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keeps getting better.



New Jersey's Financial Services Workforce

Presented by:

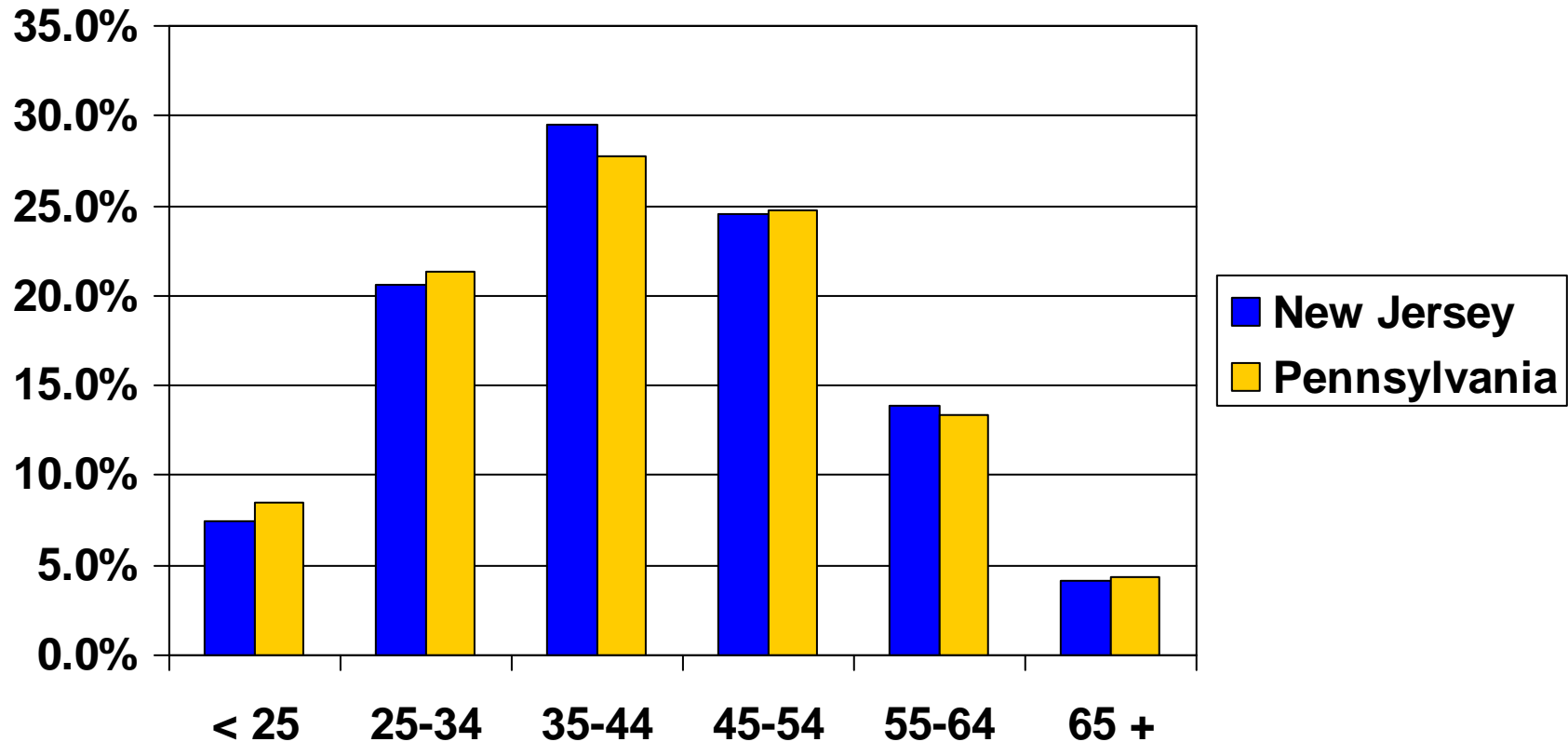
**The Division of Labor Market & Demographic Research
New Jersey Department of Labor and Workforce Development**

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Experience at All Levels

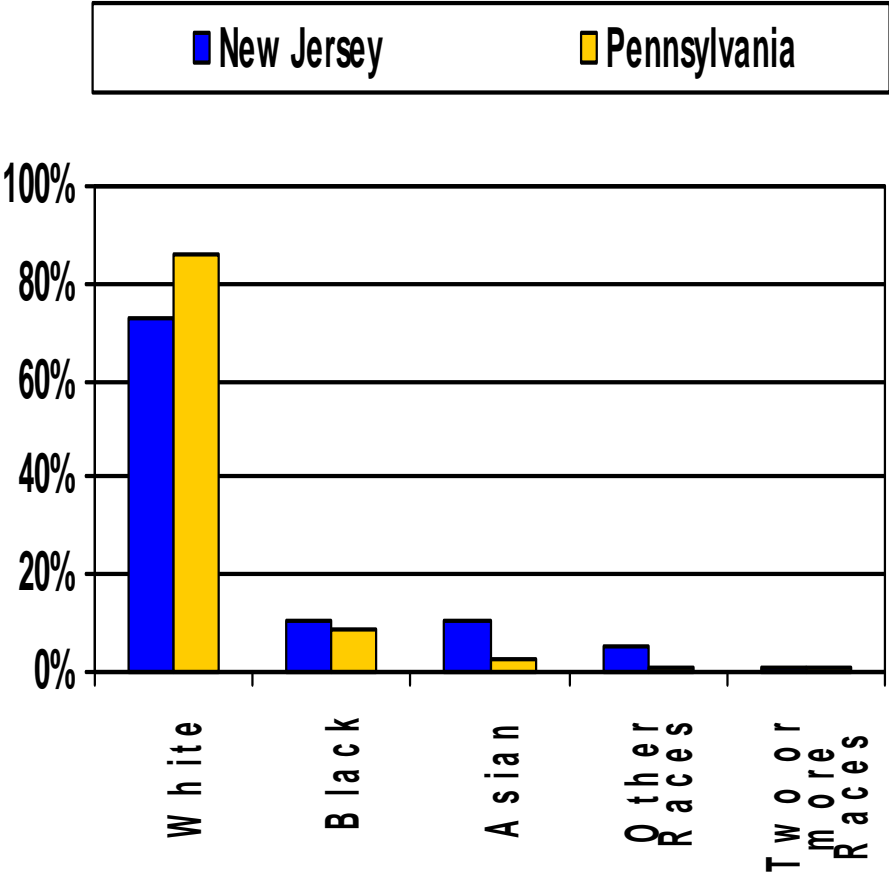
Age Distribution of Resident Financial Workers



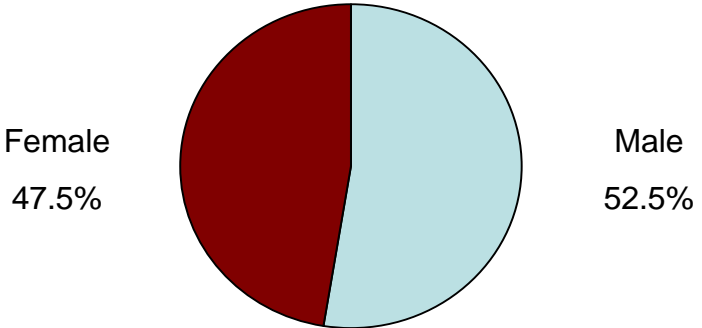
Source: 2006 American Community Survey Public Use Microdata



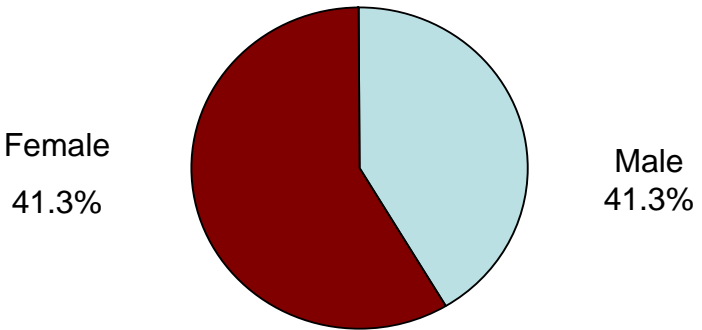
Diversity: Race and Gender in Financial Services



New Jersey



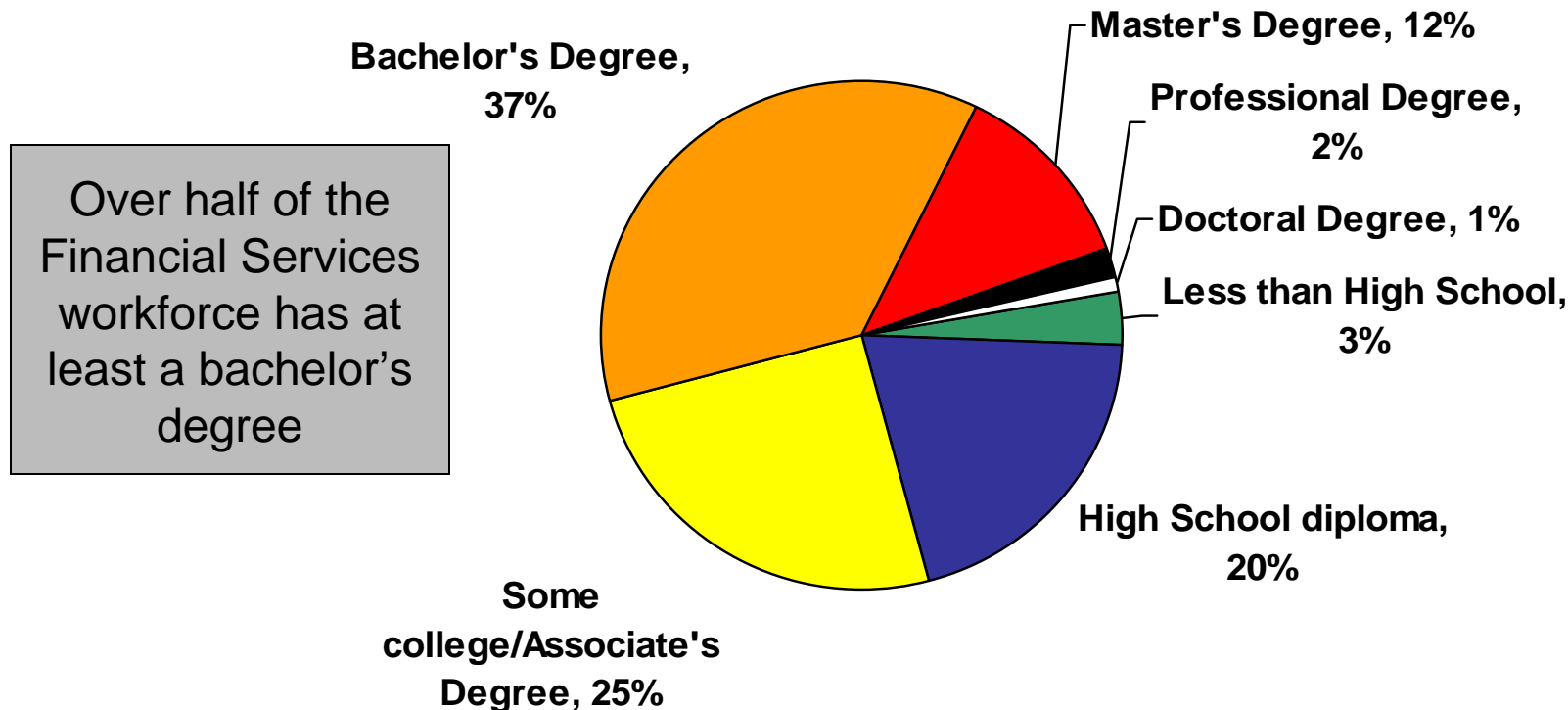
Pennsylvania



Source: 2006 American Community Survey Public Use Microdata

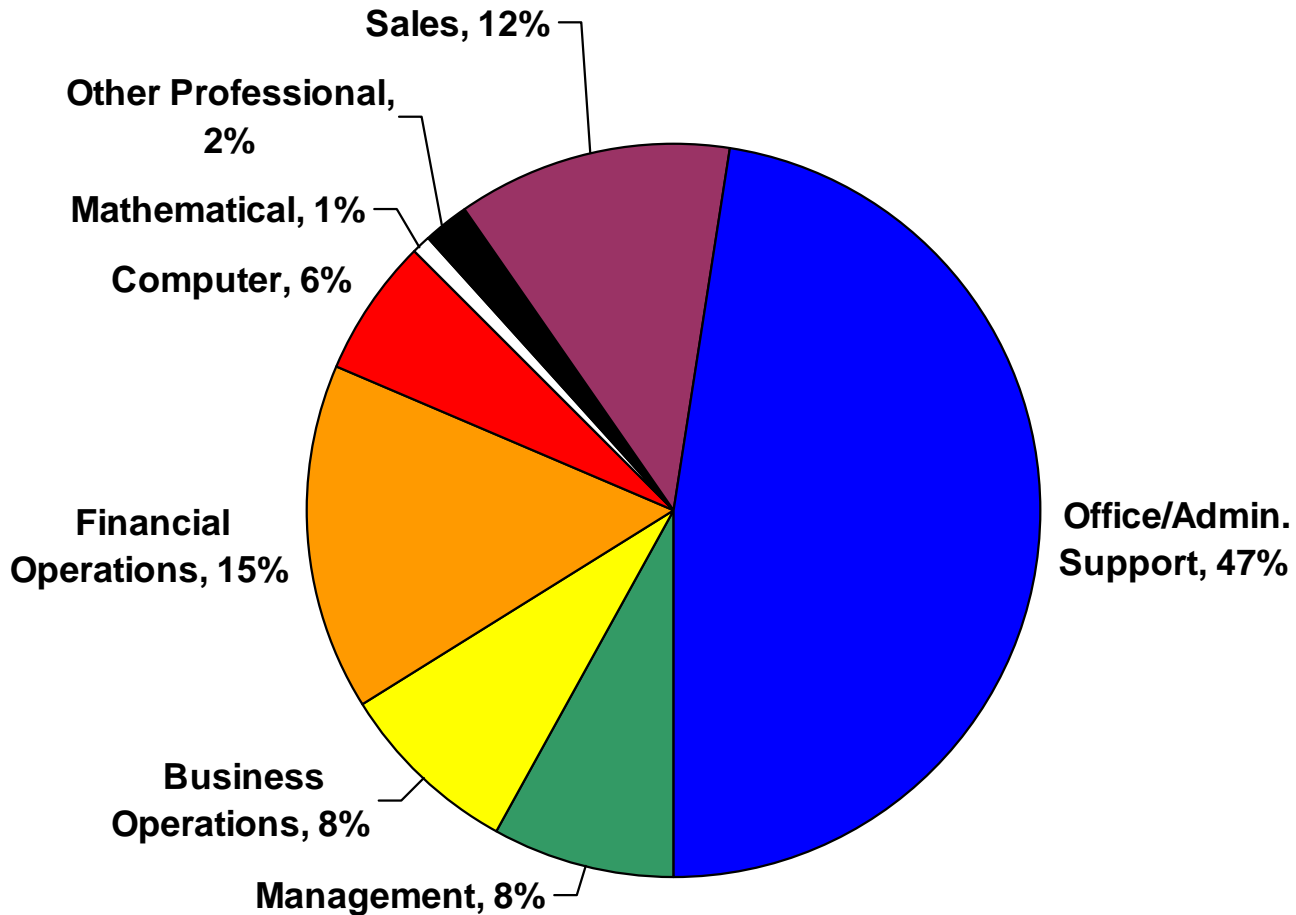


Highly Skilled Workforce in New Jersey





Staffing Pattern for Financial Industry



Source: LWD, OES Program, 2006

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Staffing Pattern

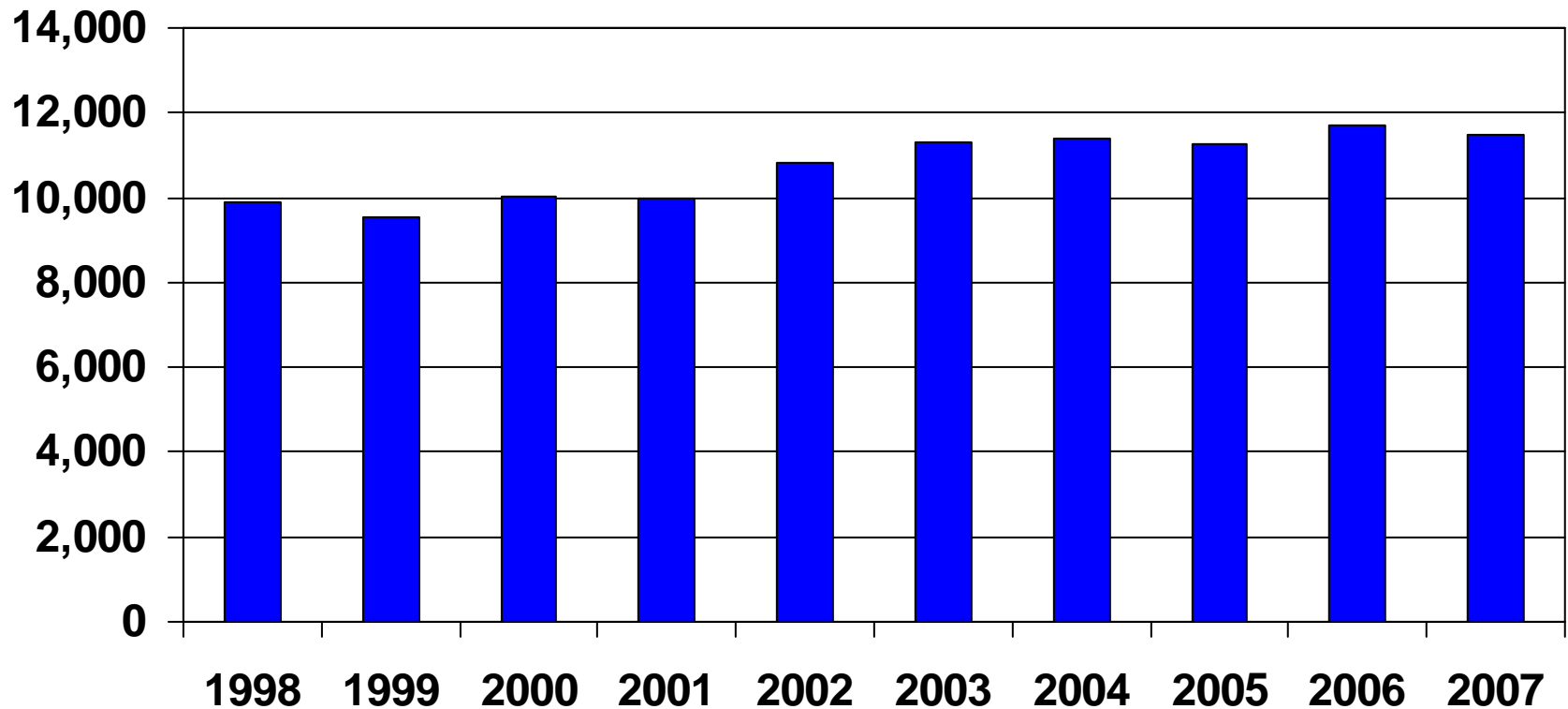
Occupational	Emp	Emp %	Education & Training
Tellers	17,486	8.4%	Short-term on-the-job training
Customer Service Representatives	16,030	7.7%	Moderate-term on-the-job training
Securities, Commodities and Financial Services Sales Agents	10,957	5.3%	Bachelor's degree
Loan Officers	10,323	5.0%	Bachelor's degree
Insurance Claims and Policy Processing Clerks	9,437	4.6%	Moderate-term on-the-job training
Claims Adjusters, Examiners and Investigators	8,993	4.3%	Long-term on-the-job training
Supervisors/Managers of Office and Administrative Support Workers	8,228	4.0%	Work experience in a related occupation
Insurance Sales Agents	7,892	3.8%	Bachelor's degree
Office Clerks, General	6,491	3.1%	Short-term on-the-job training
Loan Interviewers and Clerks	6,417	3.1%	Short-term on-the-job training
Financial Managers	6,354	3.1%	Bachelor's or higher degree, plus work exp.
Personal Financial Advisors	5,123	2.5%	Bachelor's degree
Secretaries, Except Legal, Medical and Executive	5,004	2.4%	Moderate-term on-the-job training
Accountants and Auditors	4,675	2.3%	Bachelor's degree
Bookkeeping, Accounting and Auditing Clerks	4,581	2.2%	Moderate-term on-the-job training
Financial Analysts	4,138	2.0%	Bachelor's degree
Brokerage Clerks	3,863	1.9%	Moderate-term on-the-job training
Executive Secretaries and Administrative Assistants	3,524	1.7%	Work experience in a related occupation
Insurance Underwriters	3,282	1.6%	Bachelor's degree
General and Operations Managers	3,070	1.5%	Bachelor's or higher degree, plus work exp.
Computer Software Engineers, Applications	2,679	1.3%	Bachelor's degree
Computer Systems Analysts	1,992	1.0%	Bachelor's degree
Supervisors/Managers of Non-Retail Sales Workers	1,945	0.9%	Work experience in a related occupation
Network and Computer Systems Administrators	1,923	0.9%	Bachelor's degree
Computer Support Specialists	1,814	0.9%	Associate's degree
Total, Selected Occupations	156,222	75.5%	
Total, All Occupations	207,025	100.0%	

Source: LWD, OES Program, 2006

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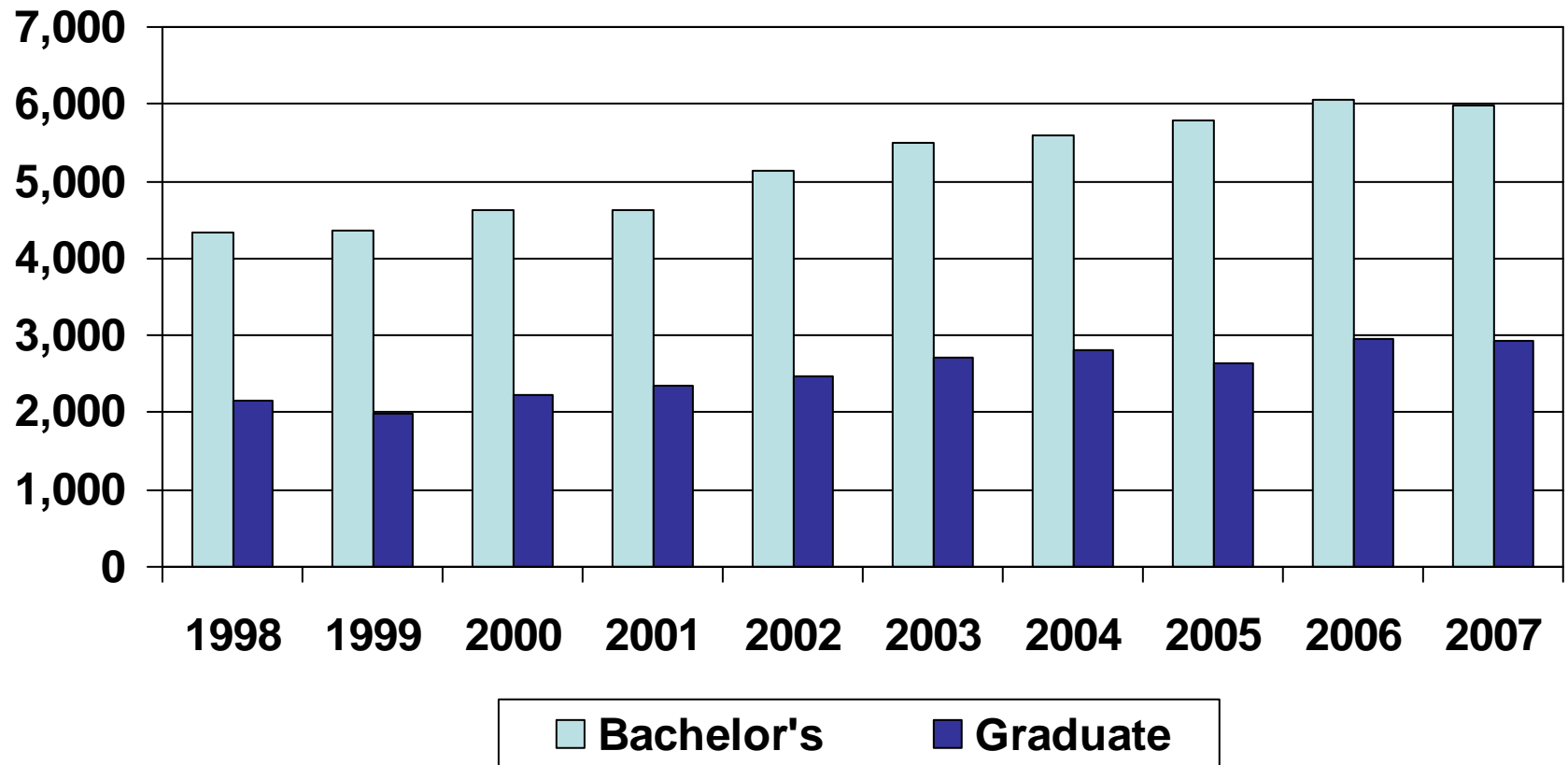
Business and Finance in New Jersey: Total Business Degrees Awarded



Source: New Jersey Commission on Higher Education, Integrated Postsecondary Data System (IPEDS)



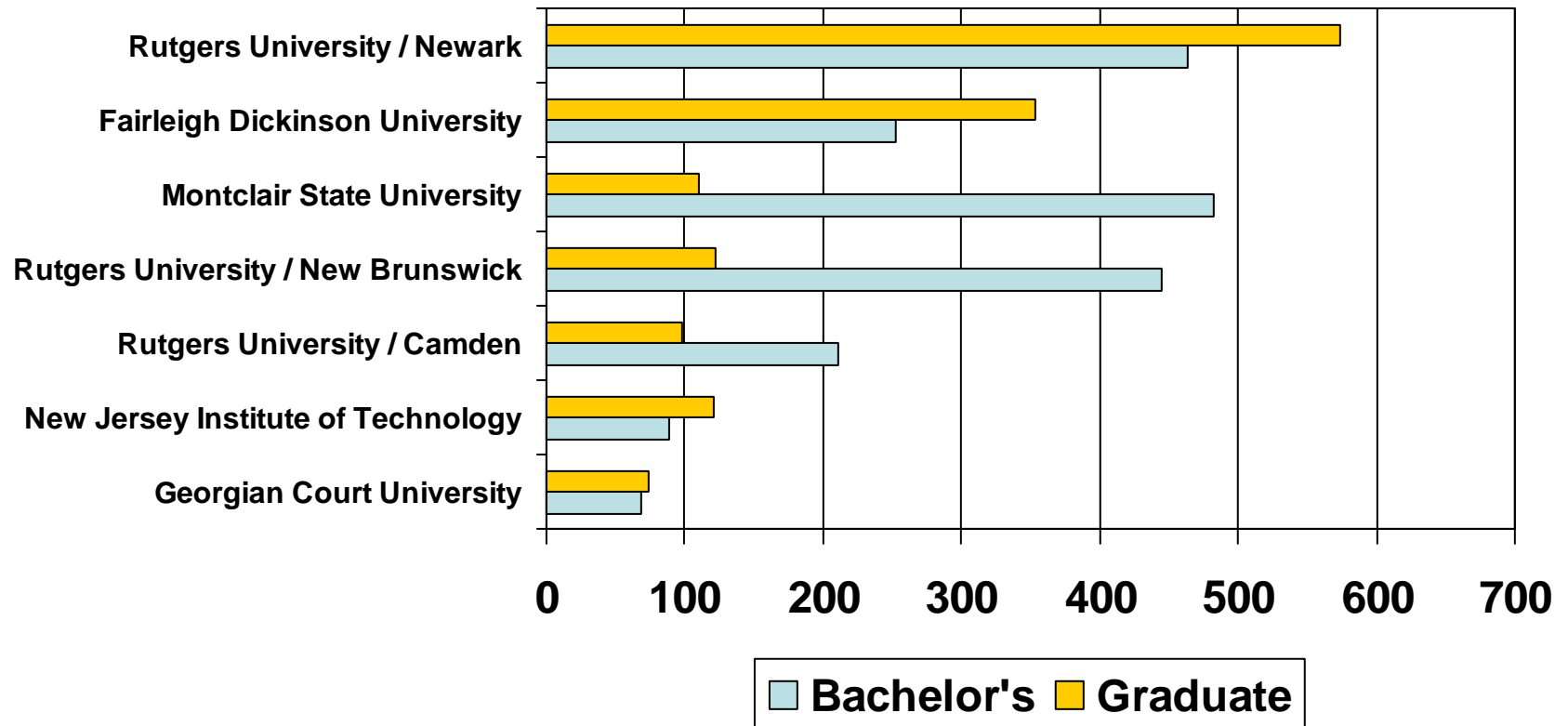
Breakdown of Degrees in Business Majors



Source: New Jersey Commission on Higher Education, Integrated Postsecondary Data System (IPEDS)



Business Degrees in 2007 By Institution



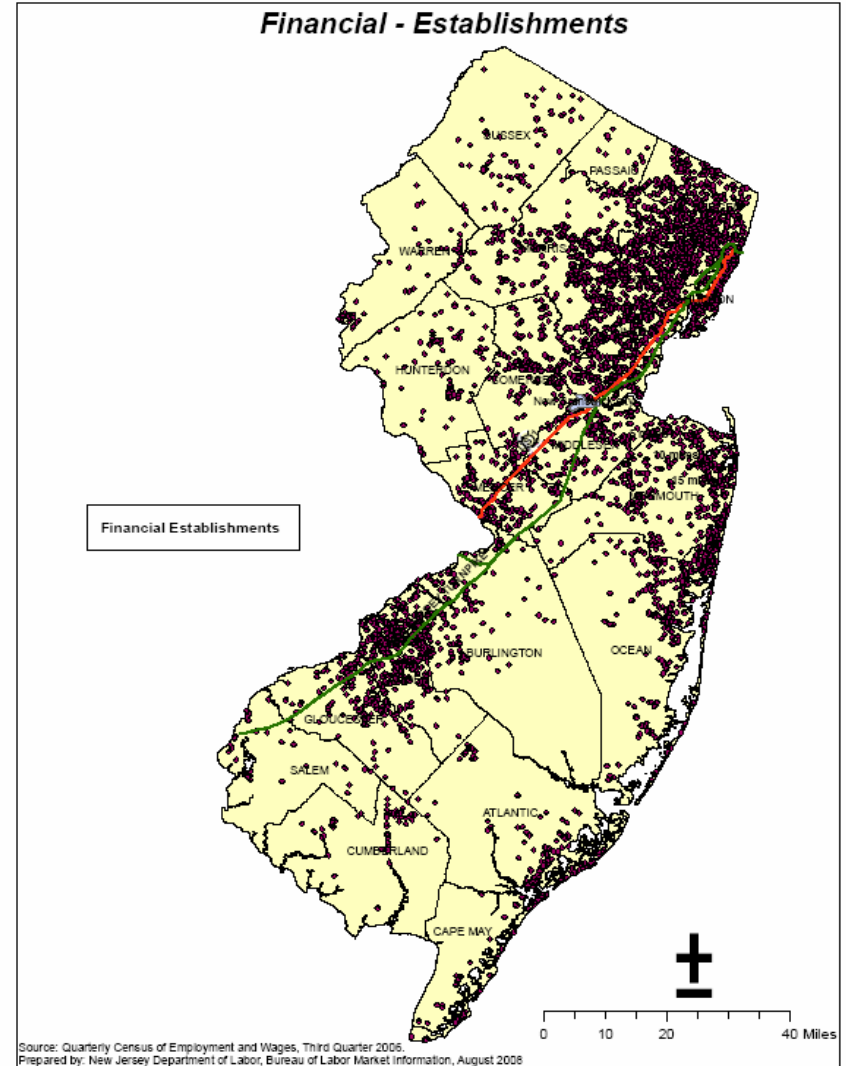
Source: New Jersey Commission on Higher Education, Integrated Postsecondary Data System (IPEDS)

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Financial Sites in New Jersey

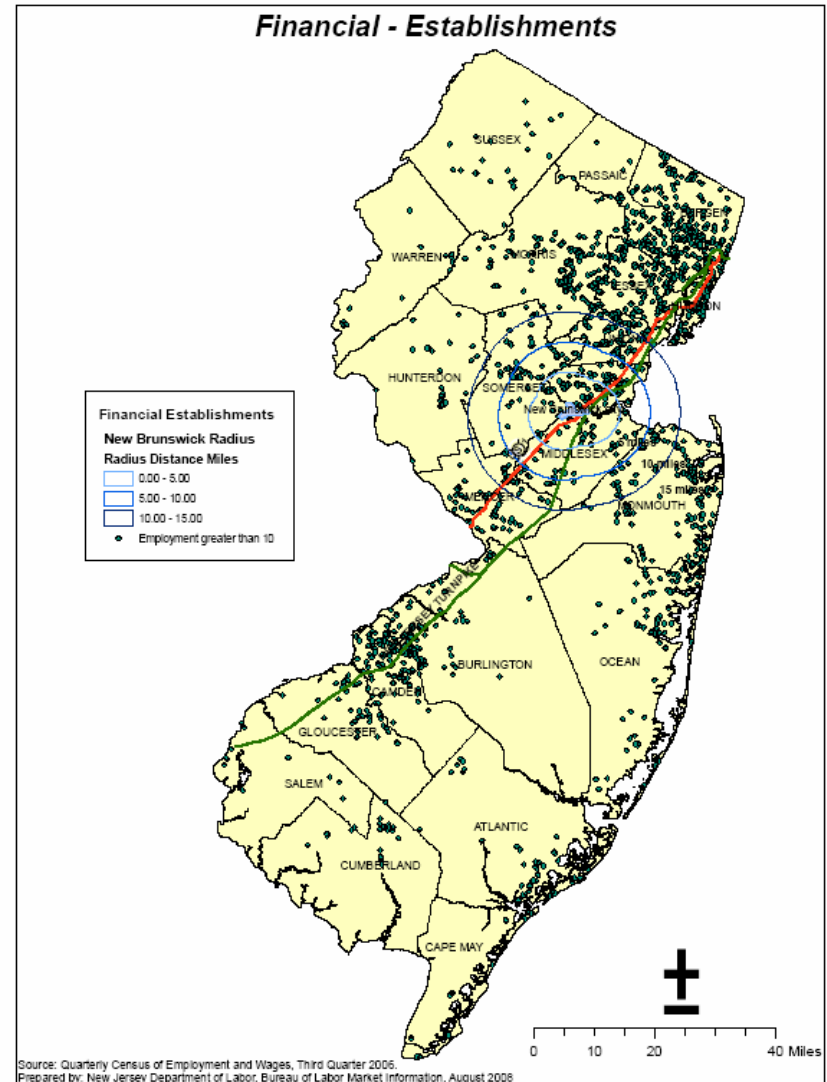
- Many Financial sites are clustered near major U.S. cities of New York and Philadelphia, and also along the NJ Turnpike



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Financial Establishments with 10 or more employees within 15 mile radius of New Brunswick



Source: Quarterly Census of Employment and Wages, Third Quarter 2006
Prepared by: New Jersey Department of Labor, Bureau of Labor Market Information, August 2008

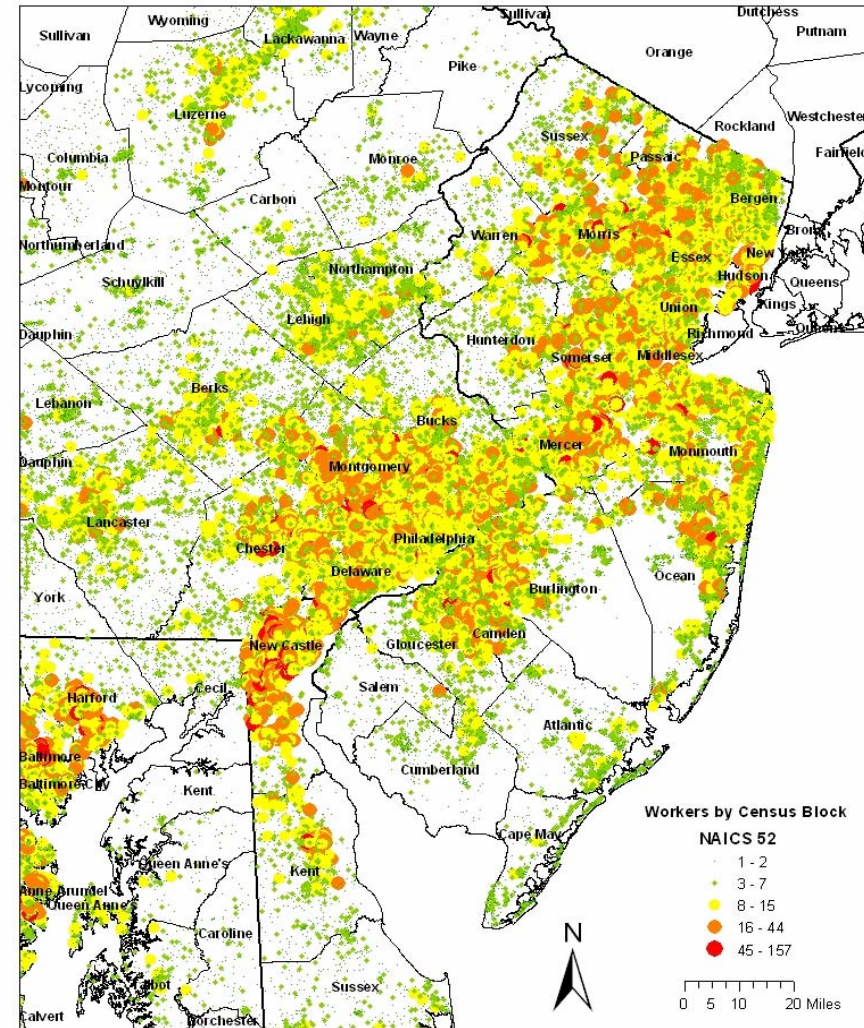
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Finance and Insurance Labor Sheds

The high concentration of red and orange colors in the map indicates that a high density of workers in the finance sector reside in Mercer, Middlesex, Somerset and Morris counties.

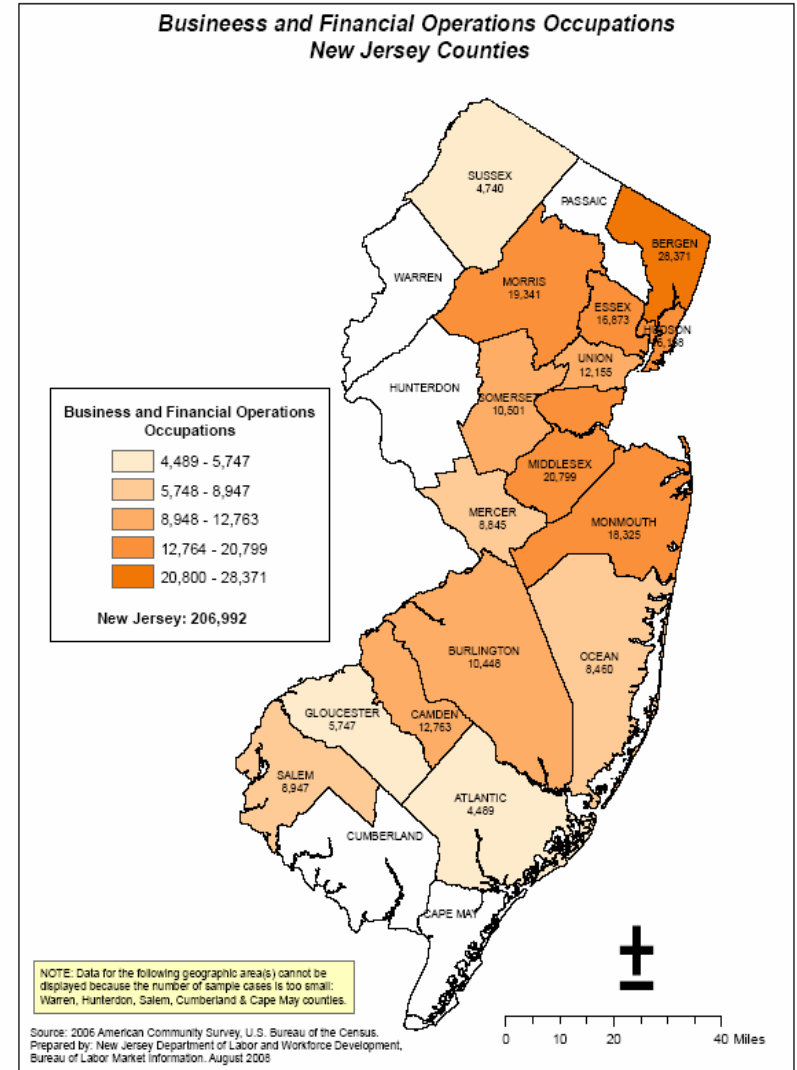
Finance and Insurance Labor Shed



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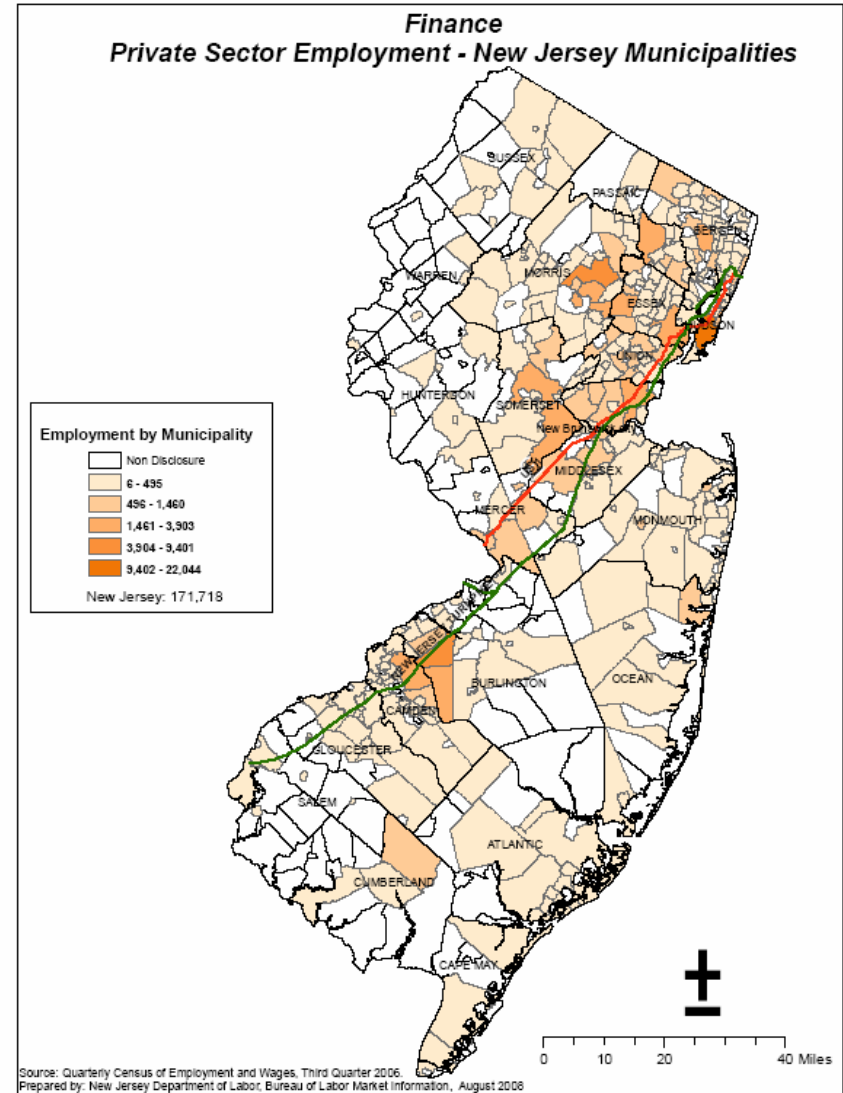
Geographic Distribution of Talent: Business and Financial Occupations by Residence



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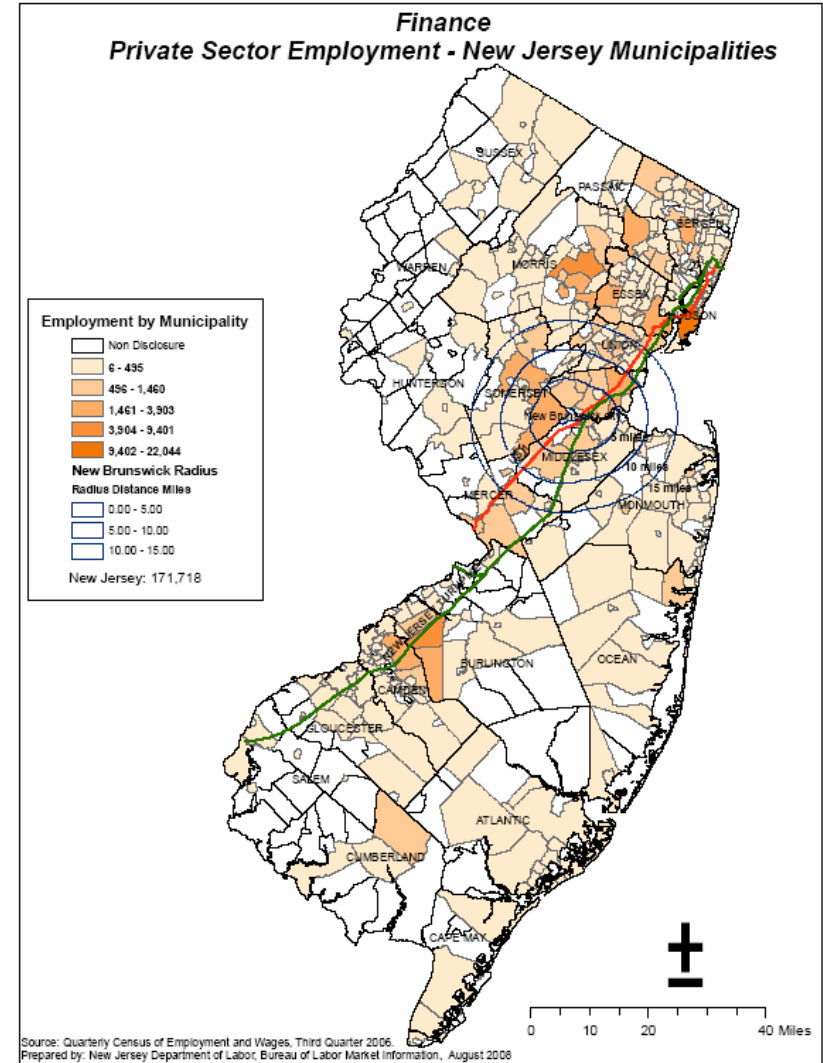
Financial Industries Employment by Municipality



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Financial Industries Employment by Municipality within 15 Miles of New Brunswick



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The Power of Our Economy: New Jersey's Economic Advantage

- New Jersey had the 8th-largest economy in the United States, with a State Gross Domestic Product \$465.4 billion. (SOURCE: Bureau of Economic Analysis)
- 24 Fortune 500 companies are headquartered in New Jersey. (SOURCE: Fortune, April 2008)
- The nation's 9th-largest exporter, with more than \$27 billion of New Jersey products bought by overseas markets in 2006 alone.

NEW JERSEY	
Economy Size	8 th Largest
Gross State Product (2006)	\$465.4 Billion
Fortune 500 Companies	24