



# WHERE ARE THE JOBS?



# Choose Your College Path to a Good Career

Well-paying jobs with opportunity for growth require education or training past high school. Getting industry-recognized credentials for jobs that are available now is easier and less expensive than you might think.

All of these pathways, including technical certifications, are considered forms of college and can lead to career laddering jobs with good wages.



## Technical Certifications

Offered at Technical Colleges  
Usually 2 to 18-month programs

**Apprenticeships** offer free training with a paid job that leads to a certification

## A.S. (Associate of Science) Degrees

Offered at Community Colleges  
2-year programs, focused on a specific career path

## Bachelor's Degrees and Beyond

Offered at Colleges and Universities  
4 years and beyond for more advanced programs



# Local Employers Are Looking for Trained Workers

This guide was developed by CareerEdge Funders Collaborative to provide students, parents, guidance counselors or mentors with information about high demand jobs in our region\* and the educational pathways for obtaining those jobs.

The intent of the guide is to provide students with quality career options, while also helping local employers increase their pipeline of skilled workers in order to foster growth and prosperity in our region.

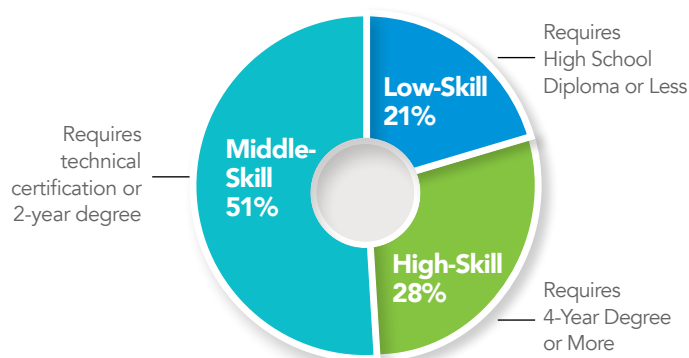
## Skills Needed for In Demand Jobs

The majority of jobs in the future will require some education after high school, but most won't require a four-year college degree.

**According to the National Skills Coalition, more than half of Florida jobs will require a technical certificate or 2-year degree.**

These middle-skill jobs, which require education beyond high school but not a four-year degree, make up the largest part of America's and Florida's labor markets. Key industries in Florida are unable to find enough sufficiently trained workers to fill these positions.

**Florida Job Openings by Skill Level 2013-2021**



Source: National Skills Coalition analysis of long-term occupational projections from state labor/employment agency.

\*The job examples on the following pages were chosen based on the Florida Department of Economic Opportunity's (DEO) Supply/ Gap report for the Southwest Florida region, accessed January 2017, which shows jobs in highest demand and their average wages that have been rounded.

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## In Demand Technical Certifications for Middle-Skill Jobs

Technical College, 2 – 18 months

### Web or App Developer

Average Wage: \$27/hr.  
**\$55,000/yr.**

### Executive Assistant

Average Wage: \$21/hr.  
**\$44,000/yr.**

### Practical Nurse (LPN)

Average Wage: \$21/hr.  
**\$43,000/yr.**

### Automotive Service Technician

Average Wage: \$19/hr.  
**\$40,000/yr.**

### Dental Assistant

Average Wage: \$18/hr.  
**\$38,000/yr.**

### Machinist

Average Wage: \$18/hr.  
**\$37,000/yr.**

### CDL Truck Driver

Average Wage: \$18/hr.  
**\$37,000/yr.**

### Accounting / Bookkeeping Clerk

Average Wage: \$16/hr.  
**\$33,000/yr.**

### Medical Assistant (CMA)

Average Wage: \$15/hr.  
**\$31,000/yr.**

### Pharmacy Technician

Average Wage: \$15/hr.  
**\$31,000/yr.**

### Nursing Assistant (CNA)

Average Wage: \$13/hr.  
**\$27,000/yr.**

## In Demand Apprenticeships for Middle-Skill Jobs

A paid job along with free technical college leading to a certification

### Heating Air Conditioning Mechanic

Average Wage: \$20/hr.  
**\$42,000/yr.**

### Electrician

Average Wage: \$20/hr.  
**\$41,000/yr.**

### Plumber

Average Wage: \$19/hr.  
**\$40,000/yr.**

# WHERE ARE THE JOBS?



## In Demand

### Associate of Science (A.S.) Degrees for Middle-Skill Jobs

Community College, 2 years

#### Registered Nurse (RN)

Average Wage: \$30/hr.  
**\$63,000/yr.**

#### Software Developer

Average Wage: \$29/hr.  
**\$61,000/yr.**

#### Computer Systems Administrator

Average Wage: \$28/hr.  
**\$58,000/yr.**

#### Insurance Agent/Risk Management

Average Wage: \$28/hr.  
**\$58,000/yr.**

#### Physical Therapy Assistant

Average Wage: \$27/hr.  
**\$55,000/yr.**

#### Business Administrator/ Supervisor

Average Wage: \$22/hr.  
**\$46,000/yr.**

### What's the difference between A.S. (Associate of Science) and A.A. (Associate of Arts) degrees?

An A.S. degree is a career-oriented degree focused on a specific occupation.

Alternatively, the 2-Year A.A. (Associate of Arts) degrees at community colleges provide the foundation for transferring to a 4-year institution with the required general education classes for a bachelor's degree program.



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## In Demand Bachelor's Degrees for High-Skill Jobs

College or University, 4 years



### Engineer

Average Wage: \$40/hr.  
**\$82,000/yr.**

### Business Administrator

Average Wage: \$35/hr.  
**\$72,000/yr.**

### Computer System Analyst

Average Wage: \$34/hr.  
**\$70,000/yr.**

### Registered Nurse (BSN)

Average Wage: \$32/hr.  
**\$67,000/yr.**

### Accountant

Average Wage: \$29/hr.  
**\$61,000/yr.**

### Marketing Manager

Average Wage: \$27/hr.  
**\$57,000/yr.**

### Teacher

Average Wage: \$27/hr.  
**\$56,000/yr.**

### Financial Planner

Average Wage: \$25/hr.  
**\$51,000/yr.**



## In Demand Advanced Degrees for High-Skill Jobs

Bachelor's and Beyond  
College or University, more than 4 years

### Physician Assistant

Average Wage: \$54/hr.  
**\$112,000/yr.**

### Physical Therapist

Average Wage: \$43/hr.  
**\$90,000/yr.**

### Occupational Therapist

Average Wage: \$39/hr.  
**\$82,000/yr.**

## Your Next Steps:

### Find the Educational Path That's Right for You:

**Florida Shines** <https://www.floridashines.org/>

Provides college planning tools and information about educational programs available in the state.

**Career One Stop** <https://www.careeronestop.org/>

Sponsored by the U.S. Department of Labor, this site offers career exploration tools like skills and interest assessments, as well as salary and job demand information.

**Mapping Your Future** <http://mappingyourfuture.org/guidetolife/>

Has printable Guides to Life After High School for every grade of high school, providing planning recommendations for each year.



### College Can be Affordable:

**Federal Funding** – All students should complete the FAFSA (Free Application for Federal Student Aid) at <https://fafsa.ed.gov/>. The office of Federal Student Aid provides Pell Grants (which don't have to be paid back), loans, and work-study funds. The average annual Pell Grant award in 2016 was about \$3700, with a maximum of about \$5700.

**State Funding** – Students should also complete the Florida Financial Aid Application at [https://www.floridastudentfinancialaidsg.org/ua/sawstua\\_uaform.asp](https://www.floridastudentfinancialaidsg.org/ua/sawstua_uaform.asp) in order to apply for state-funded scholarships and grants, such as the Bright Futures merit-based scholarship and the needs-based Florida Student Assistance Grant (FSAG ).

**College-Based Aid** – Most higher education institutions have scholarships and needs-based grants available as well. Check with the financial aid office at the school(s).

**Private Aid** – Many foundations nationally and locally offer college scholarships, including funding for technical programs. Your local Education Foundation or high school guidance counselor can provide links to these.





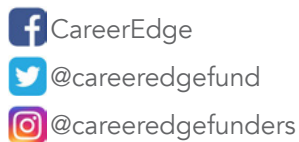
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