

2016-17 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Development Area 20 - Indian River, Martin, and Saint Lucie Counties

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE
- 2 10 annual openings and positive growth
- 3 Mean Wage of \$14.13/hour and Entry Wage of \$11.49/hour
- 4 High Skill/High Wage (HSHW) Occupations:
Mean Wage of \$22.14/hour and Entry Wage of \$14.13/hour

SOC Code†	HSHW††	Occupational Title†	Annual	Annual	2015 Hourly Wage		FLDOE	In EFI	Data
			Percent		Openings	Mean	Entry	Training	
472021		Brickmasons and Blockmasons	5.68	255	16.83	13.10	3	No	S
292032	HSHW	Diagnostic Medical Sonographers	4.86	302	29.47	22.13	3	Yes	S
472051		Cement Masons and Concrete Finishers	4.77	20	14.69	11.53	3	No	R
131051		Cost Estimators	3.95	23	25.77	12.01	4	No	R
292021	HSHW	Dental Hygienists	3.86	18	30.46	27.00	4	Yes	R
472031		Carpenters	3.85	108	16.83	11.59	3	No	R
131161	HSHW	Market Research Analysts and Marketing Specialists	3.72	11	28.24	17.96	5	Yes	R
537021	HSHW	Crane and Tower Operators	3.67	160	23.76	17.58	3	No	S
472221		Structural Iron and Steel Workers	3.64	199	19.53	12.38	3	No	S
131121	HSHW	Meeting and Convention Planners	3.63	289	23.38	14.56	4	No	S
151122	HSHW	Information Security Analysts	3.63	202	40.54	25.67	3	Yes	S
292056		Veterinary Technologists and Technicians	3.62	14	15.54	12.34	4	Yes	R
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	3.59	43	25.69	19.18	4	No	R
312021	HSHW	Physical Therapist Assistants	3.54	15	29.99	23.56	4	Yes	R
436013		Medical Secretaries	3.53	23	14.98	11.76	3	Yes	R
211011		Substance Abuse and Behavioral Disorder Counselors	3.47	11	21.96	12.73	5	No	R
319092		Medical Assistants	3.39	54	14.76	12.01	3	Yes	R
292057		Ophthalmic Medical Technicians	3.37	10	18.03	15.09	3	Yes	R

2016-17 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Development Area 19 - DeSoto, Hardee, Highlands, and Okeechobee Counties

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 10 annual openings and positive growth
- 3 Mean Wage of \$13.44/hour and Entry Wage of \$10.92/hour
- 4 High Skill/High Wage (HSHW) Occupations:
Mean Wage of \$21.05/hour and Entry Wage of \$13.44/hour

SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	015 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
					Mean	Entry			
472021		Brickmasons and Blockmasons	5.68	255	16.83	13.10	3	No	S
292032	HSHW	Diagnostic Medical Sonographers	4.86	302	29.47	22.13	3	Yes	S
472051		Cement Masons and Concrete Finishers	4.63	728	16.07	11.86	3	No	S
312021	HSHW	Physical Therapist Assistants	3.97	298	29.62	22.67	4	Yes	S
131051	HSHW	Cost Estimators	3.78	1,016	28.14	16.84	4	No	S
537021	HSHW	Crane and Tower Operators	3.67	160	23.76	17.58	3	No	S
472221		Structural Iron and Steel Workers	3.64	199	19.53	12.38	3	No	S
131121	HSHW	Meeting and Convention Planners	3.63	289	23.38	14.56	4	No	S
151122	HSHW	Information Security Analysts	3.63	202	40.54	25.67	3	Yes	S
436013		Medical Secretaries	3.42	865	14.91	11.84	3	Yes	S
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	3.40	1,870	28.03	18.59	4	No	S
499062		Medical Equipment Repairers	3.31	309	21.01	14.52	3	Yes	S
319092		Medical Assistants	3.20	2,145	14.44	11.65	3	Yes	S
292031		Cardiovascular Technologists and Technicians	3.10	199	22.92	13.10	3	Yes	S
292055		Surgical Technologists	3.06	258	19.54	15.41	3	Yes	S
292012		Medical and Clinical Laboratory Technicians	3.02	371	16.78	11.58	4	Yes	S
472031		Carpenters	3.00	18	17.71	12.65	3	No	R
292021	HSHW	Dental Hygienists	2.87	597	31.11	23.76	4	Yes	S

499021		Heating, A.C., and Refrigeration Mechanics and Installers	2.74	1,450	19.82	13.12	3	No	S
232011	HSHW	Paralegals and Legal Assistants	2.73	1,025	23.89	16.16	3	Yes	S
472152		Plumbers, Pipefitters, and Steamfitters	2.72	865	18.96	12.91	3	No	S
472073		Operating Engineers/Construction Equipment Operators	2.70	701	17.84	12.84	3	No	S
472181		Roofers	2.68	1,000	15.49	11.63	3	No	S
472211		Sheet Metal Workers	2.64	352	17.37	12.13	3	No	S
499041	HSHW	Industrial Machinery Mechanics	2.60	638	22.64	15.18	3	Yes	S
472111		Electricians	2.56	1,576	20.58	14.27	3	No	S
151121	HSHW	Computer Systems Analysts	2.56	858	41.35	26.62	4	Yes	S
472151		Pipelayers	2.47	186	17.40	12.83	3	No	S
319011		Massage Therapists	2.39	444	20.19	12.02	3	No	S
292034	HSHW	Radiologic Technologists	2.38	498	24.91	18.24	3	Yes	S
119021	HSHW	Construction Managers	2.38	1,591	43.34	23.26	4	No	S
292099		Health Technologists and Technicians, All Other	2.37	240	19.87	12.77	3	Yes	S
151132	HSHW	Software Developers, Applications	2.30	1,014	41.53	26.36	4	Yes	S
292081		Opticians, Dispensing	2.27	286	19.45	13.29	4	Yes	S
151134	HSHW	Web Developers	2.26	398	29.79	18.42	3	Yes	S
292071		Medical Records and Health Information Technicians	2.20	456	18.53	12.26	4	Yes	S
251194	HSHW	Vocational Education Teachers, Postsecondary	2.14	274	26.39	15.78	4	No	S
492098		Security and Fire Alarm Systems Installers	2.09	233	18.33	13.11	3	No	S
292061		Licensed Practical and Licensed Vocational Nurses	2.06	23	19.77	16.61	3	Yes	R
319091		Dental Assistants	2.06	703	17.25	12.62	3	Yes	S
151151	HSHW	Computer User Support Specialists	2.06	1,060	22.14	14.28	3	Yes	S
119151	HSHW	Social and Community Service Managers	1.98	155	36.45	24.14	4	No	S
173031		Surveying and Mapping Technicians	1.98	194	18.49	12.34	3	Yes	S
474011	HSHW	Construction and Building Inspectors	1.96	271	27.78	19.00	3	No	S
291141	HSHW	Registered Nurses	1.94	40	29.57	23.84	4	Yes	R
271025		Interior Designers	1.91	247	23.69	13.08	4	Yes	S
371012		First-Line Superv. Landscaping & Groundskeeping Workers	1.85	646	19.92	13.43	3	No	S
419021		Real Estate Brokers	1.84	183	37.36	12.76	3	No	S
435011		Cargo and Freight Agents	1.84	348	19.52	11.76	3	Yes	S
373012		Pesticide Handlers, Sprayers, & Applicators, Vegetation	1.84	190	16.10	11.59	4	No	S
291126	HSHW	Respiratory Therapists	1.83	243	26.39	20.72	4	Yes	S
371011		First-Line Superv. of Housekeeping & Janitorial Workers	1.78	556	17.41	11.67	3	No	S

493042		Mobile Heavy Equipment Mechanics, Except Engines	1.76	260	21.15	15.19	3	Yes	S
254031		Library Technicians	1.74	184	17.21	11.98	4	No	S
532012	HSHW	Commercial Pilots	1.70	184	47.87	23.67	3	Yes	S
431011		First-Line Superv. of Office and Admin. Support Workers	1.68	19	20.94	13.41	4	Yes	R
131199	HSHW	Business Operations Specialists, All Other	1.63	2,117	32.08	18.65	4	No	S
113011	HSHW	Administrative Services Managers	1.61	298	50.84	31.58	4	Yes	S
252021	HSHW	Elementary School Teachers, Except Special Education	1.61	28	26.94	21.67	5	No	R
151141	HSHW	Database Administrators	1.60	238	39.04	25.40	4	Yes	S
433031		Bookkeeping, Accounting, and Auditing Clerks	1.59	2,641	17.07	11.88	4	Yes	S
252022	HSHW	Middle School Teachers, Exc. Special & Voc. Education	1.59	14	27.98	21.81	5	No	R
499051	HSHW	Electrical Power-Line Installers and Repairers	1.57	388	25.72	17.38	3	No	S
151143	HSHW	Computer Network Architects	1.54	513	35.54	22.89	3	Yes	S
119141	HSHW	Property, Real Estate & Community Association Managers	1.51	1,316	26.93	14.56	4	No	S
292011	HSHW	Medical and Clinical Laboratory Technologists	1.49	421	28.55	23.15	4	Yes	S
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	1.41	1,157	29.29	19.27	3	No	S
533032		Truck Drivers, Heavy and Tractor-Trailer	1.40	29	14.20	11.47	3	Yes	R
332011	HSHW	Fire Fighters	1.37	1,001	25.57	15.46	3	No	S
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators	1.35	368	27.52	17.59	3	Yes	S
391021		First-Line Supervisors of Personal Service Workers	1.35	501	19.93	12.49	3	No	S
132072	HSHW	Loan Officers	1.34	676	39.48	22.13	4	Yes	S
514121		Welders, Cutters, Solderers, and Brazers	1.34	503	18.40	12.56	3	Yes	S
132011	HSHW	Accountants and Auditors	1.33	13	31.92	20.50	5	Yes	R
111021	HSHW	General and Operations Managers	1.30	12	43.78	22.96	4	Yes	R
413021	HSHW	Insurance Sales Agents	1.28	1,633	33.11	17.61	3	Yes	S
493031		Bus and Truck Mechanics and Diesel Engine Specialists	1.25	376	21.51	15.19	3	Yes	S
151142	HSHW	Network and Computer Systems Architects and Admins.	1.21	428	39.24	25.62	4	Yes	S
493011	HSHW	Aircraft Mechanics and Service Technicians	1.19	393	27.82	17.63	3	Yes	S
271024		Graphic Designers	1.16	610	21.81	14.18	4	Yes	S
414011	HSHW	Sales Representatives, Wholesale & Mfg, Tech. & Sci. Prod.	1.11	601	37.67	18.29	3	Yes	S
493023		Automotive Service Technicians and Mechanics	1.09	14	17.42	11.28	3	No	R
131031	HSHW	Claims Adjusters, Examiners, and Investigators	1.09	732	28.83	19.26	3	Yes	S
131023	HSHW	Purchasing Agents, Except Farm Products & Trade	1.03	405	28.37	18.08	4	Yes	S
333051		Police and Sheriff's Patrol Officers	0.99	16	20.21	16.48	3	No	R
151131	HSHW	Computer Programmers	0.98	576	37.31	22.54	3	Yes	S

411011		First-Line Supervisors of Retail Sales Workers	0.93	30	20.54	13.25	3	No	R
252031	HSHW	Secondary School Teachers, Exc. Special and Voc. Ed.	0.87	13	28.44	22.28	5	No	R
131041	HSHW	Compliance Officers, Exc. Safety, Agri, Constr & Transp.	0.85	377	29.44	17.59	3	No	S
414012		Sales Representatives, Wholesale and Manufacturing, Other	0.63	11	33.15	12.49	3	Yes	R
333012		Correctional Officers and Jailers	0.54	28	17.16	15.54	3	No	R
492022	HSHW	Telecommunications Equipment Installers and Repairers	0.54	360	24.20	15.26	3	Yes	S
413011		Advertising Sales Agents	0.52	519	25.69	13.50	3	Yes	S
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.48	463	27.33	18.22	3	Yes	S
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.30	518	41.81	21.22	4	Yes	S
436011	HSHW	Executive Secretaries and Administrative Assistants	0.25	723	22.86	15.72	3	Yes	S
351012		First-Line Superv. of Food Preparation & Serving Workers	NR	NR	17.77	12.54	3	No	R

†SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.

††HSHW = High Skill/High Wage.

†††Data Source:

R = Meets regional wage and openings criteria based on state Labor Market Statistics employer survey data. Regional data are shown.

S = Meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data. Statewide data are shown.

NR = Not releasable.

EFI - Enterprise Florida, Inc.

2016-17 Florida **Statewide** Demand Occupations List

Post Secondary Adult Vocational Certificate or College Credit Certificate/Associate Degree

Sorted by Occupational Title

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Codes 3 (PSAV Certificate) or 4 (College Credit Certificate/Associate Degree)
- 2 150 annual openings and average growth rate of 1.59% or 360 annual openings with any positive growth
- 3 Mean Wage of \$14.05/hour and Entry Wage of \$11.42/hour
- 4 High Skill/High Wage (HSHW) Occupations: Mean Wage of \$22.01/hour and Entry Wage of \$14.05/hour

SOC Code†	HSHW††	Occupational Title†	Annual	Annual	2015 Hourly Wage		FLDOE	In EFI	STEM	New
			Percent		Openings	Mean				
			Growth				Code	Industry?		
472021		Brickmasons and Blockmasons	5.68	255	16.83	13.10	3	No	No	Yes
292032	HSHW	Diagnostic Medical Sonographers	4.86	302	29.47	22.13	3	Yes	No	
472051		Cement Masons and Concrete Finishers	4.63	728	16.07	11.86	3	No	No	
312021	HSHW	Physical Therapist Assistants	3.97	298	29.62	22.67	4	Yes	No	
131051	HSHW	Cost Estimators	3.78	1,016	28.14	16.84	4	No	Yes	
537021	HSHW	Crane and Tower Operators	3.67	160	23.76	17.58	3	No	No	Yes
472221		Structural Iron and Steel Workers	3.64	199	19.53	12.38	3	No	No	Yes
131121	HSHW	Meeting and Convention Planners	3.63	289	23.38	14.56	4	No	No	
151122	HSHW	Information Security Analysts	3.63	202	40.54	25.67	3	Yes	Yes	Yes
436013		Medical Secretaries	3.42	865	14.91	11.84	3	Yes	No	
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	3.40	1,870	28.03	18.59	4	No	No	
499062		Medical Equipment Repairers	3.31	309	21.01	14.52	3	Yes	Yes	
319092		Medical Assistants	3.20	2,145	14.44	11.65	3	Yes	No	Yes
472031		Carpenters	3.17	2,632	17.40	11.97	3	No	No	
292031		Cardiovascular Technologists and Technicians	3.10	199	22.92	13.10	3	Yes	Yes	
292055		Surgical Technologists	3.06	258	19.54	15.41	3	Yes	No	
292012		Medical and Clinical Laboratory Technicians	3.02	371	16.78	11.58	4	Yes	Yes	
292061		Licensed Practical and Licensed Vocational Nurses	2.91	2,395	20.38	16.41	3	Yes	No	
292021	HSHW	Dental Hygienists	2.87	597	31.11	23.76	4	Yes	Yes	
499021		Heating, A.C., and Refrigeration Mechanics and Installers	2.74	1,450	19.82	13.12	3	No	No	
232011	HSHW	Paralegals and Legal Assistants	2.73	1,025	23.89	16.16	3	Yes	No	
472152		Plumbers, Pipefitters, and Steamfitters	2.72	865	18.96	12.91	3	No	No	
472073		Operating Engineers/Construction Equipment Operators	2.70	701	17.84	12.84	3	No	No	
472181		Roofers	2.68	1,000	15.49	11.63	3	No	No	

472211		Sheet Metal Workers	2.64	352	17.37	12.13	3	No	No	
499041	HSHW	Industrial Machinery Mechanics	2.60	638	22.64	15.18	3	Yes	No	
472111		Electricians	2.56	1,576	20.58	14.27	3	No	No	
151121	HSHW	Computer Systems Analysts	2.56	858	41.35	26.62	4	Yes	Yes	
472151		Pipelayers	2.47	186	17.40	12.83	3	No	No	
319011		Massage Therapists	2.39	444	20.19	12.02	3	No	No	Yes
292034	HSHW	Radiologic Technologists	2.38	498	24.91	18.24	3	Yes	No	
119021	HSHW	Construction Managers	2.38	1,591	43.34	23.26	4	No	No	
292099		Health Technologists and Technicians, All Other	2.37	240	19.87	12.77	3	Yes	No	
151132	HSHW	Software Developers, Applications	2.30	1,014	41.53	26.36	4	Yes	Yes	
292081		Opticians, Dispensing	2.27	286	19.45	13.29	4	Yes	No	
151134	HSHW	Web Developers	2.26	398	29.79	18.42	3	Yes	Yes	
292071		Medical Records and Health Information Technicians	2.20	456	18.53	12.26	4	Yes	No	
251194	HSHW	Vocational Education Teachers, Postsecondary	2.14	274	26.39	15.78	4	No	No	
492098		Security and Fire Alarm Systems Installers	2.09	233	18.33	13.11	3	No	No	
319091		Dental Assistants	2.06	703	17.25	12.62	3	Yes	No	
151151	HSHW	Computer User Support Specialists	2.06	1,060	22.14	14.28	3	Yes	Yes	
291141	HSHW	Registered Nurses	2.04	6,624	30.77	24.28	4	Yes	Yes	
119151	HSHW	Social and Community Service Managers	1.98	155	36.45	24.14	4	No	No	Yes
173031		Surveying and Mapping Technicians	1.98	194	18.49	12.34	3	Yes	Yes	
474011	HSHW	Construction and Building Inspectors	1.96	271	27.78	19.00	3	No	No	
271025		Interior Designers	1.91	247	23.69	13.08	4	Yes	No	
371012		First-Line Superv. Landscaping & Groundskeeping Workers	1.85	646	19.92	13.43	3	No	No	
419021		Real Estate Brokers	1.84	183	37.36	12.76	3	No	No	Yes
435011		Cargo and Freight Agents	1.84	348	19.52	11.76	3	Yes	No	
373012		Pesticide Handlers, Sprayers, & Applicators, Vegetation	1.84	190	16.10	11.59	4	No	No	Yes
291126	HSHW	Respiratory Therapists	1.83	243	26.39	20.72	4	Yes	Yes	
371011		First-Line Superv. of Housekeeping & Janitorial Workers	1.78	556	17.41	11.67	3	No	No	Yes
493042		Mobile Heavy Equipment Mechanics, Except Engines	1.76	260	21.15	15.19	3	Yes	No	
254031		Library Technicians	1.74	184	17.21	11.98	4	No	No	Yes
532012	HSHW	Commercial Pilots	1.70	184	47.87	23.67	3	Yes	No	Yes
111021	HSHW	General and Operations Managers	1.69	2,689	60.69	31.21	4	Yes	No	
131199	HSHW	Business Operations Specialists, All Other	1.63	2,117	32.08	18.65	4	No	No	
113011	HSHW	Administrative Services Managers	1.61	298	50.84	31.58	4	Yes	No	
151141	HSHW	Database Administrators	1.60	238	39.04	25.40	4	Yes	Yes	
433031		Bookkeeping, Accounting, and Auditing Clerks	1.59	2,641	17.07	11.88	4	Yes	No	
499051	HSHW	Electrical Power-Line Installers and Repairers	1.57	388	25.72	17.38	3	No	No	
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	1.56	3,462	24.96	16.24	4	Yes	No	
533032		Truck Drivers, Heavy and Tractor-Trailer	1.56	2,470	18.07	12.20	3	Yes	No	
151143	HSHW	Computer Network Architects	1.54	513	35.54	22.89	3	Yes	Yes	
119141	HSHW	Property, Real Estate & Community Association Managers	1.51	1,316	26.93	14.56	4	No	No	
292011	HSHW	Medical and Clinical Laboratory Technologists	1.49	421	28.55	23.15	4	Yes	Yes	Yes
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	1.41	1,157	29.29	19.27	3	No	No	

332011	HSHW	Fire Fighters	1.37	1,001	25.57	15.46	3	No	No	
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators	1.35	368	27.52	17.59	3	Yes	No	Yes
391021		First-Line Supervisors of Personal Service Workers	1.35	501	19.93	12.49	3	No	No	
132072	HSHW	Loan Officers	1.34	676	39.48	22.13	4	Yes	No	
514121		Welders, Cutters, Solderers, and Brazers	1.34	503	18.40	12.56	3	Yes	No	
493023		Automotive Service Technicians and Mechanics	1.33	1,943	18.88	11.89	3	No	No	
333051	HSHW	Police and Sheriff's Patrol Officers	1.29	1,760	28.33	19.23	3	No	No	
413021	HSHW	Insurance Sales Agents	1.28	1,633	33.11	17.61	3	Yes	No	
493031		Bus and Truck Mechanics and Diesel Engine Specialists	1.25	376	21.51	15.19	3	Yes	No	Yes
414012		Sales Representatives, Wholesale and Manufacturing, Other	1.21	3,106	28.35	12.63	3	Yes	No	
151142	HSHW	Network and Computer Systems Architects and Admins.	1.21	428	39.24	25.62	4	Yes	Yes	
493011	HSHW	Aircraft Mechanics and Service Technicians	1.19	393	27.82	17.63	3	Yes	No	
271024		Graphic Designers	1.16	610	21.81	14.18	4	Yes	No	
414011	HSHW	Sales Representatives, Wholesale & Mfg, Tech. & Sci. Prod.	1.11	601	37.67	18.29	3	Yes	No	
131031	HSHW	Claims Adjusters, Examiners, and Investigators	1.09	732	28.83	19.26	3	Yes	No	
131023	HSHW	Purchasing Agents, Except Farm Products & Trade	1.03	405	28.37	18.08	4	Yes	No	
151131	HSHW	Computer Programmers	0.98	576	37.31	22.54	3	Yes	Yes	
411011		First-Line Supervisors of Retail Sales Workers	0.98	3,633	21.14	13.73	3	No	No	
131041	HSHW	Compliance Officers, Exc. Safety, Agri, Constr & Transp.	0.85	377	29.44	17.59	3	No	No	Yes
333012		Correctional Officers and Jailers	0.67	1,159	20.83	15.24	3	No	No	
492022	HSHW	Telecommunications Equipment Installers and Repairers	0.54	360	24.20	15.26	3	Yes	No	
413011		Advertising Sales Agents	0.52	519	25.69	13.50	3	Yes	No	
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.48	463	27.33	18.22	3	Yes	No	
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.30	518	41.81	21.22	4	Yes	No	
436011	HSHW	Executive Secretaries and Administrative Assistants	0.25	723	22.86	15.72	3	Yes	No	

†SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.

††HSHW = High Skill/High Wage.

EFI - Enterprise Florida, Inc.