

Pharmacy Demand Report (PDR) 2020 Yearly Summary



The Pharmacy Workforce Center (PWC) developed the Pharmacy Demand Report (PDR) to replace the Pharmacy Demand Indicator (PDI). The goal of the PDR is to provide an enhanced measurement of pharmacist demand in the United States.

The information is intended to be utilized by the pharmacy profession and other stakeholders to assess and follow the trends for various career opportunities for pharmacists and pharmacy technicians on an individual state, region, and metropolitan area level. In September 2020, the PWC released the inaugural version of the PDR.

In January 2021, the PWC released the full-year report of 2020. This report provided a full comparison of 2020 versus 2019.

This yearly summary report will provide insights and draw comparisons from the 2020 year-end report.

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Colleges of Pharmacy

American College of
Clinical Pharmacy

American Pharmacists
Association

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Regional Summary

All Pharmacist Positions

	Q1 2019	Q1 2020	Q1 % Change	Q2 2019	Q2 2020	Q2 % Change	Q3 2019	Q3 2020	Q3 % Change	Q4 2019	Q4 2020	Q4 % Change	Total 2019	Total 2020	Total % Change
Northeast	713	842	18%	520	440	-15%	475	372	-22%	502	424	-16%	2210	2078	-6%
South	1214	1511	24%	842	565	-33%	819	969	18%	1071	909	-15%	3946	3954	0%
Midwest	1166	1214	4%	788	401	-49%	683	440	-36%	792	614	-22%	3429	2669	-22%
West	1542	1693	10%	1211	709	-41%	1037	740	-29%	1062	796	-25%	4852	3938	-19%
Total:	4635	5260	13%	3361	2115	-37%	3014	2521	-16%	3427	2743	-20%	14437	12639	-12%

When looking at the regional summary chart, it is clear that the COVID-19 pandemic had a negative affect on the availability of jobs for Pharmacists. The first quarter (Jan, Feb, March), had a growth of 13%. The United States declared COVID-19 a National Emergency on March 13, 2020. Many states/territories issued stay-at-home orders in the following weeks. While there is still a significant loss when comparing the 2019 to 2020 quarters, it is promising to see the growth between Q2-Q4 in 2020.

Numbers in **bold** reflect the time of the COVID-19 National Emergency.

Pharmacy Technicians

	Q1 2019	Q1 2020	Q1 % Change	Q2 2019	Q2 2020	Q2 % Change	Q3 2019	Q3 2020	Q3 % Change	Q4 2019	Q4 2020	Q4 % Change	Total 2019	Total 2020	Total % Change
Northeast	7310	8690	19%	5812	5506	-5%	4763	4272	-10%	5457	5340	-2%	23342	23808	2%
South	14663	16435	12%	10660	9686	-9%	9889	10085	2%	10837	11410	5%	46049	47616	3%
Midwest	11696	12082	3%	8046	6892	-14%	7487	6544	-13%	7758	8214	6%	34987	33732	-4%
West	9236	11238	22%	6681	6580	-2%	6458	8135	26%	6822	14107	107%	29197	40060	37%
Total:	42905	48445	13%	31199	28664	-8%	28597	29036	2%	30874	39071	27%	133575	145216	9%

When looking at the regional summary chart, it is clear that the COVID-19 pandemic had a negative affect on quarter 2 for Pharmacy Technicians. However, unlike all Pharmacist Positions, Q3 and Q4 both showed growth when compared to 2019.

Numbers in **bold** reflect the time of the COVID-19 National Emergency.

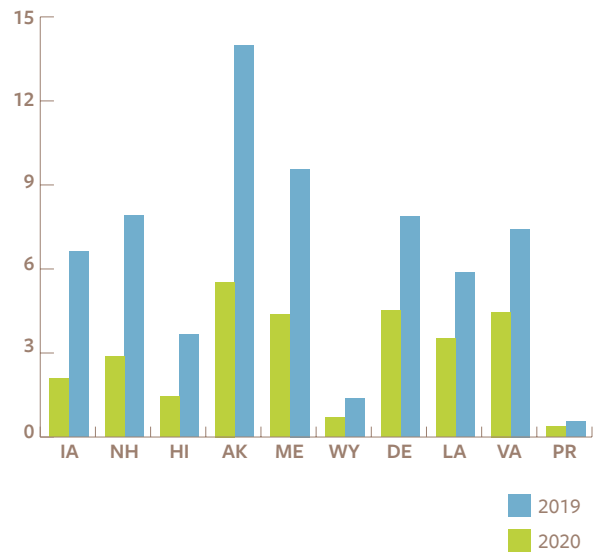
Largest Growth in Clinical Pharmacists Postings

State	2019 Postings	2019 Postings Quotient	2020 Postings	2020 Postings Quotient	Postings Quotient Change*
Iowa	11	2.08	27	6.62	218%
New Hampshire	8	2.88	23	7.90	174%
Hawaii	4	1.45	9	3.67	154%
Alaska	6	5.54	14	13.97	152%
Maine	10	4.38	22	9.57	118%
Wyoming	1	0.71	2	1.39	95%
Delaware	10	4.53	19	7.87	74%
Louisiana	31	3.53	54	5.87	66%
Virginia	67	4.47	116	7.43	66%
Puerto Rico	2	0.37	3	0.56	50%

Occupation with the Largest Growth

The Clinical Pharmacist position was the only occupation in the PDR that saw growth in 2020. Overall, there was a total of 4821 postings. When compared to the 4522 postings in 2019, that is a growth of 7%. In total, 30 states had grown, one state remained the same, and 21 states had a loss.

Greatest Postings Quotient Increases, for Clinical Pharmacists, 2019–2020



Largest Growth in Pharmacist Profession Postings

State	2019 Postings	2019 Postings Quotient	2020 Postings	2020 Postings Quotient	Postings Quotient Change*
New Hampshire	39	14.03	73	25.07	79%
Delaware	20	9.06	29	12.01	33%
Iowa	81	7.03	58	9.14	30%
Texas	971	20.73	940	26.35	27%
Rhode Island	54	24.71	68	31.12	26%
Florida	994	26.60	1090	31.91	20%
North Carolina	186	11.26	229	13.46	20%
Georgia	354	23.26	390	25.63	10%
Tennessee	126	10.34	138	10.99	6%
Ohio	694	34.10	726	34.61	1%

Growth and Loss of the Entire Pharmacist Profession

Overall, the pharmacist profession saw growth in only ten states, a loss in 41 states, and Puerto Rico remained the same.

Greatest Postings Quotient Increases for the Pharmacist Profession, 2019–2020



*A comparison between the difference in the posting quotient in each state from 2019 to 2020 determined the Postings Quotient Change. The postings quotient is the number of job postings per 1,000 licensed pharmacists.

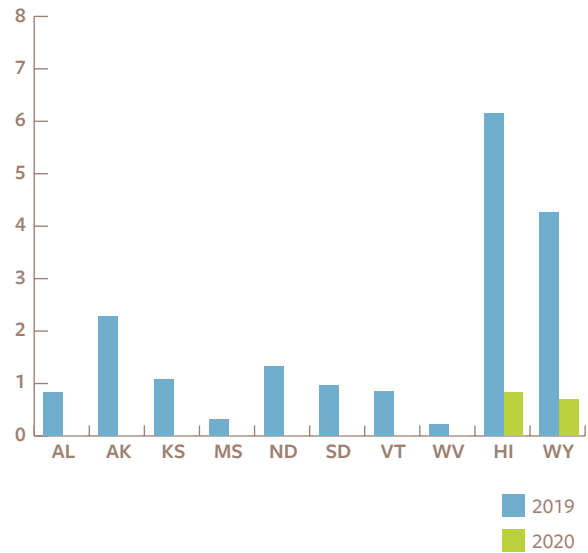
Greatest Loss in Hospital Pharmacists Profession Postings

State	2019 Postings	2019 Postings Quotient	2020 Postings	2020 Postings Quotient	Postings Quotient Change*
Alabama	8	0.83	0	0.00	-100%
Arkansas	14	2.27	0	0.00	-100%
Kansas	7	1.07	0	0.00	-100%
Mississippi	2	0.32	0	0.00	-100%
North Dakota	3	1.33	0	0.00	-100%
South Dakota	2	0.96	0	0.00	-100%
Vermont	1	0.85	0	0.00	-100%
West Virginia	1	0.21	0	0.00	-100%
Hawaii	17	6.15	2	0.82	-87%
Wyoming	6	4.26	1	0.69	-84%

Occupation with the Greatest Loss

The Hospital Pharmacist position saw the highest loss in 2020. Overall, there was a total of 914 postings. When compared to the 1491 postings in 2019, that is a loss of 39%. In total, 37 states had a loss, six states remained the same, and nine had grown.

Greatest Postings Quotient Decreases for the Hospital Pharmacists Profession, 2019–2020



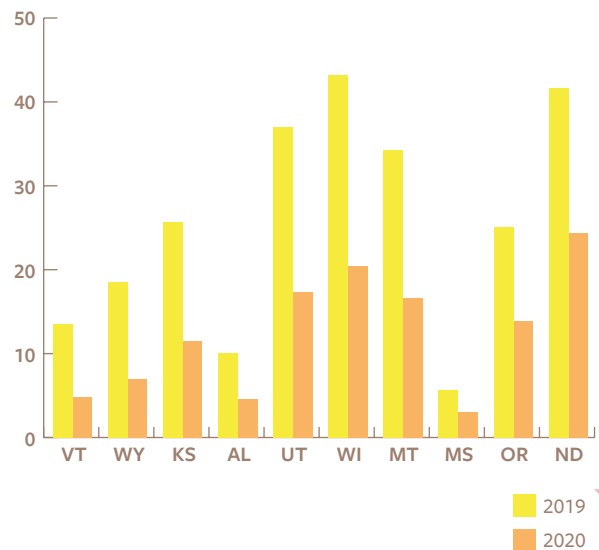
Greatest Loss in Pharmacist Profession Postings

State	2019 Postings	2019 Postings Quotient	2020 Postings	2020 Postings Quotient	Postings Quotient Change*
Vermont	16	13.56	6	4.87	-64%
Wyoming	26	18.48	10	6.94	-62%
Kansas	168	25.72	83	11.47	-55%
Alabama	97	10.12	47	4.55	-55%
Utah	121	37.00	71	17.34	-53%
Wisconsin	252	43.20	183	20.47	-53%
Montana	72	34.22	35	16.58	-52%
Mississippi	35	5.64	19	2.99	-47%
Oregon	201	25.07	118	13.90	-45%
North Dakota	94	41.65	57	24.40	-41%

Growth and Loss of the Entire Pharmacist Profession

Overall, the pharmacist profession saw growth in only ten states, a loss in 41 states, and Puerto Rico remained the same.

Greatest Postings Quotient Decreases for the Pharmacist Profession, 2019–2020



*A comparison between the difference in the posting quotient in each state from 2019 to 2020 determined the Postings Quotient Change. The postings quotient is the number of job postings per 1,000 licensed pharmacists.

2020 State Total Data

State	Clinical Pharmacist		Hospital Pharmacist		Other Pharmacist Occupations		Pharmacy Director		Retail Pharmacist		All Pharmacist Positions		Pharmacy Technician	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Alabama	17	11	8	0	33	8	5	1	34	27	97	47	1575	1452
Alaska	6	14	23	7	4	1	4	4	31	14	68	40	253	241
Arizona	133	106	28	46	77	55	22	22	241	215	501	444	4496	7997
Arkansas	28	28	14	0	11	11	4	5	9	14	66	58	610	748
California	867	905	359	178	439	366	226	138	775	645	2666	2232	12327	14588
Colorado	107	83	26	24	71	57	14	13	94	83	312	260	2872	3263
Connecticut	111	146	30	17	62	34	2	2	47	23	252	222	1274	1654
Delaware	10	19	0	2	3	1	0	1	7	6	20	29	345	324
District of Columbia	18	21	0	0	3	5	1	4	16	7	38	37	323	312
Florida	474	522	40	62	189	146	40	36	251	324	994	1090	7941	8911
Georgia	119	165	39	33	55	52	6	8	135	132	354	390	3569	3356
Hawaii	4	9	17	2	7	5	2	4	3	4	33	24	450	420
Idaho	11	27	3	1	22	18	7	10	26	28	69	84	587	5432
Illinois	226	173	50	45	189	69	36	12	171	120	672	419	5429	5257
Indiana	71	83	9	9	61	64	11	13	89	64	241	233	3340	3561
Iowa	24	42	5	1	13	3	9	2	30	10	81	58	1319	1213
Kansas	26	34	7	0	59	15	4	3	72	31	168	83	1523	1248
Kentucky	83	76	11	14	27	18	13	14	50	43	184	165	2232	2278
Louisiana	31	54	54	33	50	46	34	6	43	47	212	186	1668	1899
Maine	10	22	17	10	10	6	0	0	15	10	52	48	644	534
Maryland	80	102	17	19	43	36	19	5	45	34	204	196	2689	2525
Massachusetts	113	123	15	14	63	56	12	11	82	54	285	258	4150	4230
Michigan	127	79	19	20	177	147	56	20	159	94	538	360	6815	5777
Minnesota	129	114	56	19	32	23	7	2	48	27	272	185	3453	2788
Mississippi	5	7	2	0	6	4	1	0	21	8	35	19	864	912
Missouri	80	125	57	11	80	65	15	6	86	75	318	282	2548	2533
Montana	5	5	3	3	29	11	0	0	35	16	72	35	310	388
Nebraska	12	8	7	17	5	3	9	4	50	40	83	72	884	919
Nevada	64	65	52	13	30	40	12	14	56	77	214	209	1000	1212
New Hampshire	8	23	0	0	7	20	2	2	22	28	39	73	929	1274
New Jersey	75	97	23	17	106	102	27	12	142	126	373	354	4129	4167
New Mexico	40	25	12	22	30	15	4	5	38	27	124	94	655	612

2020 State Total Data *(continued)*

State	Clinical Pharmacist		Hospital Pharmacist		Other Pharmacist Occupations		Pharmacy Director		Retail Pharmacist		All Pharmacist Positions		Pharmacy Technician	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
New York	120	152	44	26	160	94	11	7	218	224	553	503	5198	5425
North Carolina	79	101	18	11	33	58	20	11	36	48	186	229	3962	4066
North Dakota	2	3	3	0	1	1	2	2	86	51	94	57	215	167
Ohio	192	227	102	33	160	292	25	31	215	143	694	726	6458	7472
Oklahoma	34	12	11	9	19	22	6	3	36	33	106	79	1118	1257
Oregon	23	22	17	8	51	13	22	12	88	63	201	118	1920	1494
Pennsylvania	148	147	23	26	112	102	15	27	288	244	586	546	6208	5780
Puerto Rico	2	3	0	0	4	3	2	2	6	6	14	14	124	127
Rhode Island	39	37	1	4	1	11	4	0	9	16	54	68	554	523
South Carolina	42	46	11	15	37	17	6	7	45	61	141	146	1459	1533
South Dakota	4	2	2	0	2	3	0	0	8	6	16	11	197	217
Tennessee	66	60	2	2	23	15	10	9	25	52	126	138	3312	2808
Texas	358	383	120	73	146	131	77	84	270	269	971	940	10406	11654
Utah	68	40	4	2	21	14	2	2	26	13	121	71	1084	1260
Vermont	6	2	1	0	1	1	0	0	8	3	16	6	256	221
Virginia	67	116	6	3	32	19	12	9	64	26	181	173	3279	3043
Washington	84	79	52	35	106	48	50	15	153	140	445	317	3121	3042
West Virginia	10	16	1	0	1	2	8	5	11	9	31	32	697	538
Wisconsin	63	58	64	27	38	19	12	16	75	63	252	183	2806	2580
Wyoming	1	2	6	1	2	2	2	0	15	5	26	10	122	111
Total:	4522	4821	1491	914	2943	2369	890	621	4605	3928	14451	12653	133699	145343
		7%		-39%		-20%		-30%		-15%		-12%		9%

2019–2020 Postings Quotients

The postings quotient is the number of job postings per 1,000 licensed pharmacists in the state.

State	Clinical Pharmacist			Hospital Pharmacist			Other Pharmacist Occupations			Pharmacy Director			Retail Pharmacist			All Pharmacist Positions			Pharmacy Technician		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
AL	1.77	1.06	-40%	0.83	0.00	-100%	3.44	0.77	-78%	0.52	0.10	-81%	3.55	2.61	-26%	10.12	4.55	-55%	231.96	213.84	-8%
AK	5.54	13.97	152%	21.24	6.99	-67%	3.69	1.00	-73%	3.69	3.99	8%	28.62	13.97	-51%	62.79	39.92	-36%	428.81	408.47	-5%
AZ	11.60	8.80	-24%	2.44	3.82	56%	6.72	4.56	-32%	1.92	1.83	-5%	21.03	17.84	-15%	43.71	36.84	-16%	505.17	898.54	78%
AR	4.54	4.28	-6%	2.27	0.00	-100%	1.78	1.68	-6%	0.65	0.76	18%	1.46	2.14	47%	10.70	8.87	-17%	125.00	153.28	23%
CA	19.33	18.88	-2%	8.00	3.71	-54%	9.79	7.64	-22%	5.04	2.88	-43%	17.27	13.46	-22%	59.42	46.57	-22%	337.17	399.02	18%
CO	12.81	9.40	-27%	3.11	2.72	-13%	8.50	6.45	-24%	1.68	1.47	-12%	11.26	9.40	-17%	37.36	29.44	-21%	512.86	582.68	14%
CT	20.02	26.33	32%	5.41	3.07	-43%	11.18	6.13	-45%	0.36	0.36	0%	8.48	4.15	-51%	45.45	40.04	-12%	329.20	427.39	30%
DE	4.53	7.87	74%	0.00	0.83	-	1.36	0.41	-70%	0.00	0.41	-	3.17	2.48	-22%	9.06	12.01	33%	253.68	238.24	-6%
DC	9.54	10.27	8%	0.00	0.00	-	1.59	2.44	54%	0.53	1.96	269%	8.48	3.42	-60%	20.15	18.09	-10%	482.09	465.67	-3%
FL	12.69	15.28	20%	1.07	1.82	70%	5.06	4.27	-15%	1.07	1.05	-2%	6.72	9.49	41%	26.60	31.91	20%	266.48	299.03	12%
GA	7.82	10.84	39%	2.56	2.17	-15%	3.61	3.42	-5%	0.39	0.53	33%	8.87	8.68	-2%	23.26	25.63	10%	314.17	295.42	-6%
HI	1.45	3.67	154%	6.15	0.82	-87%	2.53	2.04	-19%	0.72	1.63	125%	1.09	1.63	50%	11.94	9.79	-18%	251.40	234.64	-7%
ID	4.59	6.61	44%	1.25	0.24	-80%	9.17	4.41	-52%	2.92	2.45	-16%	10.84	6.86	-37%	28.76	20.58	-28%	268.04	2480.37	825%
IL	12.43	9.38	-25%	2.75	2.44	-11%	10.39	3.74	-64%	1.98	0.65	-67%	9.40	6.51	-31%	36.96	22.71	-39%	257.42	249.27	-3%
IN	6.56	7.22	10%	0.83	0.78	-6%	5.64	5.57	-1%	1.02	1.13	11%	8.23	5.57	-32%	22.28	20.27	-9%	347.55	370.55	7%
IA	2.08	6.62	218%	0.43	0.16	-64%	1.13	0.47	-58%	0.78	0.32	-60%	2.60	1.58	-40%	7.03	9.14	30%	308.90	284.07	-8%
KS	3.98	4.70	18%	1.07	0.00	-100%	9.03	2.07	-77%	0.61	0.41	-32%	11.02	4.29	-61%	25.72	11.47	-55%	360.90	295.73	-18%
KY	8.39	7.06	-16%	1.11	1.30	17%	2.73	1.67	-39%	1.31	1.30	-1%	5.06	3.99	-21%	18.61	15.32	-18%	252.49	257.69	2%
LA	3.53	5.87	66%	6.15	3.59	-42%	5.69	5.00	-12%	3.87	0.65	-83%	4.90	5.11	4%	24.15	20.22	-16%	271.22	308.78	14%
ME	4.38	9.57	118%	7.44	4.35	-42%	4.38	2.61	-40%	0.00	0.00	-	6.57	4.35	-34%	22.77	20.87	-8%	283.70	235.24	-17%
MD	6.84	8.34	22%	1.45	1.55	7%	3.68	2.94	-20%	1.62	0.41	-75%	3.85	2.78	-28%	17.44	16.03	-8%	351.96	330.50	-6%
MA	8.52	8.83	4%	1.13	1.00	-11%	4.75	4.02	-15%	0.91	0.79	-13%	6.18	3.87	-37%	21.49	18.51	-14%	453.55	462.30	2%
MI	8.08	4.76	-41%	1.21	1.21	0%	11.26	8.87	-21%	3.56	1.21	-66%	10.12	5.67	-44%	34.23	21.71	-37%	453.13	384.11	-15%
MN	14.48	12.62	-13%	6.28	2.10	-67%	3.59	2.55	-29%	0.79	0.22	-72%	5.39	2.99	-45%	30.52	20.48	-33%	425.25	343.35	-19%
MS	0.81	1.10	37%	0.32	0.00	-100%	0.97	0.63	-35%	0.16	0.00	-100%	3.38	1.26	-63%	5.64	2.99	-47%	250.43	264.35	6%
MO	7.43	11.04	49%	5.29	0.97	-82%	7.43	5.74	-23%	1.39	0.53	-62%	7.99	6.63	-17%	29.53	24.91	-16%	255.57	254.06	-1%
MT	2.38	2.37	0%	1.43	1.42	0%	13.78	5.21	-62%	0.00	0.00	-	16.63	7.58	-54%	34.22	16.58	-52%	262.71	328.81	25%
NE	2.33	1.46	-37%	1.36	3.09	128%	0.97	0.55	-44%	1.74	0.73	-58%	9.69	7.28	-25%	16.09	13.10	-19%	352.19	366.14	4%
NV	8.29	8.42	2%	6.73	1.68	-75%	3.89	5.18	33%	1.55	1.81	17%	7.25	9.97	38%	27.72	27.07	-2%	266.67	323.20	21%
NH	2.88	7.90	174%	0.00	0.00	-	2.52	6.87	173%	0.72	0.69	-5%	7.91	9.62	22%	14.03	25.07	79%	496.79	681.28	37%
NJ	4.25	5.38	27%	1.30	0.94	-28%	6.00	5.66	-6%	1.53	0.67	-56%	8.04	6.99	-13%	21.13	19.65	-7%	420.90	424.77	1%
NM	13.21	8.16	-38%	3.96	7.18	81%	9.91	4.89	-51%	1.32	1.63	23%	12.55	8.81	-30%	40.96	30.67	-25%	279.91	261.54	-7%

2019–2020 Postings Quotients *(continued)*

The postings quotient is the number of job postings per 1,000 licensed pharmacists in the state.

State	Clinical Pharmacist			Hospital Pharmacist			Other Pharmacist Occupations			Pharmacy Director			Retail Pharmacist			All Pharmacist Positions			Pharmacy Technician		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
NY	4.43	5.61	27%	1.62	0.96	-41%	5.90	3.47	-41%	0.41	0.26	-36%	8.04	8.26	3%	20.40	18.55	-9%	255.30	266.45	4%
NC	4.78	5.94	24%	1.09	0.65	-41%	2.00	3.41	71%	1.21	0.65	-47%	2.18	2.82	29%	11.26	13.46	20%	292.18	299.85	3%
ND	0.89	1.28	45%	1.33	0.00	-100%	0.44	0.43	-3%	0.89	0.86	-3%	38.10	21.83	-43%	41.65	24.40	-41%	241.57	187.64	-22%
OH	9.44	10.82	15%	5.01	1.57	-69%	7.86	13.92	77%	1.23	1.48	20%	10.57	6.82	-35%	34.10	34.61	1%	392.11	453.67	16%
OK	4.81	1.53	-68%	1.55	1.15	-26%	2.69	2.81	5%	0.85	0.38	-55%	5.09	4.21	-17%	14.98	10.08	-33%	226.32	254.45	12%
OR	2.87	2.59	-10%	2.12	0.94	-56%	6.36	1.53	-76%	2.74	1.41	-48%	10.97	7.42	-32%	25.07	13.90	-45%	391.84	304.90	-22%
PA	6.50	5.98	-8%	1.01	1.06	5%	4.92	4.15	-16%	0.66	1.10	67%	12.64	9.92	-21%	25.72	22.21	-14%	340.16	316.71	-7%
PR	0.37	0.56	50%	0.00	0.00	-	0.75	0.56	-25%	0.37	0.37	0%	1.12	1.12	0%	2.62	2.62	0%	22.42	22.97	2%
RI	17.85	16.93	-5%	0.46	1.83	300%	0.46	5.03	1000%	1.83	0.00	-100%	4.12	7.32	78%	24.71	31.12	26%	301.09	284.24	-6%
SC	4.64	4.86	5%	1.22	1.59	30%	4.09	1.80	-56%	0.66	0.74	12%	4.98	6.45	30%	15.59	15.44	-1%	205.20	215.61	5%
SD	1.92	0.98	-49%	0.96	0.00	-100%	0.96	1.47	52%	0.00	0.00	-	3.85	2.93	-24%	7.69	5.38	-30%	157.60	173.60	10%
TN	5.42	4.78	-12%	0.16	0.16	-3%	1.89	1.19	-37%	0.82	0.72	-13%	2.05	4.14	102%	10.34	10.99	6%	322.49	273.42	-15%
TX	7.64	10.74	40%	2.56	2.05	-20%	3.12	3.67	18%	1.64	2.35	43%	5.76	7.54	31%	20.73	26.35	27%	269.94	302.31	12%
UT	20.80	9.77	-53%	1.22	0.49	-60%	6.42	3.42	-47%	0.61	0.49	-20%	7.95	3.18	-60%	37.00	17.34	-53%	292.97	340.54	16%
VT	5.08	1.62	-68%	0.85	0.00	-100%	0.85	0.81	-4%	0.00	0.00	-	6.78	2.44	-64%	13.56	4.87	-64%	345.95	298.65	-14%
VA	4.47	7.43	66%	0.40	0.19	-52%	2.14	1.22	-43%	0.80	0.58	-28%	4.27	1.66	-61%	12.09	11.08	-8%	317.73	294.86	-7%
WA	8.01	7.20	-10%	4.96	3.19	-36%	10.10	4.38	-57%	4.77	1.37	-71%	14.59	12.76	-12%	42.42	28.90	-32%	436.50	425.45	-3%
WV	2.09	2.90	39%	0.21	0.00	-100%	0.21	0.36	73%	1.67	0.91	-46%	2.30	1.63	-29%	6.49	5.80	-11%	213.15	164.53	-23%
WI	10.80	6.49	-40%	10.97	3.02	-72%	6.51	2.12	-67%	2.06	1.79	-13%	12.86	7.05	-45%	43.20	20.47	-53%	351.19	322.90	-8%
WY	0.71	1.39	95%	4.26	0.69	-84%	1.42	1.39	-2%	1.42	0.00	-100%	10.66	3.47	-67%	18.48	6.94	-62%	214.04	194.74	-9%