23.2\% | 7.1\% | 2.1\% | -0.2\% | -1.3\% | -0.4\% | 0.5\% | 0.4\% |
| Trade | 32.3\% | 32.7\% | 23.2\% | 7.6\% | 4.2\% | 31.3\% | 35.1\% | 23.0\% | 7.1\% | 3.4\% | 1.0\% | -2.4\% | 0.2\% | 0.5\% | 0.7\% |
| Female | 17.2\% | 15.6\% | 10.9\% | 3.6\% | 1.9\% | 16.9\% | 16.6\% | 10.7\% | 3.2\% | 1.5\% | 0.3\% | -1.1\% | 0.2\% | 0.4\% | 0.4\% |
| Male | 15.1\% | 17.1\% | 12.3\% | 4.1\% | 2.3\% | 14.4\% | 18.5\% | 12.3\% | 3.9\% | 1.9\% | 0.7\% | -1.3\% | -0.1\% | 0.2\% | 0.4\% |
| Business Services | 9.1\% | 44.1\% | 32.5\% | 9.6\% | 4.6\% | 9.8\% | 45.7\% | 32.0\% | 8.8\% | 3.7\% | -0.7\% | -1.6\% | 0.5\% | 0.8\% | 1.0\% |
| Female | 4.3\% | 21.7\% | 15.8\% | 4.5\% | 2.1\% | 4.5\% | 21.9\% | 14.9\% | 3.9\% | 1.6\% | -0.2\% | -0.2\% | 0.9\% | 0.5\% | 0.5\% |
| Male | 4.8\% | 22.4\% | 16.7\% | 5.2\% | 2.5\% | 5.3\% | 23.8\% | 17.1\% | 4.9\% | 2.1\% | -0.5\% | -1.4\% | -0.4\% | 0.3\% | 0.5\% |
| Health Care and Social Assistance | 11.3\% | 41.9\% | 32.0\% | 10.4\% | 4.3\% | 11.4\% | 43.0\% | 31.9\% | 9.9\% | 3.7\% | 0.0\% | -1.1\% | 0.1\% | 0.5\% | 0.6\% |
| Female | 8.7\% | 32.0\% | 24.6\% | 7.9\% | 2.9\% | 8.7\% | 33.1\% | 24.7\% | 7.5\% | 2.6\% | 0.0\% | -1.0\% | -0.1\% | 0.4\% | 0.4\% |
| Male | 2.7\% | 9.9\% | 7.4\% | 2.5\% | 1.4\% | 2.7\% | 10.0\% | 7.2\% | 2.4\% | 1.2\% | 0.0\% | -0.1\% | 0.2\% | 0.1\% | 0.2\% |
| Leisure \& Hospitality | 36.1\% | 30.0\% | 22.4\% | 7.3\% | 4.3\% | 37.2\% | 34.5\% | 20.3\% | 5.2\% | 2.9\% | -1.1\% | -4.4\% | 2.1\% | 2.1\% | 1.4\% |
| Female | 20.3\% | 15.3\% | 10.8\% | 3.5\% | 2.0\% | 20.5\% | 17.5\% | 9.8\% | 2.5\% | 1.4\% | -0.2\% | -2.2\% | 1.0\% | 1.0\% | 0.7\% |
| Male | 15.7\% | 14.7\% | 11.5\% | 3.8\% | 2.2\% | 16.6\% | 17.0\% | 10.4\% | 2.7\% | 1.5\% | -0.9\% | -2.3\% | 1.1\% | 1.0\% | 0.7\% |
| Total | 18.8\% | 37.7\% | 29.3\% | 9.4\% | 4.8\% | 18.7\% | 39.9\% | 28.9\% | 8.5\% | 4.0\% | 0.0\% | -2.2\% | 0.4\% | 0.9\% | 0.8\% |
| Female | 10.1\% | 19.5\% | 14.9\% | 4.6\% | 2.4\% | 10.0\% | 20.5\% | 14.4\% | 4.1\% | 2.0\% | 0.1\% | -1.0\% | 0.5\% | 0.6\% | 0.4\% |
| Male | 8.7\% | 18.2\% | 14.4\% | 4.7\% | 2.5\% | 8.7\% | 19.4\% | 14.5\% | 4.4\% | 2.1\% | 0.0\% | -1.1\% | -0.1\% | 0.3\% | 0.4\% |

Number of New Hires by Gender and Age Group and Industry Sector in the East North Central Region

|  | East North Central Region 2021-Q3 |  |  |  |  | East North Central Region 2019-Q3 |  |  |  |  | Percentage Change 21-Q3/19-Q3 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Agriculture, Forestry, Fishing and Hunting | 4,304 | 5,011 | 4,634 | 2,029 | 2,292 | 4,258 | 4,307 | 4,539 | 2,096 | 2,301 | 1.1\% | 16.3\% | 2.1\% | -3.2\% | -0.4\% |
| Female | 2,082 | 1,933 | 1,950 | 881 | 908 | 1,905 | 1,586 | 1,911 | 881 | 909 | 9.3\% | 21.9\% | 2.0\% | 0.0\% | -0.1\% |
| Male | 2,222 | 3,078 | 2,684 | 1,148 | 1,384 | 2,353 | 2,721 | 2,628 | 1,215 | 1,392 | -5.6\% | 13.1\% | 2.1\% | -5.5\% | -0.6\% |
| Mining, Quarrying, and Oil and Gas Extraction | 266 | 904 | 856 | 216 | 83 | 252 | 1,010 | 909 | 233 | 83 | 5.6\% | -10.5\% | -5.8\% | -7.3\% | 0.0\% |
| Female | 30 | 81 | 122 | 38 | 16 | 22 | 85 | 118 | 31 | 10 | 36.4\% | -4.7\% | 3.4\% | 22.6\% | 60.0\% |
| Male | 236 | 823 | 734 | 178 | 67 | 230 | 925 | 791 | 202 | 73 | 2.6\% | -11.0\% | -7.2\% | -11.9\% | -8.2\% |
| Utilities | 315 | 1,623 | 1,399 | 333 | 75 | 302 | 1,408 | 1,119 | 255 | 80 | 4.3\% | 15.3\% | 25.0\% | 30.6\% | -6.3\% |
| Female | 85 | 442 | 453 | 110 | 26 | 75 | 354 | 338 | 64 | 21 | 13.3\% | 24.9\% | 34.0\% | 71.9\% | 23.8\% |
| Male | 230 | 1,181 | 946 | 223 | 49 | 227 | 1,054 | 781 | 191 | 59 | 1.3\% | 12.0\% | 21.1\% | 16.8\% | -16.9\% |
| Construction | 14,865 | 39,058 | 40,839 | 12,041 | 3,626 | 13,223 | 38,575 | 42,444 | 11,739 | 3,185 | 12.4\% | 1.3\% | -3.8\% | 2.6\% | 13.8\% |
| Female | 1,322 | 4,458 | 5,924 | 1,906 | 950 | 1,146 | 3,938 | 5,355 | 1,535 | 792 | 15.4\% | 13.2\% | 10.6\% | 24.2\% | 19.9\% |
| Male | 13,543 | 34,600 | 34,915 | 10,135 | 2,676 | 12,077 | 34,637 | 37,089 | 10,204 | 2,393 | 12.1\% | -0.1\% | -5.9\% | -0.7\% | 11.8\% |
| Manufacturing | 34,083 | 89,973 | 85,430 | 23,632 | 7,340 | 26,086 | 72,783 | 65,576 | 17,059 | 4,840 | 30.7\% | 23.6\% | 30.3\% | 38.5\% | 51.7\% |
| Female | 11,036 | 27,300 | 28,865 | 8,046 | 2,770 | 8,460 | 22,679 | 21,981 | 5,501 | 1,760 | 30.4\% | 20.4\% | 31.3\% | 46.3\% | 57.4\% |
| Male | 23,047 | 62,673 | 56,565 | 15,586 | 4,570 | 17,626 | 50,104 | 43,595 | 11,558 | 3,080 | 30.8\% | 25.1\% | 29.8\% | 34.9\% | 48.4\% |
| Trade | 135,816 | 127,548 | 95,018 | 30,326 | 15,928 | 108,398 | 110,880 | 79,694 | 24,270 | 12,014 | 25.3\% | 15.0\% | 19.2\% | 25.0\% | 32.6\% |
| Female | 70,681 | 59,341 | 47,221 | 15,554 | 7,932 | 57,423 | 52,899 | 39,488 | 11,973 | 5,579 | 23.1\% | 12.2\% | 19.6\% | 29.9\% | 42.2\% |
| Male | 65,135 | 68,207 | 47,797 | 14,772 | 7,996 | 50,975 | 57,981 | 40,206 | 12,297 | 6,435 | 27.8\% | 17.6\% | 18.9\% | 20.1\% | 24.3\% |
| Transportation and Warehousing | 26,042 | 55,064 | 42,595 | 12,427 | 5,021 | 17,606 | 41,553 | 35,066 | 10,115 | 3,833 | 47.9\% | 32.5\% | 21.5\% | 22.9\% | 31.0\% |
| Female | 9,610 | 19,135 | 15,546 | 4,064 | 1,706 | 6,503 | 15,025 | 12,141 | 3,013 | 1,210 | 47.8\% | 27.4\% | 28.0\% | 34.9\% | 41.0\% |
| Male | 16,432 | 35,929 | 27,049 | 8,363 | 3,315 | 11,103 | 26,528 | 22,925 | 7,102 | 2,623 | 48.0\% | 35.4\% | 18.0\% | 17.8\% | 26.4\% |
| Information | 4,672 | 13,585 | 8,777 | 2,091 | 928 | 3,909 | 11,709 | 7,324 | 1,900 | 784 | 19.5\% | 16.0\% | 19.8\% | 10.1\% | 18.4\% |
| Female | 2,348 | 6,110 | 3,930 | 983 | 443 | 1,930 | 5,171 | 3,297 | 892 | 365 | 21.7\% | 18.2\% | 19.2\% | 10.2\% | 21.4\% |
| Male | 2,324 | 7,475 | 4,847 | 1,108 | 485 | 1,979 | 6,538 | 4,027 | 1,008 | 419 | 17.4\% | 14.3\% | 20.4\% | 9.9\% | 15.8\% |
| Finance and Insurance | 4,183 | 26,041 | 20,189 | 4,991 | 1,375 | 3,909 | 23,322 | 17,383 | 4,261 | 1,196 | 7.0\% | 11.7\% | 16.1\% | 17.1\% | 15.0\% |
| Female | 2,704 | 14,340 | 12,491 | 3,147 | 737 | 2,539 | 13,174 | 10,607 | 2,666 | 641 | 6.5\% | 8.9\% | 17.8\% | 18.0\% | 15.0\% |
| Male | 1,479 | 11,701 | 7,698 | 1,844 | 638 | 1,370 | 10,148 | 6,776 | 1,595 | 555 | 8.0\% | 15.3\% | 13.6\% | 15.6\% | 15.0\% |
| Real Estate and Rental and Leasing | 4,002 | 10,855 | 10,289 | 3,301 | 1,295 | 3,659 | 9,412 | 8,894 | 2,747 | 1,013 | 9.4\% | 15.3\% | 15.7\% | 20.2\% | 27.8\% |
| Female | 1,838 | 4,734 | 4,630 | 1,417 | 559 | 1,646 | 4,142 | 3,975 | 1,127 | 413 | 11.7\% | 14.3\% | 16.5\% | 25.7\% | 35.4\% |
| Male | 2,164 | 6,121 | 5,659 | 1,884 | 736 | 2,013 | 5,270 | 4,919 | 1,620 | 600 | 7.5\% | 16.1\% | 15.0\% | 16.3\% | 22.7\% |
| Business Services | 55,937 | 196,198 | 154,645 | 42,707 | 20,550 | 55,678 | 184,307 | 140,584 | 37,111 | 15,518 | 0.5\% | 6.5\% | 10.0\% | 15.1\% | 32.4\% |
| Female | 24,967 | 89,656 | 74,111 | 20,004 | 9,262 | 24,203 | 81,685 | 64,834 | 16,763 | 6,894 | 3.2\% | 9.8\% | 14.3\% | 19.3\% | 34.3\% |
| Male | 30,970 | 106,542 | 80,534 | 22,703 | 11,288 | 31,475 | 102,622 | 75,750 | 20,348 | 8,624 | -1.6\% | 3.8\% | 6.3\% | 11.6\% | 30.9\% |
| Educational Services | 14,126 | 64,058 | 58,259 | 15,704 | 10,907 | 14,609 | 63,230 | 54,174 | 14,620 | 8,603 | -3.3\% | 1.3\% | 7.5\% | 7.4\% | 26.8\% |
| Female | 9,484 | 46,068 | 43,246 | 10,761 | 6,414 | 9,250 | 44,767 | 39,394 | 9,678 | 4,658 | 2.5\% | 2.9\% | 9.8\% | 11.2\% | 37.7\% |
| Male | 4,642 | 17,990 | 15,013 | 4,943 | 4,493 | 5,359 | 18,463 | 14,780 | 4,942 | 3,945 | -13.4\% | -2.6\% | 1.6\% | 0.0\% | 13.9\% |

Appendix B-3 East North Central


|  |  | ange in Di | bution | Il Hire | ween | nd 21 | Gen | nd Ag | ups F | stry S | th Sign | ant Sm | usines | resence |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | East North | Central R |  |  |  |  | Central | egion |  | Chan | in Distr | tion '21 | mpared |  |
|  |  |  | 21-Q3 |  |  |  |  | 2021-Q |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.6\% | 1.6\% | 1.6\% | 0.5\% | 0.1\% | 0.6\% | 1.7\% | 1.9\% | 0.5\% | 0.1\% | 0.0\% | -0.2\% | -0.3\% | 0.0\% | 0.0\% |
| Female | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.0\% | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.5\% | 1.4\% | 1.4\% | 0.4\% | 0.1\% | 0.5\% | 1.6\% | 1.7\% | 0.5\% | 0.1\% | 0.0\% | -0.2\% | -0.3\% | -0.1\% | 0.0\% |
| Manufacturing | 1.4\% | 3.6\% | 3.4\% | 0.9\% | 0.3\% | 1.2\% | 3.3\% | 3.0\% | 0.8\% | 0.2\% | 0.2\% | 0.3\% | 0.4\% | 0.2\% | 0.1\% |
| Female | 0.4\% | 1.1\% | 1.2\% | 0.3\% | 0.1\% | 0.4\% | 1.0\% | 1.0\% | 0.2\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% | 0.1\% | 0.0\% |
| Male | 0.9\% | 2.5\% | 2.3\% | 0.6\% | 0.2\% | 0.8\% | 2.3\% | 2.0\% | 0.5\% | 0.1\% | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.0\% |
| Trade | 5.4\% | 5.1\% | 3.8\% | 1.2\% | 0.6\% | 4.9\% | 5.0\% | 3.6\% | 1.1\% | 0.5\% | 0.5\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Female | 2.8\% | 2.4\% | 1.9\% | 0.6\% | 0.3\% | 2.6\% | 2.4\% | 1.8\% | 0.5\% | 0.3\% | 0.2\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 2.6\% | 2.7\% | 1.9\% | 0.6\% | 0.3\% | 2.3\% | 2.6\% | 1.8\% | 0.6\% | 0.3\% | 0.3\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% |
| Business Services | 2.2\% | 7.8\% | 6.2\% | 1.7\% | 0.8\% | 2.5\% | 8.3\% | 6.4\% | 1.7\% | 0.7\% | -0.3\% | -0.5\% | -0.2\% | 0.0\% | 0.1\% |
| Female | 1.0\% | 3.6\% | 3.0\% | 0.8\% | 0.4\% | 1.1\% | 3.7\% | 2.9\% | 0.8\% | 0.3\% | -0.1\% | -0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Male | 1.2\% | 4.3\% | 3.2\% | 0.9\% | 0.5\% | 1.4\% | 4.6\% | 3.4\% | 0.9\% | 0.4\% | -0.2\% | -0.4\% | -0.2\% | 0.0\% | 0.1\% |
| Health Care and Social Assistance | 1.7\% | 4.9\% | 3.6\% | 1.0\% | 0.4\% | 1.7\% | 5.3\% | 3.9\% | 1.0\% | 0.4\% | -0.1\% | -0.4\% | -0.2\% | 0.0\% | 0.0\% |
| Female | 1.4\% | 3.9\% | 2.9\% | 0.8\% | 0.3\% | 1.4\% | 4.3\% | 3.1\% | 0.8\% | 0.3\% | 0.0\% | -0.4\% | -0.2\% | 0.0\% | 0.0\% |
| Male | 0.3\% | 0.9\% | 0.7\% | 0.2\% | 0.1\% | 0.3\% | 1.0\% | 0.7\% | 0.2\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 7.8\% | 4.8\% | 3.3\% | 0.9\% | 0.6\% | 7.8\% | 5.4\% | 3.2\% | 0.7\% | 0.4\% | 0.0\% | -0.6\% | 0.1\% | 0.2\% | 0.1\% |
| Female | 4.4\% | 2.6\% | 1.8\% | 0.5\% | 0.3\% | 4.4\% | 3.0\% | 1.7\% | 0.4\% | 0.2\% | 0.0\% | -0.4\% | 0.0\% | 0.1\% | 0.1\% |
| Male | 3.4\% | 2.2\% | 1.5\% | 0.4\% | 0.3\% | 3.4\% | 2.5\% | 1.4\% | 0.3\% | 0.2\% | 0.0\% | -0.2\% | 0.1\% | 0.1\% | 0.1\% |
| Total | 22.3\% | 36.3\% | 29.0\% | 8.3\% | 4.1\% | 21.8\% | 37.7\% | 29.0\% | 7.9\% | 3.5\% | 0.5\% | -1.4\% | 0.0\% | 0.4\% | 0.5\% |
| Female | 11.7\% | 18.2\% | 14.9\% | 4.2\% | 2.0\% | 11.5\% | 19.2\% | 14.8\% | 3.9\% | 1.7\% | 0.2\% | -1.0\% | 0.1\% | 0.3\% | 0.3\% |
| Male | 10.6\% | 18.1\% | 14.1\% | 4.1\% | 2.1\% | 10.3\% | 18.6\% | 14.2\% | 4.0\% | 1.8\% | 0.3\% | -0.5\% | -0.1\% | 0.1\% | 0.2\% |


| Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | East North Central Region 2021-Q3 |  |  |  |  | East North Central Region2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 13.5\% | 35.4\% | 37.0\% | 10.9\% | 3.3\% | 12.1\% | 35.3\% | 38.9\% | 10.8\% | 2.9\% | 1.3\% | 0.0\% | -1.9\% | 0.2\% | 0.4\% |
| Female | 1.2\% | 4.0\% | 5.4\% | 1.7\% | 0.9\% | 1.0\% | 3.6\% | 4.9\% | 1.4\% | 0.7\% | 0.1\% | 0.4\% | 0.5\% | 0.3\% | 0.1\% |
| Male | 12.3\% | 31.3\% | 31.6\% | 9.2\% | 2.4\% | 11.1\% | 31.7\% | 34.0\% | 9.3\% | 2.2\% | 1.2\% | -0.4\% | -2.4\% | -0.2\% | 0.2\% |
| Manufacturing | 14.2\% | 37.4\% | 35.5\% | 9.8\% | 3.1\% | 14.0\% | 39.1\% | 35.2\% | 9.2\% | 2.6\% | 0.2\% | -1.6\% | 0.3\% | 0.7\% | 0.5\% |
| Female | 4.6\% | 11.4\% | 12.0\% | 3.3\% | 1.2\% | 4.5\% | 12.2\% | 11.8\% | 3.0\% | 0.9\% | 0.0\% | -0.8\% | 0.2\% | 0.4\% | 0.2\% |
| Male | 9.6\% | 26.1\% | 23.5\% | 6.5\% | 1.9\% | 9.5\% | 26.9\% | 23.4\% | 6.2\% | 1.7\% | 0.1\% | -0.8\% | 0.1\% | 0.3\% | 0.2\% |
| Trade | 33.6\% | 31.5\% | 23.5\% | 7.5\% | 3.9\% | 32.3\% | 33.1\% | 23.8\% | 7.2\% | 3.6\% | 1.2\% | -1.6\% | -0.3\% | 0.3\% | 0.4\% |
| Female | 17.5\% | 14.7\% | 11.7\% | 3.8\% | 2.0\% | 17.1\% | 15.8\% | 11.8\% | 3.6\% | 1.7\% | 0.3\% | -1.1\% | -0.1\% | 0.3\% | 0.3\% |
| Male | 16.1\% | 16.9\% | 11.8\% | 3.7\% | 2.0\% | 15.2\% | 17.3\% | 12.0\% | 3.7\% | 1.9\% | 0.9\% | -0.4\% | -0.2\% | 0.0\% | 0.1\% |
| Business Services | 11.9\% | 41.7\% | 32.9\% | 9.1\% | 4.4\% | 12.9\% | 42.5\% | 32.5\% | 8.6\% | 3.6\% | -1.0\% | -0.8\% | 0.4\% | 0.5\% | 0.8\% |
| Female | 5.3\% | 19.1\% | 15.8\% | 4.3\% | 2.0\% | 5.6\% | 18.9\% | 15.0\% | 3.9\% | 1.6\% | -0.3\% | 0.2\% | 0.8\% | 0.4\% | 0.4\% |
| Male | 6.6\% | 22.7\% | 17.1\% | 4.8\% | 2.4\% | 7.3\% | 23.7\% | 17.5\% | 4.7\% | 2.0\% | -0.7\% | -1.0\% | -0.4\% | 0.1\% | 0.4\% |
| Health Care \& Social Assistance | 14.5\% | 41.8\% | 31.3\% | 8.8\% | 3.7\% | 14.1\% | 42.8\% | 31.3\% | 8.5\% | 3.3\% | 0.3\% | -1.0\% | 0.0\% | 0.3\% | 0.4\% |
| Female | 12.0\% | 33.7\% | 25.1\% | 6.9\% | 2.6\% | 11.7\% | 34.7\% | 25.4\% | 6.6\% | 2.3\% | 0.3\% | -1.0\% | -0.3\% | 0.2\% | 0.3\% |
| Male | 2.5\% | 8.1\% | 6.1\% | 1.9\% | 1.1\% | 2.5\% | 8.0\% | 5.9\% | 1.8\% | 1.0\% | 0.0\% | 0.0\% | 0.2\% | 0.1\% | 0.1\% |
| Leisure \& Hospitality | 44.8\% | 27.8\% | 18.8\% | 5.3\% | 3.3\% | 44.3\% | 30.9\% | 18.0\% | 4.2\% | 2.5\% | 0.4\% | -3.2\% | 0.8\% | 1.1\% | 0.8\% |
| Female | 25.2\% | 15.0\% | 10.2\% | 2.8\% | 1.7\% | 24.9\% | 16.9\% | 9.9\% | 2.3\% | 1.3\% | 0.3\% | -1.9\% | 0.3\% | 0.6\% | 0.4\% |
| Male | 19.6\% | 12.8\% | 8.6\% | 2.4\% | 1.6\% | 19.4\% | 14.0\% | 8.1\% | 1.9\% | 1.3\% | 0.2\% | -1.3\% | 0.5\% | 0.5\% | 0.4\% |
| Total | 22.3\% | 36.3\% | 29.0\% | 8.3\% | 4.1\% | 21.8\% | 37.7\% | 29.0\% | 7.9\% | 3.5\% | 0.5\% | -1.4\% | 0.0\% | 0.4\% | 0.5\% |
| Female | 11.7\% | 18.2\% | 14.9\% | 4.2\% | 2.0\% | 11.5\% | 19.2\% | 14.8\% | 3.9\% | 1.7\% | 0.2\% | -1.0\% | 0.1\% | 0.3\% | 0.3\% |
| Male | 10.6\% | 18.1\% | 14.1\% | 4.1\% | 2.1\% | 10.3\% | 18.6\% | 14.2\% | 4.0\% | 1.8\% | 0.3\% | -0.5\% | -0.1\% | 0.1\% | 0.2\% |



Appendix B-4 West North Central


Change in Distribution of All Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups For Industry Sectors with Signigicant Small Business Presence
West North Central Region West North Central Region

| Industry \& Gender/Age | West North Central Region2021-Q3 |  |  |  |  | West North Central Region2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.8\% | 2.0\% | 1.9\% | 0.5\% | 0.2\% | 0.8\% | 2.4\% | 2.3\% | 0.6\% | 0.2\% | 0.0\% | -0.3\% | -0.4\% | -0.1\% | 0.0\% |
| Female | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.7\% | 1.8\% | 1.7\% | 0.4\% | 0.1\% | 0.8\% | 2.1\% | 2.0\% | 0.5\% | 0.1\% | 0.0\% | -0.3\% | -0.3\% | -0.1\% | 0.0\% |
| Manufacturing | 1.2\% | 3.2\% | 3.0\% | 0.8\% | 0.2\% | 1.0\% | 2.9\% | 2.6\% | 0.7\% | 0.2\% | 0.2\% | 0.3\% | 0.3\% | 0.1\% | 0.0\% |
| Female | 0.3\% | 1.0\% | 1.0\% | 0.3\% | 0.1\% | 0.3\% | 0.9\% | 0.9\% | 0.2\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% |
| Male | 0.8\% | 2.2\% | 2.0\% | 0.5\% | 0.2\% | 0.7\% | 2.0\% | 1.8\% | 0.4\% | 0.1\% | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.0\% |
| Trade | 6.1\% | 5.0\% | 3.9\% | 1.2\% | 0.7\% | 5.3\% | 4.9\% | 3.7\% | 1.2\% | 0.6\% | 0.8\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Female | 3.0\% | 2.3\% | 1.9\% | 0.6\% | 0.3\% | 2.7\% | 2.2\% | 1.8\% | 0.6\% | 0.3\% | 0.4\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 3.1\% | 2.8\% | 2.0\% | 0.6\% | 0.4\% | 2.6\% | 2.7\% | 1.9\% | 0.6\% | 0.3\% | 0.4\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% |
| Business Services | 1.8\% | 6.2\% | 5.3\% | 1.4\% | 0.6\% | 1.9\% | 6.5\% | 5.2\% | 1.4\% | 0.6\% | -0.1\% | -0.2\% | 0.1\% | 0.0\% | 0.0\% |
| Female | 0.8\% | 2.9\% | 2.6\% | 0.7\% | 0.3\% | 0.9\% | 2.9\% | 2.4\% | 0.7\% | 0.3\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% |
| Male | 1.0\% | 3.3\% | 2.7\% | 0.8\% | 0.3\% | 1.1\% | 3.6\% | 2.8\% | 0.8\% | 0.3\% | -0.1\% | -0.3\% | -0.1\% | 0.0\% | 0.0\% |
| Health Care \& Social Assistance | 2.3\% | 5.1\% | 3.9\% | 1.1\% | 0.5\% | 2.4\% | 5.4\% | 4.0\% | 1.1\% | 0.5\% | -0.1\% | -0.3\% | -0.1\% | 0.0\% | 0.0\% |
| Female | 1.9\% | 4.1\% | 3.0\% | 0.9\% | 0.3\% | 2.0\% | 4.4\% | 3.1\% | 0.9\% | 0.3\% | -0.1\% | -0.3\% | -0.1\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.0\% | 0.8\% | 0.3\% | 0.2\% | 0.4\% | 1.0\% | 0.8\% | 0.2\% | 0.2\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 7.6\% | 4.6\% | 3.3\% | 0.9\% | 0.6\% | 7.4\% | 5.2\% | 3.2\% | 0.8\% | 0.5\% | 0.2\% | -0.6\% | 0.1\% | 0.1\% | 0.1\% |
| Female | 4.3\% | 2.4\% | 1.7\% | 0.5\% | 0.3\% | 4.1\% | 2.8\% | 1.8\% | 0.4\% | 0.2\% | 0.2\% | -0.3\% | 0.0\% | 0.0\% | 0.1\% |
| Male | 3.3\% | 2.2\% | 1.6\% | 0.4\% | 0.3\% | 3.3\% | 2.5\% | 1.5\% | 0.3\% | 0.2\% | 0.0\% | -0.3\% | 0.1\% | 0.1\% | 0.1\% |
| Total | 23.1\% | 35.1\% | 29.2\% | 8.4\% | 4.2\% | 22.1\% | 36.5\% | 29.3\% | 8.3\% | 3.8\% | 1.0\% | -1.4\% | -0.1\% | 0.1\% | 0.3\% |
| Female | 12.2\% | 17.7\% | 14.8\% | 4.2\% | 2.0\% | 11.6\% | 18.3\% | 14.8\% | 4.2\% | 1.8\% | 0.5\% | -0.7\% | 0.1\% | 0.1\% | 0.2\% |
| Male | 10.9\% | 17.5\% | 14.3\% | 4.1\% | 2.1\% | 10.4\% | 18.2\% | 14.5\% | 4.1\% | 2.0\% | 0.5\% | -0.7\% | -0.2\% | 0.0\% | 0.1\% |

Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups

| Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West North Central Region2021-03 |  |  |  |  | West North Central Region2019-03 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 14.7\% | 37.1\% | 35.3\% | 9.3\% | 3.5\% | 13.3\% | 37.3\% | 36.6\% | 9.6\% | 3.2\% | 1.5\% | -0.2\% | -1.2\% | -0.3\% | 0.3\% |
| Female | 1.3\% | 4.2\% | 5.3\% | 1.6\% | 1.1\% | 1.0\% | 3.7\% | 5.0\% | 1.4\% | 0.9\% | 0.3\% | 0.5\% | 0.3\% | 0.2\% | 0.2\% |
| Male | 13.4\% | 32.9\% | 30.0\% | 7.7\% | 2.5\% | 12.3\% | 33.7\% | 31.6\% | 8.2\% | 2.3\% | 1.1\% | -0.7\% | -1.6\% | -0.5\% | 0.1\% |
| Manufacturing | 14.0\% | 37.9\% | 35.4\% | 9.7\% | 2.9\% | 13.4\% | 39.2\% | 35.7\% | 9.1\% | 2.7\% | 0.6\% | -1.2\% | -0.2\% | 0.7\% | 0.2\% |
| Female | 4.2\% | 11.4\% | 11.8\% | 3.3\% | 1.1\% | 4.0\% | 11.9\% | 11.9\% | 3.1\% | 1.1\% | 0.2\% | -0.5\% | -0.2\% | 0.2\% | 0.0\% |
| Male | 9.8\% | 26.5\% | 23.7\% | 6.5\% | 1.8\% | 9.4\% | 27.2\% | 23.7\% | 6.0\% | 1.6\% | 0.4\% | -0.7\% | -0.1\% | 0.5\% | 0.2\% |
| Trade | 35.8\% | 29.6\% | 23.2\% | 7.3\% | 4.1\% | 33.8\% | 31.3\% | 23.7\% | 7.3\% | 3.8\% | 2.0\% | -1.7\% | -0.6\% | 0.0\% | 0.3\% |
| Female | 17.9\% | 13.3\% | 11.2\% | 3.7\% | 2.0\% | 17.1\% | 14.3\% | 11.4\% | 3.6\% | 1.8\% | 0.8\% | -1.0\% | -0.2\% | 0.1\% | 0.2\% |
| Male | 18.0\% | 16.2\% | 12.0\% | 3.6\% | 2.1\% | 16.7\% | 17.0\% | 12.4\% | 3.7\% | 2.0\% | 1.2\% | -0.7\% | -0.4\% | -0.1\% | 0.1\% |
| Business Services | 11.8\% | 40.5\% | 34.3\% | 9.4\% | 4.0\% | 12.4\% | 41.4\% | 33.3\% | 9.1\% | 3.7\% | -0.6\% | -0.9\% | 0.9\% | 0.3\% | 0.3\% |
| Female | 5.3\% | 19.1\% | 16.7\% | 4.5\% | 1.9\% | 5.5\% | 18.4\% | 15.6\% | 4.3\% | 1.7\% | -0.1\% | 0.7\% | 1.1\% | 0.2\% | 0.2\% |
| Male | 6.4\% | 21.4\% | 17.6\% | 4.9\% | 2.1\% | 6.9\% | 23.0\% | 17.8\% | 4.8\% | 2.1\% | -0.5\% | -1.6\% | -0.2\% | 0.1\% | 0.1\% |
| Health Care \& Social Assistance | 18.0\% | 39.5\% | 29.9\% | 8.7\% | 3.9\% | 18.0\% | 40.4\% | 29.5\% | 8.5\% | 3.7\% | 0.0\% | -0.9\% | 0.4\% | 0.2\% | 0.3\% |
| Female | 14.9\% | 31.7\% | 23.5\% | 6.7\% | 2.7\% | 14.9\% | 32.7\% | 23.4\% | 6.6\% | 2.6\% | 0.0\% | -0.9\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 3.1\% | 7.8\% | 6.4\% | 2.0\% | 1.3\% | 3.1\% | 7.7\% | 6.1\% | 1.8\% | 1.1\% | 0.0\% | 0.1\% | 0.3\% | 0.1\% | 0.1\% |
| Leisure \& Hospitality | 44.7\% | 27.2\% | 19.4\% | 5.2\% | 3.5\% | 43.3\% | 30.6\% | 18.9\% | 4.4\% | 2.8\% | 1.4\% | -3.4\% | 0.5\% | 0.7\% | 0.7\% |
| Female | 25.3\% | 14.4\% | 10.2\% | 2.7\% | 1.8\% | 24.0\% | 16.1\% | 10.2\% | 2.5\% | 1.4\% | 1.3\% | -1.8\% | -0.1\% | 0.3\% | 0.4\% |
| Male | 19.4\% | 12.8\% | 9.2\% | 2.4\% | 1.8\% | 19.3\% | 14.4\% | 8.7\% | 2.0\% | 1.4\% | 0.1\% | -1.6\% | 0.5\% | 0.4\% | 0.4\% |
| Total | 23.1\% | 35.1\% | 29.2\% | 8.4\% | 4.2\% | 22.1\% | 36.5\% | 29.3\% | 8.3\% | 3.8\% | 1.0\% | -1.4\% | -0.1\% | 0.1\% | 0.3\% |
| Female | 12.2\% | 17.7\% | 14.8\% | 4.2\% | 2.0\% | 11.6\% | 18.3\% | 14.8\% | 4.2\% | 1.8\% | 0.5\% | -0.7\% | 0.1\% | 0.1\% | 0.2\% |
| Male | 10.9\% | 17.5\% | 14.3\% | 4.1\% | 2.1\% | 10.4\% | 18.2\% | 14.5\% | 4.1\% | 2.0\% | 0.5\% | -0.7\% | -0.2\% | 0.0\% | 0.1\% |

Appendix B-5 South Atlantic


Appendix B-5 South Atlantic

| Number of New Hires by Gender and Age Group and Industry Sector in the South Atlantic Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | South Atlantic Region |  |  |  |  | South Atlantic Region |  |  |  |  | Percentage Change 21-Q3/19-Q3 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Health Care and Social Assistance | 41,915 | 158,516 | 139,956 | 39,956 | 16,660 | 35,215 | 146,247 | 131,285 | 36,417 | 13,218 | 19.0\% | 8.4\% | 6.6\% | 9.7\% | 26.0\% |
| Female | 34,330 | 128,147 | 110,881 | 30,716 | 11,367 | 28,635 | 119,288 | 105,682 | 28,220 | 9,170 | 19.9\% | 7.4\% | 4.9\% | 8.8\% | 24.0\% |
| Male | 7,585 | 30,369 | 29,075 | 9,240 | 5,293 | 6,580 | 26,959 | 25,603 | 8,197 | 4,048 | 15.3\% | 12.6\% | 13.6\% | 12.7\% | 30.8\% |
| Leisure \& Hospitality | 268,567 | 205,499 | 147,880 | 42,377 | 24,459 | 224,054 | 195,218 | 121,201 | 28,742 | 16,628 | 19.9\% | 5.3\% | 22.0\% | 47.4\% | 47.1\% |
| Female | 152,542 | 109,117 | 77,080 | 21,697 | 11,596 | 128,450 | 105,734 | 64,743 | 14,722 | 7,854 | 18.8\% | 3.2\% | 19.1\% | 47.4\% | 47.6\% |
| Male | 116,025 | 96,382 | 70,800 | 20,680 | 12,863 | 95,604 | 89,484 | 56,458 | 14,020 | 8,774 | 21.4\% | 7.7\% | 25.4\% | 47.5\% | 46.6\% |
| Other Services (except Public Administration) | 20,430 | 39,025 | 34,674 | 11,940 | 6,220 | 18,108 | 36,630 | 31,561 | 9,728 | 4,661 | 12.8\% | 6.5\% | 9.9\% | 22.7\% | 33.4\% |
| Female | 10,252 | 20,849 | 17,777 | 6,408 | 3,196 | 8,944 | 19,446 | 16,309 | 5,192 | 2,490 | 14.6\% | 7.2\% | 9.0\% | 23.4\% | 28.4\% |
| Male | 10,178 | 18,176 | 16,897 | 5,532 | 3,024 | 9,164 | 17,184 | 15,252 | 4,536 | 2,171 | 11.1\% | 5.8\% | 10.8\% | 22.0\% | 39.3\% |
| Public Administration | 6,535 | 23,345 | 23,719 | 8,963 | 4,639 | 6,314 | 23,168 | 20,097 | 6,086 | 3,403 | 3.5\% | 0.8\% | 18.0\% | 47.3\% | 36.3\% |
| Female | 2,877 | 11,555 | 12,150 | 4,565 | 2,172 | 2,783 | 11,868 | 10,938 | 3,168 | 1,643 | 3.4\% | -2.6\% | 11.1\% | 44.1\% | 32.2\% |
| Male | 3,658 | 11,790 | 11,569 | 4,398 | 2,467 | 3,531 | 11,300 | 9,159 | 2,918 | 1,760 | 3.6\% | 4.3\% | 26.3\% | 50.7\% | 40.2\% |
| Total | 702,654 | 1,314,660 | 1,143,655 | 333,197 | 155,913 | 571,623 | 1,164,009 | 978,556 | 261,948 | 111,836 | 22.9\% | 12.9\% | 16.9\% | 27.2\% | 39.4\% |
| Female | 375,759 | 683,198 | 595,354 | 169,647 | 76,371 | 306,605 | 606,085 | 502,585 | 130,161 | 53,343 | 22.6\% | 12.7\% | 18.5\% | 30.3\% | 43.2\% |
| Male | 326,895 | 631,462 | 548,301 | 163,550 | 79,542 | 265,018 | 557,924 | 475,971 | 131,787 | 58,493 | 23.3\% | 13.2\% | 15.2\% | 24.1\% | 36.0\% |

Change in Distribution of All Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups For Industry Sectors with Signigicant Small Business Presence South Atlantic Region South Atlantic Region

|  | 2021-Q3 |  |  |  |  | 2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.6\% | 1.9\% | 2.0\% | 0.6\% | 0.3\% | 0.7\% | 2.2\% | 2.4\% | 0.6\% | 0.3\% | -0.1\% | -0.3\% | -0.4\% | -0.1\% | 0.0\% |
| Female | 0.1\% | 0.3\% | 0.4\% | 0.1\% | 0.1\% | 0.1\% | 0.3\% | 0.4\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.5\% | 1.6\% | 1.6\% | 0.5\% | 0.2\% | 0.6\% | 1.9\% | 2.0\% | 0.5\% | 0.2\% | -0.1\% | -0.3\% | -0.4\% | -0.1\% | 0.0\% |
| Manufacturing | 0.6\% | 1.9\% | 1.9\% | 0.5\% | 0.2\% | 0.5\% | 1.8\% | 1.8\% | 0.4\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% | 0.1\% | 0.0\% |
| Female | 0.2\% | 0.6\% | 0.7\% | 0.2\% | 0.1\% | 0.2\% | 0.6\% | 0.6\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.3\% | 1.2\% | 0.3\% | 0.1\% | 0.4\% | 1.2\% | 1.2\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% |
| Trade | 5.0\% | 5.4\% | 4.3\% | 1.3\% | 0.7\% | 4.3\% | 5.4\% | 4.0\% | 1.2\% | 0.5\% | 0.7\% | 0.0\% | 0.2\% | 0.2\% | 0.1\% |
| Female | 2.7\% | 2.6\% | 2.1\% | 0.7\% | 0.3\% | 2.4\% | 2.7\% | 2.0\% | 0.6\% | 0.3\% | 0.3\% | -0.1\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 2.3\% | 2.8\% | 2.1\% | 0.7\% | 0.4\% | 1.9\% | 2.7\% | 2.1\% | 0.6\% | 0.3\% | 0.4\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% |
| Business Services | 2.1\% | 8.5\% | 7.4\% | 2.1\% | 0.9\% | 2.2\% | 8.7\% | 7.5\% | 2.0\% | 0.8\% | -0.1\% | -0.2\% | -0.1\% | 0.1\% | 0.1\% |
| Female | 1.0\% | 4.3\% | 3.7\% | 1.0\% | 0.4\% | 1.0\% | 4.1\% | 3.5\% | 0.9\% | 0.3\% | 0.0\% | 0.2\% | 0.2\% | 0.1\% | 0.1\% |
| Male | 1.1\% | 4.3\% | 3.7\% | 1.1\% | 0.5\% | 1.2\% | 4.6\% | 4.0\% | 1.1\% | 0.4\% | -0.1\% | -0.3\% | -0.3\% | 0.0\% | 0.0\% |
| Health Care \& Social Assistance | 1.1\% | 4.3\% | 3.8\% | 1.1\% | 0.5\% | 1.1\% | 4.7\% | 4.3\% | 1.2\% | 0.4\% | 0.0\% | -0.4\% | -0.4\% | -0.1\% | 0.0\% |
| Female | 0.9\% | 3.5\% | 3.0\% | 0.8\% | 0.3\% | 0.9\% | 3.9\% | 3.4\% | 0.9\% | 0.3\% | 0.0\% | -0.4\% | -0.4\% | -0.1\% | 0.0\% |
| Male | 0.2\% | 0.8\% | 0.8\% | 0.3\% | 0.1\% | 0.2\% | 0.9\% | 0.8\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 7.4\% | 5.6\% | 4.1\% | 1.2\% | 0.7\% | 7.3\% | 6.3\% | 3.9\% | 0.9\% | 0.5\% | 0.1\% | -0.7\% | 0.1\% | 0.2\% | 0.1\% |
| Female | 4.2\% | 3.0\% | 2.1\% | 0.6\% | 0.3\% | 4.2\% | 3.4\% | 2.1\% | 0.5\% | 0.3\% | 0.0\% | -0.4\% | 0.0\% | 0.1\% | 0.1\% |
| Male | 3.2\% | 2.6\% | 1.9\% | 0.6\% | 0.4\% | 3.1\% | 2.9\% | 1.8\% | 0.5\% | 0.3\% | 0.1\% | -0.3\% | 0.1\% | 0.1\% | 0.1\% |
| Total | 19.3\% | 36.0\% | 31.3\% | 9.1\% | 4.3\% | 18.5\% | 37.7\% | 31.7\% | 8.5\% | 3.6\% | 0.7\% | -1.7\% | -0.4\% | 0.6\% | 0.6\% |
| Female | 10.3\% | 18.7\% | 16.3\% | 4.6\% | 2.1\% | 9.9\% | 19.6\% | 16.3\% | 4.2\% | 1.7\% | 0.4\% | -0.9\% | 0.0\% | 0.4\% | 0.4\% |
| Male | 9.0\% | 17.3\% | 15.0\% | 4.5\% | 2.2\% | 8.6\% | 18.1\% | 15.4\% | 4.3\% | 1.9\% | 0.4\% | -0.8\% | -0.4\% | 0.2\% | 0.3\% |


| Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | South Atlantic Region2021-Q3 |  |  |  |  | South Atlantic Region |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 11.9\% | 35.1\% | 37.4\% | 10.9\% | 4.7\% | 11.3\% | 35.3\% | 38.9\% | 10.4\% | 4.1\% | 0.6\% | -0.2\% | -1.5\% | 0.5\% | 0.6\% |
| Female | 1.9\% | 6.0\% | 7.8\% | 2.3\% | 1.6\% | 1.6\% | 5.6\% | 7.1\% | 2.0\% | 1.4\% | 0.2\% | 0.4\% | 0.7\% | 0.3\% | 0.3\% |
| Male | 10.0\% | 29.1\% | 29.6\% | 8.5\% | 3.1\% | 9.7\% | 29.8\% | 31.8\% | 8.4\% | 2.7\% | 0.3\% | -0.6\% | -2.1\% | 0.2\% | 0.3\% |
| Manufacturing | 12.1\% | 36.7\% | 37.6\% | 10.4\% | 3.2\% | 11.5\% | 38.6\% | 37.7\% | 9.5\% | 2.7\% | 0.7\% | -1.8\% | -0.2\% | 0.9\% | 0.5\% |
| Female | 4.0\% | 11.6\% | 13.0\% | 3.5\% | 1.2\% | 3.8\% | 12.6\% | 13.0\% | 3.1\% | 1.0\% | 0.2\% | -1.0\% | 0.0\% | 0.4\% | 0.2\% |
| Male | 8.1\% | 25.1\% | 24.6\% | 6.9\% | 2.0\% | 7.7\% | 25.9\% | 24.7\% | 6.5\% | 1.7\% | 0.5\% | -0.8\% | -0.2\% | 0.4\% | 0.3\% |
| Trade | 29.7\% | 32.5\% | 25.5\% | 8.1\% | 4.1\% | 27.8\% | 34.8\% | 26.2\% | 7.6\% | 3.5\% | 1.9\% | -2.3\% | -0.7\% | 0.5\% | 0.6\% |
| Female | 15.9\% | 15.5\% | 12.7\% | 4.1\% | 2.0\% | 15.3\% | 17.2\% | 12.8\% | 3.7\% | 1.6\% | 0.6\% | -1.7\% | -0.1\% | 0.4\% | 0.4\% |
| Male | 13.8\% | 16.9\% | 12.9\% | 4.0\% | 2.2\% | 12.6\% | 17.6\% | 13.4\% | 3.9\% | 1.9\% | 1.2\% | -0.6\% | -0.5\% | 0.1\% | 0.3\% |
| Business Services | 9.8\% | 40.7\% | 35.3\% | 9.9\% | 4.3\% | 10.4\% | 41.2\% | 35.3\% | 9.4\% | 3.7\% | -0.5\% | -0.5\% | 0.0\% | 0.4\% | 0.6\% |
| Female | 4.8\% | 20.3\% | 17.5\% | 4.7\% | 2.0\% | 4.8\% | 19.4\% | 16.5\% | 4.2\% | 1.6\% | 0.0\% | 0.9\% | 1.0\% | 0.5\% | 0.4\% |
| Male | 5.1\% | 20.4\% | 17.8\% | 5.2\% | 2.3\% | 5.6\% | 21.8\% | 18.9\% | 5.2\% | 2.1\% | -0.5\% | -1.4\% | -1.0\% | 0.0\% | 0.2\% |
| Health Care \& Social Assistance | 10.6\% | 39.9\% | 35.3\% | 10.1\% | 4.2\% | 9.7\% | 40.4\% | 36.2\% | 10.0\% | 3.6\% | 0.8\% | -0.4\% | -1.0\% | 0.0\% | 0.5\% |
| Female | 8.6\% | 32.3\% | 27.9\% | 7.7\% | 2.9\% | 7.9\% | 32.9\% | 29.2\% | 7.8\% | 2.5\% | 0.7\% | -0.6\% | -1.2\% | -0.1\% | 0.3\% |
| Male | 1.9\% | 7.6\% | 7.3\% | 2.3\% | 1.3\% | 1.8\% | 7.4\% | 7.1\% | 2.3\% | 1.1\% | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.2\% |
| Leisure \& Hospitality | 39.0\% | 29.8\% | 21.5\% | 6.2\% | 3.6\% | 38.2\% | 33.3\% | 20.7\% | 4.9\% | 2.8\% | 0.7\% | -3.5\% | 0.8\% | 1.2\% | 0.7\% |
| Female | 22.1\% | 15.8\% | 11.2\% | 3.2\% | 1.7\% | 21.9\% | 18.0\% | 11.1\% | 2.5\% | 1.3\% | 0.2\% | -2.2\% | 0.1\% | 0.6\% | 0.3\% |
| Male | 16.8\% | 14.0\% | 10.3\% | 3.0\% | 1.9\% | 16.3\% | 15.3\% | 9.6\% | 2.4\% | 1.5\% | 0.5\% | -1.3\% | 0.6\% | 0.6\% | 0.4\% |
| Total | 19.3\% | 36.0\% | 31.3\% | 9.1\% | 4.3\% | 18.5\% | 37.7\% | 31.7\% | 8.5\% | 3.6\% | 0.7\% | -1.7\% | -0.4\% | 0.6\% | 0.6\% |
| Female | 10.3\% | 18.7\% | 16.3\% | 4.6\% | 2.1\% | 9.9\% | 19.6\% | 16.3\% | 4.2\% | 1.7\% | 0.4\% | -0.9\% | 0.0\% | 0.4\% | 0.4\% |
| Male | 9.0\% | 17.3\% | 15.0\% | 4.5\% | 2.2\% | 8.6\% | 18.1\% | 15.4\% | 4.3\% | 1.9\% | 0.4\% | -0.8\% | -0.4\% | 0.2\% | 0.3\% |



Appendix B-6 East South Central


|  Change in Distribution of All Hires Betwee <br>  East South Central Region, 2021-Q3 |  |  |  |  |  | nd 21 | y Gen | A Age | , | stry S | with Si | cant Sm | Busines | Presence |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | East South Central Region,, 2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
|  |  |  |  |  |  | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.7\% | 1.7\% | 1.6\% | 0.4\% | 0.2\% | 0.7\% | 2.0\% | 2.1\% | 0.5\% | 0.2\% | -0.1\% | -0.3\% | -0.5\% | -0.1\% | 0.0\% |
| Female | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.0\% | 0.1\% | 0.2\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.6\% | 1.5\% | 1.4\% | 0.3\% | 0.1\% | 0.7\% | 1.8\% | 1.8\% | 0.4\% | 0.1\% | -0.1\% | -0.3\% | -0.4\% | -0.1\% | 0.0\% |
| Manufacturing | 1.3\% | 3.6\% | 3.3\% | 0.7\% | 0.2\% | 1.3\% | 3.7\% | 3.3\% | 0.6\% | 0.2\% | 0.0\% | -0.1\% | 0.1\% | 0.1\% | 0.0\% |
| Female | 0.4\% | 1.0\% | 1.1\% | 0.2\% | 0.1\% | 0.4\% | 1.1\% | 1.1\% | 0.2\% | 0.1\% | 0.0\% | -0.1\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.9\% | 2.5\% | 2.2\% | 0.5\% | 0.1\% | 0.9\% | 2.5\% | 2.2\% | 0.4\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Trade | 5.4\% | 5.7\% | 4.3\% | 1.1\% | 0.6\% | 4.8\% | 5.6\% | 4.1\% | 1.0\% | 0.5\% | 0.6\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Female | 2.9\% | 2.8\% | 2.3\% | 0.6\% | 0.3\% | 2.6\% | 2.9\% | 2.2\% | 0.5\% | 0.2\% | 0.3\% | -0.1\% | 0.1\% | 0.1\% | 0.0\% |
| Male | 2.5\% | 2.9\% | 2.0\% | 0.5\% | 0.3\% | 2.2\% | 2.8\% | 1.9\% | 0.5\% | 0.3\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% |
| Business Services | 2.4\% | 7.5\% | 5.9\% | 1.4\% | 0.6\% | 2.9\% | 8.5\% | 6.5\% | 1.4\% | 0.5\% | -0.6\% | -1.0\% | -0.5\% | -0.1\% | 0.0\% |
| Female | 1.1\% | 3.5\% | 2.9\% | 0.7\% | 0.3\% | 1.3\% | 3.8\% | 3.0\% | 0.6\% | 0.2\% | -0.2\% | -0.3\% | -0.1\% | 0.0\% | 0.0\% |
| Male | 1.3\% | 3.9\% | 3.0\% | 0.7\% | 0.3\% | 1.6\% | 4.7\% | 3.5\% | 0.8\% | 0.3\% | -0.3\% | -0.8\% | -0.4\% | -0.1\% | 0.0\% |
| Health Care and Social Assistance | 1.5\% | 5.7\% | 5.1\% | 1.5\% | 0.5\% | 1.6\% | 4.7\% | 3.5\% | 0.8\% | 0.3\% | -0.1\% | 1.0\% | 1.6\% | 0.7\% | 0.2\% |
| Female | 1.3\% | 4.7\% | 4.2\% | 1.2\% | 0.4\% | 1.3\% | 3.9\% | 2.9\% | 0.6\% | 0.2\% | 0.0\% | 0.8\% | 1.3\% | 0.5\% | 0.1\% |
| Male | 0.2\% | 0.9\% | 1.0\% | 0.3\% | 0.2\% | 0.2\% | 0.8\% | 0.6\% | 0.2\% | 0.1\% | 0.0\% | 0.2\% | 0.3\% | 0.1\% | 0.1\% |
| Leisure \& Hospitality | 7.1\% | 4.9\% | 3.4\% | 0.8\% | 0.5\% | 7.8\% | 6.2\% | 3.7\% | 0.7\% | 0.4\% | -0.7\% | -1.2\% | -0.2\% | 0.1\% | 0.1\% |
| Female | 4.1\% | 2.8\% | 2.0\% | 0.4\% | 0.2\% | 4.5\% | 3.5\% | 2.1\% | 0.4\% | 0.2\% | -0.4\% | -0.8\% | -0.2\% | 0.1\% | 0.0\% |
| Male | 3.0\% | 2.2\% | 1.5\% | 0.3\% | 0.2\% | 3.2\% | 2.6\% | 1.5\% | 0.3\% | 0.2\% | -0.3\% | -0.5\% | -0.1\% | 0.0\% | 0.0\% |
| Total | 21.3\% | 37.2\% | 30.6\% | 7.6\% | 3.3\% | 22.0\% | 38.5\% | 29.8\% | 6.8\% | 2.8\% | -0.7\% | -1.3\% | 0.8\% | 0.8\% | 0.5\% |
| Female | 11.2\% | 19.2\% | 16.4\% | 4.0\% | 1.7\% | 11.6\% | 19.5\% | 15.1\% | 3.2\% | 1.3\% | -0.4\% | -0.2\% | 1.4\% | 0.8\% | 0.3\% |
| Male | 10.1\% | 18.0\% | 14.2\% | 3.6\% | 1.6\% | 10.5\% | 19.0\% | 14.8\% | 3.6\% | 1.5\% | -0.3\% | -1.1\% | -0.6\% | 0.0\% | 0.1\% |
| Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $\begin{array}{ll}\text { East South Central Region } & \text { East South Cen } \\ \text { 2021-Q3 } & \\ \text { 2019-03 }\end{array}$ |  |  |  |  |  |  |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 14.4\% | 37.6\% | 35.4\% | 9.1\% | 3.5\% | 13.6\% | 36.6\% | 37.8\% | 9.1\% | 2.9\% | 0.9\% | 1.0\% | -2.4\% | -0.1\% | 0.6\% |
| Female | 1.2\% | 4.1\% | 5.0\% | 1.5\% | 0.9\% | 1.1\% | 3.5\% | 4.8\% | 1.2\% | 0.7\% | 0.1\% | 0.6\% | 0.1\% | 0.4\% | 0.2\% |
| Male | 13.2\% | 33.5\% | 30.5\% | 7.5\% | 2.6\% | 12.5\% | 33.1\% | 33.0\% | 7.9\% | 2.2\% | 0.8\% | 0.4\% | -2.5\% | -0.4\% | 0.4\% |
| Manufacturing | 14.1\% | 39.2\% | 36.8\% | 7.7\% | 2.1\% | 14.2\% | 40.6\% | 36.3\% | 7.2\% | 1.7\% | -0.1\% | -1.3\% | 0.4\% | 0.5\% | 0.4\% |
| Female | 4.1\% | 11.4\% | 12.4\% | 2.6\% | 0.8\% | 4.2\% | 12.4\% | 12.0\% | 2.2\% | 0.6\% | -0.1\% | -1.0\% | 0.4\% | 0.4\% | 0.2\% |
| Male | 10.0\% | 27.8\% | 24.4\% | 5.2\% | 1.3\% | 10.0\% | 28.1\% | 24.3\% | 5.0\% | 1.1\% | 0.0\% | -0.3\% | 0.1\% | 0.2\% | 0.2\% |
| Trade | 31.5\% | 33.5\% | 25.1\% | 6.6\% | 3.3\% | 29.9\% | 35.1\% | 25.5\% | 6.5\% | 3.0\% | 1.6\% | -1.6\% | -0.4\% | 0.1\% | 0.3\% |
| Female | 16.9\% | 16.4\% | 13.5\% | 3.5\% | 1.6\% | 16.3\% | 17.8\% | 13.5\% | 3.3\% | 1.4\% | 0.7\% | -1.4\% | 0.0\% | 0.2\% | 0.2\% |
| Male | 14.6\% | 17.2\% | 11.6\% | 3.2\% | 1.7\% | 13.6\% | 17.3\% | 12.0\% | 3.3\% | 1.6\% | 0.9\% | -0.2\% | -0.4\% | -0.1\% | 0.1\% |
| Business Services | 13.5\% | 42.0\% | 33.3\% | 7.9\% | 3.4\% | 14.8\% | 42.7\% | 32.5\% | 7.3\% | 2.7\% | -1.3\% | -0.7\% | 0.8\% | 0.6\% | 0.6\% |
| Female | 6.1\% | 19.8\% | 16.4\% | 3.7\% | 1.5\% | 6.5\% | 19.0\% | 15.1\% | 3.2\% | 1.2\% | -0.5\% | 0.8\% | 1.2\% | 0.5\% | 0.3\% |
| Male | 7.4\% | 22.2\% | 17.0\% | 4.1\% | 1.8\% | 8.3\% | 23.7\% | 17.4\% | 4.1\% | 1.6\% | -0.9\% | -1.6\% | -0.4\% | 0.0\% | 0.3\% |
| Health Care and Social Assistance | 10.7\% | 39.6\% | 35.8\% | 10.3\% | 3.7\% | 14.4\% | 43.0\% | 32.2\% | 7.4\% | 3.0\% | -3.8\% | -3.4\% | 3.5\% | 3.0\% | 0.7\% |
| Female | 9.1\% | 33.0\% | 29.1\% | 8.1\% | 2.6\% | 12.3\% | 36.0\% | 26.4\% | 5.8\% | 2.1\% | -3.2\% | -3.0\% | 2.7\% | 2.3\% | 0.5\% |
| Male | 1.6\% | 6.5\% | 6.6\% | 2.2\% | 1.1\% | 2.2\% | 7.0\% | 5.8\% | 1.6\% | 0.9\% | -0.6\% | -0.5\% | 0.8\% | 0.6\% | 0.1\% |
| Leisure \& Hospitality | 42.5\% | 29.7\% | 20.5\% | 4.5\% | 2.7\% | 41.7\% | 33.0\% | 19.6\% | 3.6\% | 2.1\% | 0.8\% | -3.4\% | 0.9\% | 0.9\% | 0.7\% |
| Female | 24.6\% | 16.6\% | 11.8\% | 2.5\% | 1.4\% | 24.3\% | 19.0\% | 11.4\% | 1.9\% | 1.0\% | 0.3\% | -2.3\% | 0.3\% | 0.6\% | 0.4\% |
| Male | 17.9\% | 13.0\% | 8.7\% | 2.0\% | 1.3\% | 17.4\% | 14.1\% | 8.2\% | 1.7\% | 1.0\% | 0.5\% | -1.1\% | 0.6\% | 0.3\% | 0.3\% |
| Total | 21.3\% | 37.2\% | 30.6\% | 7.6\% | 3.3\% | 22.0\% | 38.5\% | 29.8\% | 6.8\% | 2.8\% | -0.7\% | -1.3\% | 0.8\% | 0.8\% | 0.5\% |
| Female | 11.2\% | 19.2\% | 16.4\% | 4.0\% | 1.7\% | 11.6\% | 19.5\% | 15.1\% | 3.2\% | 1.3\% | -0.4\% | -0.2\% | 1.4\% | 0.8\% | 0.3\% |
| Male | 10.1\% | 18.0\% | 14.2\% | 3.6\% | 1.6\% | 10.5\% | 19.0\% | 14.8\% | 3.6\% | 1.5\% | -0.3\% | -1.1\% | -0.6\% | 0.0\% | 0.1\% |



Appendix B-7 West South Central

| Number of New Hires by Gender and Age Group and Industry Sector in the West South Central Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | West South Central Region |  |  |  |  | West South Central Region 2019-Q3 |  |  |  |  | Percentage Change 21-Q3/19-Q3 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | $65+$ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | $65+$ |
| Health Care and Social Assistance | 25,588 | 94,952 | 84,145 | 21,608 | 9,914 | 23,234 | 85,849 | 76,617 | 19,614 | 8,579 | 10.1\% | 10.6\% | 9.8\% | 10.2\% | 15.6\% |
| Female | 21,247 | 77,162 | 66,444 | 16,720 | 6,819 | 19,236 | 70,238 | 61,347 | 15,337 | 6,045 | 10.5\% | 9.9\% | 8.3\% | 9.0\% | 12.8\% |
| Male | 4,341 | 17,790 | 17,701 | 4,888 | 3,095 | 3,998 | 15,611 | 15,270 | 4,277 | 2,534 | 8.6\% | 14.0\% | 15.9\% | 14.3\% | 22.1\% |
| Leisure \& Hospitality | 153,270 | 107,191 | 78,288 | 20,421 | 14,550 | 137,313 | 105,945 | 68,141 | 15,097 | 10,883 | 11.6\% | 1.2\% | 14.9\% | 35.3\% | 33.7\% |
| Female | 84,812 | 55,760 | 40,801 | 10,530 | 7,011 | 76,157 | 56,312 | 36,607 | 7,849 | 5,220 | 11.4\% | -1.0\% | 11.5\% | 34.2\% | 34.3\% |
| Male | 68,458 | 51,431 | 37,487 | 9,891 | 7,539 | 61,156 | 49,633 | 31,534 | 7,248 | 5,663 | 11.9\% | 3.6\% | 18.9\% | 36.5\% | 33.1\% |
| Other Services (except Public Administration) | 12,433 | 21,783 | 19,072 | 5,371 | 2,781 | 11,542 | 20,198 | 18,738 | 6,088 | 3,188 | 7.7\% | 7.8\% | 1.8\% | -11.8\% | -12.8\% |
| Female | 5,919 | 10,344 | 8,907 | 2,574 | 1,341 | 5,528 | 9,741 | 9,392 | 3,647 | 1,966 | 7.1\% | 6.2\% | -5.2\% | -29.4\% | -31.8\% |
| Male | 6,514 | 11,439 | 10,165 | 2,797 | 1,440 | 6,014 | 10,457 | 9,346 | 2,441 | 1,222 | 8.3\% | 9.4\% | 8.8\% | 14.6\% | 17.8\% |
| Public Administration | 3,025 | 9,842 | 8,809 | 2,578 | 1,145 | 3,067 | 9,785 | 8,524 | 2,373 | 1,023 | -1.4\% | 0.6\% | 3.3\% | 8.6\% | 11.9\% |
| Female | 1,354 | 4,741 | 4,665 | 1,283 | 504 | 1,317 | 4,957 | 4,626 | 1,189 | 428 | 2.8\% | -4.4\% | 0.8\% | 7.9\% | 17.8\% |
| Male | 1,671 | 5,101 | 4,144 | 1,295 | 641 | 1,750 | 4,828 | 3,898 | 1,184 | 595 | -4.5\% | 5.7\% | 6.3\% | 9.4\% | 7.7\% |
| Total | 423,169 | 798,629 | 692,141 | 174,434 | 86,100 | 366,714 | 712,314 | 601,171 | 146,824 | 68,371 | 15.4\% | 12.1\% | 15.1\% | 18.8\% | 25.9\% |
| Female | 220,063 | 398,024 | 347,435 | 84,796 | 41,322 | 187,507 | 350,670 | 294,976 | 70,484 | 32,653 | 17.4\% | 13.5\% | 17.8\% | 20.3\% | 26.5\% |
| Male | 203,106 | 400,605 | 344,706 | 89,638 | 44,778 | 179,207 | 361,644 | 306,195 | 76,340 | 35,718 | 13.3\% | 10.8\% | 12.6\% | 17.4\% | 25.4\% |

Change in Distribution of All Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups For Industry Sectors with Signigicant Small Business Presence West South Central Region West South Central Region

| West South Central Region 2021-Q3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | West South Central Region 2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.7\% | 2.5\% | 2.5\% | 0.6\% | 0.3\% | 1.0\% | 3.1\% | 3.0\% | 0.7\% | 0.3\% | -0.2\% | -0.6\% | -0.5\% | -0.1\% | 0.0\% |
| Female | 0.1\% | 0.4\% | 0.5\% | 0.1\% | 0.1\% | 0.1\% | 0.4\% | 0.5\% | 0.1\% | 0.1\% | 0.0\% | -0.1\% | -0.1\% | 0.0\% | 0.0\% |
| Male | 0.6\% | 2.1\% | 2.0\% | 0.5\% | 0.2\% | 0.8\% | 2.6\% | 2.4\% | 0.6\% | 0.2\% | -0.2\% | -0.5\% | -0.5\% | -0.1\% | 0.0\% |
| Manufacturing | 0.6\% | 1.8\% | 1.8\% | 0.5\% | 0.2\% | 0.6\% | 1.8\% | 1.8\% | 0.4\% | 0.1\% | 0.0\% | -0.1\% | 0.1\% | 0.1\% | 0.0\% |
| Female | 0.2\% | 0.5\% | 0.6\% | 0.1\% | 0.1\% | 0.2\% | 0.5\% | 0.5\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.3\% | 1.3\% | 0.3\% | 0.1\% | 0.4\% | 1.3\% | 1.2\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Trade | 5.1\% | 5.6\% | 4.2\% | 1.1\% | 0.6\% | 4.5\% | 5.3\% | 4.0\% | 1.0\% | 0.5\% | 0.6\% | 0.3\% | 0.3\% | 0.1\% | 0.1\% |
| Female | 2.7\% | 2.6\% | 2.0\% | 0.5\% | 0.3\% | 2.4\% | 2.5\% | 1.9\% | 0.5\% | 0.2\% | 0.3\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Male | 2.4\% | 3.0\% | 2.2\% | 0.6\% | 0.3\% | 2.1\% | 2.8\% | 2.1\% | 0.5\% | 0.3\% | 0.3\% | 0.2\% | 0.1\% | 0.0\% | 0.0\% |
| Business Services | 1.9\% | 8.0\% | 7.0\% | 1.7\% | 0.8\% | 2.0\% | 7.5\% | 6.4\% | 1.5\% | 0.7\% | -0.1\% | 0.5\% | 0.6\% | 0.1\% | 0.1\% |
| Female | 0.9\% | 3.8\% | 3.3\% | 0.8\% | 0.3\% | 0.9\% | 3.3\% | 2.8\% | 0.7\% | 0.3\% | 0.0\% | 0.5\% | 0.5\% | 0.1\% | 0.1\% |
| Male | 1.0\% | 4.2\% | 3.6\% | 0.9\% | 0.4\% | 1.1\% | 4.1\% | 3.6\% | 0.9\% | 0.4\% | -0.1\% | 0.0\% | 0.1\% | 0.0\% | 0.0\% |
| Health Care \& Social Assistance | 1.2\% | 4.4\% | 3.9\% | 1.0\% | 0.5\% | 1.2\% | 4.5\% | 4.0\% | 1.0\% | 0.5\% | 0.0\% | -0.2\% | -0.2\% | 0.0\% | 0.0\% |
| Female | 1.0\% | 3.5\% | 3.1\% | 0.8\% | 0.3\% | 1.0\% | 3.7\% | 3.2\% | 0.8\% | 0.3\% | 0.0\% | -0.2\% | -0.2\% | 0.0\% | 0.0\% |
| Male | 0.2\% | 0.8\% | 0.8\% | 0.2\% | 0.1\% | 0.2\% | 0.8\% | 0.8\% | 0.2\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 7.0\% | 4.9\% | 3.6\% | 0.9\% | 0.7\% | 7.2\% | 5.6\% | 3.6\% | 0.8\% | 0.6\% | -0.2\% | -0.7\% | 0.0\% | 0.1\% | 0.1\% |
| Female | 3.9\% | 2.6\% | 1.9\% | 0.5\% | 0.3\% | 4.0\% | 3.0\% | 1.9\% | 0.4\% | 0.3\% | -0.1\% | -0.4\% | -0.1\% | 0.1\% | 0.0\% |
| Male | 3.1\% | 2.4\% | 1.7\% | 0.5\% | 0.3\% | 3.2\% | 2.6\% | 1.7\% | 0.4\% | 0.3\% | -0.1\% | -0.3\% | 0.1\% | 0.1\% | 0.0\% |
| Total | 19.5\% | 36.7\% | 31.8\% | 8.0\% | 4.0\% | 19.3\% | 37.6\% | 31.7\% | 7.7\% | 3.6\% | 0.1\% | -0.9\% | 0.1\% | 0.3\% | 0.4\% |
| Female | 10.1\% | 18.3\% | 16.0\% | 3.9\% | 1.9\% | 9.9\% | 18.5\% | 15.6\% | 3.7\% | 1.7\% | 0.2\% | -0.2\% | 0.4\% | 0.2\% | 0.2\% |
| Male | 9.3\% | 18.4\% | 15.9\% | 4.1\% | 2.1\% | 9.5\% | 19.1\% | 16.2\% | 4.0\% | 1.9\% | -0.1\% | -0.7\% | -0.3\% | 0.1\% | 0.2\% |

## Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups



Appendix B-8 Mountain

| Number of New Hires by Gender and Age Group and Industry Sector in the Mountain Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mountain Region |  |  |  |  | Mountain Region |  |  |  |  |  |  |  |  |  |
|  | 2021-Q3 |  |  |  |  | 2019-Q3 |  |  |  |  | Percentage Change 21-Q3/19-Q3 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Agriculture, Forestry, Fishing and Hunting | 2,523 | 5,189 | 5,493 | 2,420 | 1,772 | 2,760 | 5,658 | 6,210 | 2,793 | 1,897 | -8.6\% | -8.3\% | -11.5\% | -13.4\% | -6.6\% |
| Female | 902 | 1,848 | 2,320 | 864 | 542 | 922 | 1,920 | 2,456 | 952 | 561 | -2.2\% | -3.8\% | -5.5\% | -9.2\% | -3.4\% |
| Male | 1,621 | 3,341 | 3,173 | 1,556 | 1,230 | 1,838 | 3,738 | 3,754 | 1,841 | 1,336 | -11.8\% | -10.6\% | -15.5\% | -15.5\% | -7.9\% |
| Mining, Quarrying, and Oil and Gas Extraction | 922 | 3,851 | 4,318 | 962 | 388 | 1,074 | 4,649 | 4,643 | 1,080 | 335 | -14.2\% | -17.2\% | -7.0\% | -10.9\% | 15.8\% |
| Female | 109 | 454 | 669 | 184 | 121 | 117 | 545 | 752 | 202 | 112 | -6.8\% | -16.7\% | -11.0\% | -8.9\% | 8.0\% |
| Male | 813 | 3,397 | 3,649 | 778 | 267 | 957 | 4,104 | 3,891 | 878 | 223 | -15.0\% | -17.2\% | -6.2\% | -11.4\% | 19.7\% |
| Utilities | 227 | 1,029 | 1,119 | 320 | 122 | 193 | 859 | 883 | 221 | 81 | 17.6\% | 19.8\% | 26.7\% | 44.8\% | 50.6\% |
| Female | 59 | 286 | 320 | 91 | 40 | 55 | 211 | 260 | 64 | 26 | 7.3\% | 35.5\% | 23.1\% | 42.2\% | 53.8\% |
| Male | 168 | 743 | 799 | 229 | 82 | 138 | 648 | 623 | 157 | 55 | 21.7\% | 14.7\% | 28.3\% | 45.9\% | 49.1\% |
| Construction | 14,596 | 37,337 | 39,157 | 10,629 | 5,119 | 13,553 | 37,815 | 39,311 | 10,193 | 4,548 | 7.7\% | -1.3\% | -0.4\% | 4.3\% | 12.6\% |
| Female | 2,027 | 5,576 | 7,755 | 2,301 | 1,770 | 1,715 | 5,171 | 6,967 | 1,940 | 1,530 | 18.2\% | 7.8\% | 11.3\% | 18.6\% | 15.7\% |
| Male | 12,569 | 31,761 | 31,402 | 8,328 | 3,349 | 11,838 | 32,644 | 32,344 | 8,253 | 3,018 | 6.2\% | -2.7\% | -2.9\% | 0.9\% | 11.0\% |
| Manufacturing | 10,301 | 25,637 | 23,657 | 6,790 | 2,696 | 7,911 | 21,314 | 19,556 | 5,364 | 1,887 | 30.2\% | 20.3\% | 21.0\% | 26.6\% | 42.9\% |
| Female | 3,648 | 8,010 | 8,170 | 2,384 | 1,062 | 2,702 | 6,598 | 6,591 | 1,838 | 734 | 35.0\% | 21.4\% | 24.0\% | 29.7\% | 44.7\% |
| Male | 6,653 | 17,627 | 15,487 | 4,406 | 1,634 | 5,209 | 14,716 | 12,965 | 3,526 | 1,153 | 27.7\% | 19.8\% | 19.5\% | 25.0\% | 41.7\% |
| Trade | 73,325 | 77,156 | 61,101 | 18,926 | 10,913 | 54,679 | 64,007 | 49,387 | 14,652 | 7,622 | 34.1\% | 20.5\% | 23.7\% | 29.2\% | 43.2\% |
| Female | 36,977 | 33,898 | 28,730 | 9,534 | 5,337 | 27,545 | 28,222 | 22,902 | 7,083 | 3,527 | 34.2\% | 20.1\% | 25.4\% | 34.6\% | 51.3\% |
| Male | 36,348 | 43,258 | 32,371 | 9,392 | 5,576 | 27,134 | 35,785 | 26,485 | 7,569 | 4,095 | 34.0\% | 20.9\% | 22.2\% | 24.1\% | 36.2\% |
| Transportation and Warehousing | 14,773 | 28,006 | 22,561 | 6,625 | 3,218 | 7,568 | 18,039 | 17,210 | 5,203 | 2,077 | 95.2\% | 55.3\% | 31.1\% | 27.3\% | 54.9\% |
| Female | 5,529 | 9,430 | 8,105 | 2,246 | 1,030 | 2,431 | 5,609 | 5,636 | 1,501 | 606 | 127.4\% | 68.1\% | 43.8\% | 49.6\% | 70.0\% |
| Male | 9,244 | 18,576 | 14,456 | 4,379 | 2,188 | 5,137 | 12,430 | 11,574 | 3,702 | 1,471 | 79.9\% | 49.4\% | 24.9\% | 18.3\% | 48.7\% |
| Information | 3,012 | 10,366 | 9,230 | 2,256 | 1,088 | 2,618 | 8,442 | 6,773 | 1,571 | 799 | 15.0\% | 22.8\% | 36.3\% | 43.6\% | 36.2\% |
| Female | 1,426 | 4,254 | 3,522 | 874 | 420 | 1,238 | 3,369 | 2,496 | 618 | 306 | 15.2\% | 26.3\% | 41.1\% | 41.4\% | 37.3\% |
| Male | 1,586 | 6,112 | 5,708 | 1,382 | 668 | 1,380 | 5,073 | 4,277 | 953 | 493 | 14.9\% | 20.5\% | 33.5\% | 45.0\% | 35.5\% |
| Finance and Insurance | 3,086 | 17,318 | 15,263 | 3,710 | 1,366 | 3,550 | 16,100 | 14,852 | 3,533 | 1,207 | -13.1\% | 7.6\% | 2.8\% | 5.0\% | 13.2\% |
| Female | 1,968 | 9,452 | 8,795 | 2,244 | 696 | 2,290 | 9,065 | 8,563 | 2,187 | 610 | -14.1\% | 4.3\% | 2.7\% | 2.6\% | 14.1\% |
| Male | 1,118 | 7,866 | 6,468 | 1,466 | 670 | 1,260 | 7,035 | 6,289 | 1,346 | 597 | -11.3\% | 11.8\% | 2.8\% | 8.9\% | 12.2\% |
| Real Estate and Rental and Leasing | 2,937 | 8,954 | 9,461 | 2,962 | 1,457 | 2,370 | 7,667 | 7,768 | 2,436 | 1,087 | 23.9\% | 16.8\% | 21.8\% | 21.6\% | 34.0\% |
| Female | 1,267 | 4,143 | 4,401 | 1,345 | 627 | 1,063 | 3,521 | 3,598 | 1,068 | 472 | 19.2\% | 17.7\% | 22.3\% | 25.9\% | 32.8\% |
| Male | 1,670 | 4,811 | 5,060 | 1,617 | 830 | 1,307 | 4,146 | 4,170 | 1,368 | 615 | 27.8\% | 16.0\% | 21.3\% | 18.2\% | 35.0\% |
| Business Services | 29,138 | 104,027 | 92,282 | 26,591 | 13,019 | 29,568 | 92,847 | 81,047 | 22,556 | 10,072 | -1.5\% | 12.0\% | 13.9\% | 17.9\% | 29.3\% |
| Female | 13,523 | 47,275 | 42,272 | 12,417 | 5,900 | 13,529 | 40,104 | 35,864 | 10,163 | 4,372 | 0.0\% | 17.9\% | 17.9\% | 22.2\% | 34.9\% |
| Male | 15,615 | 56,752 | 50,010 | 14,174 | 7,119 | 16,039 | 52,743 | 45,183 | 12,393 | 5,700 | -2.6\% | 7.6\% | 10.7\% | 14.4\% | 24.9\% |
| Educational Services | 9,305 | 33,070 | 35,751 | 9,782 | 5,866 | 9,371 | 34,697 | 37,509 | 10,921 | 5,401 | -0.7\% | -4.7\% | -4.7\% | -10.4\% | 8.6\% |
| Female | 6,449 | 23,281 | 25,498 | 6,547 | 3,275 | 6,244 | 24,523 | 26,682 | 7,172 | 2,883 | 3.3\% | -5.1\% | -4.4\% | -8.7\% | 13.6\% |
| Male | 2,856 | 9,789 | 10,253 | 3,235 | 2,591 | 3,127 | 10,174 | 10,827 | 3,749 | 2,518 | -8.7\% | -3.8\% | -5.3\% | -13.7\% | 2.9\% |

Appendix B-8 Mountain

| Number of New Hires by Gender and Age Group and Industry Sector in the Mountain Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mountain Region |  |  |  |  | Mountain Region |  |  |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Health Care and Social Assistance | 21,172 | 60,425 | 51,021 | 13,841 | 6,777 | 19,062 | 55,716 | 46,967 | 12,987 | 6,043 | 11.1\% | 8.5\% | 8.6\% | 6.6\% | 12.1\% |
| Female | 17,186 | 46,542 | 37,582 | 10,099 | 4,278 | 15,257 | 42,646 | 34,910 | 9,643 | 3,883 | 12.6\% | 9.1\% | 7.7\% | 4.7\% | 10.2\% |
| Male | 3,986 | 13,883 | 13,439 | 3,742 | 2,499 | 3,805 | 13,070 | 12,057 | 3,344 | 2,160 | 4.8\% | 6.2\% | 11.5\% | 11.9\% | 15.7\% |
| Leisure \& Hospitality | 112,789 | 82,450 | 64,762 | 18,441 | 11,638 | 90,097 | 76,040 | 51,439 | 12,622 | 8,224 | 25.2\% | 8.4\% | 25.9\% | 46.1\% | 41.5\% |
| Female | 61,909 | 41,460 | 32,390 | 9,283 | 5,503 | 49,225 | 38,553 | 26,056 | 6,353 | 3,862 | 25.8\% | 7.5\% | 24.3\% | 46.1\% | 42.5\% |
| Male | 50,880 | 40,990 | 32,372 | 9,158 | 6,135 | 40,872 | 37,487 | 25,383 | 6,269 | 4,362 | 24.5\% | 9.3\% | 27.5\% | 46.1\% | 40.6\% |
| Other Services (except Public Administration) | 9,530 | 14,797 | 12,798 | 3,771 | 2,045 | 7,933 | 13,863 | 11,713 | 3,358 | 1,702 | 20.1\% | 6.7\% | 9.3\% | 12.3\% | 20.2\% |
| Female | 4,842 | 7,829 | 6,473 | 1,889 | 997 | 3,976 | 7,275 | 5,876 | 1,664 | 819 | 21.8\% | 7.6\% | 10.2\% | 13.5\% | 21.7\% |
| Male | 4,688 | 6,968 | 6,325 | 1,882 | 1,048 | 3,957 | 6,588 | 5,837 | 1,694 | 883 | 18.5\% | 5.8\% | 8.4\% | 11.1\% | 18.7\% |
| Public Administration | 3,581 | 9,831 | 10,189 | 3,000 | 1,731 | 3,491 | 9,462 | 9,816 | 2,952 | 1,389 | 2.6\% | 3.9\% | 3.8\% | 1.6\% | 24.6\% |
| Female | 1,737 | 4,912 | 5,483 | 1,588 | 781 | 1,690 | 4,646 | 5,235 | 1,564 | 602 | 2.8\% | 5.7\% | 4.7\% | 1.5\% | 29.7\% |
| Male | 1,844 | 4,919 | 4,706 | 1,412 | 950 | 1,801 | 4,816 | 4,581 | 1,388 | 787 | 2.4\% | 2.1\% | 2.7\% | 1.7\% | 20.7\% |
| Total | 311,217 | 519,443 | 458,163 | 131,026 | 69,215 | 255,798 | 467,175 | 405,084 | 112,442 | 54,371 | 21.7\% | 11.2\% | 13.1\% | 16.5\% | 27.3\% |
| Female | 159,558 | 248,650 | 222,485 | 63,890 | 32,379 | 129,999 | 221,978 | 194,844 | 54,012 | 24,905 | 22.7\% | 12.0\% | 14.2\% | 18.3\% | 30.0\% |
| Male | 151,659 | 270,793 | 235,678 | 67,136 | 36,836 | 125,799 | 245,197 | 210,240 | 58,430 | 29,466 | 20.6\% | 10.4\% | 12.1\% | 14.9\% | 25.0\% |


| Change in Distribution of All Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups For Industry Sectors with Signigicant Small Business Presence |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mountain Region |  |  |  |  | Mountain Region |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
|  |  |  | 21-Q3 |  |  |  |  | 2019-Q3 |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 1.0\% | 2.5\% | 2.6\% | 0.7\% | 0.3\% | 1.0\% | 2.9\% | 3.0\% | 0.8\% | 0.4\% | -0.1\% | -0.4\% | -0.4\% | -0.1\% | 0.0\% |
| Female | 0.1\% | 0.4\% | 0.5\% | 0.2\% | 0.1\% | 0.1\% | 0.4\% | 0.5\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.8\% | 2.1\% | 2.1\% | 0.6\% | 0.2\% | 0.9\% | 2.5\% | 2.5\% | 0.6\% | 0.2\% | -0.1\% | -0.4\% | -0.4\% | -0.1\% | 0.0\% |
| Manufacturing | 0.7\% | 1.7\% | 1.6\% | 0.5\% | 0.2\% | 0.6\% | 1.6\% | 1.5\% | 0.4\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% |
| Female | 0.2\% | 0.5\% | 0.5\% | 0.2\% | 0.1\% | 0.2\% | 0.5\% | 0.5\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.2\% | 1.0\% | 0.3\% | 0.1\% | 0.4\% | 1.1\% | 1.0\% | 0.3\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Trade | 4.9\% | 5.2\% | 4.1\% | 1.3\% | 0.7\% | 4.2\% | 4.9\% | 3.8\% | 1.1\% | 0.6\% | 0.7\% | 0.2\% | 0.3\% | 0.1\% | 0.1\% |
| Female | 2.5\% | 2.3\% | 1.9\% | 0.6\% | 0.4\% | 2.1\% | 2.2\% | 1.8\% | 0.5\% | 0.3\% | 0.4\% | 0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Male | 2.4\% | 2.9\% | 2.2\% | 0.6\% | 0.4\% | 2.1\% | 2.8\% | 2.0\% | 0.6\% | 0.3\% | 0.3\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Business Services | 2.0\% | 7.0\% | 6.2\% | 1.8\% | 0.9\% | 2.3\% | 7.2\% | 6.3\% | 1.7\% | 0.8\% | -0.3\% | -0.2\% | -0.1\% | 0.0\% | 0.1\% |
| Female | 0.9\% | 3.2\% | 2.8\% | 0.8\% | 0.4\% | 1.0\% | 3.1\% | 2.8\% | 0.8\% | 0.3\% | -0.1\% | 0.1\% | 0.1\% | 0.0\% | 0.1\% |
| Male | 1.0\% | 3.8\% | 3.4\% | 1.0\% | 0.5\% | 1.2\% | 4.1\% | 3.5\% | 1.0\% | 0.4\% | -0.2\% | -0.3\% | -0.1\% | 0.0\% | 0.0\% |
| Health Care \& Social Assistance | 1.4\% | 4.1\% | 3.4\% | 0.9\% | 0.5\% | 1.5\% | 4.3\% | 3.6\% | 1.0\% | 0.5\% | -0.1\% | -0.2\% | -0.2\% | -0.1\% | 0.0\% |
| Female | 1.2\% | 3.1\% | 2.5\% | 0.7\% | 0.3\% | 1.2\% | 3.3\% | 2.7\% | 0.7\% | 0.3\% | 0.0\% | -0.2\% | -0.2\% | -0.1\% | 0.0\% |
| Male | 0.3\% | 0.9\% | 0.9\% | 0.3\% | 0.2\% | 0.3\% | 1.0\% | 0.9\% | 0.3\% | 0.2\% | 0.0\% | -0.1\% | 0.0\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 7.6\% | 5.5\% | 4.3\% | 1.2\% | 0.8\% | 7.0\% | 5.9\% | 4.0\% | 1.0\% | 0.6\% | 0.6\% | -0.3\% | 0.4\% | 0.3\% | 0.1\% |
| Female | 4.2\% | 2.8\% | 2.2\% | 0.6\% | 0.4\% | 3.8\% | 3.0\% | 2.0\% | 0.5\% | 0.3\% | 0.4\% | -0.2\% | 0.2\% | 0.1\% | 0.1\% |
| Male | 3.4\% | 2.8\% | 2.2\% | 0.6\% | 0.4\% | 3.2\% | 2.9\% | 2.0\% | 0.5\% | 0.3\% | 0.3\% | -0.1\% | 0.2\% | 0.1\% | 0.1\% |
| Total | 20.9\% | 34.9\% | 30.8\% | 8.8\% | 4.6\% | 19.8\% | 36.1\% | 31.3\% | 8.7\% | 4.2\% | 1.1\% | -1.2\% | -0.5\% | 0.1\% | 0.4\% |
| Female | 10.7\% | 16.7\% | 14.9\% | 4.3\% | 2.2\% | 10.0\% | 17.1\% | 15.0\% | 4.2\% | 1.9\% | 0.7\% | -0.4\% | -0.1\% | 0.1\% | 0.3\% |
| Male | 10.2\% | 18.2\% | 15.8\% | 4.5\% | 2.5\% | 9.7\% | 18.9\% | 16.2\% | 4.5\% | 2.3\% | 0.5\% | -0.8\% | -0.4\% | 0.0\% | 0.2\% |


| Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mountain Region2021-Q3 |  |  |  |  | Mountain Region2019-Q3 |  |  |  |  | Change in Distribution '21 compared to '19 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 13.7\% | 34.9\% | 36.7\% | 9.9\% | 4.8\% | 12.9\% | 35.9\% | 37.3\% | 9.7\% | 4.3\% | 0.8\% | -0.9\% | -0.6\% | 0.3\% | 0.5\% |
| Female | 1.9\% | 5.2\% | 7.3\% | 2.2\% | 1.7\% | 1.6\% | 4.9\% | 6.6\% | 1.8\% | 1.5\% | 0.3\% | 0.3\% | 0.6\% | 0.3\% | 0.2\% |
| Male | 11.8\% | 29.7\% | 29.4\% | 7.8\% | 3.1\% | 11.2\% | 31.0\% | 30.7\% | 7.8\% | 2.9\% | 0.5\% | -1.2\% | -1.3\% | 0.0\% | 0.3\% |
| Manufacturing | 14.9\% | 37.1\% | 34.2\% | 9.8\% | 3.9\% | 14.1\% | 38.0\% | 34.9\% | 9.6\% | 3.4\% | 0.8\% | -0.9\% | -0.7\% | 0.3\% | 0.5\% |
| Female | 5.3\% | 11.6\% | 11.8\% | 3.5\% | 1.5\% | 4.8\% | 11.8\% | 11.8\% | 3.3\% | 1.3\% | 0.5\% | -0.2\% | 0.1\% | 0.2\% | 0.2\% |
| Male | 9.6\% | 25.5\% | 22.4\% | 6.4\% | 2.4\% | 9.3\% | 26.3\% | 23.1\% | 6.3\% | 2.1\% | 0.3\% | -0.7\% | -0.7\% | 0.1\% | 0.3\% |
| Trade | 30.4\% | 32.0\% | 25.3\% | 7.8\% | 4.5\% | 28.7\% | 33.6\% | 25.9\% | 7.7\% | 4.0\% | 1.6\% | -1.7\% | -0.6\% | 0.1\% | 0.5\% |
| Female | 15.3\% | 14.0\% | 11.9\% | 3.9\% | 2.2\% | 14.5\% | 14.8\% | 12.0\% | 3.7\% | 1.9\% | 0.8\% | -0.8\% | -0.1\% | 0.2\% | 0.4\% |
| Male | 15.1\% | 17.9\% | 13.4\% | 3.9\% | 2.3\% | 14.3\% | 18.8\% | 13.9\% | 4.0\% | 2.2\% | 0.8\% | -0.9\% | -0.5\% | -0.1\% | 0.2\% |
| Business Services | 11.0\% | 39.2\% | 34.8\% | 10.0\% | 4.9\% | 12.5\% | 39.3\% | 34.3\% | 9.6\% | 4.3\% | -1.5\% | -0.1\% | 0.5\% | 0.5\% | 0.6\% |
| Female | 5.1\% | 17.8\% | 15.9\% | 4.7\% | 2.2\% | 5.7\% | 17.0\% | 15.2\% | 4.3\% | 1.9\% | -0.6\% | 0.8\% | 0.8\% | 0.4\% | 0.4\% |
| Male | 5.9\% | 21.4\% | 18.9\% | 5.3\% | 2.7\% | 6.8\% | 22.3\% | 19.1\% | 5.2\% | 2.4\% | -0.9\% | -0.9\% | -0.3\% | 0.1\% | 0.3\% |
| Health Care \& Social Assistance | 13.8\% | 39.4\% | 33.3\% | 9.0\% | 4.4\% | 13.5\% | 39.6\% | 33.4\% | 9.2\% | 4.3\% | 0.3\% | -0.1\% | -0.1\% | -0.2\% | 0.1\% |
| Female | 11.2\% | 30.4\% | 24.5\% | 6.6\% | 2.8\% | 10.8\% | 30.3\% | 24.8\% | 6.8\% | 2.8\% | 0.4\% | 0.1\% | -0.3\% | -0.3\% | 0.0\% |
| Male | 2.6\% | 9.1\% | 8.8\% | 2.4\% | 1.6\% | 2.7\% | 9.3\% | 8.6\% | 2.4\% | 1.5\% | -0.1\% | -0.2\% | 0.2\% | 0.1\% | 0.1\% |
| Leisure \& Hospitality | 38.9\% | 28.4\% | 22.3\% | 6.4\% | 4.0\% | 37.8\% | 31.9\% | 21.6\% | 5.3\% | 3.4\% | 1.1\% | -3.5\% | 0.8\% | 1.1\% | 0.6\% |
| Female | 21.3\% | 14.3\% | 11.2\% | 3.2\% | 1.9\% | 20.6\% | 16.2\% | 10.9\% | 2.7\% | 1.6\% | 0.7\% | -1.9\% | 0.2\% | 0.5\% | 0.3\% |
| Male | 17.5\% | 14.1\% | 11.2\% | 3.2\% | 2.1\% | 17.1\% | 15.7\% | 10.6\% | 2.6\% | 1.8\% | 0.4\% | -1.6\% | 0.5\% | 0.5\% | 0.3\% |
| Total | 20.9\% | 34.9\% | 30.8\% | 8.8\% | 4.6\% | 19.8\% | 36.1\% | 31.3\% | 8.7\% | 4.2\% | 1.1\% | -1.2\% | -0.5\% | 0.1\% | 0.4\% |
| Female | 10.7\% | 16.7\% | 14.9\% | 4.3\% | 2.2\% | 10.0\% | 17.1\% | 15.0\% | 4.2\% | 1.9\% | 0.7\% | -0.4\% | -0.1\% | 0.1\% | 0.3\% |
| Male | 10.2\% | 18.2\% | 15.8\% | 4.5\% | 2.5\% | 9.7\% | 18.9\% | 16.2\% | 4.5\% | 2.3\% | 0.5\% | -0.8\% | -0.4\% | 0.0\% | 0.2\% |


| Number of New Hires by Gender and Age Group and Industry Sector in the Pacific Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pacific Region |  |  |  |  | Pacfic Region |  |  |  |  |  |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Agriculture, Forestry, Fishing and Hunting | 14,135 | 37,684 | 51,094 | 21,391 | 17,401 | 14,175 | 38,210 | 49,298 | 19,812 | 15,961 | -0.3\% | -1.4\% | 3.6\% | 8.0\% | 9.0\% |
| Female | 5,465 | 14,958 | 24,052 | 8,835 | 7,040 | 5,236 | 15,167 | 22,640 | 8,097 | 6,467 | 4.4\% | -1.4\% | 6.2\% | 9.1\% | 8.9\% |
| Male | 8,670 | 22,726 | 27,042 | 12,556 | 10,361 | 8,939 | 23,043 | 26,658 | 11,715 | 9,494 | -3.0\% | -1.4\% | 1.4\% | 7.2\% | 9.1\% |
| Mining, Quarrying, and Oil and Gas Extraction | 121 | 612 | 610 | 157 | 67 | 127 | 682 | 661 | 149 | 57 | -4.7\% | -10.3\% | -7.7\% | 5.4\% | 17.5\% |
| Female | 10 | 82 | 100 | 19 | 21 | 14 | 66 | 95 | 25 | 15 | -28.6\% | 24.2\% | 5.3\% | -24.0\% | 40.0\% |
| Male | 111 | 530 | 510 | 138 | 46 | 113 | 616 | 566 | 124 | 42 | -1.8\% | -14.0\% | -9.9\% | 11.3\% | 9.5\% |
| Utilities | 366 | 1,858 | 1,885 | 456 | 316 | 365 | 1,900 | 1,853 | 521 | 352 | 0.3\% | -2.2\% | 1.7\% | -12.5\% | -10.2\% |
| Female | 124 | 574 | 622 | 161 | 111 | 144 | 592 | 654 | 165 | 99 | -13.9\% | -3.0\% | -4.9\% | -2.4\% | 12.1\% |
| Male | 242 | 1,284 | 1,263 | 295 | 205 | 221 | 1,308 | 1,199 | 356 | 253 | 9.5\% | -1.8\% | 5.3\% | -17.1\% | -19.0\% |
| Construction | 16,022 | 56,023 | 62,044 | 17,746 | 9,340 | 16,085 | 58,984 | 65,513 | 18,016 | 8,842 | -0.4\% | -5.0\% | -5.3\% | -1.5\% | 5.6\% |
| Female | 2,590 | 9,416 | 13,413 | 3,978 | 3,500 | 2,475 | 9,205 | 12,633 | 3,767 | 3,245 | 4.6\% | 2.3\% | 6.2\% | 5.6\% | 7.9\% |
| Male | 13,432 | 46,607 | 48,631 | 13,768 | 5,840 | 13,610 | 49,779 | 52,880 | 14,249 | 5,597 | -1.3\% | -6.4\% | -8.0\% | -3.4\% | 4.3\% |
| Manufacturing | 15,737 | 54,491 | 52,097 | 17,211 | 7,587 | 12,833 | 49,564 | 43,819 | 13,657 | 5,665 | 22.6\% | 9.9\% | 18.9\% | 26.0\% | 33.9\% |
| Female | 5,768 | 18,888 | 20,142 | 6,687 | 3,181 | 4,321 | 16,761 | 16,487 | 5,157 | 2,358 | 33.5\% | 12.7\% | 22.2\% | 29.7\% | 34.9\% |
| Male | 9,969 | 35,603 | 31,955 | 10,524 | 4,406 | 8,512 | 32,803 | 27,332 | 8,500 | 3,307 | 17.1\% | 8.5\% | 16.9\% | 23.8\% | 33.2\% |
| Trade | 105,240 | 134,662 | 104,233 | 31,917 | 19,200 | 80,153 | 121,122 | 87,463 | 25,092 | 13,858 | 31.3\% | 11.2\% | 19.2\% | 27.2\% | 38.5\% |
| Female | 54,394 | 62,126 | 48,858 | 15,318 | 8,980 | 41,114 | 55,274 | 39,860 | 11,566 | 6,391 | 32.3\% | 12.4\% | 22.6\% | 32.4\% | 40.5\% |
| Male | 50,846 | 72,536 | 55,375 | 16,599 | 10,220 | 39,039 | 65,848 | 47,603 | 13,526 | 7,467 | 30.2\% | 10.2\% | 16.3\% | 22.7\% | 36.9\% |
| Transportation and Warehousing | 22,610 | 53,408 | 42,610 | 12,784 | 6,692 | 13,500 | 39,523 | 34,854 | 10,590 | 4,741 | 67.5\% | 35.1\% | 22.3\% | 20.7\% | 41.2\% |
| Female | 8,224 | 18,429 | 15,478 | 4,267 | 2,404 | 4,715 | 13,362 | 11,620 | 3,123 | 1,507 | 74.4\% | 37.9\% | 33.2\% | 36.6\% | 59.5\% |
| Male | 14,386 | 34,979 | 27,132 | 8,517 | 4,288 | 8,785 | 26,161 | 23,234 | 7,467 | 3,234 | 63.8\% | 33.7\% | 16.8\% | 14.1\% | 32.6\% |
| Information | 5,936 | 42,120 | 33,698 | 7,097 | 5,259 | 5,528 | 40,173 | 30,586 | 6,414 | 4,402 | 7.4\% | 4.8\% | 10.2\% | 10.6\% | 19.5\% |
| Female | 2,836 | 18,475 | 12,625 | 2,612 | 1,986 | 2,503 | 16,879 | 11,009 | 2,365 | 1,679 | 13.3\% | 9.5\% | 14.7\% | 10.4\% | 18.3\% |
| Male | 3,100 | 23,645 | 21,073 | 4,485 | 3,273 | 3,025 | 23,294 | 19,577 | 4,049 | 2,723 | 2.5\% | 1.5\% | 7.6\% | 10.8\% | 20.2\% |
| Finance and Insurance | 2,654 | 21,886 | 19,414 | 4,667 | 1,858 | 2,939 | 20,825 | 18,423 | 4,352 | 1,597 | -9.7\% | 5.1\% | 5.4\% | 7.2\% | 16.3\% |
| Female | 1,619 | 11,862 | 10,879 | 2,647 | 920 | 1,882 | 11,529 | 10,496 | 2,567 | 796 | -14.0\% | 2.9\% | 3.6\% | 3.1\% | 15.6\% |
| Male | 1,035 | 10,024 | 8,535 | 2,020 | 938 | 1,057 | 9,296 | 7,927 | 1,785 | 801 | -2.1\% | 7.8\% | 7.7\% | 13.2\% | 17.1\% |
| Real Estate and Rental and Leasing | 3,918 | 14,885 | 14,980 | 4,793 | 2,546 | 3,423 | 13,990 | 13,286 | 3,939 | 2,028 | 14.5\% | 6.4\% | 12.8\% | 21.7\% | 25.5\% |
| Female | 1,719 | 6,920 | 7,123 | 2,153 | 1,112 | 1,454 | 6,563 | 6,294 | 1,692 | 930 | 18.2\% | 5.4\% | 13.2\% | 27.2\% | 19.6\% |
| Male | 2,199 | 7,965 | 7,857 | 2,640 | 1,434 | 1,969 | 7,427 | 6,992 | 2,247 | 1,098 | 11.7\% | 7.2\% | 12.4\% | 17.5\% | 30.6\% |
| Business Services | 49,793 | 214,759 | 179,047 | 50,013 | 27,723 | 45,576 | 203,669 | 161,446 | 43,382 | 20,973 | 9.3\% | 5.4\% | 10.9\% | 15.3\% | 32.2\% |
| Female | 21,928 | 101,480 | 84,142 | 22,898 | 12,352 | 18,867 | 91,736 | 72,697 | 19,174 | 9,136 | 16.2\% | 10.6\% | 15.7\% | 19.4\% | 35.2\% |
| Male | 27,865 | 113,279 | 94,905 | 27,115 | 15,371 | 26,709 | 111,933 | 88,749 | 24,208 | 11,837 | 4.3\% | 1.2\% | 6.9\% | 12.0\% | 29.9\% |
| Educational Services | 17,999 | 65,242 | 60,339 | 14,663 | 10,460 | 16,447 | 61,388 | 51,131 | 11,904 | 7,408 | 9.4\% | 6.3\% | 18.0\% | 23.2\% | 41.2\% |
| Female | 12,048 | 44,828 | 41,575 | 9,415 | 5,914 | 10,646 | 40,920 | 34,317 | 7,370 | 3,920 | 13.2\% | 9.6\% | 21.1\% | 27.7\% | 50.9\% |
| Male | 5,951 | 20,414 | 18,764 | 5,248 | 4,546 | 5,801 | 20,468 | 16,814 | 4,534 | 3,488 | 2.6\% | -0.3\% | 11.6\% | 15.7\% | 30.3\% |

Appendix B-9 Region Pacfic

| Number of New Hires by Gender and Age Group and Industry Sector in the Pacific Region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pacific Regio2021-Q3 |  |  |  |  | Pacfic Regio   <br>   $2019-Q 3$ |  |  | n $55-64$ | 65+ | Percentage Change 21-Q3/19-Q3 |  |  |  |  |
| Industry \& Gender/Age |  |  |  | 55-64 | 65+ |  |  |  | 14-21 |  | 22-34 | 35-54 | 55-64 | 65+ |
| Health Care and Social Assistance | 29,579 | 115,334 | 97,766 | 29,911 | 16,535 | 25,828 | 110,196 | 89,161 |  | 27,246 | 13,473 | 14.5\% | 4.7\% | 9.7\% | 9.8\% | 22.7\% |
| Female | 22,328 | 87,163 | 70,102 | 21,512 | 10,445 | 19,416 | 83,040 | 64,736 | 19,772 | 8,629 | 15.0\% | 5.0\% | 8.3\% | 8.8\% | 21.0\% |
| Male | 7,251 | 28,171 | 27,664 | 8,399 | 6,090 | 6,412 | 27,156 | 24,425 | 7,474 | 4,844 | 13.1\% | 3.7\% | 13.3\% | 12.4\% | 25.7\% |
| Leisure \& Hospitality | 166,904 | 143,222 | 115,766 | 37,642 | 26,360 | 123,965 | 124,857 | 82,786 | 22,222 | 16,242 | 34.6\% | 14.7\% | 39.8\% | 69.4\% | 62.3\% |
| Female | 92,522 | 73,631 | 57,271 | 18,205 | 12,138 | 68,383 | 63,908 | 40,995 | 10,560 | 7,537 | 35.3\% | 15.2\% | 39.7\% | 72.4\% | 61.0\% |
| Male | 74,382 | 69,591 | 58,495 | 19,437 | 14,222 | 55,582 | 60,949 | 41,791 | 11,662 | 8,705 | 33.8\% | 14.2\% | 40.0\% | 66.7\% | 63.4\% |
| Other Services (except Public Administration) | 14,643 | 31,539 | 31,256 | 10,655 | 5,912 | 13,484 | 29,575 | 25,946 | 7,999 | 4,294 | 8.6\% | 6.6\% | 20.5\% | 33.2\% | 37.7\% |
| Female | 7,622 | 17,717 | 17,805 | 6,001 | 2,960 | 7,027 | 16,818 | 14,572 | 4,315 | 2,173 | 8.5\% | 5.3\% | 22.2\% | 39.1\% | 36.2\% |
| Male | 7,021 | 13,822 | 13,451 | 4,654 | 2,952 | 6,457 | 12,757 | 11,374 | 3,684 | 2,121 | 8.7\% | 8.3\% | 18.3\% | 26.3\% | 39.2\% |
| Public Administration | 4,050 | 16,373 | 15,143 | 4,755 | 3,639 | 4,174 | 17,194 | 14,609 | 3,941 | 2,120 | -3.0\% | -4.8\% | 3.7\% | 20.7\% | 71.7\% |
| Female | 1,974 | 8,184 | 8,165 | 2,578 | 1,879 | 1,973 | 8,361 | 7,626 | 2,041 | 1,000 | 0.1\% | -2.1\% | 7.1\% | 26.3\% | 87.9\% |
| Male | 2,076 | 8,189 | 6,978 | 2,177 | 1,760 | 2,201 | 8,833 | 6,983 | 1,900 | 1,120 | -5.7\% | -7.3\% | -0.1\% | 14.6\% | 57.1\% |
| Total | 469,707 | 1,004,098 | 881,982 | 265,858 | 160,895 | 378,602 | 931,852 | 770,835 | 219,236 | 122,013 | 24.1\% | 7.8\% | 14.4\% | 21.3\% | 31.9\% |
| Female | 241,171 | 494,733 | 432,352 | 127,286 | 74,943 | 190,170 | 450,181 | 366,731 | 101,756 | 55,882 | 26.8\% | 9.9\% | 17.9\% | 25.1\% | 34.1\% |
| Male | 228,536 | 509,365 | 449,630 | 138,572 | 85,952 | 188,432 | 481,671 | 404,104 | 117,480 | 66,131 | 21.3\% | 5.7\% | 11.3\% | 18.0\% | 30.0\% |


| Change in Distribution of All Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups For Industry Sectors with Signigicant Small Business Presence |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pacific Region |  |  |  |  | Pacfic Region2019-Q3 |  |  |  |  | Change in Distribution 21 compared to 19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 0.6\% | 2.0\% | 2.2\% | 0.6\% | 0.3\% | 0.7\% | 2.4\% | 2.7\% | 0.7\% | 0.4\% | -0.1\% | -0.4\% | -0.5\% | -0.1\% | 0.0\% |
| Female | 0.1\% | 0.3\% | 0.5\% | 0.1\% | 0.1\% | 0.1\% | 0.4\% | 0.5\% | 0.2\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.5\% | 1.7\% | 1.7\% | 0.5\% | 0.2\% | 0.6\% | 2.1\% | 2.2\% | 0.6\% | 0.2\% | -0.1\% | -0.4\% | -0.4\% | -0.1\% | 0.0\% |
| Manufacturing | 0.6\% | 2.0\% | 1.9\% | 0.6\% | 0.3\% | 0.5\% | 2.0\% | 1.8\% | 0.6\% | 0.2\% | 0.0\% | -0.1\% | 0.1\% | 0.1\% | 0.0\% |
| Female | 0.2\% | 0.7\% | 0.7\% | 0.2\% | 0.1\% | 0.2\% | 0.7\% | 0.7\% | 0.2\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Male | 0.4\% | 1.3\% | 1.1\% | 0.4\% | 0.2\% | 0.4\% | 1.4\% | 1.1\% | 0.4\% | 0.1\% | 0.0\% | -0.1\% | 0.0\% | 0.0\% | 0.0\% |
| Trade | 3.8\% | 4.8\% | 3.7\% | 1.1\% | 0.7\% | 3.3\% | 5.0\% | 3.6\% | 1.0\% | 0.6\% | 0.5\% | -0.2\% | 0.1\% | 0.1\% | 0.1\% |
| Female | 2.0\% | 2.2\% | 1.8\% | 0.6\% | 0.3\% | 1.7\% | 2.3\% | 1.6\% | 0.5\% | 0.3\% | 0.3\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% |
| Male | 1.8\% | 2.6\% | 2.0\% | 0.6\% | 0.4\% | 1.6\% | 2.7\% | 2.0\% | 0.6\% | 0.3\% | 0.2\% | -0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Business Services | 1.8\% | 7.7\% | 6.4\% | 1.8\% | 1.0\% | 1.9\% | 8.4\% | 6.7\% | 1.8\% | 0.9\% | -0.1\% | -0.7\% | -0.2\% | 0.0\% | 0.1\% |
| Female | 0.8\% | 3.6\% | 3.0\% | 0.8\% | 0.4\% | 0.8\% | 3.8\% | 3.0\% | 0.8\% | 0.4\% | 0.0\% | -0.1\% | 0.0\% | 0.0\% | 0.1\% |
| Male | 1.0\% | 4.1\% | 3.4\% | 1.0\% | 0.6\% | 1.1\% | 4.6\% | 3.7\% | 1.0\% | 0.5\% | -0.1\% | -0.5\% | -0.3\% | 0.0\% | 0.1\% |
| Health Care \& Social Assistance | 1.1\% | 4.1\% | 3.5\% | 1.1\% | 0.6\% | 1.1\% | 4.5\% | 3.7\% | 1.1\% | 0.6\% | 0.0\% | -0.4\% | -0.2\% | 0.0\% | 0.0\% |
| Female | 0.8\% | 3.1\% | 2.5\% | 0.8\% | 0.4\% | 0.8\% | 3.4\% | 2.7\% | 0.8\% | 0.4\% | 0.0\% | -0.3\% | -0.2\% | 0.0\% | 0.0\% |
| Male | 0.3\% | 1.0\% | 1.0\% | 0.3\% | 0.2\% | 0.3\% | 1.1\% | 1.0\% | 0.3\% | 0.2\% | 0.0\% | -0.1\% | 0.0\% | 0.0\% | 0.0\% |
| Leisure \& Hospitality | 6.0\% | 5.1\% | 4.2\% | 1.4\% | 0.9\% | 5.1\% | 5.2\% | 3.4\% | 0.9\% | 0.7\% | 0.9\% | 0.0\% | 0.7\% | 0.4\% | 0.3\% |
| Female | 3.3\% | 2.6\% | 2.1\% | 0.7\% | 0.4\% | 2.8\% | 2.6\% | 1.7\% | 0.4\% | 0.3\% | 0.5\% | 0.0\% | 0.4\% | 0.2\% | 0.1\% |
| Male | 2.7\% | 2.5\% | 2.1\% | 0.7\% | 0.5\% | 2.3\% | 2.5\% | 1.7\% | 0.5\% | 0.4\% | 0.4\% | 0.0\% | 0.4\% | 0.2\% | 0.2\% |
| Total | 16.9\% | 36.1\% | 31.7\% | 9.6\% | 5.8\% | 15.6\% | 38.5\% | 31.8\% | 9.0\% | 5.0\% | 1.3\% | -2.4\% | -0.1\% | 0.5\% | 0.7\% |
| Female | 8.7\% | 17.8\% | 15.5\% | 4.6\% | 2.7\% | 7.9\% | 18.6\% | 15.1\% | 4.2\% | 2.3\% | 0.8\% | -0.8\% | 0.4\% | 0.4\% | 0.4\% |
| Male | 8.2\% | 18.3\% | 16.2\% | 5.0\% | 3.1\% | 7.8\% | 19.9\% | 16.7\% | 4.8\% | 2.7\% | 0.4\% | -1.6\% | -0.5\% | 0.1\% | 0.4\% |


| Change in Distribution of Each Industry Sector's Hires Between 19-Q3 and 21-Q3 by Gender and Age Groups |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pacific Region 2021-Q3 |  |  |  |  | Pacfic Region 2019-Q3 |  |  |  |  | Change in Distribution 21 compared to 19 |  |  |  |  |
| Industry \& Gender/Age | 14-21 | 22-34 | 35-54 | 55-64 | $65+$ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ | 14-21 | 22-34 | 35-54 | 55-64 | 65+ |
| Construction | 9.9\% | 34.8\% | 38.5\% | 11.0\% | 5.8\% | 9.6\% | 35.2\% | 39.1\% | 10.8\% | 5.3\% | 0.3\% | -0.5\% | -0.6\% | 0.3\% | 0.5\% |
| Female | 1.6\% | 5.8\% | 8.3\% | 2.5\% | 2.2\% | 1.5\% | 5.5\% | 7.5\% | 2.2\% | 1.9\% | 0.1\% | 0.3\% | 0.8\% | 0.2\% | 0.2\% |
| Male | 8.3\% | 28.9\% | 30.2\% | 8.5\% | 3.6\% | 8.1\% | 29.7\% | 31.6\% | 8.5\% | 3.3\% | 0.2\% | -0.8\% | -1.4\% | 0.0\% | 0.3\% |
| Manufacturing | 10.7\% | 37.0\% | 35.4\% | 11.7\% | 5.2\% | 10.2\% | 39.5\% | 34.9\% | 10.9\% | 4.5\% | 0.5\% | -2.4\% | 0.5\% | 0.8\% | 0.6\% |
| Female | 3.9\% | 12.8\% | 13.7\% | 4.5\% | 2.2\% | 3.4\% | 13.4\% | 13.1\% | 4.1\% | 1.9\% | 0.5\% | -0.5\% | 0.6\% | 0.4\% | 0.3\% |
| Male | 6.8\% | 24.2\% | 21.7\% | 7.2\% | 3.0\% | 6.8\% | 26.1\% | 21.8\% | 6.8\% | 2.6\% | 0.0\% | -1.9\% | -0.1\% | 0.4\% | 0.4\% |
| Trade | 26.6\% | 34.1\% | 26.4\% | 8.1\% | 4.9\% | 24.5\% | 37.0\% | 26.7\% | 7.7\% | 4.2\% | 2.2\% | -2.9\% | -0.3\% | 0.4\% | 0.6\% |
| Female | 13.8\% | 15.7\% | 12.4\% | 3.9\% | 2.3\% | 12.5\% | 16.9\% | 12.2\% | 3.5\% | 2.0\% | 1.2\% | -1.1\% | 0.2\% | 0.3\% | 0.3\% |
| Male | 12.9\% | 18.4\% | 14.0\% | 4.2\% | 2.6\% | 11.9\% | 20.1\% | 14.5\% | 4.1\% | 2.3\% | 1.0\% | -1.7\% | -0.5\% | 0.1\% | 0.3\% |
| Business Services | 9.6\% | 41.2\% | 34.3\% | 9.6\% | 5.3\% | 9.6\% | 42.9\% | 34.0\% | 9.1\% | 4.4\% | 0.0\% | -1.7\% | 0.4\% | 0.5\% | 0.9\% |
| Female | 4.2\% | 19.5\% | 16.1\% | 4.4\% | 2.4\% | 4.0\% | 19.3\% | 15.3\% | 4.0\% | 1.9\% | 0.2\% | 0.2\% | 0.8\% | 0.4\% | 0.4\% |
| Male | 5.3\% | 21.7\% | 18.2\% | 5.2\% | 2.9\% | 5.6\% | 23.6\% | 18.7\% | 5.1\% | 2.5\% | -0.3\% | -1.8\% | -0.5\% | 0.1\% | 0.5\% |
| Health Care \& Social Assistance | 10.2\% | 39.9\% | 33.8\% | 10.3\% | 5.7\% | 9.7\% | 41.4\% | 33.5\% | 10.2\% | 5.1\% | 0.5\% | -1.6\% | 0.3\% | 0.1\% | 0.7\% |
| Female | 7.7\% | 30.1\% | 24.2\% | 7.4\% | 3.6\% | 7.3\% | 31.2\% | 24.3\% | 7.4\% | 3.2\% | 0.4\% | -1.1\% | -0.1\% | 0.0\% | 0.4\% |
| Male | 2.5\% | 9.7\% | 9.6\% | 2.9\% | 2.1\% | 2.4\% | 10.2\% | 9.2\% | 2.8\% | 1.8\% | 0.1\% | -0.5\% | 0.4\% | 0.1\% | 0.3\% |
| Leisure \& Hospitality | 34.1\% | 29.2\% | 23.6\% | 7.7\% | 5.4\% | 33.5\% | 33.7\% | 22.4\% | 6.0\% | 4.4\% | 0.6\% | -4.5\% | 1.3\% | 1.7\% | 1.0\% |
| Female | 18.9\% | 15.0\% | 11.7\% | 3.7\% | 2.5\% | 18.5\% | 17.3\% | 11.1\% | 2.9\% | 2.0\% | 0.4\% | -2.2\% | 0.6\% | 0.9\% | 0.4\% |
| Male | 15.2\% | 14.2\% | 11.9\% | 4.0\% | 2.9\% | 15.0\% | 16.5\% | 11.3\% | 3.2\% | 2.4\% | 0.2\% | -2.3\% | 0.6\% | 0.8\% | 0.6\% |
| Total | 16.9\% | 36.1\% | 31.7\% | 9.6\% | 5.8\% | 15.6\% | 38.5\% | 31.8\% | 9.0\% | 5.0\% | 1.3\% | -2.4\% | -0.1\% | 0.5\% | 0.7\% |
| Female | 8.7\% | 17.8\% | 15.5\% | 4.6\% | 2.7\% | 7.9\% | 18.6\% | 15.1\% | 4.2\% | 2.3\% | 0.8\% | -0.8\% | 0.4\% | 0.4\% | 0.4\% |
| Male | 8.2\% | 18.3\% | 16.2\% | 5.0\% | 3.1\% | 7.8\% | 19.9\% | 16.7\% | 4.8\% | 2.7\% | 0.4\% | -1.6\% | -0.5\% | 0.1\% | 0.4\% |


|  | Mid Atlantic Region |  |  | Mid Atlantic Region |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{aligned} & 0-19 \\ & \text { Employees } \end{aligned}$ | $<500$ <br> Employees | 500+ <br> Employees | $\begin{aligned} & 0-19 \\ & \text { Employees } \end{aligned}$ | $<500$ <br> Employees | 500+ <br> Employees |
| New Jersey |  |  |  |  |  |  |
| Hired from Nonemployment | 6,862 | 7,888 | 5,989 | 5,611 | 6,059 | 5,892 |
| Job Stayer | 10,849 | 14,626 | 12,728 | 9,479 | 12,623 | 11,130 |
| Hired from Another Job | 10,599 | 13,889 | 11,929 | 8,439 | 10,758 | 9,635 |
| New York |  |  |  |  |  |  |
| Hired from Nonemployment | 8,102 | 8,090 | 6,843 | 6,429 | 6,810 | 5,310 |
| Job Stayer | 10,442 | 13,651 | 13,149 | 9,648 | 12,206 | 11,769 |
| Hired from Another Job | 11,311 | 13,779 | 11,995 | 9,305 | 11,484 | 10,226 |
| Pennsylvania |  |  |  |  |  |  |
| Hired from Nonemployment | 5,328 | 5,496 | 4,800 | 4,292 | 4,372 | 3,961 |
| Job Stayer | 9,365 | 12,226 | 10,507 | 8,575 | 10,718 | 9,702 |
| Hired from Another Job | 8,568 | 10,309 | 8,709 | 7,305 | 9,071 | 7,390 |
|  | East North Central Region |  |  | East North Central Region |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | 0-19 <br> Employees | $<500$ <br> Employees | 500+ <br> Employees | 0-19 <br> Employees | $<500$ <br> Employees | 500+ <br> Employees |
| Illinois |  |  |  |  |  |  |
| Hired from Nonemployment | 5,971 | 6,831 | 5,140 | 5,173 | 5,640 | 4,099 |
| Job Stayer | 9,524 | 13,477 | 10,334 | 8,820 | 11,928 | 9,514 |
| Hired from Another Job | 8,252 | 11,055 | 8,834 | 7,570 | 10,062 | 7,512 |
| Indiana |  |  |  |  |  |  |
| Hired from Nonemployment | 4,727 | 5,100 | 5,222 | 4,093 | 4,708 | 4,053 |
| Job Stayer | 8,690 | 11,935 | 10,162 | 8,145 | 10,500 | 8,702 |
| Hired from Another Job | 7,600 | 9,509 | 8,501 | 6,687 | 8,271 | 7,097 |
| Michigan |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 4,767 | 4,858 | 4,163 |
| Job Stayer | 9,280 | 12,333 | 10,839 | 8,497 | 10,868 | 9,582 |
| Hired from Another Job |  |  |  | 6,879 | 8,660 | 7,395 |
| Ohio |  |  |  |  |  |  |
| Hired from Nonemployment | 5,038 | 5,334 | 4,917 | 4,417 | 4,612 | 3,991 |
| Job Stayer | 8,802 | 11,971 | 10,060 | 8,041 | 10,306 | 8,918 |
| Hired from Another Job | 7,586 | 9,331 | 8,328 | 6,591 | 8,266 | 7,246 |
| Wisconsin |  |  |  |  |  |  |
| Hired from Nonemployment | 4,535 | 4,508 | 4,347 | 4,094 | 3,940 | 3,325 |
| Job Stayer | 8,965 | 11,167 | 9,771 | 8,184 | 9,921 | 8,865 |
| Hired from Another Job | 8,072 | 9,328 | 7,711 | 6,480 | 7,984 | 6,355 |

Table 6A: Retail Trade Average Quarterly Earnings by Selected Regions, Firm Sizes, and Employee Status in Constant 21Q3 Dollars

|  | Mid-Atlantic Region |  |  | Mid-Atlantic Region |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $0-19$ <br> Employees | $<500$ <br> Employees | 500+ <br> Employees | $0-19$ <br> Employees | $<500$ <br> Employees | 500+ <br> Employees |
| New Jersey |  |  |  |  |  |  |
| Hired from Nonemployment | 6,862 | 7,888 | 5,989 | 5,611 | 6,059 | 5,892 |
| Job Stayer | 10,849 | 14,626 | 12,728 | 9,479 | 12,623 | 11,130 |
| Hired from Another Job | 10,599 | 13,889 | 11,929 | 8,439 | 10,758 | 9,635 |
| New York |  |  |  |  |  |  |
| Hired from Nonemployment | 8,102 | 8,090 | 6,843 | 6,429 | 6,810 | 5,310 |
| Job Stayer | 10,442 | 13,651 | 13,149 | 9,648 | 12,206 | 11,769 |
| Hired from Another Job | 11,311 | 13,779 | 11,995 | 9,305 | 11,484 | 10,226 |
| Pennsylvania |  |  |  |  |  |  |
| Hired from Nonemployment | 5,328 | 5,496 | 4,800 | 4,292 | 4,372 | 3,961 |
| Job Stayer | 9,365 | 12,226 | 10,507 | 8,575 | 10,718 | 9,702 |
| Hired from Another Job | 8,568 | 10,309 | 8,709 | 7,305 | 9,071 | 7,390 |
|  | East North Central Region |  |  | East North Central Region |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{aligned} & \text { 0-19 } \\ & \text { Employees } \\ & \hline \end{aligned}$ | $<500$ <br> Employees | 500+ <br> Employees | $\begin{aligned} & \hline 0-19 \\ & \text { Employees } \\ & \hline \end{aligned}$ | $<500$ <br> Employees | 500+ <br> Employees |
| Illinois |  |  |  |  |  |  |
| Hired from Nonemployment | 5,971 | 6,831 | 5,140 | 5,173 | 5,640 | 4,099 |
| Job Stayer | 9,524 | 13,477 | 10,334 | 8,820 | 11,928 | 9,514 |
| Hired from Another Job | 8,252 | 11,055 | 8,834 | 7,570 | 10,062 | 7,512 |
| Indiana |  |  |  |  |  |  |
| Hired from Nonemployment | 4,727 | 5,100 | 5,222 | 4,093 | 4,708 | 4,053 |
| Job Stayer | 8,690 | 11,935 | 10,162 | 8,145 | 10,500 | 8,702 |
| Hired from Another Job | 7,600 | 9,509 | 8,501 | 6,687 | 8,271 | 7,097 |
| Michigan |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 4,767 | 4,858 | 4,163 |
| Job Stayer | 9,280 | 12,333 | 10,839 | 8,497 | 10,868 | 9,582 |
| Hired from Another Job |  |  |  | 6,879 | 8,660 | 7,395 |
| Ohio |  |  |  |  |  |  |
| Hired from Nonemployment | 5,038 | 5,334 | 4,917 | 4,417 | 4,612 | 3,991 |
| Job Stayer | 8,802 | 11,971 | 10,060 | 8,041 | 10,306 | 8,918 |
| Hired from Another Job | 7,586 | 9,331 | 8,328 | 6,591 | 8,266 | 7,246 |
| Wisconsin |  |  |  |  |  |  |
| Hired from Nonemployment | 4,535 | 4,508 | 4,347 | 4,094 | 3,940 | 3,325 |
| Job Stayer | 8,965 | 11,167 | 9,771 | 8,184 | 9,921 | 8,865 |
| Hired from Another Job | 8,072 | 9,328 | 7,711 | 6,480 | 7,984 | 6,355 |

Table 9A: Accommodation \& Food Services Average Quarterly Earnings by Selected Regions Firm Size, Firm Age, and Employee Status, In Constant 21-Q3 Dollars

|  | Mid-Atlantic Region |  |  | Mid-Atlantic Region |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{gathered} 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Age 0-1 } \\ \text { Year } \end{array}$ | $\begin{gathered} \hline \text { Age 2-3 } \\ \text { Years } \end{gathered}$ | $\begin{gathered} 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Age 0- } \\ & 1 \text { Year } \end{aligned}$ | $\begin{gathered} \hline \text { Age 2-3 } \\ \text { Years } \end{gathered}$ |
| New Jersey |  |  |  |  |  |  |
| Hired from Nonemployment | 4,896 | 5,217 | 4,938 | 3,833 | 4,451 | 3,919 |
| Job Stayer | 7,514 | 7,277 | 8,027 | 6,323 | 7,707 | 6,757 |
| Hired from Another Job | 7,369 | 8,308 | 7,652 | 5,830 | 6,525 | 6,323 |
| New York |  |  |  |  |  |  |
| Hired from Nonemployment | 6,275 | 7,099 | 7,340 | 5,085 | 6,042 | 6,026 |
| Job Stayer | 7,725 | 8,448 | 9,175 | 6,919 | 8,508 | 8,896 |
| Hired from Another Job | 8,340 | 9,497 | 9,599 | 7,003 | 8,664 | 8,407 |
| Pennsylvania |  |  |  |  |  |  |
| Hired from Nonemployment | 3,830 | 4,317 | 4,201 | 2,966 | 3,335 | 3,354 |
| Job Stayer | 5,842 | 6,820 | 6,401 | 5,080 | 5,881 | 6,042 |
| Hired from Another Job | 5,627 | 6,763 | 6,397 | 5,310 | 5,985 | 6,692 |
|  | East North Central Region |  |  | East North Central Region |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{gathered} 0-19 \\ \text { Employees } \end{gathered}$ | $\begin{array}{\|c} \hline \text { Age 0-1 } \\ \text { Year } \end{array}$ | Age 2-3 <br> Years | $\begin{gathered} 0-19 \\ \text { Employees } \end{gathered}$ | Age 0- <br> 1 Year | $\begin{gathered} \text { Age 2-3 } \\ \text { Years } \end{gathered}$ |
| Illinois |  |  |  |  |  |  |
| Hired from Nonemployment | 4,740 | 5,191 | 5,238 | 3,606 | 3,919 | 3,536 |
| Job Stayer | 6,631 | 7,214 | 7,501 | 5,778 | 6,608 | 6,903 |
| Hired from Another Job | 5,975 | 6,976 | 7,308 | 5,255 | 6,234 | 6,149 |
| Indiana |  |  |  |  |  |  |
| Hired from Nonemployment | 3,568 | 3,649 | 4,040 | 2,967 | 3,150 | 3,058 |
| Job Stayer | 5,861 | 5,940 | 6,465 | 5,228 | 5,301 | 5,551 |
| Hired from Another Job | 5,472 | 5,968 | 6,474 | 4,503 | 5,479 | 4,994 |
| Michigan |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 3,057 | 3,366 | 3,191 |
| Job Stayer | 6,277 | 6,607 | 6,992 | 5,503 | 5,965 | 5,863 |
| Hired from Another Job |  |  |  | 4,831 | 5,756 | 5,143 |
| Ohio |  |  |  |  |  |  |
| Hired from Nonemployment | 3,639 | 3,828 | 3,479 | 2,989 | 3,147 | 2,883 |
| Job Stayer | 5,761 | 6,150 | 6,162 | 5,025 | 5,425 | 5,812 |
| Hired from Another Job | 5,223 | 5,930 | 5,716 | 4,635 | 5,469 | 5,186 |
| Wisconsin |  |  |  |  |  |  |
| Hired from Nonemployment | 3,139 | 3,497 | 3,152 | 2,488 | 2,685 | 2,721 |
| Job Stayer | 5,468 | 5,756 | 6,003 | 4,870 | 5,399 | 5,444 |
| Hired from Another Job | 5,228 | 6,073 | 5,915 | 4,132 | 5,080 | 4,583 |


| Table 7A: Accommodation \& Food Services Average Quarterly Earnings by Selected Regions Firm Size, Firm Age, and Employee Status, In Constant 21-Q3 Dollars |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $0-19$Employees | $\begin{gathered} \hline \text { Age 0-1 } \\ \text { Year } \\ \hline \end{gathered}$ | Age 2-3 <br> Years | Mid-Atlantic Region, 2019-Q3 |  |  |
|  |  |  |  | $\begin{array}{\|c\|} \hline 0-19 \\ \text { Employees } \\ \hline \end{array}$ | $\begin{gathered} \text { Age 0-1 } \\ \text { Year } \end{gathered}$ | Age 2-3 Years |
| New Jersey |  |  |  |  |  |  |
| Hired from Nonemployment | 4,896 | 5,217 | 4,938 | 3,833 | 4,451 | 3,919 |
| Job Stayer | 7,514 | 7,277 | 8,027 | 6,323 | 7,707 | 6,757 |
| Hired from Another Job | 7,369 | 8,308 | 7,652 | 5,830 | 6,525 | 6,323 |
| New York |  |  |  |  |  |  |
| Hired from Nonemployment | 6,275 | 7,099 | 7,340 | 5,085 | 6,042 | 6,026 |
| Job Stayer | 7,725 | 8,448 | 9,175 | 6,919 | 8,508 | 8,896 |
| Hired from Another Job | 8,340 | 9,497 | 9,599 | 7,003 | 8,664 | 8,407 |
| Pennsylvania |  |  |  |  |  |  |
| Hired from Nonemployment | 3,830 | 4,317 | 4,201 | 2,966 | 3,335 | 3,354 |
| Job Stayer | 5,842 | 6,820 | 6,401 | 5,080 | 5,881 | 6,042 |
| Hired from Another Job | 5,627 | 6,763 | 6,397 | 5,310 | 5,985 | 6,692 |
|  | East North Central Region |  |  | East North Central Region |  |  |
|  | 2021-Q3 |  |  | 2019-Q3 |  |  |
|  | $\begin{gathered} \hline 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Age 0-1 } \\ \text { Year } \end{gathered}$ | $\begin{array}{\|l\|} \hline \text { Age 2-3 } \end{array}$ <br> Years | $\begin{gathered} 0-19 \\ \text { Employees } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Age 0-1 } \\ \text { Year } \end{gathered}$ | Age 2-3 Years |
| Illinois |  |  |  |  |  |  |
| Hired from Nonemployment | 4,740 | 5,191 | 5,238 | 3,606 | 3,919 | 3,536 |
| Job Stayer | 6,631 | 7,214 | 7,501 | 5,778 | 6,608 | 6,903 |
| Hired from Another Job | 5,975 | 6,976 | 7,308 | 5,255 | 6,234 | 6,149 |
| Indiana |  |  |  |  |  |  |
| Hired from Nonemployment | 3,568 | 3,649 | 4,040 | 2,967 | 3,150 | 3,058 |
| Job Stayer | 5,861 | 5,940 | 6,465 | 5,228 | 5,301 | 5,551 |
| Hired from Another Job | 5,472 | 5,968 | 6,474 | 4,503 | 5,479 | 4,994 |
| Michigan |  |  |  |  |  |  |
| Hired from Nonemployment |  |  |  | 3,057 | 3,366 | 3,191 |
| Job Stayer | 6,277 | 6,607 | 6,992 | 5,503 | 5,965 | 5,863 |
| Hired from Another Job |  |  |  | 4,831 | 5,756 | 5,143 |
| Ohio |  |  |  |  |  |  |
| Hired from Nonemployment | 3,639 | 3,828 | 3,479 | 2,989 | 3,147 | 2,883 |
| Job Stayer | 5,761 | 6,150 | 6,162 | 5,025 | 5,425 | 5,812 |
| Hired from Another Job | 5,223 | 5,930 | 5,716 | 4,635 | 5,469 | 5,186 |
| Wisconsin |  |  |  |  |  |  |
| Hired from Nonemployment | 3,139 | 3,497 | 3,152 | 2,488 | 2,685 | 2,721 |
| Job Stayer | 5,468 | 5,756 | 6,003 | 4,870 | 5,399 | 5,444 |
| Hired from Another Job | 5,228 | 6,073 | 5,915 | 4,132 | 5,080 | 4,583 |


[^0]:    ${ }^{1}$ Small Business Pulse Survey, U.S. Census Bureau, April 2020 through April 2022.
    ${ }^{2}$ The NBER Business Cycle dating committee determined the trough of the recession to be April 2020.
    ${ }^{3}$ Job Openings and Labor Turnover Survey (JOLTS), Bureau of Labor Statistics, database checked January 4, 2023. ${ }^{4}$ Id.

[^1]:    ${ }^{5}$ U.S. Chamber of Commerce, A Current Snapshot of Those Unemployed During the COVID 19 Pandemic, surveys conducted in May 2021, November 2021 and May 2022. By May 2022, slightly over a third of participants in the survey said they were not working or looking for work.
    ${ }^{6}$ Small businesses are defined as those with employment of less than 500 employees for the purpose of this paper.
    ${ }^{7}$ The Census dataset does not provide a breakdown of firm age by firm size.
    ${ }^{8}$ A main job in this instance is one where the employee earns the most money, it may be either a full-time or a part-time position but excludes a second job (or third job) that an employee might hold.

[^2]:    ${ }^{9}$ The group of hires from non-employment can include people officially in the unemployed count (generally in the labor force and actively looking for a job) but may also include people newly employed and not recently included in the labor force.

[^3]:    ${ }^{10}$ Separation rates are calculated as quits, layoffs and other separations as a percent of employment.

[^4]:    ${ }^{11}$ Bureau of Labor Statistics, Job Openings and Labor Turnover Survey-January 2023 (JOLTS), press release March 8, 2023, Table 20.
    ${ }^{12}$ Quite logically, states with large geographic regions tend to have a higher percent of in-state hires than do small states.

[^5]:    ${ }^{13}$ In general, the Beveridge curve (the mapping between job vacancies and the unemployment rate) appears to have moved outward since the 1990s. This may reflect a more fundamental mismatch between potential employee skillsets and the skills required for the current jobs in the economy, which is beyond the scope of the relatively short-term analysis of this paper.

[^6]:    ${ }^{14}$ The Bureau of Labor Statistics defines the labor force as anyone over age 16 that is working or is not working but is available to work and either actively seeking work or on temporary layoff and expecting to be recalled.

[^7]:    ${ }^{15}$ This is based on the American Community Survey.
    ${ }^{16}$ https://wfhresearch.com/data/ Accessed May 12, 2023.
    ${ }^{17}$ WFH Project, April 2023 update. Accessed May 12, 2023. https://wfhresearch.com/wpcontent/uploads/2023/04/WFHResearch_updates_April2023.pdf

[^8]:    ${ }^{21}$ Id.
    ${ }^{22}$ Most states participate in this program; however, a few have data that lag, sometimes significantly. This paper is focused on an analysis of 2021Q3 data compared with 2019Q3 data and requires that data exists for both those time periods to be include in the state analysis.
    ${ }^{23}$ When each new quarter of data is released, there may be changes to data for the prior quarters as well. These tend to be minor but sometimes incorporate more substantial revisions to prior period's data.
    ${ }^{24}$ Non-employed status may be someone who fits the standard definition of unemployed (i.e., available to work and looking for a job) or it may be someone entering the labor force or re-entering the labor force after an absence.
    ${ }^{25}$ The firm size groups include: 0-19 employees, 20-49 employees, 50-249 employees, 250-499 employees and 500 plus employees. The firm age groups include: 0-1 year, 2-3 years, 4-5 years, 6-10 years, and 11 plus years.

[^9]:    ${ }^{26}$ Four states are missing from the analysis. The following states' data are not up-to-date in the Census database: Alaska from the Pacific Region (Division 9), Arkansas from the West South Central Region (Division 7), and Mississippi and Tennessee from the East South Central Region (Division 6).
    ${ }^{27}$ New England - Division 1 (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont); Mid- Atlantic Division 2 (New Jersey, New York, Pennsylvania); East North Central - Division 3 (Indiana, Illinois, Michigan, Ohio, Wisconsin); West North Central - Division 4 (Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota); South Atlantic - Division 5 (Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia); East South Central - Division 6 (Alabama, Kentucky, Mississippi-missing, Tennessee-missing); West South Central - Division 7 (Louisiana, Oklahoma, Texas, Arkansas-missing); Mountain - Division 8 (Arizona,

[^10]:    Colorado, Idaho, New Mexico, Montana, Nevada, Utah, Wyoming); and Pacific - Division 9 (California, Hawaii, Oregon, Washington, Alaska-missing).
    ${ }^{28}$ The percentage increase in hires in the full QWI database is somewhat lower over this time period than the percentage increase in the J2J hires ( 12.8 percent compared to 15 percent). This could indicate a shift to more stable hiring for primary jobs or it could indicate better identification of workers that meet the criteria for being included in the J2J data set. Whichever measure is used, this was a faster growth rate than had been seen in over a decade.
    ${ }^{29}$ The firms with no firm size designation are missing from this chart; most of those represent hiring by state and local governments. On average, about 7 percent of new hires are by firms with no designated firm size.

[^11]:    ${ }^{30}$ For this review, an industry was considered important if it constituted 4 percent or more of total new hires.

[^12]:    ${ }^{31}$ Hiring by businesses with fewer than 20 employees in these industries is, on average, a larger share of hiring than is employment by those businesses. Based on the 2020 Statistics of US Businesses (released in March 2023) businesses with fewer than 20 employees in these industries accounted for 9.3 percent of private sector employment.

[^13]:    ${ }^{32}$ The remaining new hires are by state and local government and other firms with undefined firm size.
    ${ }^{33}$ Separation rates are calculated as quits, layoffs and other separations as a percent of employment.
    ${ }^{34}$ Bureau of Labor Statistics, Job Openings and Labor Turnover Survey-January 2023 (JOLTS), press release March 8, 2023, Table 20.

[^14]:    ${ }^{35}$ A regression that predicts the share of new hires by businesses with fewer than 20 employees by state from the average unemployment rate for the state explains 68 percent of the variation and shows the following relationship: SHNELT20 $=41.2$ $+2.302^{*}$ STUNR (standard errors in parentheses).
    (0.94) (0.21)

[^15]:    ${ }^{36}$ These data are comparing the prior job with the new job and do not compare where the person was residing prior to being hired; therefore, no information is available for those people who are coming from non-employed status.
    ${ }^{37}$ Quite logically, states with large geographic regions tend to have a higher percent of in-state hires than do small states.
    ${ }^{38}$ Alaska is not part of the analysis because it does not have updated data in this database.

[^16]:    ${ }^{39}$ The American Community Survey (ACS) estimates that in 2019, 3.7 percent of the population worked outside their state of residence ( 4.3 percent of men and 3.0 percent of women) but by 2021 that number had fallen to 2.9 percent of workers ( 3.4 percent of men and 2.3 percent of women). ACS Table B08007. It is noted that the ACS surveys households whereas the J2J

[^17]:    database tracks jobs from the perspective of the location of the firm reporting it. A person may take a job in another state without moving and may not report it as an out-of-state job to ACS if it is being performed from home.
    ${ }^{40}$ Working from home is tracked by the WFH Project. WFH Project, April 2023 update. Accessed May 12, 2023. https://wfhresearch.com/wpcontent/uploads/2023/04/WFHResearch_updates_April2023.pdf

[^18]:    ${ }^{41}$ Appendix A has focused on sectors with the highest small business hiring within the grouped sectors. For example, within Trade, the focus is on Retail Trade (NAICS 44-45), and within the Business Services sector wages for the Professional \& Technical sector (NAICS 54 Professional, Scientific and Technical Services) have been separated from the Business Support Services sector (NAICS 56 Administrative and Support and Waste Management and Remediation Service) and within Leisure \& Hospitality Services the focus is on the Accommodation \& Food Services sector (NAICS 72).
    ${ }^{42}$ New York and New Jersey also have the highest minimum wage levels in this group in 2019 and 2021. However, Pennsylvania, Indiana and Wisconsin all maintain the lower Federal minimum wage set in 2009 and they do not have uniform wages. This indicates that additional factors are part of the wage setting process.

[^19]:    ${ }^{43}$ New Jersey does not have a non-metro area identified and Michigan does not have complete data for all the types of hires being examined so those states have been left off the table.
    ${ }^{44}$ J2J flows of workers (those hired from another job) show that Accommodation \& Food Service firms tend to hire from other Accommodation \& Food Service firms most often (over 50 percent of the time) and from Retail Trade as its second most frequent source (about 15 percent of the time). Retail Trade firms tend to hire from other Retail Trade firms most often (almost 40 percent of the time) and from Accommodation \& Food Service firms as its second most frequent source (about 20 percent of the time).

[^20]:    ${ }^{45}$ The New York City metro area does not have the highest quarterly wages among job stayers in retail trade in the country during this quarter. Several areas, including the San Francisco and Dallas metro areas and the non-metro area in Massachusetts exceed the New York City metro area wages.
    ${ }^{46}$ If the 47 states/areas in this analysis are ordered based on quarterly wages in 2021-Q3 for workers hired from nonemployed status in the Accommodation \& Food Service industry by businesses with fewer than 20 employees, 7 of the ten lowest wages also were in states with the lowest minimum wage (the Federal minimum wage of $\$ 7.25$ per hour). However, there were 17 states that maintained the Federal minimum wage throughout the 2019-2021 period, but they are not the 17 states with the lowest quarterly wages on the list, Georgia is $28^{\text {th }}$ on the list of 47 . Therefore, there are clearly other factors the influence these relationships. Nor did a non-changing minimum wage guarantee a low rate of increase in the quarterly wages for this group, the increase for the states with the lowest minimum wage averaged $25.6 \%$ over this period.

[^21]:    ${ }^{47}$ The focus on industries in which small businesses have a large presence is not a good substitute for understanding the small business experience. Both large and small businesses have a relatively large share of new hires in the Trade and Leisure \& Hospitality categories. It is not possible to tell from these data if the small business experience has been significantly different from the large business experience.

[^22]:    ${ }^{48}$ The percentage of women hired does tend to increase in Q3 of the year because some of the female heavy sectors tend to hire more workers during that period.
    ${ }^{49}$ One possible explanation is the makeup of this dataset compared with all new hires; this dataset focuses only on the primary job and does not include secondary jobs. Therefore, it would not show secondary job hires. This is not an entirely satisfactory explanation since women were more prevalent among multiple job holders in both 2019 and 2021 (although the number of multiple job holders declined between 2019 and 2021, it declined more for male job holders than for female job holders.) It does seem to be true that the J2J dataset appears to capture a higher percentage of female job hires than male job hires for whatever reason but that is not the full explanation as both the full dataset and the J2J dataset do show the same pattern of more female hires in many quarters.
    ${ }^{50}$ Median tenure is slightly higher among males (4.3 years in January 2022) than females (3.8 years in January 2022) and it fell for females during COVID (down from 4.0 years in January 2018) while male median tenure appears to have remained constant. This may explain why more women were seeking new jobs in 2021. See BLS News Release Employee Tenure in 2022, September 22, 2022.

[^23]:    ${ }^{51}$ Job Openings and Labor Turnover Summary-April, Bureau of Labor Statistics, May 31, 2023. https://www.bls.gov/news.release/jolts.nr0.htm (referenced June 23, 2023).

[^24]:    ${ }^{52}$ It went lower still to 0.5 in 2022.

