

# 2020-21 Regional Demand Occupations List

Sorted by Occupational Title

## Workforce Development Area 15 - Hillsborough County

### Workforce Estimating Conference Selection Criteria:

- 1 FLDOE Training Code 3 (PSAV Certificate), 4 (Community College Credit/Degree), or 5 (Bachelor's Degree)
- 2 500 annual openings and average growth rate of 1.26% or 1,200 annual openings with any positive growth
- 3 Mean Wage of \$15.13/hour and Entry Wage of \$12.31/hour
- 4 High Skill/High Wage (HSHW) Occupations:  
Mean Wage of \$23.72/hour and Entry Wage of \$15.13/hour

SOC Code†	HSHW††	Occupational Title†	Annual	Annual*	2019 Hourly Wage*		FLDOE Training Code	In EFI Targeted Industry?	Data Source†††
			Percent* Growth		Mean	Entry			
132011	HSHW	Accountants and Auditors	1.75	1,087	\$34.88	\$22.00	5	Yes	R
113011	HSHW	Administrative Services Managers	1.38	123	\$48.67	\$26.75	4	Yes	R
112011		Advertising and Promotions Managers	1.851	7	\$46.30	\$24.13	5	No	R
413011		Advertising Sales Agents	0.11	1,462	\$23.11	\$12.18	3	Yes	S
493011	HSHW	Aircraft Mechanics and Service Technicians	1.39	1,439	\$30.31	\$17.80	3	Yes	S
532011	HSHW	Airline Pilots, Copilots, and Flight Engineers	1.47	585	\$90.58	\$47.57	4	Yes	S
173011	HSHW	Architectural and Civil Drafters	1.321	62	\$26.16	\$20.19	3	Yes	S
274011		Audio and Video Equipment Technicians	1.51	628	\$17.32	\$12.67	4	Yes	S
493021		Automotive Body and Related Repairers	1.184	77	\$20.60	\$13.41	3	No	S
493023		Automotive Service Technicians and Mechanics	0.95	409	\$19.39	\$12.10	3	No	R
395011		Barbers	N/A	N/A	\$15.54	\$13.06	3	No	R
194021		Biological Technicians	2.683	30	\$20.57	\$14.10	4	No	R
433031		Bookkeeping, Accounting, and Auditing Clerks	0.23	1,238	\$19.75	\$13.48	4	Yes	R
472021		Brickmasons and Blockmasons	1.54	882	\$18.61	\$12.70	3	No	S
493031		Bus and Truck Mechanics and Diesel Engine Specialists	0.75	111	\$21.57	\$16.05	3	Yes	R
533022		Bus Drivers, School or Special Client	0.745	179	\$13.78	\$10.52	3	No	R
533021		Bus Drivers, Transit and Intercity	1.095	67	\$15.92	\$11.74	3	Yes	S

131199	HSHW	Business Operations Specialists, All Other	1.36	893	\$33.12	\$17.13	4	Yes	R
274031		Camera Operators, Television, Video, and Motion Picture	0.529	7	\$25.42	\$15.41	4	No	R
292031		Cardiovascular Technologists and Technicians	1.021	22	\$25.72	\$13.81	3	No	R
435011		Cargo and Freight Agents	2.22	90	\$21.19	\$12.85	3	Yes	R
472031		Carpenters	0.99	462	\$19.70	\$14.15	3	Yes	R
472051		Cement Masons and Concrete Finishers	1.66	1,827	\$17.64	\$12.77	3	Yes	S
351011		Chefs and Head Cooks	1.39	1,341	\$21.11	\$12.37	3	Yes	S
111011	HSHW	Chief Executives	0.14	139	\$90.34	\$33.36	5	Yes	R
172051	HSHW	Civil Engineers	1.48	208	\$41.37	\$25.54	5	Yes	R
131031	HSHW	Claims Adjusters, Examiners, and Investigators	1.00	439	\$30.95	\$20.50	3	Yes	R
532012	HSHW	Commercial Pilots	1.23	13	\$33.39	\$19.90	3	Yes	S
211099		Community and Social Service Specialists, All Other	1.55	131	\$17.71	\$12.80	5	Yes	R
211094		Community Health Workers	2.201	22	\$24.74	\$15.43	5	No	R
131041	HSHW	Compliance Officers	1.66	151	\$31.73	\$18.98	3	Yes	R
113021	HSHW	Computer and Information Systems Managers	1.71	141	\$69.12	\$43.30	5	Yes	R
514012	HSHW	Computer Controlled (CNC) Mach. Tool Programmers, M & P	2.419	4	\$24.81	\$17.52	3	Yes	S
151143	HSHW	Computer Network Architects	1.51	197	\$53.61	\$36.87	3	Yes	R
151152	HSHW	Computer Network Support Specialists	1.80	179	\$41.00	\$26.86	3	Yes	R
151199	HSHW	Computer Occupations, All Other	1.88	147	\$42.69	\$24.29	3	Yes	R
151131	HSHW	Computer Programmers	0.25	129	\$38.90	\$26.43	3	Yes	R
151121	HSHW	Computer Systems Analysts	1.57	208	\$43.23	\$26.21	4	Yes	R
151151	HSHW	Computer User Support Specialists	1.67	478	\$25.21	\$15.76	3	Yes	R
514011		Computer-Controlled Machine Tool Operators, M & P	0.544	15	\$18.40	\$14.25	3	Yes	S
474011	HSHW	Construction and Building Inspectors	1.36	80	\$25.73	\$17.90	3	Yes	R
119021	HSHW	Construction Managers	1.06	207	\$49.33	\$25.89	4	Yes	R
352014		Cooks, Restaurant	1.775	1,009	\$12.79	\$10.27	3	No	R
333012	HSHW	Correctional Officers and Jailers	-0.24	100	\$23.38	\$16.06	3	No	R

131051	HSHW	Cost Estimators	1.41	159	\$31.28	\$19.40	4	Yes	R
434051		Customer Service Representatives	1.099	4,555	\$16.27	\$11.39	3	Yes	S
151141	HSHW	Database Administrators	1.80	84	\$43.15	\$23.83	4	Yes	R
319091		Dental Assistants	2.67	221	\$19.89	\$15.17	3	Yes	R
292021	HSHW	Dental Hygienists	2.74	81	\$36.79	\$31.35	4	Yes	R
292032	HSHW	Diagnostic Medical Sonographers	2.70	501	\$32.34	\$22.72	3	Yes	S
292051		Dietetic Technicians	0.199	10	\$13.29	\$10.54	3	No	R
212021		Directors, Religious Activities and Education	1.63	136	\$23.19	\$14.58	5	No	R
119031		Education Administrators, Preschool and Child Care Center/Program	N/A	N/A	\$23.16	\$19.45	3	No	R
259099		Education, Training, and Library Workers, All Other	0.63	91	\$19.96	\$12.82	5	Yes	R
173023		Electrical and Electronics Engineering Technicians	1.099	48	\$28.92	\$21.24	4	No	R
492094		Electrical and Electronics Repairers, Commercial and Industrial Equipment	0.945	40	\$26.34	\$18.26	3	No	R
499051	HSHW	Electrical Power-Line Installers and Repairers	0.46	34	\$23.99	\$15.58	3	No	R
472111		Electricians	0.43	384	\$20.64	\$14.70	3	Yes	R
252021	HSHW	Elementary School Teachers, Except Special Education	1.226	465	64,465*	46,283*	5	No	R
292041		Emergency Medical Technicians and Paramedics	1.811	74	\$17.70	\$12.11	4	Yes	R
173029		Engineering Technicians, Except Drafters, All Other	1.136	30	\$28.92	\$21.24	4	No	R
194091		Environmental Science and Protection Technicians, Including Health	N/A	N/A	\$23.44	\$16.10	3	No	R
436011	HSHW	Executive Secretaries and Executive Admin. Assistants	-1.204	353	\$24.77	\$17.26	3	Yes	R
274032		Film and Video Editors	0.334	7	\$25.98	\$18.95	4	No	R
132051	HSHW	Financial Analysts	1.50	135	\$35.67	\$20.65	5	Yes	R
113031	HSHW	Financial Managers	2.40	250	\$67.59	\$35.64	5	Yes	R
132099	HSHW	Financial Specialists, All Other	1.46	770	\$35.67	\$20.65	3	Yes	S
332021		Fire Inspectors and Investigators	1.02	6	\$33.62	\$24.42	3	No	R
332011		Firefighters	0.67	132	\$24.12	\$17.65	3	Yes	R
471011	HSHW	First-Line Supervisors of Construction Trades and Extraction Workers	1.22	511	\$29.27	\$19.31	4	Yes	R

451011		First-Line Supervisors of Farming, Fishing, and Forestry Workers	N/A	N/A	\$20.75	\$13.48	3	No	R
331021		First-Line Supervisors of Fire Fighting and Prevention Workers	1.146	18	\$38.29	\$29.12	3	No	R
371011		First-Line Supervisors of Housekeeping and Janitorial Workers	1.55	2,050	\$18.81	\$12.95	3	Yes	S
371012		First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	1.85	102	\$19.36	\$12.42	3	Yes	R
491011	HSHW	First-Line Supervisors of Mechanics, Installers, and Repairers	0.88	234	\$29.70	\$19.10	3	Yes	R
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.70	409	\$41.58	\$22.75	4	Yes	R
431011	HSHW	First-Line Supervisors of Office and Administrative Support Workers	0.65	1,098	\$27.62	\$17.61	4	Yes	R
391021		First-Line Supervisors of Personal Service Workers	1.61	157	\$19.88	\$12.72	3	Yes	R
331012		First-Line Supervisors of Police and Detectives	0.834	15	\$42.38	\$30.86	4	No	R
511011	HSHW	First-Line Supervisors of Production and Operating Workers	0.80	228	\$30.11	\$18.90	3	Yes	R
331099		First-Line Supervisors of Protective Service Workers, All Other	0.611	36	\$23.60	\$14.07	3	No	R
411011		First-Line Supervisors of Retail Sales Workers	0.59	938	\$22.65	\$13.78	3	Yes	R
531031		First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators	1.141	115	\$25.62	\$16.64	3	Yes	R
119051		Food Service Managers	1.17	114	\$23.78	\$14.92	4	Yes	R
194092		Forensic Science Technicians	1.661	24	\$26.60	\$19.48	3	No	R
111021	HSHW	General and Operations Managers	1.45	802	\$53.69	\$24.27	4	Yes	R
472121		Glaziers	1.66	685	\$18.26	\$13.74	3	Yes	S
251191		Graduate Teaching Assistants	N/A	N/A	N/A	N/A	5	No	R
271024		Graphic Designers	0.53	134	\$23.06	\$14.96	4	Yes	R

395012		Hairdressers, Hairstylists, and Cosmetologists	1.26	491	\$14.48	\$9.36	3	No	R
292099		Health Technologists and Technicians, All Other	1.78	87	\$19.96	\$13.20	3	Yes	R
319099		Healthcare Support Workers, All Other	1.24	90	\$19.37	\$13.44	3	Yes	R
499021		Heating, Air Conditioning, and Refrigeration Mechanics and Installers	1.35	437	\$20.72	\$14.14	3	Yes	R
533032		Heavy and Tractor-Trailer Truck Drivers	1.02	1,174	\$20.02	\$12.61	3	Yes	R
311011		Home Health Aides	4.27	208	\$11.33	\$10.02	3	Yes	S
434161		Human Resources Assistants, Except Payroll and Timekeeping	0.21	87	\$17.67	\$12.59	3	Yes	R
131071	HSHW	Human Resources Specialists	0.61	465	\$30.02	\$19.43	5	Yes	R
172112	HSHW	Industrial Engineers	2.07	81	\$39.61	\$25.70	5	Yes	R
499041		Industrial Machinery Mechanics	0.50	115	\$22.97	\$15.58	3	Yes	R
537051		Industrial Truck and Tractor Operators	0.78	182	\$18.00	\$12.80	3	Yes	R
151122	HSHW	Information Security Analysts	3.36	578	\$41.89	\$24.76	3	Yes	S
472131		Insulation Workers, Floor, Ceiling, and Wall	N/A	N/A	\$18.82	\$13.33	3	No	R
413021	HSHW	Insurance Sales Agents	1.56	665	\$31.24	\$15.03	3	Yes	R
271025		Interior Designers	0.754	32	\$22.86	\$13.63	4	Yes	S
252012	HSHW	Kindergarten Teachers, Except Special Education	1.204	95	57,798*	44,100*	5	No	R
436012		Legal Secretaries	-1.66	70	\$22.91	\$15.89	3	Yes	R
292061		Licensed Practical and Licensed Vocational Nurses	1.32	263	\$22.02	\$18.72	3	Yes	R
533033		Light Truck or Delivery Services Drivers	1.076	627	\$16.80	\$9.80	3	Yes	S
434131		Loan Interviewers and Clerks	1.26	266	\$19.90	\$14.62	3	Yes	R
132072	HSHW	Loan Officers	1.01	260	\$34.76	\$19.35	4	Yes	R
119081		Lodging Managers	1.239	40	\$25.84	\$15.64	4	No	R
514041		Machinists (including Machinist and Tool Die Makers, CNC Machinist)	0.833	72	\$19.99	\$14.75	3	Yes	S
131111	HSHW	Management Analysts	2.02	657	\$37.78	\$20.07	5	Yes	R
119199	HSHW	Managers, All Other	1.25	329	\$42.21	\$26.43	4	Yes	R
395092		Manicurists and Pedicurists	1.258	42	\$13.47	\$9.23	3	No	R
131161	HSHW	Market Research Analysts and Marketing Specialists	2.46	387	\$29.98	\$17.03	5	Yes	R
112021	HSHW	Marketing Managers	1.70	105	\$64.95	\$31.44	5	Yes	R

319011		Massage Therapists	2.769	160	\$21.45	\$10.80	3	No	S
173027		Mechanical Engineering Technicians	2.398	9	\$25.14	\$16.02	4	No	R
274099		Media and Communication Equipment Workers, All Other	0.631	10	\$19.87	\$9.89	4	No	R
292012		Medical and Clinical Laboratory Technicians	1.68	649	\$23.79	\$14.02	4	Yes	S
292011		Medical and Clinical Laboratory Technologists	1.43	103	\$23.79	\$14.02	4	Yes	R
119111	HSHW	Medical and Health Services Managers	1.99	122	\$53.42	\$28.85	5	Yes	R
319092		Medical Assistants	2.96	568	\$15.70	\$13.02	3	Yes	R
319093		Medical Equipment Preparers	1.285	40	\$15.29	\$11.26	3	No	R
292071		Medical Records and Health Information Technicians	1.28	87	\$19.96	\$13.20	4	Yes	R
436013		Medical Secretaries	2.22	3,199	\$16.11	\$12.54	3	Yes	S
319094		Medical Transcriptionists	1.261	145	\$19.80	\$14.75	3	Yes	R
131121		Meeting, Convention, and Event Planners	1.25	90	\$23.36	\$13.28	4	Yes	R
514199		Metal and Plastic Machine Workers, all other	N/A	N/A	\$17.39	\$13.33	2	Yes	S
252022		Middle School Teachers, Except Special and Career/Technical Education	1.224	206	57,359*	41,507*	5	No	R
499044		Millwrights	0.75	5	\$22.57	\$15.34	3	No	R
493042		Mobile Heavy Equipment Mechanics, Except Engines	1.519	65	\$24.44	\$17.97	3	Yes	S
151142	HSHW	Network and Computer Systems Administrators	1.14	170	\$39.43	\$25.96	4	Yes	R
292033		Nuclear Medicine Technologists	1.6	9	\$36.83	\$29.78	4	No	R
311014		Nursing Assistants	1.789	880	\$11.33	\$10.02	3	Yes	S
472073		Operating Engineers and Other Construction Equipment Operators	1.01	244	\$18.58	\$13.65	3	Yes	R
519083		Ophthalmic Laboratory Technicians	1.418	56	\$16.44	\$11.62	3	No	R
292081		Opticians, Dispensing	1.953	37	\$19.62	\$12.15	4	Yes	S
472141		Painters, Construction and Maintenance	1.35	225	\$21.31	\$15.82	3	Yes	R
232011		Paralegals and Legal Assistants	2.38	354	\$23.07	\$15.82	3	Yes	R
311015		Patient Care Technicians (Orderlies)	1.834	255	\$14.26	\$11.11	3	Yes	S
132052	HSHW	Personal Financial Advisors	1.47	181	\$46.96	\$21.47	5	Yes	R

373012		Pesticide Handlers, Sprayers, & Applicators, Vegetation	0.153	30	\$15.05	\$11.25	4	No	S
292052		Pharmacy Technicians	1.834	255	\$15.73	\$12.22	3	No	R
319097		Phlebotomists	1.79	110	\$16.70	\$13.10	3	Yes	R
312021	HSHW	Physical Therapist Assistants	2.97	917	\$31.47	\$26.37	4	Yes	S
472151		Pipelayers	0.94	47	\$18.02	\$14.26	3	No	S
472152		Plumbers, Pipefitters, and Steamfitters	1.19	294	\$20.98	\$14.40	3	Yes	R
333051	HSHW	Police and Sheriff's Patrol Officers	0.70	202	\$29.88	\$20.42	3	No	R
435031		Police, Fire, and Ambulance Dispatchers	1.316	41	\$19.21	\$15.86	3	No	S
251199	HSHW	Postsecondary Teachers, All Other	1.40	1,864	\$29.54	\$17.19	4	No	S
252011		Preschool Teachers, Except Special Education	1.078	273	\$13.66	\$10.07	4	No	R
339021	HSHW	Private Detectives and Investigators			\$19.70	\$16.75	4	No	R
272012	HSHW	Producers and Directors	2.09	72	\$29.67	\$17.52	5	No	R
119141	HSHW	Property, Real Estate, and Community Association Managers	1.06	249	\$32.41	\$18.29	4	Yes	R
273031	HSHW	Public Relations Specialists	1.10	116	\$28.66	\$16.63	5	Yes	R
131023	HSHW	Purchasing Agents, Except Wholesale, Retail, and Farm Products	0.051	126	\$30.75	\$19.16	4	Yes	R
291124		Radiation Therapists	2.876	19	\$46.71	\$30.03	4	No	R
292034	HSHW	Radiologic Technologists	1.58	96	\$29.03	\$20.83	3	Yes	R
419021		Real Estate Brokers			\$34.08	\$14.86	3	No	S
419022		Real Estate Sales Agents	1.00	333	\$29.15	\$15.10	3	Yes	R
493092		Recreational Vehicle Service Technicians	N/A	N/A	\$17.74	\$10.45	3	No	S
291141	HSHW	Registered Nurses	1.73	1,111	\$33.39	\$24.33	4	Yes	R
291126	HSHW	Respiratory Therapists	2.65	755	\$29.22	\$24.16	4	Yes	S
112022	HSHW	Sales Managers	1.22	147	\$66.34	\$31.00	5	Yes	R
414012		Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	0.52	1,034	\$29.76	\$13.47	3	Yes	R
414011	HSHW	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	1.30	352	\$41.22	\$17.50	3	Yes	R



252031	HSHW	Secondary School Teachers, Except Special and Career/Technical Education	1.23	262	60,460*	41,329*	5	No	R
413031	HSHW	Securities, Commodities, and Financial Services Sales Agents	0.92	353	\$36.37	\$17.25	5	Yes	R
492098		Security and Fire Alarm Systems Installers	1.31	103	\$22.45	\$16.38	3	No	R
339032		Security Guards	1.171	1,195	\$15.97	\$10.53	3	No	S
472211		Sheet Metal Workers	1.32	1,110	\$19.28	\$13.54	3	Yes	S
395094		Skincare Specialists	1.633	30	\$17.01	\$10.44	3	No	R
211093		Social and Human Service Assistants	0.71	110	\$16.49	\$12.12	3	Yes	R
151132	HSHW	Software Developers, Applications	3.13	557	\$48.04	\$30.62	4	Yes	R
151133	HSHW	Software Developers, Systems Software	2.14	189	\$48.04	\$30.62	5	Yes	R
472231		Solar Photovoltaic Installers	N/A	N/A	N/A	N/A	3	No	R
472221		Structural Iron and Steel Workers	1.72	702	\$21.10	\$14.52	3	Yes	S
292055		Surgical Technologists	1.59	772	\$21.74	\$16.63	3	Yes	S
173031		Surveying and Mapping Technicians	1.54	71	\$18.40	\$13.81	3	Yes	S
259041		Teacher Assistants	1.254	445	28,528*	21,537*	3	No	R
253097		Teachers and Instructors, All Other, Except Substitute Teachers	1.519	164	37,566*	21,458*	5	No	R
492022		Telecommunications Equipment Installers and Repairers, Except Line Installers	0.07	182	\$22.22	\$14.92	3	Yes	R
499052		Telecommunications Line Installers and Repairers	0.41	92	\$19.83	\$13.97	3	Yes	R
131151	HSHW	Training and Development Specialists	N/A	N/A	\$27.41	\$13.46	5	Yes	R
292056		Veterinary Technologists and Technicians	2.958	84	\$15.00	\$11.64	4	Yes	S
251194	HSHW	Vocational Education Teachers, Postsecondary	0.373	29	\$25.02	\$16.10	4	No	S
151134	HSHW	Web Developers	1.52	83	\$36.00	\$22.19	3	Yes	R
514121		Welders, Cutters, Solderers, and Brazers	0.55	137	\$20.33	\$14.16	3	Yes	R
131022	HSHW	Wholesale and Retail Buyers, Except Farm Products	0.736	73	\$30.75	\$19.16	4	Yes	R
273043	HSHW	Writers and Authors	1.441	72	\$24.26	\$16.21	5	No	R



**\*DEO Employment Projections 2018-2026**

EFI - Enterprise Florida, Inc.

New Occupational Titles for CSTB  
PY 20-21

Additional Occupational Titles  
approved by CSTB Board

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