GREATER WASHINGTON PARTNERSHIP
FROM BALTIMORE TO RICHMOND.
FOSTERING UNITY. ADVANCING GROWTH.

Labor Market Information

TECH TALENT IN THE CAPITAL REGION

THE CAPITAL REGION FROM BALTIMORE TO RICHMOND

Our region has tremendous assets and immense tech potential.

OUR REGION

The super-region—stretching from Baltimore to Richmond—has an intertwined economic future.

$696B GDP
3.3% Unemployment

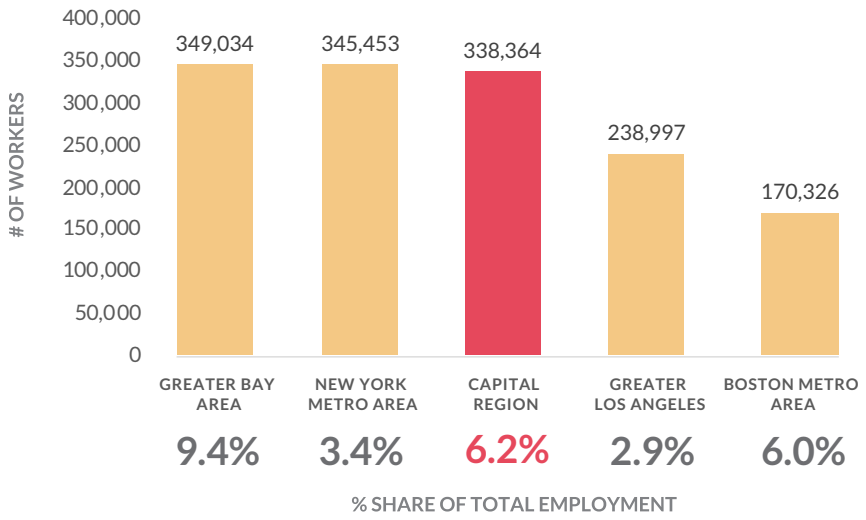
10.3M Population
5.6M Labor Force

50 Jurisdiction region
Includes 35 counties, 1 district, 2 states, 12 independent cities

The Capital Region has the 2nd highest share of digital tech workers.

Digital tech workers earn nearly double our region's median salary, and our region pays above the national median salary in the field.

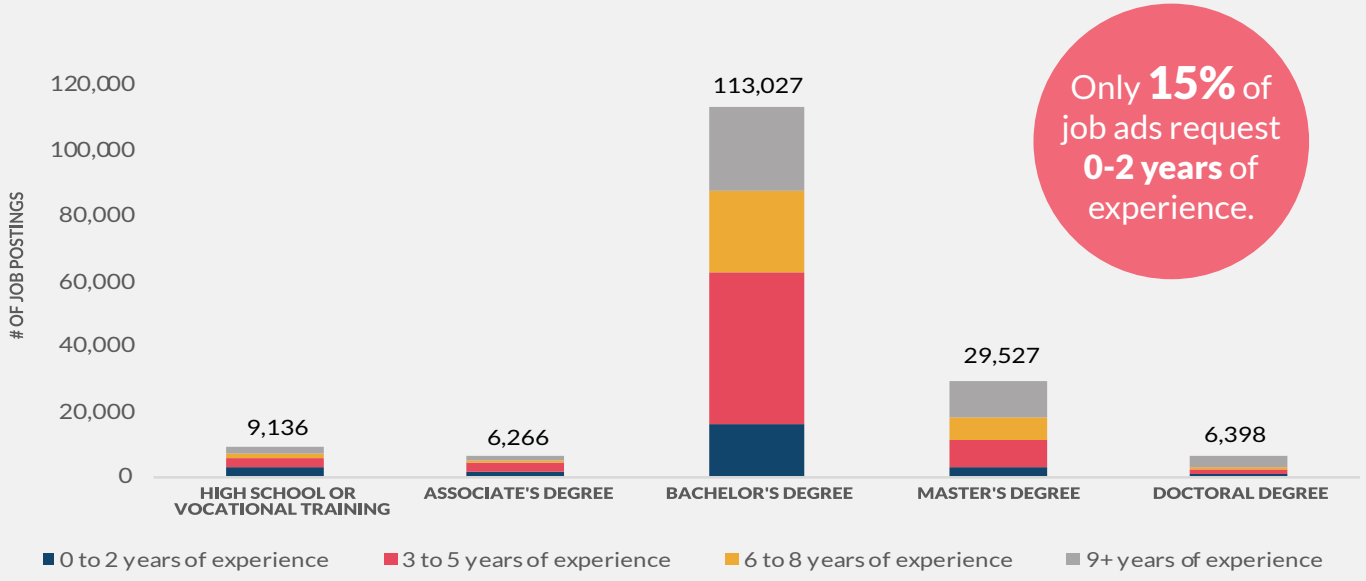
Number of Digital Tech Workers in U.S. Tech Hubs



Source: Greater Washington Partnership Analysis of Chmura Analytics JobsEQ (Q3 2018).

#2 Capital Region's rank among top U.S. tech hubs based on digital tech workers as a share of total workforce	**$104,300** Median salary of digital tech occupations in the region	**$89,600** Median salary of digital tech occupations in the United States
#3 Capital Region's rank among top U.S. tech hubs based on employment	**$53,800** Median salary of all occupations in the region	**$40,400** Median salary of all occupations in the United States

EXPERIENCE AND EDUCATION REQUESTED BY CAPITAL REGION EMPLOYERS FOR DIGITAL TECH JOBS



Only **15%** of job ads request **0-2 years** of experience.

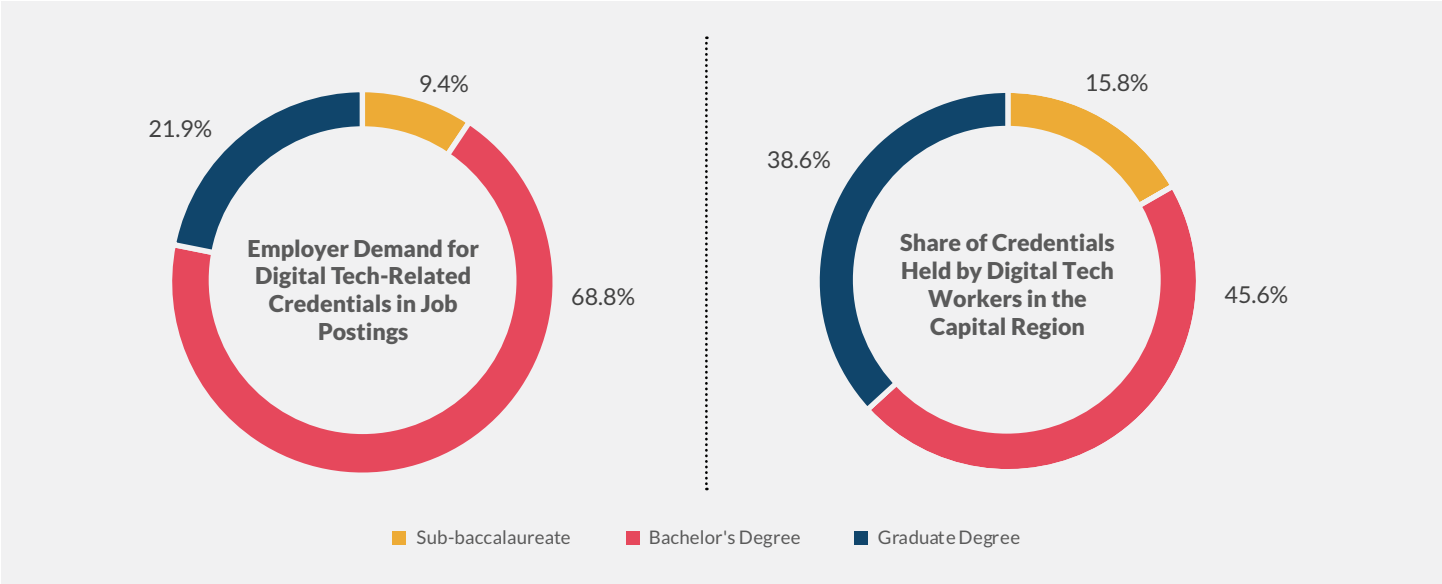
Source: Burning Glass Technologies' Labor Insight™ Real-time Labor Market Information tool. Analysis by Greater Washington Partnership. Postings reflect job postings in the Capital Region for full year 2017.

DIGITAL TECH JOBS

91% digital tech job ads requesting a bachelor's degree or higher

83% current digital tech workers with a bachelor's degree or higher.

A greater share of current digital tech workers have a sub-baccalaureate or graduate degree than what employers ask for.



Source: Burning Glass Technologies' Labor Insight™ Real-time Labor Market Information tool. Analysis by Greater Washington Partnership. Postings reflect job postings in the Capital Region for full year 2017.

Source: Greater Washington Partnership Analysis of Chmura Analytics JobsEQ (Q3 2018).

DIGITAL TECH SKILLS AND EDUCATION

Top 10 In-Demand Digital Tech Occupations Based on Job Postings (2017)

1. Software Developers, Applications
2. Computer Occupations, All Other
3. Information Security Analysts
4. Network and Computer Systems Administrators
5. Computer User Support Specialists
6. Computer Systems Analysts
7. Web Developers
8. Database Administrators
9. Computer Network Architects
10. Computer Programmers

In 2017, there were only 20,270 digital tech awards for 209,597 digital tech jobs ads in the region.

209,597

Total Digital Tech Job Postings

338,364

Total Workers Employed in Digital Tech

20,270

Total Digital Tech Awards from DC, MD, and VA Schools

Sources: Burning Glass Technologies' Labor Insight™ Real-time Labor Market Information tool and Chmura Analytics JobsEQ Analysis by Greater Washington Partnership. Postings reflect job postings in the Capital Region for full year 2017. Digital tech workers and graduates reflect Q2 2018 and 2017 data, respectively.

DIGITAL TECH SKILLS AND EDUCATION

IN-DEMAND DIGITAL TECH SKILLS AND CERTIFICATIONS

Most requested skills in job postings, 2017

Top 5 Broad Skills

1. Software Development
2. Software Engineering
3. Information Systems
4. Project Management
5. Systems Engineering

Top 5 Technical Skills

1. SQL
2. Java
3. JavaScript
4. Oracle
5. Python

Top 5 Certifications

1. Security Clearance
2. CompTIA Security+
3. Certified Information Systems Security Professional (CISSP)
4. IT Infrastructure Library (ITIL) Certification
5. Cisco Certified Network Associate (CCNA)

23% of digital tech job ads in the region asked for a Security Clearance compared to only 6% of all digital tech job ads in the United States.

FASTEST GROWING DIGITAL TECH SKILLS

Year over year increase, 2016-2017

Top 10 Broad Skills

1. DevOps
2. Machine Learning
3. Retail Industry Knowledge
4. Data Science
5. Risk Management Framework
6. UX Wireframes
7. Web Programming
8. Big Data Analytics
9. Platform as a Service (PaaS)
10. Data Communications

Top 10 Technical Skills

1. Docker Software
2. Microsoft Azure
3. Ansible
4. Service Now
5. Confluence
6. GitHub
7. Kanban
8. Apache Kafka
9. AWS Elastic Computer Cloud (EC2)
10. Tableau

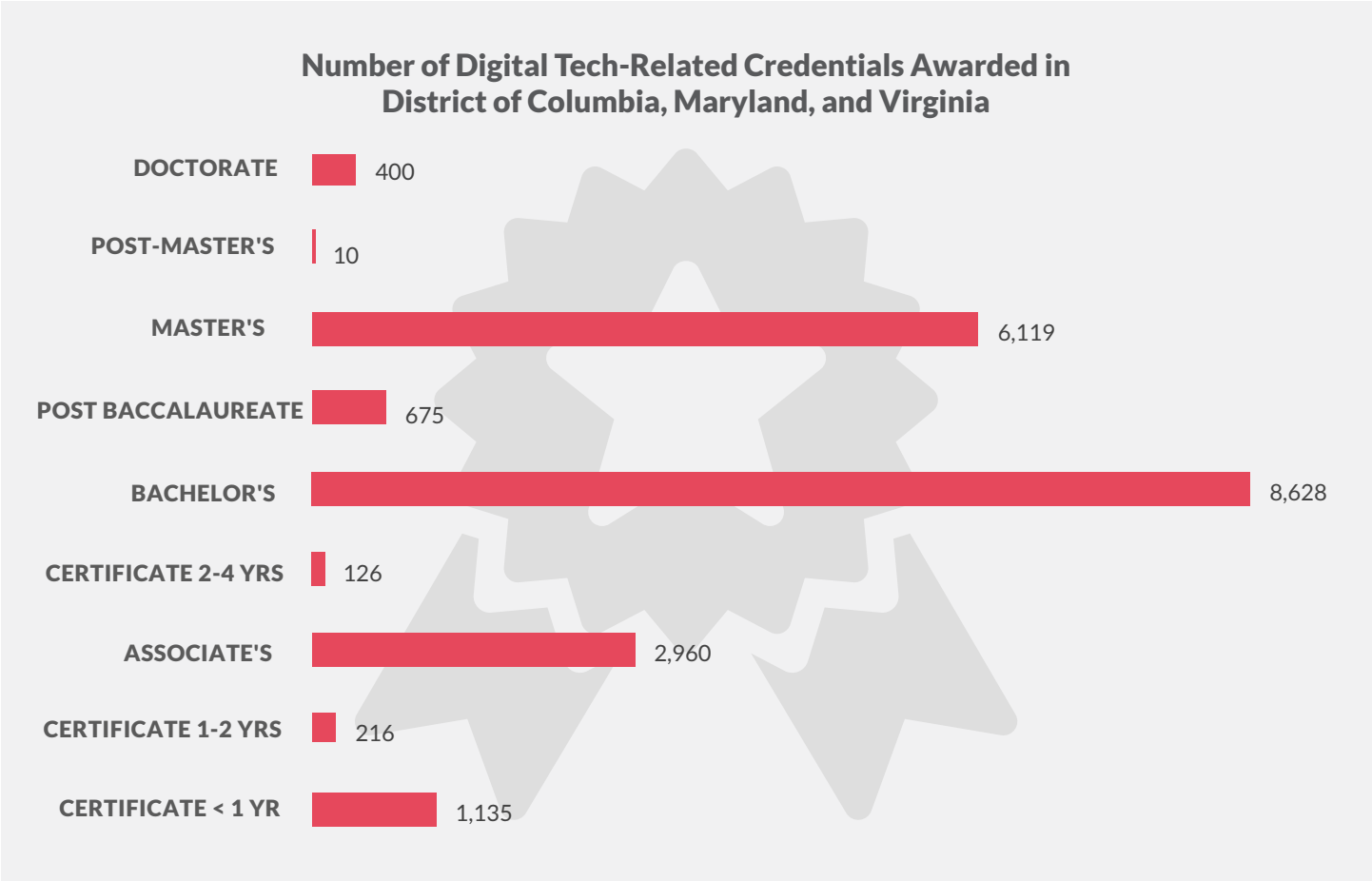
Employer demand increased by 71% for DevOps and 50% for machine learning (broad skills). Demand also increased by 127% for Docker Software and 99% for Microsoft Azure (technical skills).

Source: Burning Glass Technologies' Labor Insight™ Real-time Labor Market Information tool. Analysis by Greater Washington Partnership. Postings reflect job postings in the Capital Region for full year 2017.

DIGITAL TECH SKILLS AND EDUCATION

The Capital Region is the #1 producer of digital tech bachelor's degree awards and the #2 producer of digital tech associate's and master's degree awards.

Yet, demand for digital tech workers significantly outpaces supply.



Source: Chmura Analytics JobsEQ Analysis by Greater Washington Partnership. Awards data are based on degrees conferred for the 2016-2017 academic year and are provided by the National Center for Education Statistics.

29,527 Digital tech job postings that requested a master's degree	**113,027** Digital tech job postings that requested a bachelor's degree	**6,266** Digital tech job postings that required an associate's degree
6,119 Digital tech master's degrees from DC, MD, and VA Universities	**8,628** Digital tech bachelor's degrees from DC, MD, and VA Universities	**2,960** Digital tech associate's degrees from DC, MD, and VA Universities