

## 2017-18 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 1.43% or 360 annual openings with any positive growth
3	Mean Wage of \$14.39/hour and Entry Wage of \$11.70/hour
4	High Skill/High Wage (HSHW) Occupations: Mean Wage of \$22.55/hour and Entry Wage of \$14.39/hour

SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2016 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	STEM Occupation?	New to List?
					Mean	Entry				
113011	HSHW	Administrative Services Managers	1.59	344	52.64	31.94	4	Yes	No	
413011		Advertising Sales Agents	0.51	468	27.07	13.34	3	Yes	No	
493011	HSHW	Aircraft Mechanics and Service Technicians	1.07	441	27.27	17.34	3	Yes	No	
274011		Audio and Video Equipment Technicians	2.02	184	18.40	12.19	4	Yes	No	Yes
493021		Automotive Body and Related Repairers	1.53	400	19.96	13.07	3	No	No	Yes
493023		Automotive Service Technicians and Mechanics	1.15	2,014	18.92	11.84	3	No	No	
472021		Brickmasons and Blockmasons	3.22	180	17.35	13.47	3	No	No	
493031		Bus and Truck Mechanics and Diesel Engine Specialists	1.65	394	21.58	15.20	3	Yes	No	
131199	HSHW	Business Operations Specialists, All Other	1.61	2,138	32.56	19.47	4	No	Yes	
292031		Cardiovascular Technologists and Technicians	2.76	206	23.23	13.46	3	Yes	No	
435011		Cargo and Freight Agents	1.56	312	20.96	13.12	3	Yes	No	
472031		Carpenters	1.79	1,780	17.93	12.24	3	No	No	
472051		Cement Masons and Concrete Finishers	2.70	497	16.88	12.30	3	No	No	
351011	HSHW	Chefs and Head Cooks	1.69	265	27.14	16.82	3	No	No	Yes
131031	HSHW	Claims Adjusters, Examiners, and Investigators	1.16	771	29.52	19.50	3	Yes	No	
532012	HSHW	Commercial Pilots	1.69	194	50.06	23.77	3	Yes	No	
131041	HSHW	Compliance Officers	0.91	366	29.75	17.69	3	No	Yes	
151143	HSHW	Computer Network Architects	1.56	478	36.37	22.74	3	Yes	Yes	
151152	HSHW	Computer Network Support Specialists	1.71	287	28.13	17.41	3	Yes	Yes	Yes
151121	HSHW	Computer Systems Analysts	2.85	869	40.24	26.13	4	Yes	Yes	
151151		Computer User Support Specialists	2.01	1,087	21.97	14.13	3	Yes	Yes	
474011	HSHW	Construction and Building Inspectors	2.05	339	28.19	19.02	3	No	No	
119021	HSHW	Construction Managers	1.47	922	44.50	25.38	4	No	Yes	
333012		Correctional Officers and Jailers	0.42	1,123	21.45	15.89	3	No	No	
131051	HSHW	Cost Estimators	1.99	722	28.35	17.48	4	No	Yes	
151141	HSHW	Database Administrators	1.72	269	39.77	25.55	4	Yes	Yes	

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SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2016 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	STEM Occupation?	New to List?
					Mean	Entry				
319091		Dental Assistants	2.10	817	17.71	12.92	3	Yes	No	
292021	HSHW	Dental Hygienists	2.12	404	31.06	23.80	4	Yes	Yes	
292032	HSHW	Diagnostic Medical Sonographers	3.33	262	30.46	23.85	3	Yes	No	
499051	HSHW	Electrical Power-Line Installers and Repairers	1.32	386	25.30	17.27	3	No	No	
472111		Electricians	2.11	1,389	21.07	14.49	3	No	No	
436011	HSHW	Executive Secretaries and Executive Admin. Assistants	0.12	535	24.34	16.73	3	Yes	No	
332011	HSHW	Firefighters	1.17	993	25.50	15.54	3	No	No	
371012		First-Line Superv. Landscaping & Groundskeeping Workers	1.56	571	21.35	13.86	3	No	No	
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	2.05	1,277	28.56	19.37	4	No	Yes	
371011		First-Line Superv. of Housekeeping & Janitorial Workers	1.47	412	17.84	12.12	3	No	No	
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators	1.17	422	28.02	17.60	3	Yes	No	
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	1.32	968	29.90	19.57	3	No	No	
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	1.45	2,843	26.10	17.19	4	Yes	No	
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.56	537	27.58	18.25	3	Yes	No	
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	1.20	915	45.18	22.44	4	Yes	No	
391021		First-Line Supervisors of Personal Service Workers	1.75	586	19.73	12.46	3	No	No	
411011		First-Line Supervisors of Retail Sales Workers	1.18	3,909	21.88	14.30	3	No	No	
119051	HSHW	Food Service Managers	1.39	473	33.25	21.16	4	No	No	Yes
111021	HSHW	General and Operations Managers	1.58	3,164	63.16	32.07	4	Yes	No	
271024		Graphic Designers	1.07	568	22.43	14.68	4	Yes	Yes	
292099		Health Technologists and Technicians, All Other	2.32	309	18.78	12.66	3	Yes	Yes	
499021		Heating, A.C., and Refrigeration Mechanics and Installers	2.20	1,168	19.64	13.24	3	No	No	
533032		Heavy and Tractor-Trailer Truck Drivers	1.29	2,471	18.71	12.65	3	Yes	No	
499041	HSHW	Industrial Machinery Mechanics	2.60	638	23.05	15.75	3	Yes	No	
151122	HSHW	Information Security Analysts	2.74	163	41.03	25.69	3	Yes	Yes	
413021	HSHW	Insurance Sales Agents	1.47	1,857	33.86	17.59	3	Yes	No	

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					Mean	Entry				
271025		Interior Designers	1.64	254	23.39	13.05	4	Yes	No	
292061		Licensed Practical and Licensed Vocational Nurses	2.13	2,248	20.74	16.60	3	Yes	No	
434131		Loan Interviewers and Clerks	1.46	494	19.35	14.27	3	Yes	No	Yes
132072	HSHW	Loan Officers	1.39	640	40.29	22.22	4	Yes	No	
514041		Machinists	1.44	414	18.84	12.59	3	Yes	No	Yes
319011		Massage Therapists	2.41	455	20.90	11.86	3	No	No	
292012		Medical and Clinical Laboratory Technicians	2.34	310	18.35	12.75	4	Yes	No	
292011	HSHW	Medical and Clinical Laboratory Technologists	1.83	467	29.57	24.51	4	Yes	Yes	
319092		Medical Assistants	2.99	2,451	14.94	12.08	3	Yes	No	
292071		Medical Records and Health Information Technicians	1.91	421	19.52	12.73	4	Yes	No	
436013		Medical Secretaries	2.27	687	15.48	12.16	3	Yes	No	
131121		Meeting, Convention, and Event Planners	2.09	239	22.54	13.52	4	No	No	
151142	HSHW	Network and Computer Systems Administrators	1.38	466	39.49	25.98	4	Yes	Yes	
472073		Operating Engineers/Construction Equipment Operators	1.89	575	17.96	13.34	3	No	No	
292081		Opticians, Dispensing	2.68	300	19.48	13.37	4	Yes	No	
232011	HSHW	Paralegals and Legal Assistants	2.03	927	24.65	17.05	3	Yes	No	
319097		Phlebotomists	2.44	355	14.61	11.87	3	Yes	No	Yes
312021	HSHW	Physical Therapist Assistants	3.72	302	30.50	23.65	4	Yes	No	
472152		Plumbers, Pipefitters, and Steamfitters	1.75	775	19.37	13.28	3	No	No	
333051	HSHW	Police and Sheriff's Patrol Officers	1.09	1,836	28.42	19.48	3	No	No	
119141		Property, Real Estate & Community Association Managers	1.52	1,191	27.61	14.22	4	No	No	
131023	HSHW	Purchasing Agents, Except Farm Products & Trade	0.73	539	29.19	18.70	4	Yes	No	
292034	HSHW	Radiologic Technologists	1.55	459	25.34	18.23	3	Yes	No	
291141	HSHW	Registered Nurses	2.02	7,740	31.34	24.56	4	Yes	Yes	
291126	HSHW	Respiratory Therapists	1.55	314	26.81	21.26	4	Yes	Yes	
472181		Roofers	2.53	813	15.77	11.79	3	No	No	

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414011	HSHW	Sales Representatives, Wholesale & Mfg, Tech. & Sci. Prod.	1.16	750	40.52	19.32	3	Yes	No	
414012		Sales Representatives, Wholesale and Manufacturing, Other	1.11	3,136	28.67	12.52	3	Yes	No	
492098		Security and Fire Alarm Systems Installers	2.17	293	19.86	14.42	3	No	No	
472211		Sheet Metal Workers	1.66	315	17.77	12.52	3	No	No	
119151	HSHW	Social and Community Service Managers	1.87	176	37.53	24.69	4	No	No	
211093		Social and Human Service Assistants	1.18	402	15.64	11.85	3	No	No	Yes
151132	HSHW	Software Developers, Applications	2.51	1,287	42.11	26.69	4	Yes	Yes	
292055		Surgical Technologists	2.01	209	20.11	15.78	3	Yes	No	
251194	HSHW	Vocational Education Teachers, Postsecondary	2.13	264	25.73	14.94	4	No	No	
151134	HSHW	Web Developers	3.14	414	29.84	18.55	3	Yes	Yes	
514121		Welders, Cutters, Solderers, and Brazers	1.05	528	18.24	12.76	3	Yes	No	
131022	HSHW	Wholesale and Retail Buyers, Except Farm Products	1.49	237	32.18	18.38	4	Yes	No	Yes

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

††HSHW = High Skill/High Wage.

EFI - Enterprise Florida, Inc.