

SECTION 5

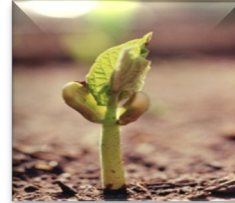


TARGETED INDUSTRY CLUSTERS

REVIEWED NOVEMBER 2021

Heartland Region

Agriculture



Biofuels & Renewable Energy

Healthcare & Life Sciences



Information Technology

Logistics & Distribution

**Niche Manufacturing/Processing
(aviation, building component design,
food & beverage, plastics)**



Florida

Aviation/Aerospace



Clean Technologies (Cleantech)



Life Sciences

Manufacturing

Defense & Homeland Security



Information Technology

Financial & Professional Services

Logistics & Distribution

Headquarters



2023-24 Regional Demand Occupations List

Sorted by Occupational Title

Approved June 21, 2023

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

Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 30 annual openings and positive growth
- 3 Mean Wage of \$15.11/hour and Entry Wage of \$12.28/hour
- 4 High Skill/High Wage (HSHW) Occupations:
Mean Wage of \$23.67/hour and Entry Wage of \$15.11/hour

SOC Code*	HSHW**	Occupation Title*	Regional				Statewide				FLDOE Training Code	In EFI Targeted Industry?	Qualifying Level***
			% Growth	Annual Openings	2021 Hourly Wage		% Growth	Annual Openings	2021 Hourly Wage				
132011	HSHW	Accountants and Auditors	1.10	31	33.65	20.06	1.433637	9327	36.69	21.86	5	Yes	R
493011	HSHW	Aircraft Mechanics and Service Technicians	3.57	4	N/A	N/A	1.275075	1424	31.28	19.87	3	Yes	S
532011	HSHW	Airline Pilots, Copilots, and Flight Engineers	N/A	N/A	N/A	N/A	1.187475	665	111.83	63.62	4	Yes	S
173011	HSHW	Architectural and Civil Drafters	4.46	2	N/A	N/A	1.364712	831	26.84	18.87	3	Yes	S
119041	HSHW	Architectural and Engineering Managers	0.69	1	53.56	30.83	1.762937	723	70.33	46.08	5	Yes	S
274011		Audio and Video Technicians	N/A	N/A	N/A	N/A	2.493062	1013	24.05	14.84	4	No	S
493023		Automotive Service Technicians and Mechanics	-0.23	46	19.32	13.04	0.334087	5289	21.79	13.91	3	No	S
194021		Biological Technicians	3.02	5	N/A	N/A	1.887425	566	20.84	14.82	4	Yes	S
433031		Bookkeeping, Accounting, and Auditing Clerks	-0.34	77	18.68	12.89	0.222162	12179	20.4	13.86	4	Yes	S
493031		Bus and Truck Mechanics and Diesel Engine Specialists	1.04	15	22.69	16.06	1.255837	1594	25.08	18.05	3	No	S
533052		Bus Drivers, Transit and Intercity	N/A	N/A	N/A	N/A	0.73355	1327	20.76	14.27	3	No	S
251011	HSHW	Business Teachers, Postsecondary	N/A	N/A	N/A	N/A	2.23235	525	45.7	23.69	5	No	S
292031		Cardiovascular Technologists and Technicians	N/A	N/A	N/A	N/A	1.547	517	24.33	14.2	3	No	S
435011		Cargo and Freight Agents	N/A	N/A	N/A	N/A	1.385412	1118	22.67	15.36	3	Yes	S
472031		Carpenters	1.17	36	20.81	14.68	0.99115	6762	21.14	15.6	3	No	R
472051		Cement Masons and Concrete Finishers	N/A	N/A	N/A	N/A	1.4146	1658	19.2	14.09	3	No	S
351011		Chefs and Head Cooks	0.00	3	24.60	15.21	1.48045	1972	28.29	16.3	3	No	S
172051	HSHW	Civil Engineers	5.21	5	N/A	N/A	1.6718	1642	45.22	27.52	5	Yes	S
131031	HSHW	Claims Adjusters, Examiners, and Investigators	N/A	N/A	N/A	N/A	0.09765	2094	31.45	20.39	3	Yes	S
212011		Clergy	0.51	31	21.20	15.40	1.02695	1825	24.58	15.27	5	No	R
292010		Clinical Laboratory Technologists and Technicians	N/A	N/A	N/A	N/A	1.404137	1891	25.13	15.26	4	No	S
532012	HSHW	Commercial Pilots	N/A	N/A	N/A	N/A	1.3417	746	52.69	27.66	3	Yes	S
211099		Community and Social Service Specialists, All Other	0.92	8	22.62	15.38	1.559637	546	21.18	15.25	5	No	S
131141	HSHW	Compensation, Benefits, and Job Analysis Specialists	N/A	N/A	N/A	N/A	1.472312	554	28.75	19.06	4	Yes	S
131041	HSHW	Compliance Officers	1.14	5	26.93	15.66	1.153187	2499	31.63	18.12	3	Yes	S
113021	HSHW	Computer and Information Systems Managers	0.83	2	N/A	N/A	1.824475	2248	70.34	44.67	5	Yes	S
151241	HSHW	Computer Network Architects	N/A	N/A	N/A	N/A	1.525225	685	53.64	32.8	5	Yes	S
151231	HSHW	Computer Network Support Specialists	0.66	1	27.35	16.78	1.442062	887	32.57	21.01	3	Yes	S
151211	HSHW	Computer Systems Analysts	-0.63	1	34.57	20.96	1.445662	2943	44.58	27.96	4	Yes	S

151232		Computer User Support Specialists	1.15	9	19.70	12.62	1.732975	4532	24.95	15.75	3	Yes	S
474011	HSHW	Construction and Building Inspectors	-0.50	3	28.00	17.74	1.055712	1468	30.12	19.06	3	Yes	S
119021	HSHW	Construction Managers	2.38	22	43.48	26.35	1.6407	3377	49.89	28.74	4	No	S
333012	HSHW	Correctional Officers and Jailers	1.70	232	23.04	20.00	N/A	N/A	N/A	N/A	3	No	R
131051	HSHW	Cost Estimators	1.74	8	N/A	N/A	0.902925	1377	31.18	19.13	4	No	S
319091		Dental Assistants	2.21	18	17.70	13.51	1.868625	3421	19.63	15.87	3	No	S
291292	HSHW	Dental Hygienists	2.35	9	32.59	26.50	1.87035	1153	35.18	29.19	4	No	S
292032	HSHW	Diagnostic Medical Sonographers	N/A	N/A	N/A	N/A	2.451512	614	34.27	26.98	3	No	S
472081		Drywall and Ceiling Tile Installers	N/A	N/A	N/A	N/A	1.099587	788	19.61	14	3	No	S
119033	HSHW	Education Administrators, Postsecondary	N/A	N/A	N/A	N/A	1.417712	1111	46.05	33.25	5	No	S
173023	HSHW	Electrical and Electronic Engineering Technologists and Technicians	N/A	N/A	N/A	N/A	1.415662	782	29.33	19.14	4	Yes	S
172071	HSHW	Electrical Engineers	0.00	1	N/A	N/A	1.97235	656	45.32	28.99	5	Yes	S
472111		Electricians	1.78	37	22.14	16.49	1.505212	5999	23.6	16.86	3	No	R
172072	HSHW	Electronics Engineers, Except Computer	N/A	N/A	N/A	N/A	1.692725	519	50.3	35.33	5	Yes	S
252021	HSHW	Elementary School Teachers, Except Special Education	0.39	65	24.45	21.55	1.214537	6265	29.57	21.08	5	No	R
292040	HSHW	Emergency Medical Technicians & Paramedics	7.90	17	22.14	15.83	N/A	N/A	N/A	N/A	3	No	R
172199	HSHW	Engineers, All Other	N/A	N/A	N/A	N/A	1.321262	693	49.99	26.74	5	Yes	S
119013	HSHW	Farmers, Ranchers, and Other Agricultural Managers	N/A	N/A	N/A	N/A	0.097262	5002	44.56	22.53	4	No	S
113031	HSHW	Financial Managers	1.44	12	47.77	26.64	2.27545	3661	66.29	34.98	5	Yes	S
332011		Firefighters	1.08	14	18.49	13.87	0.630787	1626	25.71	16.59	3	No	S
471011	HSHW	First-Line Supervisors of Construction Trades and Extraction Workers	2.17	36	29.06	19.84	1.347287	6420	31.74	21.04	4	No	R
351012		First-Line Supervisors of Food Preparation and Serving Workers	1.79	90	17.23	12.40	1.253962	13000	19	12.89	3	No	R
371011		First-Line Supervisors of Housekeeping and Janitorial Workers	0.46	6	18.05	12.40	1.830225	2885	19.74	13.88	3	No	S
371012		First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	0.74	18	25.45	15.86	1.736762	1982	23.81	16.38	3	No	S
491011	HSHW	First-Line Supervisors of Mechanics, Installers, and Repairers	0.83	27	25.62	14.17	1.22125	3401	31.26	20.64	3	No	S
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.17	6	36.56	22.66	0.038825	2634	43.82	23.51	4	Yes	S
431011	HSHW	First-Line Supervisors of Office and Administrative Support Workers	N/A	N/A	N/A	N/A	0.4849	11899	29.35	18.86	4	Yes	S
511011	HSHW	First-Line Supervisors of Production and Operating Workers	0.91	16	29.60	17.82	1.088612	2870	29.79	18.77	3	Yes	S
411011		First-Line Supervisors of Retail Sales Workers	-0.05	97	20.16	13.65	0.024562	10845	22.39	14.19	3	No	S
531047	HSHW	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	0.59	17	23.69	15.93	1.456225	4152	26.27	16.95	3	Yes	S
119051	HSHW	Food Service Managers	1.43	23	32.42	20.08	0.594525	3684	35.82	19.55	4	No	S
111021	HSHW	General and Operations Managers	1.16	92	38.37	18.35	1.356512	15477	47.51	21.26	4	Yes	R
472121		Glaziers	N/A	N/A	N/A	N/A	2.241837	869	20.39	15.29	3	No	S
271024		Graphic Designers	1.34	3	N/A	N/A	0.702787	1716	25.83	16.87	4	Yes	S
499021		Heating, Air Conditioning, and Refrigeration Mechanics and Installers	1.41	17	21.07	15.93	1.1598	4213	22.52	15.77	3	No	S
533032		Heavy and Tractor-Trailer Truck Drivers	0.95	127	21.08	14.64	0.9763	13002	21.62	14.92	3	Yes	R
113121	HSHW	Human Resources Managers	1.09	1	44.20	29.19	1.353275	766	56.98	34.83	5	Yes	S
131071	HSHW	Human Resources Specialists	0.47	10	26.24	15.50	1.346987	5002	31.42	18.49	5	Yes	S
172112	HSHW	Industrial Engineers	N/A	N/A	N/A	N/A	2.3575	1025	44.86	30.14	5	Yes	S
499041	HSHW	Industrial Machinery Mechanics	2.30	10	25.60	17.26	2.154937	1828	26.07	18.12	3	Yes	S
537051		Industrial Truck and Tractor Operators	0.11	36	20.62	17.55	1.826062	4759	19.3	14.88	3	Yes	R
151212	HSHW	Information Security Analysts	N/A	N/A	N/A	N/A	4.135675	1047	49.44	30.8	3	Yes	S
413021		Insurance Sales Agents	0.61	22	N/A	N/A	1.058812	5238	28.19	14.47	3	Yes	S
273091		Interpreters and Translators	N/A	N/A	N/A	N/A	3.146237	522	24.63	13.67	4	Yes	S
252012	HSHW	Kindergarten Teachers, Except Special Education	0.40	7	N/A	N/A	1.204462	979	28.39	19.71	5	No	S

292061		Licensed Practical and Licensed Vocational Nurses	1.28	31	21.80	17.33	1.569787	3969	23.01	18.96	3	No	R
132072	HSHW	Loan Officers	0.00	4	34.93	18.86	0.186937	1467	35.86	17.27	4	Yes	S
131081	HSHW	Logisticians	N/A	N/A	N/A	N/A	1.465175	932	33.32	20	5	Yes	S
514041		Machinists	N/A	N/A	N/A	N/A	1.362225	1125	22.14	15.46	3	Yes	S
131111	HSHW	Management Analysts	3.10	18	27.77	17.90	1.84815	8036	41.63	22.17	5	Yes	S
131161	HSHW	Market Research Analysts and Marketing Specialists	3.17	9	26.70	14.30	2.726837	6860	32.99	18.28	5	Yes	S
112021	HSHW	Marketing Managers	0.48	2	N/A	N/A	1.537612	1463	72.48	36.91	5	Yes	S
172141	HSHW	Mechanical Engineers	N/A	N/A	N/A	N/A	1.745	711	43.3	27.76	5	Yes	S
319092		Medical Assistants	1.39	66	15.65	12.80	2.342537	9263	17.06	13.72	3	No	R
499062		Medical Equipment Repairers	N/A	N/A	N/A	N/A	1.490575	569	24.55	15.53	3	Yes	S
436013		Medical Secretaries and Administrative Assistants	0.48	36	15.64	12.39	1.498862	5104	17.21	13.53	3	No	R
131121		Meeting, Convention, and Event Planners	N/A	N/A	N/A	N/A	1.803925	1150	25.39	15.27	4	Yes	S
252022	HSHW	Middle School Teachers, Except Special and Career/Technical Education	0.40	36	24.89	20.99	1.221925	2908	28.98	20.31	5	No	R
493042		Mobile Heavy Equipment Mechanics, Except Engines	2.02	4	19.55	13.97	1.103387	937	24.11	17.19	3	Yes	S
493051		Motorboat Mechanics and Service Technicians	N/A	N/A	N/A	N/A	1.1237	507	24.18	15.78	3	Yes	S
151244	HSHW	Network and Computer Systems Administrators	1.14	1	36.12	23.34	1.337562	1592	39.34	24.6	4	Yes	S
311131		Nursing Assistants	6.60	52	15.92	12.75	N/A	N/A	N/A	N/A	3	Yes	R
312011	HSHW	Occupational Therapy Assistants	N/A	N/A	N/A	N/A	3.356887	588	31.43	24.74	4	No	S
472073		Operating Engineers and Other Construction Equipment Operators	1.25	50	18.07	13.93	0.959725	2869	21.27	15.72	3	No	R
472141		Painters, Construction and Maintenance	1.35	10	N/A	N/A	0.952862	3163	18.62	14.28	3	No	S
232011		Paralegals and Legal Assistants	1.45	11	21.50	14.85	1.8048	4961	25.93	17.89	3	Yes	S
132052	HSHW	Personal Financial Advisors	1.41	7	N/A	N/A	0.565975	1939	50.42	20.04	5	No	S
372021		Pest Control Workers	2.02	15	N/A	N/A	1.357662	1557	18.6	13.66	3	No	S
292052		Pharmacy Technicians	1.10	17	16.26	13.31	0.955262	2629	17.33	13.75	3	No	S
319097		Phlebotomists	1.22	12	N/A	N/A	2.28795	1214	17.17	13.78	3	No	S
312021	HSHW	Physical Therapist Assistants	N/A	N/A	N/A	N/A	3.386962	1330	31.22	22.28	4	No	S
291071	HSHW	Physician Assistants	3.57	1	N/A	N/A	3.987412	837	50.39	28.97	5	No	S
472152		Plumbers, Pipefitters, and Steamfitters	1.14	20	20.93	15.34	1.101187	3524	23.13	16.6	3	No	S
333051	HSHW	Police and Sheriffs Patrol Officers	0.89	38	23.87	18.49	0.595812	3358	31.88	22.46	3	No	R
435031	HSHW	Police, Fire, and Ambulance Dispatchers	9.30	36	22.44	17.20	N/A	N/A	N/A	N/A	3	No	R
251199	HSHW	Postsecondary Teachers, All Other	N/A	N/A	N/A	N/A	1.46945	2167	33.81	19.75	4	No	S
272012	HSHW	Producers and Directors	0.00	N/A	N/A	N/A	1.810875	774	34.98	18.61	5	Yes	S
119141	HSHW	Property, Real Estate, and Community Association Managers	0.60	6	29.14	14.87	1.087675	3497	32.01	17.33	4	No	S
273031	HSHW	Public Relations Specialists	1.61	3	23.51	14.34	1.4035	1596	30.57	17.13	5	Yes	S
292034	HSHW	Radiologic Technologists and Technicians	0.50	5	25.48	19.77	1.3897	1359	28.64	20.96	3	No	S
291141	HSHW	Registered Nurses	0.59	96	31.52	24.80	1.52785	13568	34.62	26.5	4	No	R
291126	HSHW	Respiratory Therapists	1.76	5	N/A	N/A	3.02875	742	29.37	24.46	4	No	S
472181		Roofers	2.53	22	N/A	N/A	2.35465	3616	19.63	14.17	3	No	S
112022	HSHW	Sales Managers	0.65	7	N/A	N/A	1.37005	2575	61.04	30.43	5	Yes	S
414012	HSHW	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	0.46	40	35.35	15.72	0.8298	9474	32.58	16.02	3	Yes	R
414011	HSHW	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	2.22	6	N/A	N/A	1.047487	2619	43.77	21.11	3	Yes	S
252031	HSHW	Secondary School Teachers, Except Special and Career/Technical Education	0.41	33	25.42	20.61	1.22005	3890	30.83	21.75	5	No	R
413031	HSHW	Securities, Commodities, and Financial Services Sales Agents	1.56	6	26.52	16.99	0.491687	3393	37.75	18.8	5	No	S
492098		Security and Fire Alarm Systems Installers	N/A	N/A	N/A	N/A	2.003087	687	22.9	16.23	3	No	S

472211		Sheet Metal Workers	2.27	4	N/A	N/A	1.432812	1016	21.68	15.24	3	Yes	S
252052	HSHW	Special Education Teachers, Kindergarten and Elementary School	N/A	N/A	N/A	N/A	1.224575	615	30.63	19.78	5	No	S
211018		Substance Abuse, Behavioral Disorder, and Mental Health Counselors	1.11	5	22.68	15.51	2.371537	2200	24.04	15.52	5	No	S
292055		Surgical Technologists	N/A	N/A	N/A	N/A	1.633062	755	23.1	17.6	3	No	S
173031		Surveying and Mapping Technicians	2.94	3	19.51	13.03	1.645612	717	20.52	14.73	3	Yes	S
492022		Telecommunications Equipment Installers and Repairers, Except Line Installers	N/A	N/A	N/A	N/A	1.413525	2320	25.27	16.05	3	No	S
499052		Telecommunications Line Installers and Repairers	N/A	N/A	N/A	N/A	1.307987	814	22.57	16.56	3	No	S
472044		Tile and Stone Setters	N/A	N/A	N/A	N/A	2.057787	777	20.23	14.53	3	No	S
131151	HSHW	Training and Development Specialists	0.78	8	22.06	14.08	1.576162	2558	29.87	17.25	5	Yes	S
113071	HSHW	Transportation, Storage, and Distribution Managers	0.45	2	45.94	24.12	1.446025	757	49.75	28.08	4	Yes	S
514121		Welders, Cutters, Solderers, and Brazers	1.88	19	20.65	16.17	1.352662	1917	21.31	15.86	3	Yes	S

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

**HSHW = High Skill/High Wage.

***Qualifying Level:

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.

Regional Demand Occupations List

The Regional Demand Occupations List (DOL), previously known as the Targeted Occupations List (TOL) is of great importance to our area's businesses and job seekers. Its purpose is to help assure the most effective use of workforce development resources. When considering approval of funds for traditional job training and education, local workforce development area boards (LWDB) may only spend workforce dollars on training in occupations that are listed on the most current DOL.

Each year, Florida's Workforce Estimating Conference (WEC), in accordance with Chapter 216.136 (7), F.S., develops information for the workforce development system, relating to the personnel needs of current, new, and emerging industries. The WEC reviews data concerning demands for short-term and long-term employment in High-Skills/High-Wage jobs, and makes recommendations to CareerSource Florida, Inc. (CSF), on additions or deletions to lists of locally targeted occupations. The DOL lists are developed after review of current economic conditions combined with labor market information. The occupations included on the lists are expected to meet a specified statewide wage rate, which is based on the Florida Price Level Index. The number of openings for inclusion on the list is generally ten (10) or higher. The list is typically limited to positions that require a two (2) year degree equivalent or less.

Only LWDBs may submit changes to the Regional DOL each year. LWDBs may add or eliminate proposed targeted occupations based on evidence of local labor market demand and economic conditions. LWDBs may also request a change to the regional DOL whenever changes to the area's labor market, local economy, training providers, or training program availability warrant revision to the list. Collaboration with our local area partners is imperative to ensure that local workforce dollars are targeted to support the actual needs of the businesses in this area.

Annually, upon receipt of the proposed DOL from CSF, CareerSource Heartland (CSH) staff distributes a copy of the proposed list to interested parties for review, comment and recommendations. Interested parties include but are not limited to CSH Board members, local economic development and educational partners, local government officials, and chambers of commerce representatives. Input to justify change is collected and a draft Regional DOL, including the necessary data (average wage and expected number of openings), is compiled.

The draft DOL is presented to the CSH Business Enhancement Committee (BEC). The BEC reviews the draft, considering average wage, expected number of openings, educational requirements, impact to the local economy, and local business need. The BEC Chair presents the committee's recommendation to the CSH Board of Directors for consideration and approval. Once locally approved, the CSH staff submits the Regional DOL to CSF.

Requests for addition to the DOL may be made at any time via CSH website. Requested additions will be presented to the CSH BEC, following the same process.

Donna Doubleday

Donna Doubleday, President/CEO