PREPARED BY PF Global Advice | Research | Argument | COMMISSIONED BY TikTok USDS JV

TikTok's Economic Impact in Delaware

Supporting Delaware's Economy

17.9K

Delaware businesses use TikTok

17.9 thousand businesses actively use TikTok in Delaware. 62% of Delaware businesses say TikTok is an essential tool for modern U.S. businesses.

$400M

in GDP for businesses in Delaware

Generated with the help of TikTok's platform in 2025.

1.7K

jobs supported in Delaware

Supported in 2025 by Delaware businesses advertising and promoting their products on TikTok.

Providing Value for Delaware's Businesses

84% increased sales

84% of Delaware businesses using TikTok say it increased their sales, and 81% sold out of a product after promoting it there.

79% hired an employee

79% of Delaware businesses using TikTok have hired someone they first found or contacted on the platform (71% of SMBs).

75% scaled operations

75% of Delaware businesses using TikTok say it helped them scale, from new hires to expanding to new locations (66% of SMBs).

79% gained investments

79% of Delaware businesses using TikTok have attracted a new investor or investment through it (71% of SMBs).

82% increased reach

82% of Delaware businesses using TikTok say it helps them reach customers they otherwise couldn't.

94% need TikTok's AI tools for competitive marketing

94% of Delaware businesses using TikTok's AI tools say they are important for competitive marketing.

Fueling Discovery and Growth

63%

Discovered a local business

63% of Delaware TikTok users say it helps them discover local businesses and events; 57% have spent money on a local event after seeing it advertised there.

45%

Aspire to start a business

45% of Delaware TikTok users hope to start a business within five years, with 58% saying the idea relates to what they see or post there.

39%

Explored their state

39% of Delaware TikTok users have visited another part of the state after watching a trending TikTok.

55%

Charted future career paths

55% of Delaware TikTok users aged 18-29 say TikTok has helped them understand future career paths.

About TikTok U.S.

Established in 2026 to operate and secure TikTok's U.S. platform, TikTok USDS Joint Venture (TikTok U.S.) enables 200 million Americans and 8.5 million U.S. businesses to create, discover, and connect. In compliance with federal mandates, TikTok U.S. safeguards the American experience through comprehensive data privacy and cybersecurity protocols, independent software assurance that validates source code, trust and safety measures, and an algorithm retrained exclusively on U.S. user data.

In collaboration with TikTok U.S., PF Global measured the economic impact of the TikTok platform to local communities and businesses across the United States. PF Global fielded two independent, nationally representative surveys - a consumer survey of 11,123 U.S. adults and a business survey of 5,100 U.S. businesses, including 2,741 small- to mid-sized businesses (SMBs) - to learn how businesses and users interact with the app and leverage its economic and social opportunities.