

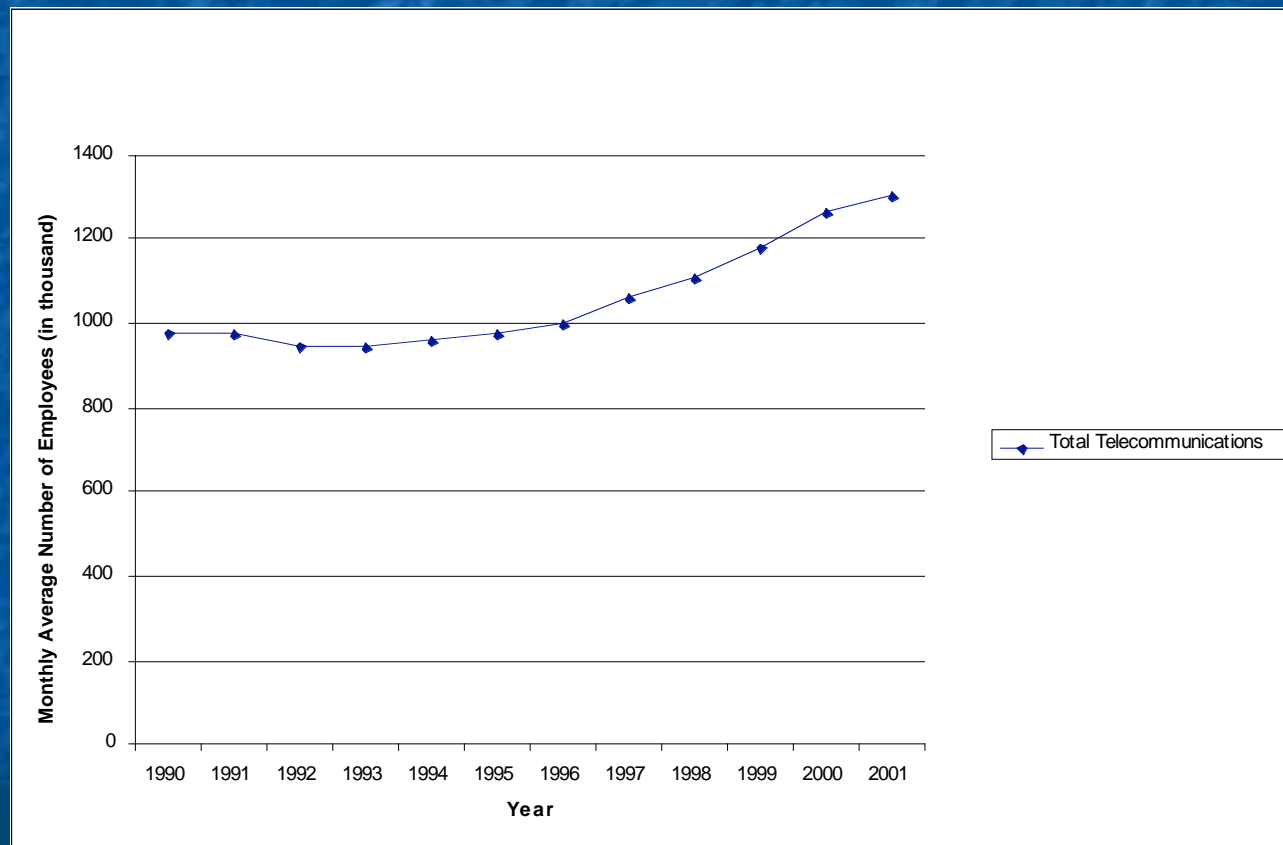
The Changing Structure of the Telecommunications Industry in New Jersey

Kenneth Dautrich

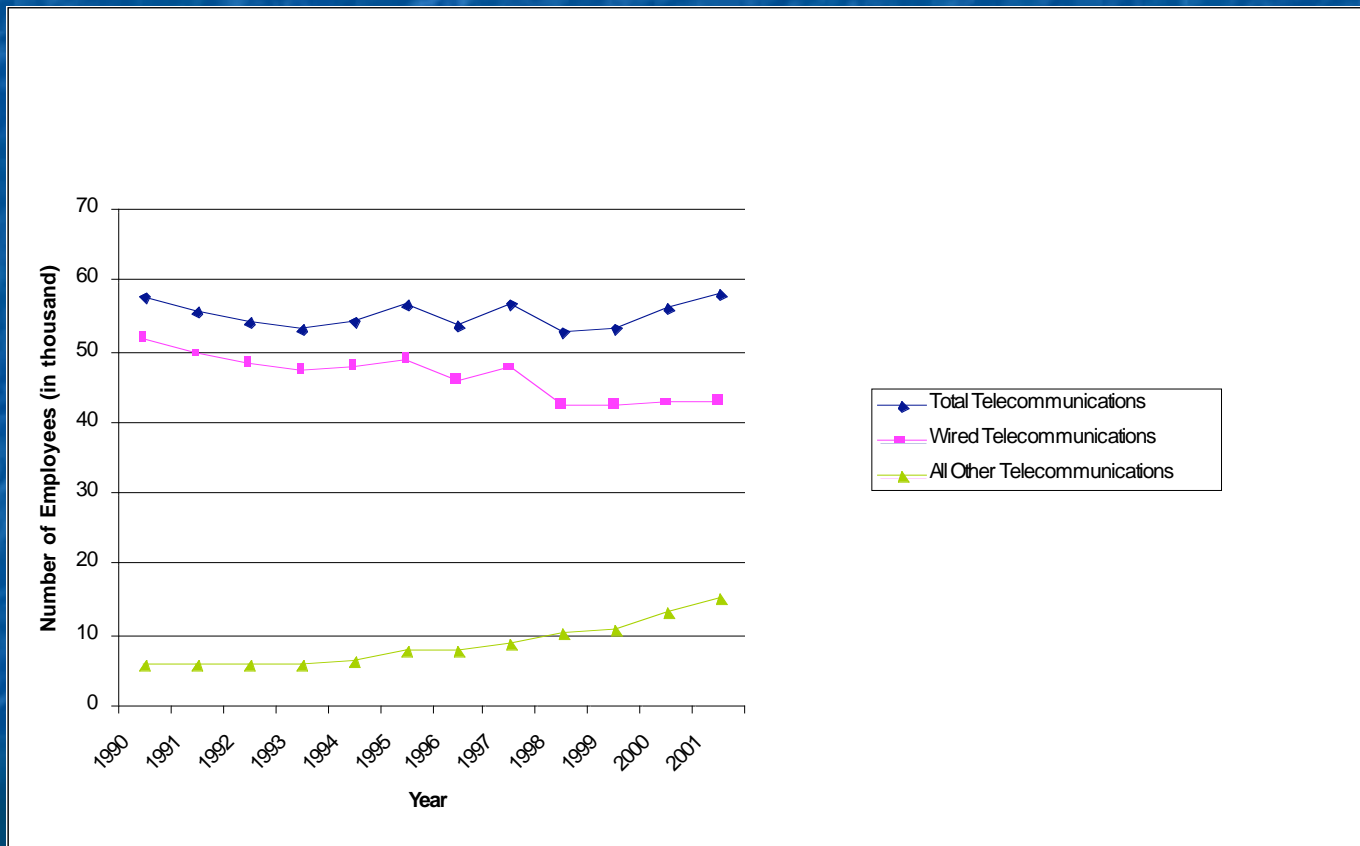
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December 14, 2004

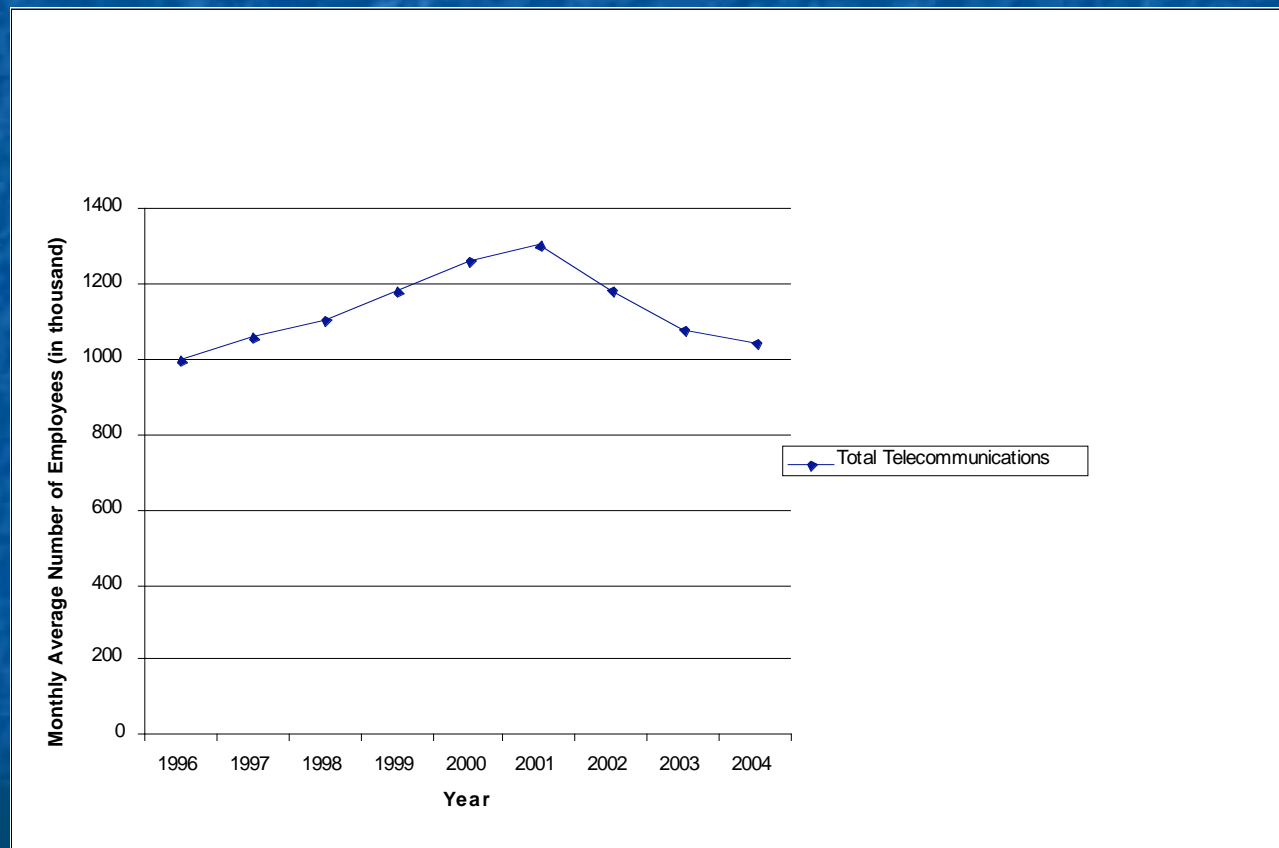
U.S. Average Monthly Employment in the Telecommunications Industry (1990-2001)



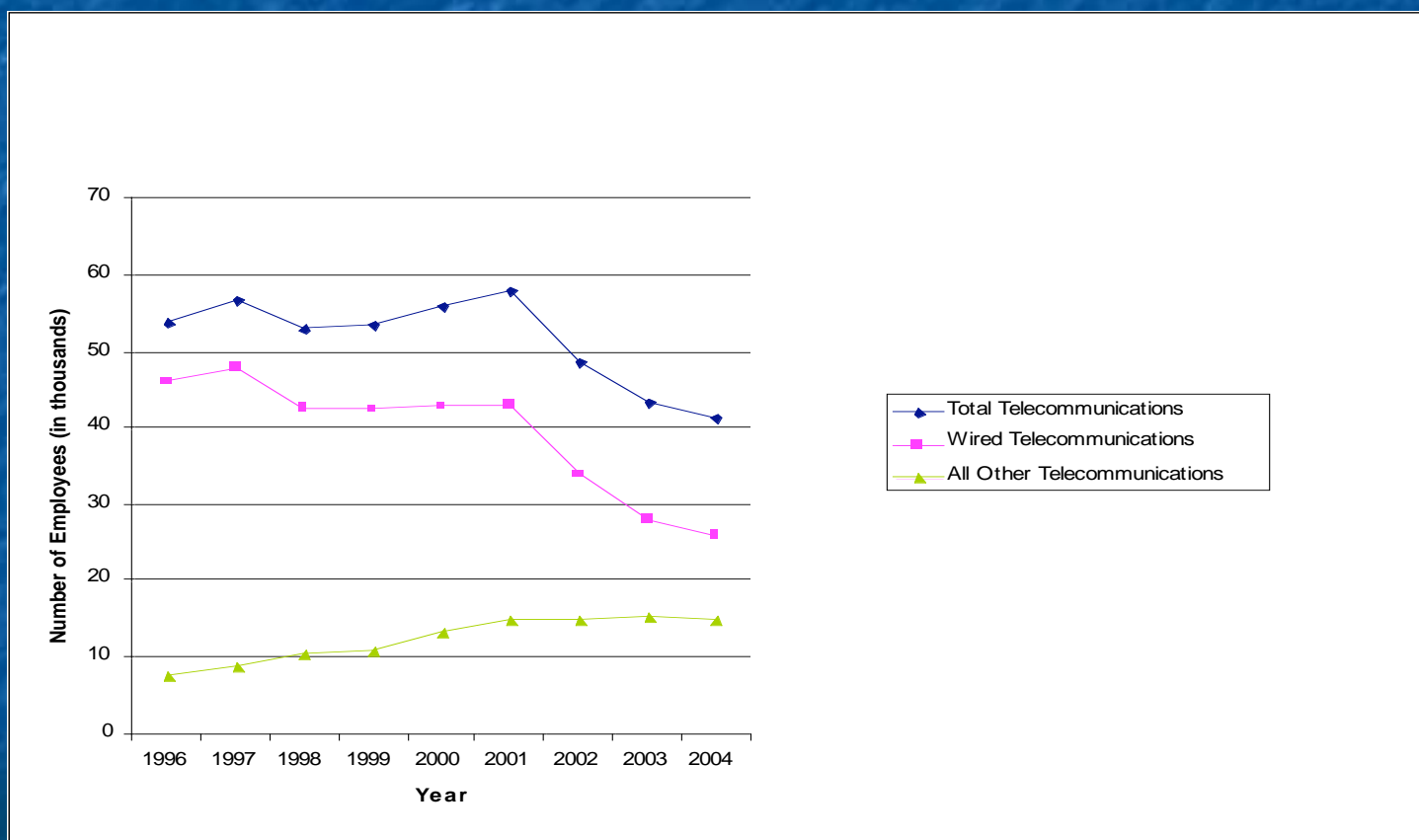
Trends in Average Monthly Employment in New Jersey's Telecommunications Industry (1990-2001)



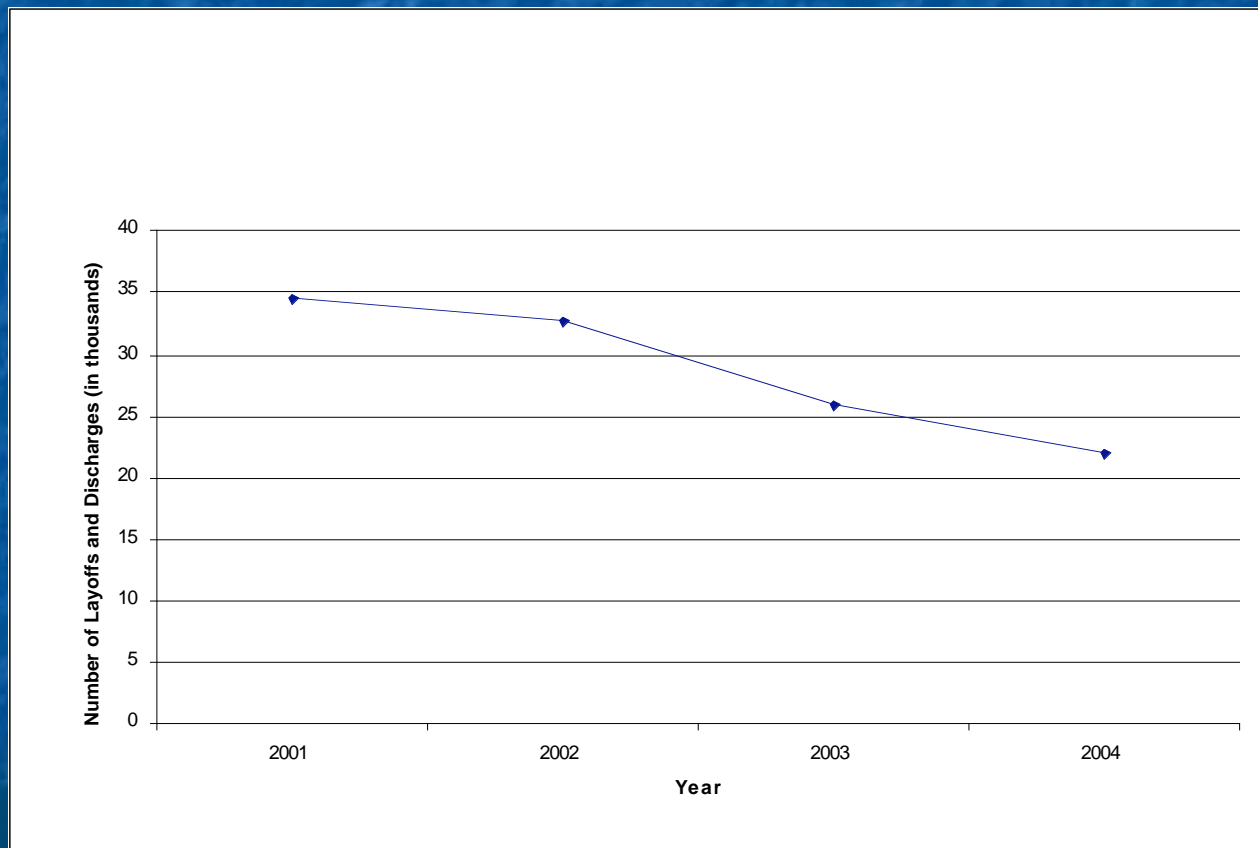
U.S. Average Monthly Employment in the Telecommunications Industry (1996-2004)



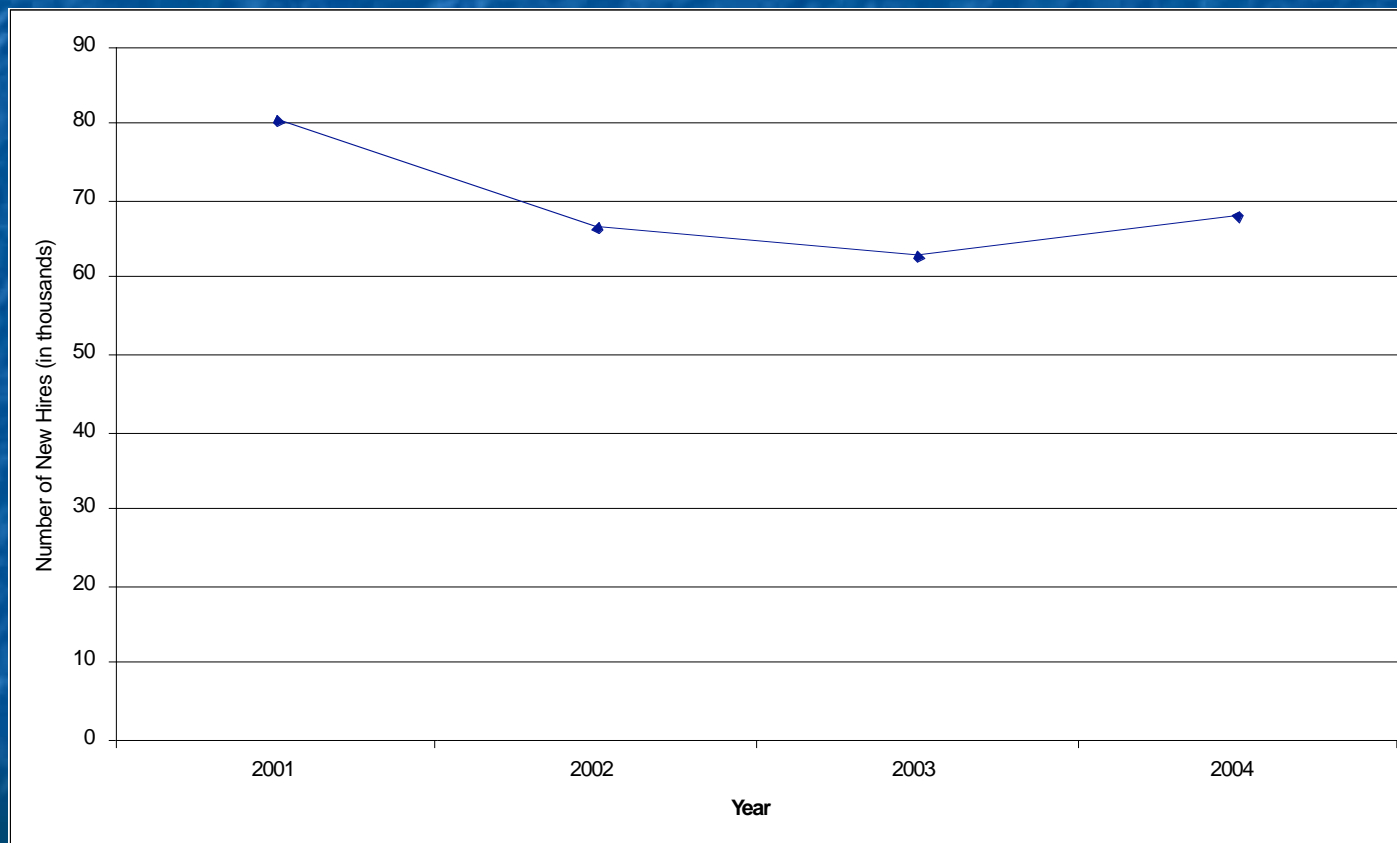
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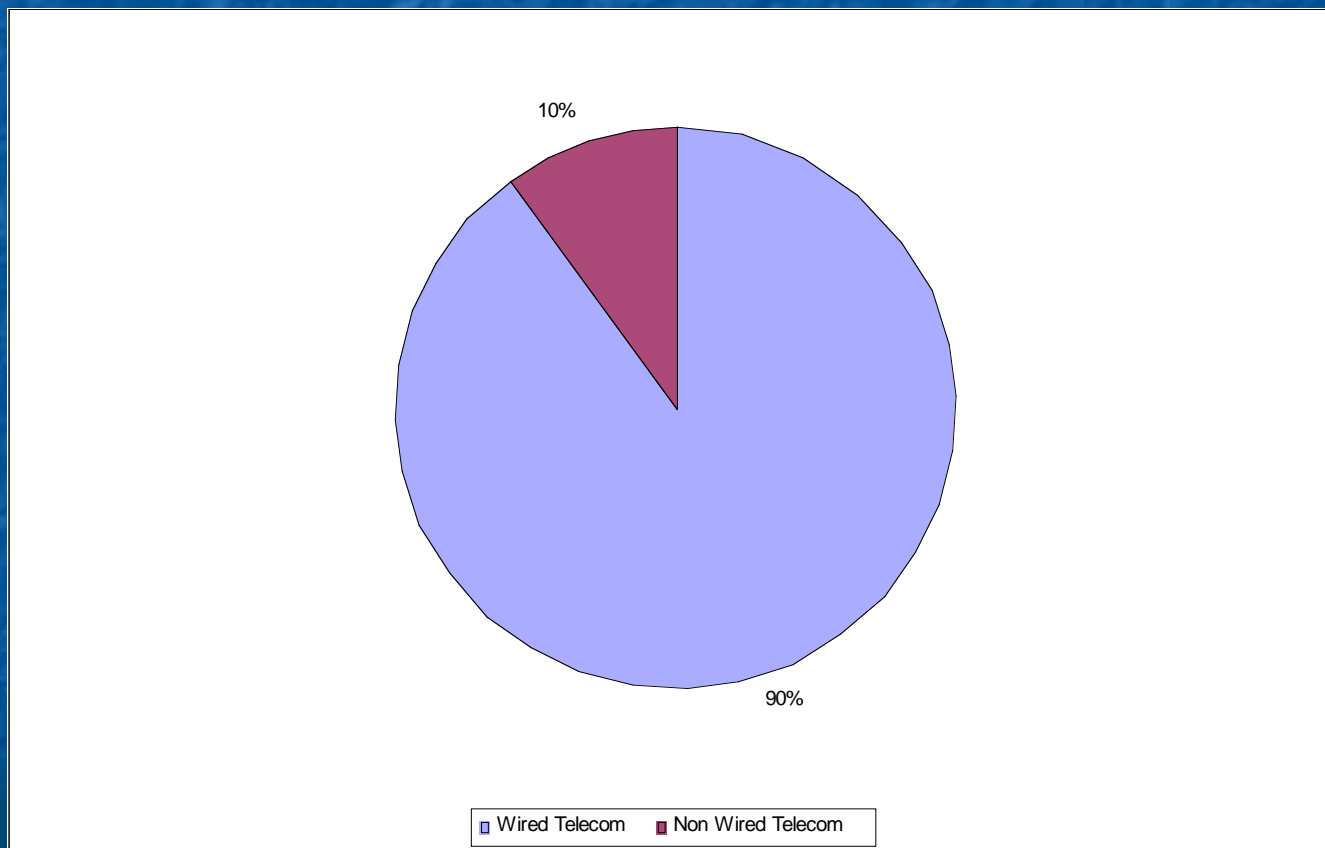
Layoffs and Discharges in the U.S. Telecommunications Industry (2001-2004)



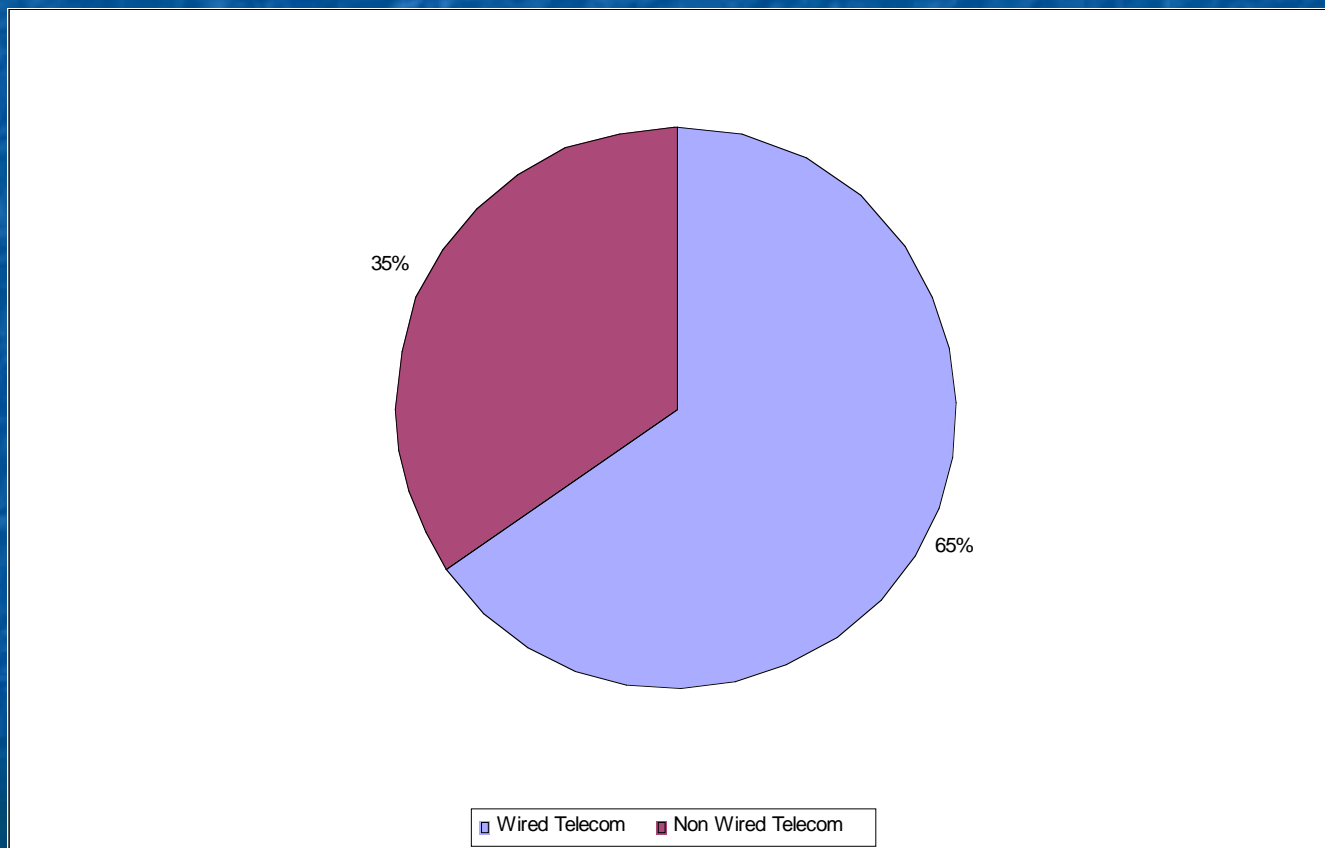
New Hires in the U.S. Telecommunications Industry (2001-2004)



New Jersey Telecommunications Employment – Wired vs. Non-Wired (1990)



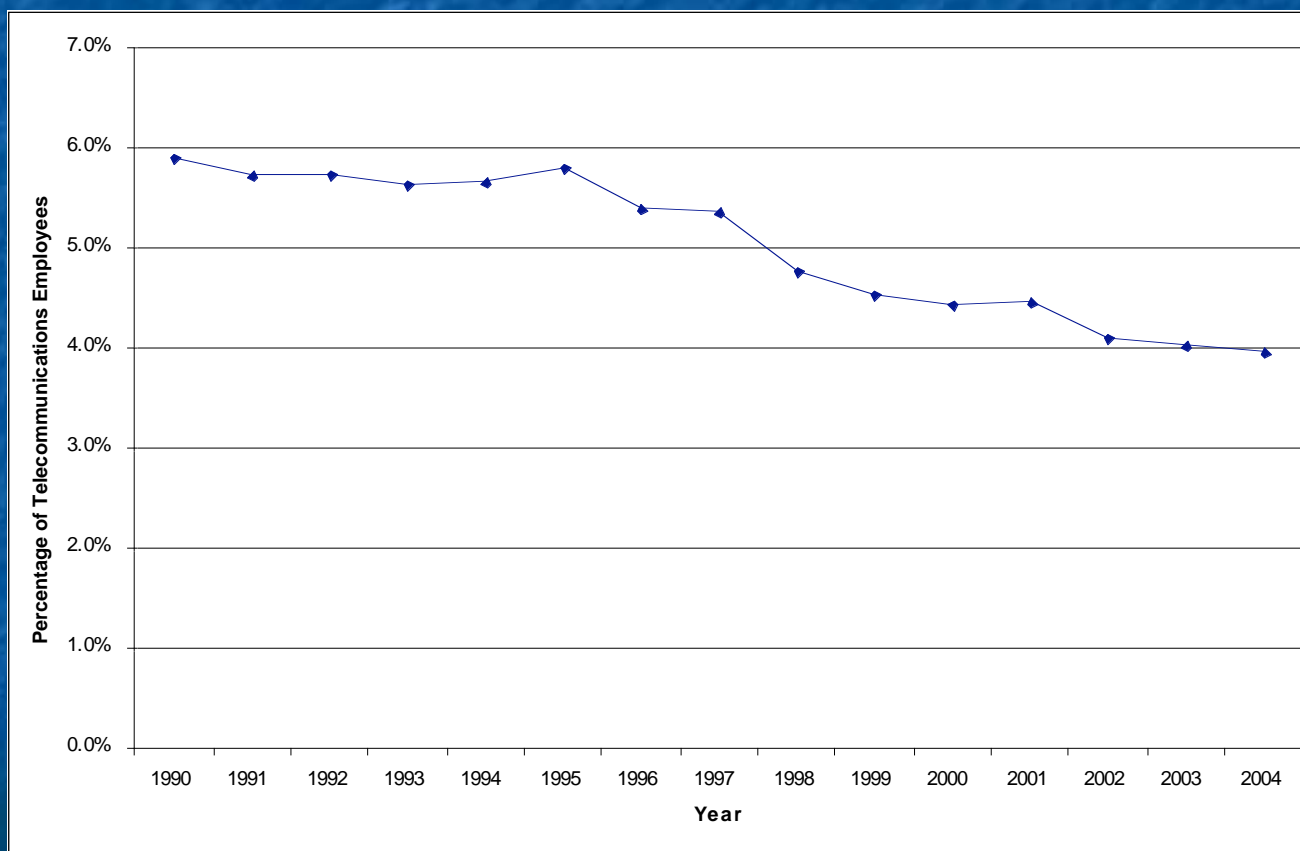
New Jersey Telecommunications Employment – Wired vs. Non-Wired (2003)



Average Salaries for Occupations in the Telecommunications Industry, New Jersey, 2003

	Average Annual Salary
TOTAL NJ TELECOM OCCUPATIONS	\$55,170
Managers, All Other	\$88,452
Business and Financial Operations Occupations	\$69,536
First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	\$67,293
Sales and Related Workers, All Other	\$59,999
First-Line Supervisors/Managers of Office and Administrative Support Workers	\$57,205
Telecommunications Equipment Installers and Repairers, Except Line Installers	\$54,697
Total NJ ALL occupations	\$40,575.00

New Jersey Share of U.S. Telecommunications Employment (1990-2004)



Change in Share of National Telecommunications Employment for Selected States

States With a DECREASING Share of National Telecommunications Employment

Share of National Employment

	1994	2003	Change in Share
New Jersey	5.6%	4.0%	-1.6%
New York	7.0%	5.7%	-1.3%
California	11.8%	11.2%	-0.6%
Maryland	2.1%	1.9%	-0.3%
Connecticut	1.5%	1.3%	-0.1%
Massachusetts	2.3%	2.2%	-0.1%

States with an INCREASING Share of National Telecommunications Employment

Share of National Employment

	1994	2003	Change in Share
Pennsylvania	3.8%	3.8%	0.03%
Colorado	2.7%	3.2%	0.5%
Arizona	1.3%	1.8%	0.5%
Virginia	2.9%	3.4%	0.5%
Florida	5.6%	6.4%	0.8%
Texas	7.6%	9.3%	1.7%