



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.

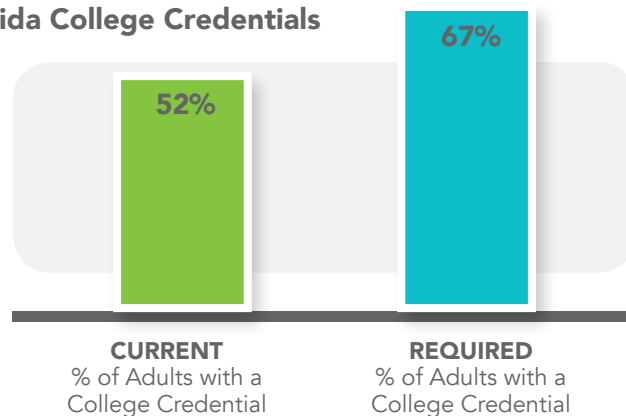
The intent of the guide is to provide students with quality career options, while also helping local employers increase their pipeline of skilled workers in order to foster growth and prosperity in our region.

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.

Florida College Credentials



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.

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In-Demand Technical Certifications

Technical College, 2 – 18 months

Web or App Developer

Average Wage: \$30/hr
\$62,000/yr.

Practical Nurse (LPN)

Average Wage: \$23/hr.
\$48,000/yr.

Computer Support Specialist

Average Wage: \$23/hr.
\$48,000/yr.

Real Estate Agent

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

Plumber

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

Heating Air Conditioning Mechanic

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

Electrician

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

Automotive Service Technician

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

Machinist

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

Carpenter

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

CDL Truck Driver

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

Welder

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

Medical Assistant (CMA)

Average Wage: \$17/hr.
\$35,000/yr.

Phlebotomist

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

Nursing Assistant (CNA)

Average Wage: \$14/hr.
\$25,000/yr.

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In-Demand Associate of Science (A.S.) Degrees

Community College, 2 years

Software Developer

Average Wage: \$46/hr.
\$96,000/yr.

Registered Nurse (RN)

Average Wage: \$33/hr.
\$69,000/yr.

Medical Sonographer

Average Wage: \$33/hr.
\$69,000/yr.

Occupational Therapy Assistant

Average Wage: \$31/hr.
\$64,000/yr.

Physical Therapy Assistant

Average Wage: \$30/hr.
\$62,000/yr.

Respiratory Therapist

Average Wage: \$29/hr.
\$60,000/yr.

Laboratory Technologist

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

Insurance Sales Agent

Average Wage: \$26/hr.
\$54,000/yr.

Business Administrator/Supervisor

Average Wage: \$25/hr.
\$52,000/yr.

Veterinary Technician

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

College or University, 4 years



Financial Manager

Average Wage: \$52/hr.
\$108,000/yr.

Registered Nurse (BSN)

Average Wage: \$36/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: \$24/hr.
\$50,000/yr.



In-Demand Advanced Degrees

Bachelor's and Beyond

College or University, more than 4 years

Physician Assistant

Average Wage: \$53/hr.
\$110,000/yr.

Nurse Practitioner

Average Wage: \$49/hr.
\$102,000/yr.

Occupational Therapist

Average Wage: \$44/hr.
\$91,000/yr.

Physical Therapist

Average Wage: \$41/hr.
\$85,000/yr.

Your Next Steps:

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://mefinfo.org/students-families/> Provides *The Scholarship Source*, a directory of scholarships offered by local service clubs, foundations, schools, businesses, and organizations.



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.



