

# The PACE/SkillPROOF IT INDEX REPORT

WESTCHESTER COUNTY REPORT  
JULY 2008



*"Most of The Dannon Company's IS/IT Business Solutions team operates out of Westchester County. As a growing business, we have increased need for IS/IT talent experienced in SAP and business processes. Our ability to staff current openings is becoming increasingly difficult.*

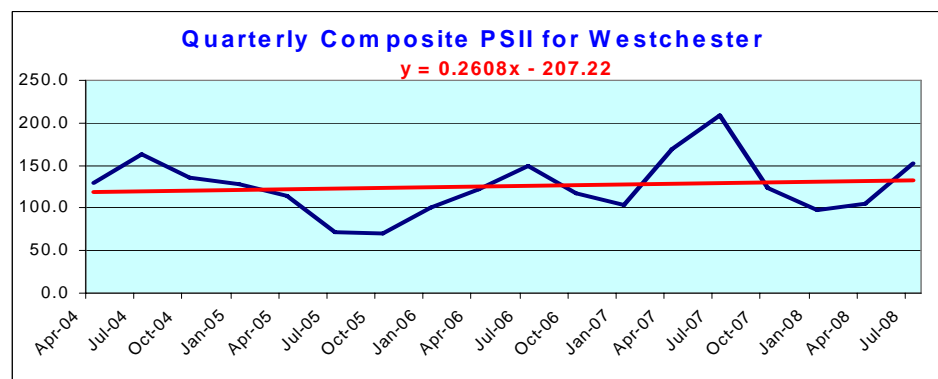
*"It is apparent to me that we need to encourage more students to study computing. The demand for knowledgeable IS/IT professionals is certainly there."*

-- E. Jeffrey Hutchinson  
CIO, The Dannon Company and  
CIO, North America - Groupe  
Danone

## Job Growth Remarkably Robust in Westchester

For the 2nd consecutive quarter, the Westchester County IT Job market defied the overall decline of the labor market and grew at an impressive rate of 44 percent. The PSII for the 2<sup>nd</sup> quarter registered 151.9 or 46.5 points higher on the PSII than the 105.4 registered during the 1<sup>st</sup> quarter.

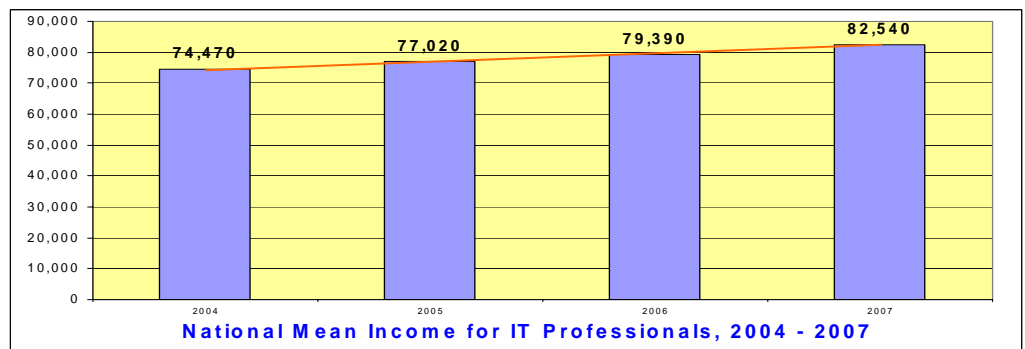
The credit crunch facing the financial markets, combined with the sky rocketing cost of oil and food, have created a skittish economic environment. However, contrary to lay-offs in various markets and the rising overall unemployment rate, the IT labor market in the New York metro area, especially in Westchester County, is energetic and healthy. The Westchester IT market showed improvement in 7 of the 11 job categories defined by the Bureau of Labor Statistics (BLS), giving a Diffusion Index of 73, the highest since the inception of this report.



For the complete data and analysis, go to [Historic Behavior of IT Job Categories](#).

## Positive Growth for IT Specialists through 2014

According to the BLS, the category **Computer Scientists, Research** will capture 16 percent of the total IT jobs by 2014. The mean income in 2007 for IT professionals nationally was reported to be \$82,540, at an average increase of 10.8 percent, while in the New York metro area, the average salary in the high-tech market was over \$92,000 with a similar, greater-than-10 -percent growth rate.



## EARLY BAROMETER: WHAT THE INDEX TRACKS

The Pace/SkillPROOF IT Index is a comprehensive index that tracks job openings in New York County (Manhattan) and in a separate report, Westchester County, NY. Both versions use data obtained by SkillPROOF, Inc. Using this data, the Pace Index is then calculated in three formats: the weighted average of the job postings as a snapshot of the IT job market, and year-to-year and month-to-month changes in major categories of the current IT job market as diffusion indexes. For more information about the methodology visit the PSII Web site at <http://www.pace.edu/psii>.

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## Quarterly Quote

*"Look at market fluctuations as your friend rather than your enemy; profit from folly rather than participate in it."*

**Warren Buffett**  
Chair, Berkshire Hathaway

## New York region tops nation in high-tech jobs

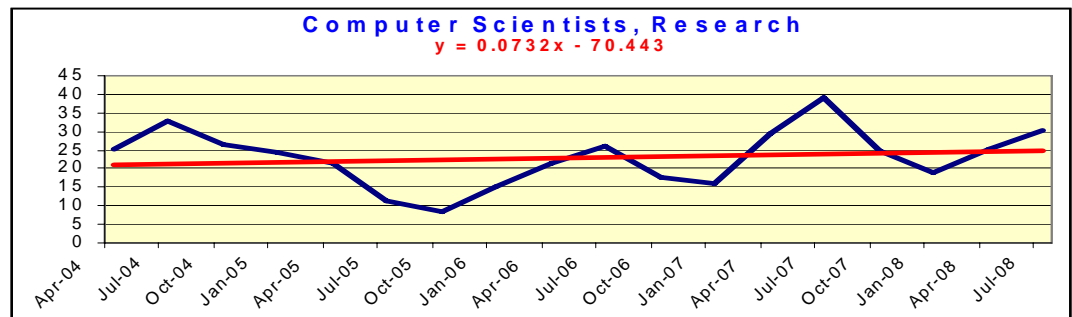
**Amanda Fung,**  
Crain's NY Business  
June 24, 2008

*"The New York metro area was the second-fastest growing city for high-tech employment, according to a recent report published by AeA, a national tech industry trade association. The region added 6,400 tech jobs in 2006 from the prior year. Seattle experienced the largest tech job growth, adding 7,800 jobs.*

*"According to the report, high-tech jobs significantly contributed to the local economy. In 2006, the average high-tech wage was \$91,500 in the New York metro area--46% higher than the average private-sector wage. There were 20,200 high-tech companies in the New York metro area with a payroll of \$28.9 billion."*

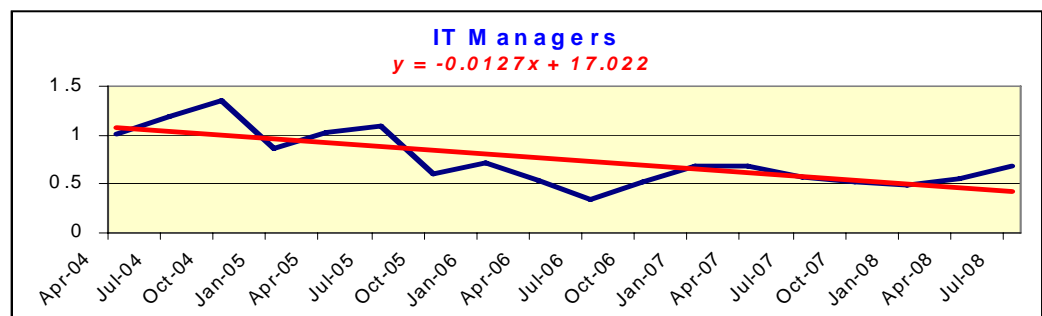
## Second Quarter Analysis

Last quarter the PSII reported that Westchester County was recently named one of the top 7 "intelligent counties" of the year by the Intelligent Community Forum, a global think tank that focuses on job growth and economic development in the broadband economy. The description is quite to the point. Not only does IT job employment in Westchester County defy the overall labor market with impressive growth of over 46 points, or 44 percent, but it also demonstrates robust wage growth that surpasses other sectors, according to the Bureau of Labor Statistics. The latest BLS report projected a more than 10 percent annual increase in average salary to over \$96,000 -- 46% higher than the average private-sector wage. (See sidebar).



One category that supports the above statement is that of **Computer Scientists, Research**. This category may appear more volatile than the other categories and is generally cyclical, but in Westchester County it has shown significant growth. In the 2<sup>nd</sup> quarter of 2008, the growth rate shown by the PSII exceeded 20 percent, surpassing all other job categories.

Following Computer Scientists, **IT Managers** is relatively stable with an upward tick of 21 percentage points this quarter.



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