



# 2023 AUDITED OUTCOMES REPORT

Reporting Period May 2021 – April 2022



[zipcodewilmington.com](https://zipcodewilmington.com)



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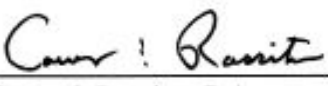
INDEPENDENT ACCOUNTANT'S REPORT

Board of Directors  
Zip Code Wilmington, Inc.  
1007 N. Orange Street, 4<sup>th</sup> Floor  
Wilmington, DE 19801

We have examined management's assertions which accompany its Report on Outcomes of Zip Code Wilmington, Inc. for Students Enrolled from May 2021 through April 2022, dated December 5, 2022, based on the criteria set forth within the Report. Zip Code Wilmington, Inc.'s management is responsible for the assertions. Our responsibility is to express an opinion on the assertions based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the examination to obtain reasonable assurance that management's assertions are fairly stated in all material respects. An examination involves performing procedures to obtain evidence about management's assertions. The nature, timing and extent of the procedures performed depend on our judgment, including our assessment of the risk of material misstatements of management's assertions, whether due to fraud or error. We believe the evidence we have obtained is sufficient and appropriate to provide a reasonable basis for our opinion.

In our opinion, management's assertions referred to above are fairly stated, in all material respects, based on the criteria set forth within the Report.

  
Cover & Rossiter, P.A.  
Wilmington, Delaware

December 5, 2022

**Statement of Management Assertions Regarding its Report on Outcomes of Zip Code Wilmington, Inc. for Students Enrolled from May 2021 through April 2022**

We, the management of Zip Code Wilmington, Inc. are responsible for the assertions made in this report. This report is meant to provide information regarding statistics for the Zip Code Wilmington programs of training students in Java Programming and Data Engineering and Analytics for placement in private industry jobs where such skills are in high demand.

The information in this report covers students enrolled in and graduating from Zip Code Wilmington's program from May 2021 through April 2022, with graduation dates in September 2021 (25 students total) and January 2022 (17 students total). A total of 42 students entered the program. 31 students entered the Java Programming Program and 11 of the students entered the Data Engineering and Analytics Program. 3 of the 42 students were placed through the program by their employer.

Graduation rate statistics: 39 students, of the 42 who are measured in this report, completed the program in the allotted time and graduated for a graduation rate of 93%.

This breaks down by cohort as:

September 2021 (J 7.1)	18 of 20
September 2021 (D 2.1)	5 of 5
January 2022 (J 7.2)	10 of 11
January 2022 (D 2.2)	6 of 6

Of the 31 students who entered the Java Programming Program, 28 graduated (90%). Of the 11 students who entered the Data Engineering and Analytics Program, all 11 graduated (100%).

While the September 2021 cohorts enrolled 25 students, 2 of these students were placed through the program by their employer. Similarly, the January 2022 cohorts enrolled 17 students with 1 student placed through the program by their employer. The 3 students placed by their employer returned to their employment upon graduation; consequently, only the 36 job-seeking students of the total 39 graduates will be covered under the job placement statistics provided in this report.

Job placement statistics: Of the 36 job-seeking students who completed the program:

30 (83%) placed in paid employment within 3 months  
35 (97%) placed within 6 months  
35 (97%) placed within 1 year

Thus, only 1 graduate was not placed. "Placed" is defined as receiving and accepting an offer for a paid role in the technology field with an expected duration of at least three months.



Java Programming job placement: Of the 26 students who completed this course:

22 (85%) placed in paid employment within 3 months

26 (100%) placed within 6 months

Data Engineering and Analytics job placement: Of the 10 students who completed this course:

8 (80%) placed in paid employment within 3 months

9 (90%) placed within 6 months

9 (90%) placed within 1 year

Salary statistics: Of the 35 students who graduated and were placed within one year of graduation:

Average Annualized Salary: \$79,791 (total annualized salary of \$2,792,700 divided by 35 placed students).

< \$59,999 – 2 students

\$60,000 - \$69,999 – 1 student

\$70,000 - \$79,999 – 11 students

\$80,000 - \$89,999 – 18 students

\$90,000 - \$99,999 – 0 students

> \$99,999 – 3 students

Average Annualized Salary – Java Programming: \$78,700 (total annualized salary of \$2,046,200 divided by 26 placed students).

< \$59,999 – 2 students

\$60,000 - \$69,999 – 1 student

\$70,000 - \$79,999 – 7 students

\$80,000 - \$89,999 – 14 students

\$90,000 - \$99,999 – 0 students

> \$99,999 – 2 students

Average Annualized Salary – Data Engineering and Analytics: \$82,944 (total annualized salary of \$746,500 divided by 9 placed students).

< \$59,999 – 0 student

\$60,000 - \$69,999 – 0 students

\$70,000 - \$79,999 – 4 students

\$80,000 - \$89,999 – 4 students

\$90,000 - \$99,999 – 0 students

> \$99,999 – 1 student

Salary statistics assumptions:

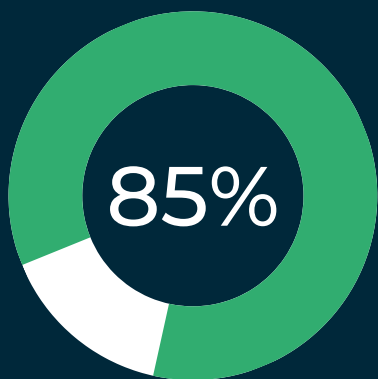
- Graduates placed in salaried positions, the base salary was used.
- Graduates placed in a full-time, direct hire role and paid on an hourly basis, calculation assumes a 40-hour workweek 52 weeks per year.
- Graduates placed in a full-time, apprentice, contractor or intern roles and paid on an hourly basis, calculation assumes a 36.5-hour workweek annualized over 52 weeks per year.
- Graduates placed in part-time roles, the annualized salary calculated based on scheduled part-time hours annualized over 52 weeks per year.
- The following were disregarded in these statistics although they were present in a large number of the employment offers:
  - Signing bonuses
  - Stock options awarded upon acceptance of employment
  - Longevity-based additional compensation or increases in initial compensation rate
  - Performance-based incentives
  - Overtime potential
  - Value of employee benefits

*Desa Burton*

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Executive Director  
Zip Code Wilmington, Inc.  
December 5, 2022

# SOFTWARE DEVELOPMENT JOB PLACEMENT



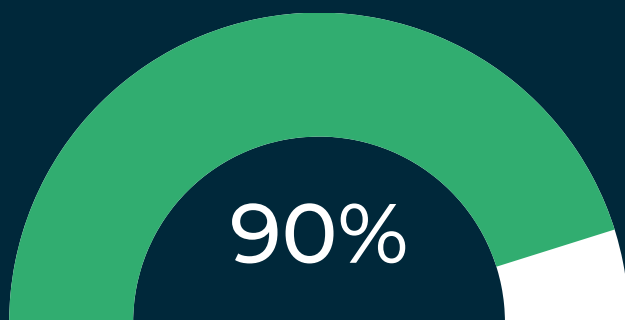
Placed within 3 months



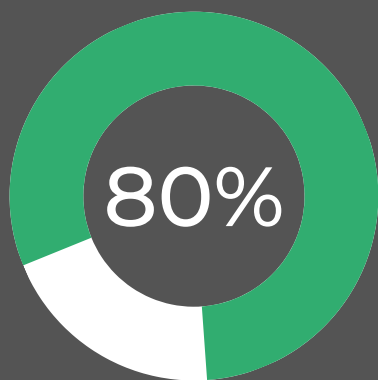
Placed within 6 months

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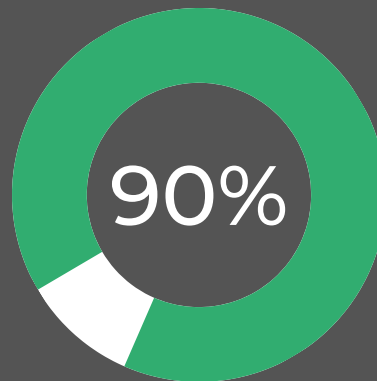
## GRADUATION RATE



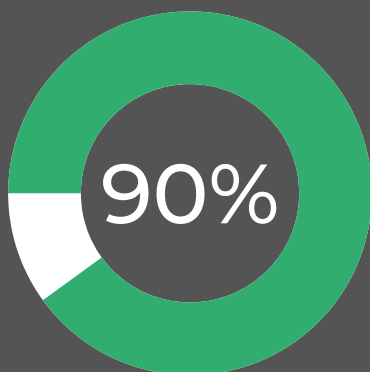
# DATA ENGINEERING JOB PLACEMENT



Placed within 3 months



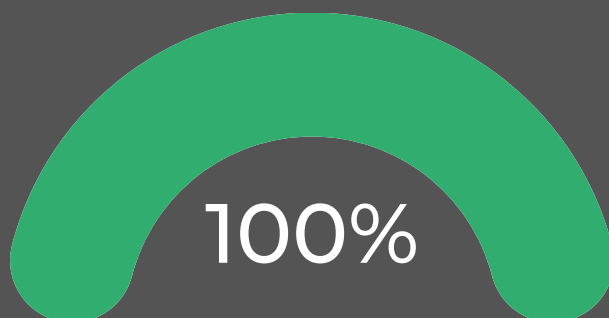
Placed within 6 months



Placed within 12 months

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## GRADUATION RATE



# AVERAGE ANNUALIZED EARNINGS

(Java & Data Combined)

BEFORE  
ZIP CODE WILMINGTON

\$31,353



AFTER  
ZIP CODE WILMINGTON

\$79,791



154% SALARY INCREASE



# STUDENT DEMOGRAPHICS

(Java & Data Combined)

## Gender



■ Male (61.5%)      ■ Female (38.5%)

## Age

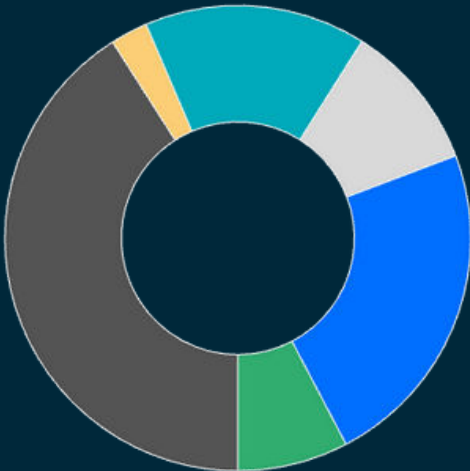


■ 20-29 Yrs (64.1%)      ■ 30-39 Yrs (35.9%)

# STUDENT DEMOGRAPHICS

(continued)

## Race/Ethnicity



- Latino or Hispanic American (7.7%)
- Black or African American or Afro-Caribbean (15.4%)
- East Asian or Asian American (23.1%)
- Bi-Racial or Multi-Racial (2.6%)
- South Asian or Indian American (10.3%)
- Non-Hispanic White or Euro-American (41.0%)

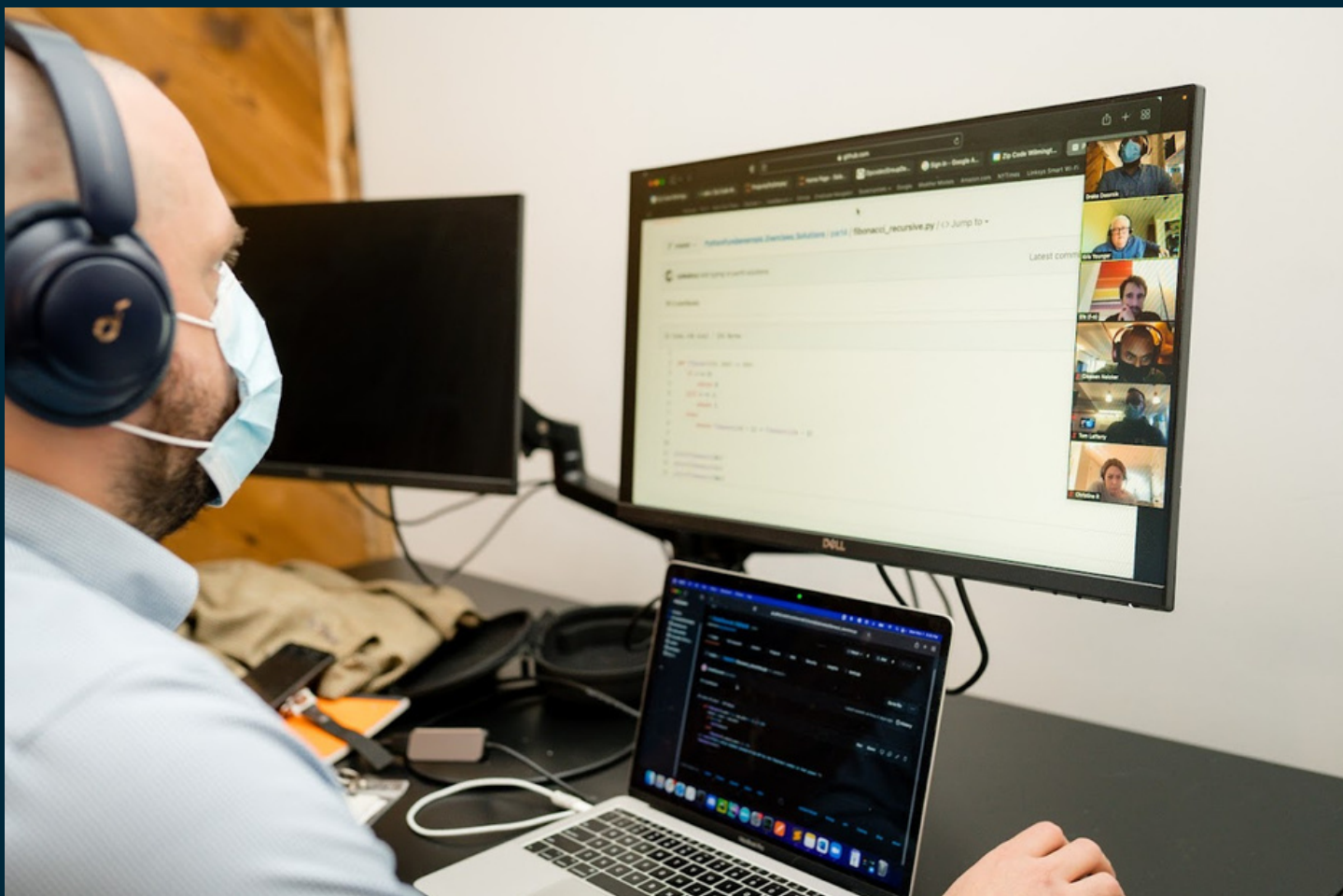
## Education Prior to Enrollment



- High School Diploma/GED (20.5%)
- Some college (no degree) (12.8%)
- Associate's Degree (7.7%)
- Bachelor's Degree (41.0%)
- Master's Degree (17.9%)

**ZIP CODE WILMINGTON, ANNUAL COMPARISON OF AUDITED OUTCOMES (2015-2022)**

	2015-2017	2017-2018	2019-2018	2019-2020	2020-2021	2021-2022
Graduation Rates (%)	89	93	93	100	97	93
Gender (%)	2015-2017	2017-2018	2019-2018	2019-2020	2020-2021	2021-2022
Male	67	57	75	80	63	62
Female	32	42	25	19	37	38
Nonbinary	1	1	0	1	0	0
Race / Ethnicity (%)	2015-2017	2017-2018	2019-2018	2019-2020	2020-2021	2021-2022
Black, Afro-Caribbean, or African American	23	15	21	19	13	15
Latinx or Hispanic American	10	10	9	11	10	8
East Asian or Asian American	4	10	12	9	13	23
Bi-Racial or Multi-Racial	3	1	4	5	8	3
Non-Hispanic White or Euro-American	54	56	32	38	40	41
South Asian or Indian American	4	7	17	15	13	10
Middle Eastern or Arab American	1	0	0.8	1	0	0
Native American or Alaskan American	0	0	0.8	0	0	0
No response	0	0	0	2	2	0
	2015-2017	2017-2018	2019-2018	2019-2020	2020-2021	2021-2022
Average Age	35	30	29	35	30	29
Highest Level of Education (%)	2015-2017	2017-2018	2019-2018	2019-2020	2020-2021	2021-2022
High School / GED	32	25	31	13	5	20
Associates	7	7	4	6	8	8
Bachelors	63	54	46	49	55	41
Masters	9	10	17	12	12	18
Doctoral	2	3	1	1	2	0
Some College / No Degree			0.8	19	18	13
Placement Timelines (%)	2015-2017	2017-2018	2019-2018	2019-2020	2020-2021	2021-2022
3 months	92	88	68	53	58	83
6 months	96	93	84	61	75	97
1 year	97	94	87	66	83	97
Average Salary Differential	2015-2017	2017-2018	2019-2018	2019-2020	2020-2021	2021-2022
Before		\$33,778	\$28,399	\$26,024	\$33,697	\$31,353
After	\$63,359	\$74,134	\$70,265	\$74,673	\$76,068	\$79,791



# APPLY TODAY!

## Cohort Cycle

Fall: October - January

Winter: February - May

Spring/Summer: June - September

**Admissions Contact**

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