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 Florida College Access Network (floridacollegeaccess.org), 2 of every 3 new jobs created in Florida by 2025 will require education or training beyond high school.

These careers requiring credentials make up the largest and fastest growing category of jobs in Florida.

Key industries in Florida will be unable to find sufficiently trained workers to fill these positions if not enough people earn a credential in the high-demand fields listed in the following pages.

*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 2021, which shows jobs in highest demand and their average wages that have been rounded.
### WHERE ARE THE JOBS?

#### In-Demand Technical Certifications
Technical College, 2 – 18 months

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Average Wage</th>
<th>Yearly Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Web or App Developer</td>
<td>$20/hr.</td>
<td>$42,000/yr.</td>
</tr>
<tr>
<td>Carpenter</td>
<td>$26/hr.</td>
<td>$54,000/yr.</td>
</tr>
<tr>
<td>Plumber</td>
<td>$22/hr.</td>
<td>$46,000/yr.</td>
</tr>
<tr>
<td>Heating Air Conditioning Mechanic</td>
<td>$21/hr.</td>
<td>$43,000/yr.</td>
</tr>
<tr>
<td>Real Estate Agent</td>
<td>$22/hr.</td>
<td>$46,000/yr.</td>
</tr>
<tr>
<td>Automotive Service Technician</td>
<td>$26/hr.</td>
<td>$54,000/yr.</td>
</tr>
<tr>
<td>Machinist</td>
<td>$26/hr.</td>
<td>$54,000/yr.</td>
</tr>
<tr>
<td>CDL Truck Driver</td>
<td>$26/hr.</td>
<td>$54,000/yr.</td>
</tr>
<tr>
<td>Carpenter</td>
<td>$26/hr.</td>
<td>$54,000/yr.</td>
</tr>
<tr>
<td>CDL Truck Driver</td>
<td>$26/hr.</td>
<td>$54,000/yr.</td>
</tr>
<tr>
<td>Welding</td>
<td>$26/hr.</td>
<td>$54,000/yr.</td>
</tr>
</tbody>
</table>

### WHERE ARE THE JOBS?

#### In-Demand Associate of Science (A.S.) Degrees
Community College, 2 years

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Average Wage</th>
<th>Yearly Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software Developer</td>
<td>$26/hr.</td>
<td>$52,000/yr.</td>
</tr>
<tr>
<td>Medical Sonographer</td>
<td>$26/hr.</td>
<td>$52,000/yr.</td>
</tr>
<tr>
<td>Phlebotomist</td>
<td>$16/hr.</td>
<td>$33,000/yr.</td>
</tr>
<tr>
<td>Medical Assistant (CMA)</td>
<td>$17/hr.</td>
<td>$35,000/yr.</td>
</tr>
<tr>
<td>Nursing Assistant (CNA)</td>
<td>$16/hr.</td>
<td>$33,000/yr.</td>
</tr>
</tbody>
</table>

### 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.
WHERE ARE THE JOBS?

In-Demand Bachelor’s Degrees
College or University, 4 years

- **Financial Manager**
  Average Wage: $32/hr.
  $108,000/yr.

- **Registered Nurse (BSN)**
  Average Wage: $26/hr.
  $75,000/yr.

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

- **Management Analyst**
  Average Wage: $32/hr.
  $67,000/yr.

- **Marketing Specialist**
  Average Wage: $28/hr.
  $58,000/yr.

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

- **Health Educator**
  Average Wage: $26/hr.
  $50,000/yr.

In-Demand Advanced Degrees
Bachelor’s and Beyond
College or University, more than 4 years

- **Physician Assistant**
  Average Wage: $80/hr.
  $110,000/yr.

- **Nurse Practitioner**
  Average Wage: $82/hr.
  $102,000/yr.

- **Occupational Therapist**
  Average Wage: $84/hr.
  $91,000/yr.

- **Physical Therapist**
  Average Wage: $87/hr.
  $85,000/yr.

Find the Educational Path That’s Right for You:
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.

Education Foundation of Sarasota County
[www.EdFoundationSRQ.org/students] Learn about scholarships, financial aid, college and career planning, finding a mentor, and resources like LaunchPad4U where students and their families can meet with a College Career Advisor virtually or in-person.

Manatee Education Foundation
[https://mfinfo.org/students-families/] Provides The Scholarship Source, a directory of scholarships offered by local service clubs, foundations, schools, businesses, and organizations.

Your Next Steps:

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.

- **State Funding** – Students should also complete the Florida Financial Aid Application at [http://www.floridastudentfinancialaid.org/ 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.