

SECTION 5



TARGETED INDUSTRY CLUSTERS

REVISED SEPT. 2019

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

2021-22 Proposed LWDA 19 Demand Occupations List

Sorted by Occupational Title

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 \$14.47/hour and Entry Wage of \$11.77/hour
- 4 High Skill/High Wage (HSHW) Occupations:
Mean Wage of \$22.68/hour and Entry Wage of \$14.47/hour

SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2019 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
					Mean	Entry			
132011	HSHW	Accountants and Auditors	1.51	30	32.77	20.37	5	Yes	R
113011	HSHW	Administrative Services Managers	1.55	1,537	44.46	25.26	4	Yes	S
493011	HSHW	Aircraft Mechanics and Service Technicians	1.67	1,474	31.54	16.75	3	Yes	S
532011	HSHW	Airline Pilots, Copilots, and Flight Engineers	1.44	610	113.51	69.15	4	Yes	S
274011		Audio and Video Equipment Technicians	3.23	869	23.38	14.44	4	Yes	S
493021		Automotive Body and Related Repairers	1.26	1,104	21.85	14.10	3	Yes	S
493023		Automotive Service Technicians and Mechanics	0.66	5,668	21.81	12.68	3	Yes	S
433031		Bookkeeping, Accounting, and Auditing Clerks	0.46	13,212	20.99	14.03	4	Yes	S
493031	HSHW	Bus and Truck Mechanics and Diesel Engine Specialists	1.53	1,609	25.12	16.82	3	Yes	S
533021		Bus Drivers, Transit and Intercity	1.52	1,744	19.81	13.59	3	No	S
131199	HSHW	Business Operations Specialists, All Other	1.44	8,846	34.17	17.14	4	Yes	S
535021	HSHW	Captains, Mates, and Pilots of Water Vessels	2.09	742	29.34	18.11	3	Yes	S
472031		Carpenters	1.16	49	20.80	15.07	3	Yes	R
472051		Cement Masons and Concrete Finishers	1.22	1,755	19.31	14.49	3	Yes	S
351011	HSHW	Chefs and Head Cooks	4.03	1,939	27.41	15.75	3	Yes	S
131031	HSHW	Claims Adjusters, Examiners, and Investigators	0.26	2,070	30.92	20.07	3	Yes	S
532012	HSHW	Commercial Pilots	1.74	592	78.64	26.04	3	Yes	S
131141	HSHW	Compensation, Benefits, and Job Analysis Specialists	1.61	756	26.93	17.88	4	Yes	S
131041	HSHW	Compliance Officers	1.11	2,155	34.71	19.90	3	Yes	S
151143	HSHW	Computer Network Architects	1.57	979	51.96	34.03	3	Yes	S
151199	HSHW	Computer Occupations, All Other	1.49	1,118	37.67	17.86	3	Yes	S
151131	HSHW	Computer Programmers	2.17	1,169	41.69	23.31	3	Yes	S
151121	HSHW	Computer Systems Analysts	1.89	2,652	43.26	24.53	4	Yes	S
151151	HSHW	Computer User Support Specialists	1.85	4,748	25.83	16.11	3	Yes	S
119021	HSHW	Construction Managers	2.22	3,851	53.96	31.71	4	Yes	S
131051	HSHW	Cost Estimators	0.78	1,532	31.50	19.43	4	Yes	S
151141	HSHW	Database Administrators	1.52	669	45.51	27.69	4	Yes	S
319091		Dental Assistants	1.51	2,759	18.84	13.24	3	Yes	S
292021	HSHW	Dental Hygienists	1.42	1,022	28.14	18.37	4	Yes	S
292032	HSHW	Diagnostic Medical Sonographers	2.57	522	30.43	22.17	3	Yes	S
472111		Electricians	1.67	6,095	22.25	14.68	3	Yes	S

Source: Florida Department of Economic Opportunity, Bureau of Workforce Statistics and Economic Research (WSER)

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SOC Code†	HSHW††	Occupational Title†	Annual Percent Growth	Annual Openings	2019 Hourly Wage		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
					Mean	Entry			
252021	HSHW	Elementary School Teachers, Except Special Education	1.00	89	23.47	18.29	5	No	R
332011	HSHW	Firefighters	0.49	1,827	32.55	23.33	3	Yes	S
371012	HSHW	First-Line Superv. Landscaping & Groundskeeping Workers	1.53	36	23.03	15.24	3	Yes	R
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	0.94	38	27.39	17.22	4	Yes	R
371011		First-Line Superv. of Housekeeping & Janitorial Workers	3.38	2,534	18.82	12.85	3	Yes	S
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	1.33	3,411	30.18	18.64	3	Yes	S
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	0.69	12,867	28.38	17.53	4	Yes	S
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.84	2,876	28.57	17.67	3	Yes	S
331099		First-Line Superv., Protective Service Workers, All Other	2.04	662	22.72	13.88	3	Yes	S
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.65	2,947	39.25	22.12	4	Yes	S
391021		First-Line Supervisors of Personal Service Workers	2.53	2,046	21.96	14.13	3	Yes	S
411011		First-Line Supervisors of Retail Sales Workers	0.38	94	17.98	13.40	3	Yes	R
119051		Food Service Managers	2.93	33	22.60	15.75	4	Yes	R
111021	HSHW	General and Operations Managers	1.42	78	35.74	19.73	4	Yes	R
472121		Glaziers	1.69	721	20.30	15.19	3	Yes	S
271024	HSHW	Graphic Designers	0.81	1,953	25.47	15.53	4	Yes	S
292099		Health Technologists and Technicians, All Other	1.72	941	21.43	13.45	3	Yes	S
499021		Heating, A.C., and Refrigeration Mechanics and Installers	1.19	3,971	22.06	15.93	3	Yes	S
533032		Heavy and Tractor-Trailer Truck Drivers	1.41	13,290	20.00	13.33	3	Yes	S
499041		Industrial Machinery Mechanics	2.05	1,698	21.93	14.95	3	Yes	S
537051		Industrial Truck and Tractor Operators	0.98	53	19.47	14.52	3	Yes	R
151122	HSHW	Information Security Analysts	1.80	565	43.26	26.49	3	Yes	S
413021		Insurance Sales Agents	1.49	6,578	29.97	14.07	3	Yes	S
292061		Licensed Practical and Licensed Vocational Nurses	1.42	41	21.00	16.26	3	Yes	R
434131		Loan Interviewers and Clerks	1.36	1,629	22.10	15.46	3	Yes	S
132072	HSHW	Loan Officers	0.85	1,690	34.72	18.08	4	Yes	S
499071		Maintenance and Repair Workers, General	1.67	11,523	18.01	12.39	3	Yes	S
119199	HSHW	Managers, All Other	1.48	5,014	47.52	24.50	4	Yes	S
292010	HSHW	Medical and Clinical Laboratory Technologists and Technicians	1.73	1,713	25.99	15.73	4	Yes	S
319092		Medical Assistants	2.72	8,936	17.33	13.81	3	Yes	S
292071		Medical Records and Health Information Technicians	1.80	1,267	21.43	13.45	4	Yes	S
436013		Medical Secretaries	1.64	31	15.91	12.34	3	Yes	R
131121	HSHW	Meeting, Convention, and Event Planners	2.81	1,194	24.67	15.51	4	Yes	S
252022	HSHW	Middle School Teachers Exc. Special & Voc. Education	1.01	32	23.93	18.41	5	No	R

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151142	HSHW	Network and Computer Systems Administrators	1.48	1,754	41.57	26.59	4	Yes	S
472073		Operating Engineers/Construction Equipment Operators	0.76	39	16.31	13.05	3	Yes	R
472141		Painters, Construction and Maintenance	1.34	3,534	17.12	13.30	3	Yes	S
232011	HSHW	Paralegals and Legal Assistants	1.49	4,085	27.19	18.13	3	Yes	S
292052		Pharmacy Technicians	1.70	2,962	16.45	12.67	3	Yes	S
319097		Phlebotomists	2.88	31	15.80	13.57	3	Yes	R
312021	HSHW	Physical Therapist Assistants	3.70	1,224	29.80	21.23	4	Yes	S
472151		Pipelayers	1.39	559	19.38	16.19	3	Yes	S
472152		Plumbers, Pipefitters, and Steamfitters	1.26	30	18.20	12.95	3	Yes	R
333051		Police and Sheriff's Patrol Officers	0.60	32	21.63	16.68	3	No	R
251199	HSHW	Postsecondary Teachers, All Other	1.66	2,041	33.61	17.29	4	No	S
119141	HSHW	Property, Real Estate & Community Association Managers	1.35	3,777	30.40	17.39	4	Yes	S
292053		Psychiatric Technicians	2.15	931	16.00	12.78	3	Yes	S
292034	HSHW	Radiologic Technologists	1.57	1,112	27.45	19.60	3	Yes	S
419021		Real Estate Brokers	1.87	874	29.34	13.81	3	No	S
291141		Registered Nurses	0.68	87	25.03	12.30	4	Yes	R
291126	HSHW	Respiratory Therapists	2.62	776	28.22	23.54	4	Yes	S
472181		Roofers	1.49	35	17.51	13.95	3	No	R
535011		Sailors and Marine Oilers	2.21	555	15.40	13.35	3	No	S
414011	HSHW	Sales Representatives, Wholesale & Mfg, Tech. & Sci. Prod.	1.23	2,315	40.66	16.94	3	Yes	S
414012		Sales Representatives, Wholesale and Manufacturing, Other	1.14	11,411	29.65	13.49	3	Yes	S
252031	HSHW	Secondary School Teachers, Exc. Special and Voc. Ed.	0.97	41	24.76	19.79	5	No	R
492098		Security and Fire Alarm Systems Installers	2.36	1,094	22.13	15.43	3	No	S
211093		Social and Human Service Assistants	2.01	1,660	19.09	13.25	3	Yes	S
151132	HSHW	Software Developers, Applications	1.93	3,952	47.47	30.42	4	Yes	S
472221		Structural Iron and Steel Workers	1.87	506	21.16	16.08	3	Yes	S
292055		Surgical Technologists	1.45	809	22.19	16.10	3	Yes	S
492022	HSHW	Telecommunications Equipment Installers and Repairers	0.58	2,258	28.37	19.41	3	Yes	S
472044		Tile and Marble Setters	2.10	827	19.90	15.51	3	Yes	S
113071	HSHW	Transportation, Storage, and Distribution Managers	1.35	513	46.32	26.13	4	Yes	S
292056		Veterinary Technologists and Technicians	2.59	998	18.31	13.04	4	Yes	S
251194	HSHW	Vocational Education Teachers, Postsecondary	1.69	658	29.91	20.20	4	Yes	S
151134	HSHW	Web Developers	1.68	868	34.50	20.68	3	Yes	S
514121		Welders, Cutters, Solders, and Brazers	1.20	1,920	19.46	13.95	3	Yes	S

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†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.

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