

# 2017-18 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Development Area 22 - Broward County

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$14.85/hour and Entry Wage of \$12.08/hour
- 4 High Skill/High Wage (HSHW) Occupations:  
Mean Wage of \$23.28/hour and Entry Wage of \$14.85/hour

SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2016 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
					Mean	Entry			
132011	HSHW	Accountants and Auditors	1.86	420	35.70	22.02	5	Yes	R
113011	HSHW	Administrative Services Managers	1.63	33	54.44	33.61	4	Yes	R
413011	HSHW	Advertising Sales Agents	0.83	55	33.24	15.15	3	Yes	R
493011	HSHW	Aircraft Mechanics and Service Technicians	1.36	54	27.48	17.64	3	Yes	R
532011	HSHW	Airline Pilots, Copilots, and Flight Engineers	NR	NR	46.63	33.69	4	Yes	R
274011		Audio and Video Equipment Technicians	2.02	184	18.40	12.19	4	Yes	S
493021		Automotive Body and Related Repairers	1.35	35	21.12	13.34	3	No	R
493023		Automotive Service Technicians and Mechanics	1.03	182	21.00	13.89	3	No	R
472021		Brickmasons and Blockmasons	3.22	180	17.35	13.47	3	No	S
493031	HSHW	Bus and Truck Mechanics and Diesel Engine Specialists	1.81	30	25.42	17.29	3	Yes	R
533021		Bus Drivers, Transit and Intercity	1.05	29	18.54	12.13	3	Yes	R
131199	HSHW	Business Operations Specialists, All Other	1.70	172	33.14	17.87	4	No	R
292031		Cardiovascular Technologists and Technicians	2.76	206	23.23	13.46	3	Yes	S
435011		Cargo and Freight Agents	1.56	312	20.96	13.12	3	Yes	S
472031		Carpenters	1.21	141	19.07	13.23	3	No	R
472051		Cement Masons and Concrete Finishers	1.33	25	17.27	12.21	3	No	R
351011	HSHW	Chefs and Head Cooks	1.69	265	27.14	16.82	3	No	S
111011	HSHW	Chief Executives	0.62	55	103.31	53.73	5	Yes	R
172051	HSHW	Civil Engineers	1.56	69	39.41	25.02	5	Yes	R
131031	HSHW	Claims Adjusters, Examiners, and Investigators	0.88	72	32.00	20.32	3	Yes	R
532012	HSHW	Commercial Pilots	1.69	194	50.06	23.77	3	Yes	S
131041	HSHW	Compliance Officers	0.85	36	33.07	21.40	3	No	R
113021	HSHW	Computer and Information Systems Managers	2.13	41	69.70	46.02	5	Yes	R
151143	HSHW	Computer Network Architects	1.82	61	38.05	22.74	3	Yes	R
151152	HSHW	Computer Network Support Specialists	1.83	29	29.43	17.36	3	Yes	R
151121	HSHW	Computer Systems Analysts	2.79	89	38.89	25.56	4	Yes	R
151151		Computer User Support Specialists	2.22	113	22.61	13.96	3	Yes	R
492011		Computer, ATM, and Office Machine Repairers	1.50	36	20.84	13.24	3	Yes	R
474011	HSHW	Construction and Building Inspectors	1.56	26	29.76	19.07	3	No	R
119021	HSHW	Construction Managers	1.12	97	47.89	24.22	4	No	R
333012	HSHW	Correctional Officers and Jailers	0.91	87	30.45	22.49	3	No	R
131051	HSHW	Cost Estimators	1.32	56	31.14	21.93	4	No	R
151141	HSHW	Database Administrators	1.81	26	44.01	28.73	4	Yes	R
319091		Dental Assistants	1.94	93	18.93	14.14	3	Yes	R
292021	HSHW	Dental Hygienists	1.92	46	30.95	22.28	4	Yes	R
333021	HSHW	Detectives and Criminal Investigators	0.34	25	46.76	26.54	3	No	R
292032	HSHW	Diagnostic Medical Sonographers	2.65	25	32.87	26.99	3	Yes	R
499051	HSHW	Electrical Power-Line Installers and Repairers	1.08	28	23.47	16.72	3	No	R
472111		Electricians	2.12	160	20.01	14.89	3	No	R
252021	HSHW	Elementary School Teachers, Except Special Education	1.66	248	30.74	22.46	5	No	R
172081	HSHW	Environmental Engineers	2.39	26	34.80	21.81	5	Yes	R
436011	HSHW	Executive Secretaries and Executive Admin. Assistants	0.07	48	26.54	18.54	3	Yes	R
132051	HSHW	Financial Analysts	NR	NR	37.89	23.73	5	Yes	R
113031	HSHW	Financial Managers	1.18	76	68.34	38.23	5	Yes	R
332011	HSHW	Firefighters	0.95	69	30.54	22.60	3	No	R
371012		First-Line Superv. Landscaping & Groundskeeping Workers	1.30	36	22.10	15.70	3	No	R
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	1.47	90	32.33	22.85	4	No	R
371011		First-Line Superv. of Housekeeping & Janitorial Workers	1.47	412	17.84	12.12	3	No	S
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators	1.30	45	29.50	18.38	3	Yes	R
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	1.15	88	31.54	20.76	3	No	R
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	1.26	279	26.82	17.92	4	Yes	R
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.32	44	26.16	17.85	3	Yes	R

Source: Florida Department of Economic Opportunity, Bureau of Labor Market Statistics

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SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2016 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
					Mean	Entry			
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	1.07	119	47.62	23.81	4	Yes	R
391021		First-Line Supervisors of Personal Service Workers	1.42	50	19.26	12.43	3	No	R
411011	HSHW	First-Line Supervisors of Retail Sales Workers	0.99	326	23.89	14.89	3	No	R
119051	HSHW	Food Service Managers	1.37	34	27.75	17.22	4	No	R
111021	HSHW	General and Operations Managers	1.40	327	68.22	33.32	4	Yes	R
271024		Graphic Designers	1.00	61	22.51	15.73	4	Yes	R
292099		Health Technologists and Technicians, All Other	2.32	309	18.78	12.66	3	Yes	S
499021		Heating, A.C., and Refrigeration Mechanics and Installers	2.00	122	22.07	14.48	3	No	R
533032		Heavy and Tractor-Trailer Truck Drivers	1.37	176	19.79	14.36	3	Yes	R
131071	HSHW	Human Resources Specialists	1.44	125	28.51	18.13	5	No	R
499041		Industrial Machinery Mechanics	2.57	56	22.06	15.55	3	Yes	R
537051		Industrial Truck and Tractor Operators	1.05	66	16.85	12.65	3	Yes	R
151122	HSHW	Information Security Analysts	2.74	163	41.03	25.69	3	Yes	S
413021	HSHW	Insurance Sales Agents	1.01	264	31.57	17.98	3	Yes	R
271025		Interior Designers	1.43	33	22.39	12.89	4	Yes	R
252012	HSHW	Kindergarten Teachers, Except Special Education	1.52	55	28.09	17.80	5	No	R
436012		Legal Secretaries	1.05	38	20.22	15.11	3	Yes	R
292061		Licensed Practical and Licensed Vocational Nurses	1.18	122	21.48	17.15	3	Yes	R
434131		Loan Interviewers and Clerks	1.65	45	18.64	13.71	3	Yes	R
132072	HSHW	Loan Officers	1.40	49	41.57	22.34	4	Yes	R
514041		Machinists	1.21	43	18.73	12.40	3	Yes	R
131111	HSHW	Management Analysts	2.48	182	35.15	19.91	5	Yes	R
131161	HSHW	Market Research Analysts and Marketing Specialists	2.69	113	29.51	17.92	5	Yes	R
112021	HSHW	Marketing Managers	2.04	34	60.36	35.53	5	Yes	R
319011		Massage Therapists	1.84	36	21.92	14.79	3	No	R
292012		Medical and Clinical Laboratory Technicians	1.60	28	16.85	12.89	4	Yes	R
292011	HSHW	Medical and Clinical Laboratory Technologists	1.32	56	30.64	25.90	4	Yes	R
119111	HSHW	Medical and Health Services Managers	1.31	44	65.31	40.12	5	Yes	R
319092		Medical Assistants	2.44	184	15.33	12.47	3	Yes	R
292071		Medical Records and Health Information Technicians	1.64	37	20.42	12.41	4	Yes	R
436013		Medical Secretaries	1.67	59	16.17	13.03	3	Yes	R
131121	HSHW	Meeting, Convention, and Event Planners	2.51	25	25.13	16.94	4	No	R
252022	HSHW	Middle School Teachers, Exc. Special & Voc. Education	1.66	128	30.40	22.39	5	No	R
151142	HSHW	Network and Computer Systems Administrators	1.78	53	40.10	27.03	4	Yes	R
472073		Operating Engineers/Construction Equipment Operators	1.04	28	20.20	15.59	3	No	R
292081		Opticians, Dispensing	2.38	40	21.43	15.25	4	Yes	R
472141		Painters, Construction and Maintenance	1.31	79	18.12	13.63	3	No	R
232011	HSHW	Paralegals and Legal Assistants	2.53	111	23.78	17.25	3	Yes	R
132052	HSHW	Personal Financial Advisors	2.82	77	46.77	26.42	5	Yes	R
372021		Pest Control Workers	NR	NR	16.79	12.80	3	No	R
292052		Pharmacy Technicians	1.38	57	15.98	12.16	3	No	R
319097		Phlebotomists	2.44	355	14.61	11.87	3	Yes	S
312021	HSHW	Physical Therapist Assistants	3.72	302	30.50	23.65	4	Yes	S
472152		Plumbers, Pipefitters, and Steamfitters	1.63	69	20.56	14.67	3	No	R
333051	HSHW	Police and Sheriff's Patrol Officers	0.98	199	33.27	23.45	3	No	R
339021		Private Detectives and Investigators	NR	NR	21.65	19.88	4	No	R
272012	HSHW	Producers and Directors	1.41	30	42.57	20.68	5	No	R
119141	HSHW	Property, Real Estate & Community Association Managers	0.96	100	30.76	18.97	4	No	R
273031	HSHW	Public Relations Specialists	1.55	28	31.46	19.03	5	Yes	R
131023	HSHW	Purchasing Agents, Except Farm Products & Trade	0.81	54	26.71	18.81	4	Yes	R
292034	HSHW	Radiologic Technologists	1.18	36	25.37	17.09	3	Yes	R
419022		Real Estate Sales Agents	0.58	62	35.51	13.39	3	No	R
291141	HSHW	Registered Nurses	1.51	616	33.86	25.88	4	Yes	R
291126	HSHW	Respiratory Therapists	1.02	29	28.56	22.14	4	Yes	R

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SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2016 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
					Mean	Entry			
472181		Roofers	0.93	48	17.43	13.33	3	No	R
112022	HSHW	Sales Managers	1.26	63	70.31	39.34	5	Yes	R
414011	HSHW	Sales Representatives, Wholesale & Mfg, Tech. & Sci. Prod.	0.68	129	47.27	25.12	3	Yes	R
414012		Sales Representatives, Wholesale and Manufacturing, Other	0.91	371	28.95	13.63	3	Yes	R
252031	HSHW	Secondary School Teachers, Exc. Special and Voc. Ed.	1.70	160	33.78	25.97	5	No	R
413031	HSHW	Securities and Financial Services Sales Agents	0.69	60	36.33	16.26	5	Yes	R
492098		Security and Fire Alarm Systems Installers	1.84	39	19.88	14.24	3	No	R
472211		Sheet Metal Workers	1.66	315	17.77	12.52	3	No	S
119151	HSHW	Social and Community Service Managers	1.87	176	37.53	24.69	4	No	S
211093		Social and Human Service Assistants	1.05	31	17.04	12.77	3	No	R
151132	HSHW	Software Developers, Applications	2.78	133	40.37	25.37	4	Yes	R
151133	HSHW	Software Developers, Systems Software	1.86	45	42.12	30.26	5	Yes	R
211011		Substance Abuse and Behavioral Disorder Counselors	1.98	27	23.63	13.71	5	No	R
292055		Surgical Technologists	2.06	25	21.25	16.28	3	Yes	R
492022	HSHW	Telecommunications Equipment Installers and Repairers	0.26	38	26.95	17.45	3	Yes	R
232093		Title Examiners, Abstractors, and Searchers	0.67	35	23.23	16.69	3	Yes	R
131151	HSHW	Training and Development Specialists	1.88	71	31.90	18.50	5	Yes	R
292056		Veterinary Technologists and Technicians	2.53	29	17.54	13.69	4	Yes	R
251194	HSHW	Vocational Education Teachers, Postsecondary	2.13	264	25.73	14.94	4	No	S
151134	HSHW	Web Developers	3.10	43	27.97	15.58	3	Yes	R
514121		Welders, Cutters, Solderers, and Brazers	0.83	45	19.61	15.25	3	Yes	R
131022	HSHW	Wholesale and Retail Buyers, Except Farm Products	NR	NR	28.84	18.67	4	Yes	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.

# Addendum to 2017-18 Regional Demand Occupations List

Based on the preliminary TOL provided by the State, the feedback from the public meeting on 4/5/17, and our own research using tools such as Help Wanted On-Line (HWOL), Employ Florida Marketplace (EFM) and the Department of Economic Opportunity's Supply and Demand report supporting evidence and information was established to show that the following seven occupations proposed by the State for removal meet the Workforce Estimating Conference Selection criteria for retention on the list of 1) 25 annual openings and positive growth, 2) Mean Wage of \$14.85/hour and Entry Wage of \$12.08/hour and 3) if High Skill/High Wage (HSHW) Occupations: Mean Wage of \$23.28/hour and Entry Wage of \$14.85/hour.

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Workforce Development Area 22 - Broward County

	SOC Code	HSHW	Occupational Title	Entry Wage
1.	119041	HSHW	Architectural and Engineering Managers	\$37.15
2.	433031	-	Bookkeeping, Accounting and Auditing Clerks	\$16.44 <sup>1</sup>
3.	151131	HSHW	Computer Programmers	\$20.71
4.	172112	HSHW	Industrial Engineers	\$22.03
5.	291071	HSHW	Physician Assistants	\$38.01
6.	113071	HSHW	Transportation, Storage and Distribution Managers	\$26.97

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<sup>1</sup> While the average entry wage exceeds the minimum required to be considered a HSHW, the median wage is \$18.36.