

# 2018-19 Regional Demand Occupations List

Sorted by Occupational Title

Workforce Development Area 14 - Pinellas County

Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 80 annual openings and positive growth
- 3 Mean Wage of \$14.77/hour and Entry Wage of \$12.01/hour
- 4 High Skill/High Wage (HSHW) Occupations:  
Mean Wage of \$23.15/hour and Entry Wage of \$14.77/hour

| SOC Code† | HSHW†† | Occupational Title†  | Annual         |                 | 2017 Hourly Wage |       | FLDOE Training Code | In EFI Targeted Industry? | Data Source††† |
|-----------|--------|--|----------------|-----------------|------------------|-------|---------------------|---------------------------|----------------|
|           |        |  | Percent Growth | Annual Openings | Mean             | Entry |                     |                           |                |
| 132011    | HSHW   | Accountants and Auditors                                   | 2.13           | 610             | 35.71            | 21.10 | 5                   | Yes                       | R              |
| 113011    | HSHW   | Administrative Services Managers                           | 1.94           | 86              | 53.96            | 29.15 | 4                   | Yes                       | R              |
| 413011    |        | Advertising Sales Agents                                   | 0.53           | 135             | 22.58            | 14.10 | 3                   | Yes                       | R              |
| 493011    | HSHW   | Aircraft Mechanics and Service Technicians                 | 1.28           | 1,278           | 27.09            | 17.33 | 3                   | Yes                       | S              |
| 532011    | HSHW   | Airline Pilots, Copilots, and Flight Engineers             | 1.76           | 549             | 85.52            | 47.37 | 4                   | Yes                       | S              |
| 274011    |        | Audio and Video Equipment Technicians                      | 2.03           | 641             | 20.02            | 12.89 | 4                   | Yes                       | S              |
| 472021    |        | Brickmasons and Blockmasons                                | 3.10           | 906             | 17.74            | 12.73 | 3                   | No                        | S              |
| 493031    |        | Bus and Truck Mechanics and Diesel Engine Specialists      | 1.60           | 1,294           | 22.58            | 15.79 | 3                   | Yes                       | S              |
| 533021    |        | Bus Drivers, Transit and Intercity                         | 1.27           | 1,553           | 16.60            | 12.57 | 3                   | Yes                       | S              |
| 131199    | HSHW   | Business Operations Specialists, All Other                 | 1.97           | 536             | 33.01            | 20.27 | 4                   | No                        | R              |
| 435011    |        | Cargo and Freight Agents                                   | 1.53           | 649             | 21.58            | 13.48 | 3                   | Yes                       | S              |
| 472031    |        | Carpenters   | 1.73           | 260             | 18.45            | 13.17 | 3                   | No                        | R              |
| 472051    |        | Cement Masons and Concrete Finishers                       | 2.48           | 1,686           | 16.93            | 12.35 | 3                   | No                        | S              |
| 351011    | HSHW   | Chefs and Head Cooks                                       | 1.69           | 1,222           | 28.09            | 17.17 | 3                   | No                        | S              |
| 111011    | HSHW   | Chief Executives   | 0.97           | 98              | 107.53           | 58.28 | 5                   | Yes                       | R              |
| 131031    | HSHW   | Claims Adjusters, Examiners, and Investigators             | 1.46           | 144             | 30.20            | 19.77 | 3                   | Yes                       | R              |
| 532012    | HSHW   | Commercial Pilots  | 1.61           | 572             | 44.86            | 23.00 | 3                   | Yes                       | S              |
| 131041    | HSHW   | Compliance Officers  | 1.07           | 1,490           | 30.30            | 17.84 | 3                   | No                        | S              |
| 113021    | HSHW   | Computer and Information Systems Managers                  | 2.52           | 87              | 71.95            | 47.06 | 5                   | Yes                       | R              |
| 151143    | HSHW   | Computer Network Architects                                | 1.84           | 94              | 39.89            | 24.50 | 3                   | Yes                       | R              |
| 151152    | HSHW   | Computer Network Support Specialists                       | 1.50           | 913             | 28.26            | 17.76 | 3                   | Yes                       | S              |
| 151121    | HSHW   | Computer Systems Analysts                                  | 3.13           | 123             | 40.98            | 26.48 | 4                   | Yes                       | R              |
| 151151    | HSHW   | Computer User Support Specialists                          | 2.28           | 273             | 23.19            | 14.92 | 3                   | Yes                       | R              |
| 474011    | HSHW   | Construction and Building Inspectors                       | 1.89           | 926             | 28.56            | 18.88 | 3                   | No                        | S              |
| 119021    | HSHW   | Construction Managers                                      | 1.28           | 105             | 43.28            | 27.37 | 4                   | No                        | R              |
| 333012    | HSHW   | Correctional Officers and Jailers                          | 0.71           | 81              | 26.04            | 17.61 | 3                   | No                        | R              |
| 131051    | HSHW   | Cost Estimators  | 1.83           | 88              | 28.08            | 17.58 | 4                   | No                        | R              |
| 151141    | HSHW   | Database Administrators                                    | 1.78           | 649             | 40.87            | 26.16 | 4                   | Yes                       | S              |
| 319091    |        | Dental Assistants  | 2.29           | 151             | 18.81            | 13.81 | 3                   | Yes                       | R              |
| 292021    | HSHW   | Dental Hygienists  | 2.28           | 973             | 30.93            | 23.34 | 4                   | Yes                       | S              |
| 292032    | HSHW   | Diagnostic Medical Sonographers                            | 3.24           | 511             | 30.76            | 24.58 | 3                   | Yes                       | S              |
| 212021    |        | Directors, Religious Activities and Education              | 1.22           | 128             | 21.17            | 14.38 | 5                   | No                        | R              |
| 472111    |        | Electricians   | 2.07           | 248             | 21.08            | 15.47 | 3                   | No                        | R              |
| 252021    | HSHW   | Elementary School Teachers, Except Special Education       | 1.51           | 290             | 28.19            | 21.73 | 5                   | No                        | R              |
| 436011    | HSHW   | Executive Secretaries and Executive Admin. Assistants      | 0.13           | 237             | 25.23            | 18.42 | 3                   | Yes                       | R              |
| 132051    | HSHW   | Financial Analysts   | 1.78           | 82              | 37.05            | 24.75 | 5                   | Yes                       | R              |
| 113031    | HSHW   | Financial Managers   | 1.66           | 130             | 70.07            | 39.22 | 5                   | Yes                       | R              |
| 332011    | HSHW   | Firefighters   | 0.82           | 103             | 23.59            | 17.25 | 3                   | No                        | R              |
| 371012    |        | First-Line Superv. Landscaping & Groundskeeping Workers    | 1.55           | 1,753           | 23.07            | 14.46 | 3                   | No                        | S              |
| 471011    | HSHW   | First-Line Superv. of Construction and Extraction Workers  | 1.89           | 283             | 29.10            | 19.59 | 4                   | No                        | R              |
| 371011    |        | First-Line Superv. of Housekeeping & Janitorial Workers    | 1.49           | 1,776           | 18.92            | 12.61 | 3                   | No                        | S              |
| 531031    | HSHW   | First-Line Superv. of Material-Moving Vehicle Operators    | 1.20           | 1,311           | 28.32            | 17.81 | 3                   | Yes                       | S              |
| 491011    | HSHW   | First-Line Superv. of Mechanics, Installers, and Repairers | 1.45           | 162             | 31.20            | 21.23 | 3                   | No                        | R              |
| 431011    | HSHW   | First-Line Superv. of Office and Admin. Support Workers    | 1.61           | 668             | 27.66            | 18.18 | 4                   | Yes                       | R              |
| 511011    | HSHW   | First-Line Superv. of Production and Operating Workers     | 0.44           | 193             | 28.63            | 18.81 | 3                   | Yes                       | R              |
| 411012    | HSHW   | First-Line Supervisors of Non-Retail Sales Workers         | 1.30           | 222             | 47.90            | 22.96 | 4                   | Yes                       | R              |
| 391021    |        | First-Line Supervisors of Personal Service Workers         | 1.88           | 120             | 19.22            | 12.48 | 3                   | No                        | R              |
| 411011    |        | First-Line Supervisors of Retail Sales Workers             | 0.90           | 649             | 21.80            | 14.26 | 3                   | No                        | R              |
| 119051    | HSHW   | Food Service Managers                                      | 1.60           | 93              | 38.92            | 22.98 | 4                   | No                        | R              |

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| SOC Code† | HSHW†† | Occupational Title†  | Annual         |                 | 2017 Hourly Wage |       | FLDOE Training Code | In EFI Targeted Industry? | Data Source††† |
|-----------|--------|--|----------------|-----------------|------------------|-------|---------------------|---------------------------|----------------|
|           |        |  | Percent Growth | Annual Openings | Mean             | Entry |                     |                           |                |
| 111021    | HSHW   | General and Operations Managers                            | 1.70           | 460             | 64.41            | 31.94 | 4                   | Yes                       | R              |
| 472121    |        | Glaziers   | 1.48           | 510             | 17.04            | 12.54 | 3                   | No                        | S              |
| 271024    |        | Graphic Designers  | 0.80           | 110             | 22.86            | 15.14 | 4                   | Yes                       | R              |
| 292099    |        | Health Technologists and Technicians, All Other            | 2.38           | 948             | 19.80            | 12.98 | 3                   | Yes                       | S              |
| 499021    |        | Heating, A.C., and Refrigeration Mechanics and Installers  | 2.17           | 308             | 19.13            | 14.05 | 3                   | No                        | R              |
| 533032    |        | Heavy and Tractor-Trailer Truck Drivers                    | 1.40           | 322             | 18.64            | 12.72 | 3                   | Yes                       | R              |
| 131071    | HSHW   | Human Resources Specialists                                | 1.57           | 286             | 27.88            | 17.62 | 5                   | No                        | R              |
| 499041    | HSHW   | Industrial Machinery Mechanics                             | 2.61           | 1,607           | 23.86            | 16.35 | 3                   | Yes                       | S              |
| 537051    |        | Industrial Truck and Tractor Operators                     | 0.89           | 2,544           | 16.55            | 12.09 | 3                   | Yes                       | S              |
| 413021    | HSHW   | Insurance Sales Agents                                     | 1.74           | 230             | 41.17            | 17.54 | 3                   | Yes                       | R              |
| 271025    |        | Interior Designers   | 1.49           | 732             | 24.10            | 13.77 | 4                   | Yes                       | S              |
| 292061    |        | Licensed Practical and Licensed Vocational Nurses          | 2.23           | 299             | 21.45            | 17.15 | 3                   | Yes                       | R              |
| 434131    |        | Loan Interviewers and Clerks                               | 1.94           | 132             | 19.82            | 14.87 | 3                   | Yes                       | R              |
| 132072    | HSHW   | Loan Officers  | 1.67           | 117             | 40.81            | 23.52 | 4                   | Yes                       | R              |
| 514041    |        | Machinists   | 1.43           | 133             | 19.95            | 14.44 | 3                   | Yes                       | R              |
| 131111    | HSHW   | Management Analysts  | 2.45           | 374             | 39.61            | 22.59 | 5                   | Yes                       | R              |
| 131161    | HSHW   | Market Research Analysts and Marketing Specialists         | 2.76           | 255             | 33.44            | 19.33 | 5                   | Yes                       | R              |
| 319011    |        | Massage Therapists   | 2.50           | 2,111           | 21.51            | 12.66 | 3                   | No                        | S              |
| 292012    |        | Medical and Clinical Laboratory Technicians                | 2.46           | 618             | 18.70            | 12.94 | 4                   | Yes                       | S              |
| 292011    | HSHW   | Medical and Clinical Laboratory Technologists              | 1.81           | 811             | 29.94            | 24.24 | 4                   | Yes                       | S              |
| 119111    | HSHW   | Medical and Health Services Managers                       | 2.10           | 87              | 57.36            | 35.86 | 5                   | Yes                       | R              |
| 319092    |        | Medical Assistants   | 3.07           | 441             | 15.44            | 12.42 | 3                   | Yes                       | R              |
| 292071    |        | Medical Records and Health Information Technicians         | 1.98           | 878             | 20.04            | 13.08 | 4                   | Yes                       | S              |
| 436013    |        | Medical Secretaries  | 2.21           | 149             | 15.78            | 12.78 | 3                   | Yes                       | R              |
| 319094    |        | Medical Transcriptionists                                  | 1.61           | 83              | 18.83            | 12.37 | 3                   | Yes                       | R              |
| 131121    |        | Meeting, Convention, and Event Planners                    | 1.96           | 1,074           | 22.89            | 13.81 | 4                   | No                        | S              |
| 252022    | HSHW   | Middle School Teachers, Exc. Special & Voc. Education      | 1.52           | 128             | 28.47            | 23.02 | 5                   | No                        | R              |
| 493042    |        | Mobile Heavy Equipment Mechanics, Except Engines           | 1.45           | 594             | 21.82            | 15.57 | 3                   | Yes                       | S              |
| 151142    | HSHW   | Network and Computer Systems Administrators                | 1.46           | 102             | 39.31            | 25.16 | 4                   | Yes                       | R              |
| 472073    |        | Operating Engineers/Construction Equipment Operators       | 1.51           | 108             | 18.02            | 13.02 | 3                   | No                        | R              |
| 292081    |        | Opticians, Dispensing                                      | 2.68           | 506             | 18.48            | 12.64 | 4                   | Yes                       | S              |
| 472141    |        | Painters, Construction and Maintenance                     | 2.37           | 188             | 16.96            | 12.10 | 3                   | No                        | R              |
| 232011    | HSHW   | Paralegals and Legal Assistants                            | 2.28           | 135             | 24.38            | 16.64 | 3                   | Yes                       | R              |
| 132052    | HSHW   | Personal Financial Advisors                                | 2.43           | 107             | 53.91            | 22.11 | 5                   | Yes                       | R              |
| 373012    |        | Pesticide Handlers, Sprayers, & Applicators, Vegetation    | 1.46           | 526             | 16.69            | 12.52 | 4                   | No                        | S              |
| 319097    |        | Phlebotomists  | 2.59           | 1,100           | 14.94            | 12.04 | 3                   | Yes                       | S              |
| 312021    | HSHW   | Physical Therapist Assistants                              | 3.94           | 899             | 31.15            | 24.28 | 4                   | Yes                       | S              |
| 472152    |        | Plumbers, Pipefitters, and Steamfitters                    | 1.62           | 188             | 19.94            | 12.58 | 3                   | No                        | R              |
| 333051    | HSHW   | Police and Sheriff's Patrol Officers                       | 0.80           | 155             | 28.02            | 21.10 | 3                   | No                        | R              |
| 119141    |        | Property, Real Estate & Community Association Managers     | 1.60           | 3,649           | 29.01            | 14.46 | 4                   | No                        | S              |
| 273031    | HSHW   | Public Relations Specialists                               | 1.32           | 91              | 29.48            | 18.90 | 5                   | Yes                       | R              |
| 131023    | HSHW   | Purchasing Agents, Except Farm Products & Trade            | 0.79           | 95              | 29.25            | 19.07 | 4                   | Yes                       | R              |
| 292034    | HSHW   | Radiologic Technologists                                   | 1.50           | 946             | 26.00            | 18.83 | 3                   | Yes                       | S              |
| 419021    |        | Real Estate Brokers  | 1.65           | 735             | 41.39            | 13.96 | 3                   | No                        | S              |
| 419022    |        | Real Estate Sales Agents                                   | 1.74           | 214             | 24.53            | 13.23 | 3                   | No                        | R              |
| 291141    | HSHW   | Registered Nurses  | 1.92           | 829             | 32.54            | 25.86 | 4                   | Yes                       | R              |
| 291126    | HSHW   | Respiratory Therapists                                     | 1.42           | 595             | 27.60            | 22.32 | 4                   | Yes                       | S              |
| 112022    | HSHW   | Sales Managers   | 1.46           | 95              | 70.84            | 37.41 | 5                   | Yes                       | R              |
| 414011    | HSHW   | Sales Representatives, Wholesale & Mfg, Tech. & Sci. Prod. | 1.18           | 230             | 38.38            | 18.52 | 3                   | Yes                       | R              |

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| SOC Code† | HSHW†† | Occupational Title†                                       | Annual<br>Percent<br>Growth | Annual<br>Openings | 2017 Hourly Wage |       | FLDOE<br>Training<br>Code | In EFI<br>Targeted<br>Industry? | Data<br>Source††† |
|-----------|--------|---|-----------------------------|--------------------|------------------|-------|---------------------------|---------------------------------|-------------------|
|           |        |   |                             |                    | Mean             | Entry |                           |                                 |                   |
| 414012    |        | Sales Representatives, Wholesale and Manufacturing, Other | 1.02                        | 522                | 28.44            | 13.10 | 3                         | Yes                             | R                 |
| 252031    | HSHW   | Secondary School Teachers, Exc. Special and Voc. Ed.      | 1.52                        | 161                | 30.67            | 24.07 | 5                         | No                              | R                 |
| 413031    | HSHW   | Securities and Financial Services Sales Agents            | 1.26                        | 189                | 37.35            | 17.32 | 5                         | Yes                             | R                 |
| 492098    |        | Security and Fire Alarm Systems Installers                | 1.91                        | 832                | 20.75            | 14.89 | 3                         | No                              | S                 |
| 211093    |        | Social and Human Service Assistants                       | 1.27                        | 1,546              | 15.75            | 11.97 | 3                         | No                              | S                 |
| 151132    | HSHW   | Software Developers, Applications                         | 2.14                        | 225                | 44.03            | 26.06 | 4                         | Yes                             | R                 |
| 151133    | HSHW   | Software Developers, Systems Software                     | 1.86                        | 118                | 44.24            | 26.99 | 5                         | Yes                             | R                 |
| 292055    |        | Surgical Technologists                                    | 1.98                        | 695                | 20.79            | 16.25 | 3                         | Yes                             | S                 |
| 259041    |        | Teacher Assistants  | 1.43                        | 245                | 15.74            | 12.29 | 3                         | No                              | R                 |
| 492022    | HSHW   | Telecommunications Equipment Installers and Repairers     | 0.11                        | 1,636              | 25.26            | 16.25 | 3                         | Yes                             | S                 |
| 131151    | HSHW   | Training and Development Specialists                      | NR                          | NR                 | 28.52            | 18.08 | 5                         | Yes                             | R                 |
| 292056    |        | Veterinary Technologists and Technicians                  | 2.69                        | 961                | 15.62            | 12.04 | 4                         | Yes                             | S                 |
| 251194    | HSHW   | Vocational Education Teachers, Postsecondary              | 1.69                        | 626                | 29.44            | 17.17 | 4                         | No                              | S                 |
| 151134    | HSHW   | Web Developers  | 3.20                        | 1,102              | 30.60            | 18.75 | 3                         | Yes                             | S                 |
| 514121    |        | Welders, Cutters, Solderers, and Brazers                  | 0.47                        | 104                | 17.38            | 13.01 | 3                         | Yes                             | R                 |
| 131022    | HSHW   | Wholesale and Retail Buyers, Except Farm Products         | 1.65                        | 574                | 32.23            | 16.96 | 4                         | Yes                             | S                 |

†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.