**EMPLOYMENT SUMMARY – IT PROFESSIONALS**

This table shows employment changes for IT professionals from Quarter 1 to Quarter 4, 2022.

<table>
<thead>
<tr>
<th>EMPLOYMENT¹</th>
<th>U.S.</th>
<th>DELAWARE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022Q1</td>
<td>2022Q4</td>
</tr>
<tr>
<td># working as IT professionals</td>
<td>6,009,652</td>
<td>6,243,906</td>
</tr>
<tr>
<td>IT as % of all occupations</td>
<td>3.8%</td>
<td>3.9%</td>
</tr>
<tr>
<td># of IT professionals employed in tech industries</td>
<td>2,935,794</td>
<td>2,664,358</td>
</tr>
<tr>
<td># of IT professionals working in tech industries</td>
<td>48.9%</td>
<td>42.7%</td>
</tr>
</tbody>
</table>

The number of workers employed as IT professionals increased during 2022 in the U.S. and in Delaware. In Delaware, the number of IT professionals working in IT industries decreased to 28.6%, meaning more IT professionals in Delaware are working in industries that do not identify primarily as tech industries.

**SHARE OF IT PROFESSIONALS BY PLACE OF RESIDENCE²**

| Greater Philadelphia Region | 3.7% |
| Delaware (Statewide) | 4.1% |
| New Castle County | 4.8% |
| Kent County | 3.0% |
| Sussex County | 2.2% |

Delaware has a strong residential concentration of IT professionals residing in the state. New Castle County, in particular has one of the highest residential concentrations of IT workers among the 14 counties that comprise the Greater Philadelphia region.

**TECH INDUSTRY EMPLOYMENT**

This table shows employment in industries in Delaware that identify primarily as tech industries. Employment numbers displayed are total employment and not just IT professional employment.

<table>
<thead>
<tr>
<th>Tech Industry Subsector</th>
<th>2022Q1</th>
<th>2022Q4</th>
<th>Change</th>
<th>(#)</th>
<th>(%)</th>
<th>Location Quotient</th>
<th>U.S. =1.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Manufacturing</td>
<td>4,957</td>
<td>5,062</td>
<td>1.7%</td>
<td>43</td>
<td>0.8%</td>
<td>0.68</td>
<td></td>
</tr>
<tr>
<td>Telecommunications/Internet Services/Data Hostings</td>
<td>2,562</td>
<td>798</td>
<td>-68.9%</td>
<td>58</td>
<td>7.3%</td>
<td>0.54</td>
<td></td>
</tr>
<tr>
<td>Architectural, Engineering, and Related Services</td>
<td>3,912</td>
<td>3,677</td>
<td>-6.0%</td>
<td>-11</td>
<td>-0.3%</td>
<td>0.70</td>
<td></td>
</tr>
<tr>
<td>Scientific Research and Development</td>
<td>2,358</td>
<td>2,248</td>
<td>-4.7%</td>
<td>92</td>
<td>4.1%</td>
<td>0.81</td>
<td></td>
</tr>
<tr>
<td>Other Professional, Scientific, and Technical Services</td>
<td>2,685</td>
<td>2,734</td>
<td>1.8%</td>
<td>144</td>
<td>5.3%</td>
<td>0.75</td>
<td></td>
</tr>
<tr>
<td>IT/Tech Services/Software Publishing</td>
<td>6,601</td>
<td>7,995</td>
<td>21.1%</td>
<td>497</td>
<td>6.2%</td>
<td>0.75</td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td>23,075</td>
<td>22,514</td>
<td>-2.4%</td>
<td>823</td>
<td>3.7%</td>
<td>0.72</td>
<td></td>
</tr>
</tbody>
</table>

Employment in Delaware’s tech industry subsectors declined overall 2.1% between 2022Q1 and 2022Q4. However, Advanced Manufacturing, Other Professional, Scientific, and Technical Services & IT/Tech Services/Software Publishing grew and is projected to continue growing over the next five years.

Note: Location quotient is a measure of the relative size of a region’s industry employment compared with the U.S. overall (U.S. = 1.00)

**DEMOGRAPHIC TRENDS OF IT PROFESSIONALS BY SELECTED RACIAL GROUP AND SEX³**

<table>
<thead>
<tr>
<th>NATION</th>
<th>2017</th>
<th>2021</th>
<th>5-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Men</td>
<td>Women</td>
<td>Men</td>
</tr>
<tr>
<td>White</td>
<td>51.4%</td>
<td>18.4%</td>
<td>49.7%</td>
</tr>
<tr>
<td>Asian</td>
<td>13.5%</td>
<td>5.4%</td>
<td>13.8%</td>
</tr>
<tr>
<td>Black</td>
<td>4.8%</td>
<td>2.8%</td>
<td>5.2%</td>
</tr>
<tr>
<td>Hispanic</td>
<td>5.6%</td>
<td>2.0%</td>
<td>6.8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DELAWARE</th>
<th>2017</th>
<th>2021</th>
<th>5-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Men</td>
<td>Women</td>
<td>Men</td>
</tr>
<tr>
<td>White</td>
<td>39.8%</td>
<td>17.7%</td>
<td>41.3%</td>
</tr>
<tr>
<td>Asian</td>
<td>18.5%</td>
<td>9.6%</td>
<td>16.7%</td>
</tr>
<tr>
<td>Black</td>
<td>6.8%</td>
<td>4.4%</td>
<td>8.3%</td>
</tr>
<tr>
<td>Hispanic</td>
<td>6.2%</td>
<td>1.3%</td>
<td>4.7%</td>
</tr>
</tbody>
</table>
### OCCURRENTAL EMPLOYMENT, DEMAND AND GROWTH

This table tracks employment of IT professionals by occupational group across Delaware, by quarter. Projected Growth is the rate at which new jobs are expected to be added to Delaware’s economy over the next five years. Total Openings and Annual Openings are the projected number of job openings due to new jobs added + employee turnover.

<table>
<thead>
<tr>
<th>Occupation Group</th>
<th>2022Q3</th>
<th>2022Q4</th>
<th>Change</th>
<th>% of All IT Pros.</th>
<th>Projected Growth (5-Year)</th>
<th>Total Openings (5-Year)</th>
<th>Annual Openings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software Developers, Programmers, Web &amp; QA</td>
<td>7,901</td>
<td>8,135</td>
<td>2.6%</td>
<td>40.5%</td>
<td>7.2%</td>
<td>3,484</td>
<td>697</td>
</tr>
<tr>
<td>Infrastructure (Cloud/Network/Systems)</td>
<td>6,120</td>
<td>6,157</td>
<td>1.0%</td>
<td>30.6%</td>
<td>2.3%</td>
<td>2,315</td>
<td>463</td>
</tr>
<tr>
<td>Help Desk &amp; Production Support</td>
<td>2,100</td>
<td>2,117</td>
<td>1.1%</td>
<td>10.5%</td>
<td>1.5%</td>
<td>894</td>
<td>179</td>
</tr>
<tr>
<td>Product/Platform/CIS Managers</td>
<td>1,519</td>
<td>1,540</td>
<td>1.4%</td>
<td>7.7%</td>
<td>4.0%</td>
<td>641</td>
<td>128</td>
</tr>
<tr>
<td>Data Engineers &amp; Reporting</td>
<td>1,277</td>
<td>1,313</td>
<td>1.6%</td>
<td>6.5%</td>
<td>5.8%</td>
<td>551</td>
<td>110</td>
</tr>
<tr>
<td>Info/Cyber Security</td>
<td>818</td>
<td>834</td>
<td>2.0%</td>
<td>4.2%</td>
<td>12.5%</td>
<td>437</td>
<td>87</td>
</tr>
</tbody>
</table>

### SALARY RANGES OF IT PROFESSIONALS EMPLOYED IN DELAWARE

Estimated salary ranges by occupational group, derived from 2022 Bureau of Labor Statistics data.

### ESTIMATED ANNUAL WAGES OF IT PROFESSIONALS BY OCCUPATIONAL GROUP

<table>
<thead>
<tr>
<th>Entry-Level</th>
<th>Median</th>
<th>Experienced</th>
<th>Difference from Delaware Median Wage ($46,400)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software, Programmers, Web &amp; QA</td>
<td>$74,300</td>
<td>$103,700</td>
<td>$128,400 + 139%</td>
</tr>
<tr>
<td>Infrastructure (Cloud/Network/Systems)</td>
<td>$62,200</td>
<td>$95,200</td>
<td>$117,900 + 119%</td>
</tr>
<tr>
<td>Help Desk &amp; Production Support</td>
<td>$40,600</td>
<td>$56,300</td>
<td>$70,500 + 30%</td>
</tr>
<tr>
<td>Product/Platform/CIS Managers</td>
<td>$105,700</td>
<td>$157,900</td>
<td>$189,000 + 264%</td>
</tr>
<tr>
<td>Data Engineers &amp; Reporting</td>
<td>$63,400</td>
<td>$96,700</td>
<td>$122,700 + 123%</td>
</tr>
<tr>
<td>Info/Cyber Security</td>
<td>$71,500</td>
<td>$105,500</td>
<td>$135,900 + 143%</td>
</tr>
</tbody>
</table>

### INDUSTRY DISTRIBUTION — WHERE DELAWARE IT PROFESSIONALS ARE EMPLOYED, BY COUNTY

#### TOTAL IT PROFESSIONAL EMPLOYMENT BY INDUSTRY AND 5-YEAR GROWTH RATES

<table>
<thead>
<tr>
<th>Industry Sector</th>
<th>New Castle County</th>
<th>Kent County</th>
<th>Sussex County</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022 Employees</td>
<td>Industry %</td>
<td>5-Year Growth</td>
<td>2022 Employees</td>
</tr>
<tr>
<td>Financial Activities &amp; Business Services</td>
<td>6,908</td>
<td>46.1%</td>
<td>9.2%</td>
</tr>
<tr>
<td>Tech Industries</td>
<td>4,408</td>
<td>29.4%</td>
<td>11.1%</td>
</tr>
<tr>
<td>Other Prof., Scientific &amp; Technical Services</td>
<td>736</td>
<td>5.0%</td>
<td>8.2%</td>
</tr>
<tr>
<td>Health &amp; Education Services</td>
<td>1,096</td>
<td>7.3%</td>
<td>3.7%</td>
</tr>
<tr>
<td>Government</td>
<td>269</td>
<td>1.8%</td>
<td>-3.3%</td>
</tr>
<tr>
<td>Retail</td>
<td>249</td>
<td>1.7%</td>
<td>-7.6%</td>
</tr>
<tr>
<td>Wholesale Trade, Transp. &amp; Warehousing</td>
<td>278</td>
<td>1.9%</td>
<td>3.6%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>91</td>
<td>0.6%</td>
<td>2.2%</td>
</tr>
<tr>
<td>Other Services</td>
<td>140</td>
<td>0.9%</td>
<td>3.6%</td>
</tr>
<tr>
<td>Construction &amp; Utilities</td>
<td>124</td>
<td>0.8%</td>
<td>-6.4%</td>
</tr>
<tr>
<td>Arts, Leisure &amp; Hospitality</td>
<td>42</td>
<td>0.3%</td>
<td>11.8%</td>
</tr>
<tr>
<td>Information/Publishing</td>
<td>524</td>
<td>3.5%</td>
<td>-0.4%</td>
</tr>
<tr>
<td>Agriculture, Forestry &amp; Related</td>
<td>5</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

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2. Data on IT professionals by place of residence was accessed from 2021 U.S. Census American Community Survey (ACS) data, 2017-2021 5-Year Estimates, data retrieved, May, 2023, [https://usa.ipums.org/usa](https://usa.ipums.org/usa) (complete IPUMS reference below).
4. Chmura Jobs EQ, 2022Q4
5. Wages by occupation are estimated as of 4th Quarter, 2022 (JobsEQ,Q4), Wages are derived from Bureau of Labor Statistics (BLS) QCEW May 2022, data release. JobsEQ imputes and estimates wages, where necessary.