



SOUTH FLORIDA WORKFORCE INVESTMENT BOARD

ECONOMIC DEVELOPMENT AND INDUSTRY SECTOR (EDIS) COMMITTEE MEETING

Thursday, February 7, 2008

8:00 A.M.

South Florida Workforce Investment Board Headquarters
7300 Corporate Center Drive
5th Floor - Conference Room 3
Miami, Florida 33126

AGENDA

1. Call to Order and Introductions
2. Approval of EDIS Committee Meeting Minutes
 - December 6, 2007
3. Recommendation as to the Approval of New Programs for Approved Training Agents
4. Workforce Estimating Conference
5. Employed Worker Training Program (EWTP) Update

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2.

SFWIB - Economic Development and Industry Sector Committee

February 7, 2008

**Minutes of SFWIB Economic Development and Industry Sector Committee Meeting
December 6, 2007**

South Florida Workforce Investment Board
Economic Development and Industry
Sector Committee Meeting
December 6, 2007, at 8:00 A.M.
South Florida Workforce Investment Board Headquarters
7300 Corporate Center Drive, 5th Floor - Conference Room 3

COMMITTEE MEMBERS IN ATTENDANCE	COMMITTEE MEMBERS <u>NOT</u> IN ATTENDANCE	OTHER ATTENDEES
1. Andre (Andy) Perez 2. Bill Diggs 3. Thomas Roth 4. Monica Russo 5. Holly Weidman OTHER SFWIB MEMBERS IN ATTENDANCE	6. Joe Chi 7. Maria Cristina Regueiro 8. Gregg Talbert SFW STAFF Beasley, Rick Glancy, Anne Hernandez, Juan Kistner, Ken Pierre, Linda	Cartwright, Jerry, <i>Small Business Development Center</i> Costas, Jorge, <i>Youth Co-Op, Inc.</i> Sanchez, Ofelia, <i>Management Resources, Inc.</i>

Agenda items are displayed in the order they were discussed.

1. Call to Order and Introductions

Mr. Andy Perez called the meeting to order at 8:25 A.M. and introductions were made. Mr. Perez noted that a quorum was present.

2. Approval of EDIS Committee Meeting Minutes October 4, 2007

Bill Diggs moved approval of the minutes of October 4, 2007. The motion was seconded by Thomas Roth and approved.

10. Recommendation as to an Allocation of Funds to the University of West Florida for a Region 23 Small business Needs Assessment

Monica Russo moved approval of an allocation of funds to the University of West Florida for a Region 23 small business needs assessment. The motion was seconded by Thomas Roth and approved.

3. Recommendation as to an Approval of New Programs for Approved Training Agents

[Holly Wiedman left the room.]

Bill Diggs moved approval of New Programs for Approved Training Agents Technical Career Institute, and Sullivan & Cogliano Training Centers, Inc. The motion was seconded by Holly Wiedman and approved.

[Holly Wiedman returned.]

4. Recommendations as to an Approval of Employed Worker Training Program Applications

Thomas Roth moved approval of Employed Worker Training Program applications from Baptist Health South Florida, Inc. and Tim-Bar Corporation dba Tim-Bar Packaging and Display. The motion was seconded by Holly Wiedman and approved.

5. Employed Worker Training Program (EWTP) Update

Mr. Beasley noted that there were no new trainings since the last report.

Mr. Perez urged Members to notify Mr. Beasley if they are aware of training needs.

6. Florida Career and Professional Education (CAPE) Act Discussion

Mr. Beasley reported that the Florida Career and Professional Education (CAPE) Act, Chapter 2007-216, passed during the 2007 legislative session which ensures career and technical education programs are academically rigorous and relevant to the work place, and it provides a statutory bond between career and technical education and the workforce development system.

He noted that on December 7, 2007, from 9:00 a.m. to 1:00 p.m., SFW is hosting a meeting at the Robert Morgan Educational Center on the Florida Career and Professional Education Act.

Mr. Beasley also noted that the act requires that a strategic 5-year plan be jointly developed between school districts, regional workforce boards and postsecondary institutions and that plan would be reviewed by this Committee.

7. Annual Recognition Event Discussion

There was much discussion as to the merits of various recognition events, as well as the need to have the events.

Discussion included: the criteria to select those to be recognized; success stories; showcasing of employees; business leaders bring their leaders; and elevating the SFW brand.

Ms. Russo noted that SFW is a secret, and having participants tell their success stories are the most moving.

Mr. Beasley commented that publicity be arranged when funds are awarded by SFW to an organization. Ms. Wiedman suggested that Mr. Beasley meet with the editorial Board of the Miami Herald.

8. Workforce Estimating Conference Discussion

Mr. Beasley reported that as soon as he has a date when the information is due to the State, he would inform the Committee.

9. Training Reconciliation Discussion

Mr. Beasley noted that this would be a sub-group to review data to determine if our programs are effective, and to make recommendations to improve where necessary. The group should include one SFW staff person, service providers, training partners, and a Member of this Committee.

Mr. Perez noted that the time commitment would be two to three meetings of an hour each.

Mr. Beasley noted that this would not be a staff driven group. He added that an email message would be sent to request input.

The meeting adjourned at 9:32 A.M.



3.

SFWIB - Economic Development & Industry Sector (EDIS) Committee

February 7, 2008

Recommendation as to the Approval of New Programs for Approved Training Agents

RECOMMENDATION

SFWIB staff recommends the approval for new training programs for approved Region 23’s Training Agents, as set forth below and in the attached table.

BACKGROUND

Workforce Florida, Inc. and the Agency for Workforce Innovation (AWI) allow each Workforce Region to determine their approved Training Agents based upon their Region’s criteria. The local procedure currently in place, permits training institutions to request approval to become training agents for Educational Scholarships (ITAs) and for current training agents to request the addition of new training programs or facilities.

For those existing approved Training Agents requesting new training programs, this process requires staff to review programmatic capabilities. Upon approval by SFWIB, the recommendations are entered into the State of Florida Eligible Training Provider List (ETPL).

The attached table sets forth the reviewed requests and SFWIB staff recommendations.

Attachment

Summary of Training Institutions Reviews

Training Institution	Proposed Training Program(s)	Program Length	Total Program Cost	Maximum ITA Amount	Pell Eligible	Related Occupations (2007-2008 TOL)	Wage Rate (2007-2008 TOL)		Comments
							Entry	Mean	
Florida National College	A.S. Degree Program: 1. Dental Laboratory Technology	79 credits- 22 months	\$ 33,365.00	\$ 7,565.00	Yes	Dental Laboratory Technicians (SOC 519081)	\$ 10.39	\$ 417.28	Programmatic review was conducted. Florida national College met all requirements. SFWIB staff recommends approval
	Diploma/Certificate Programs: 1. Dental Laboratory Technician	60 credits- 16 months	\$ 25,640.00	\$ 6,039.00	Yes				
	2. Dental Laboratory Technician (Crown & Bridge)	30 credits- 8 months	\$ 13,010.00	\$ 3,630.00	Yes				
	3. Dental Laboratory Technician (full & Partial Dentures)	30 credits- 8 months	\$ 13,010.00	\$ 3,630.00	Yes				
	4. Medical Coding & Billing Specialist	30 credits- 8 months	\$ 12,810.00	\$ 4,656.00	Yes	Medical Records & Health Information Technicians (SOC292071)	\$ 9.74	\$ 13.88	
	Special Certification Program: :1. Radiology Technology Preparation, ARRT for Foreign Radiology Techs:	8 months (810 hrs)	\$ 9,332.00	\$ 2,993.00	Yes	Radiologic Technologist & Technicians (SOC292034)	\$ 16.25	\$ 22.84	
	5. Nursing Assistant/Home Health Aide	15 credits- 6 months	\$ 5,835.00	\$ 1,443.00	No	Nursing Aides, Orderlies, and Attendants (SOC 311012)	\$ 8.35	\$ 11.05	
6. Patient Care Technician	20 credits- 8 months	\$ 7,410.00	\$ 2,398.00	Yes					
The Academy of South Florida, Inc.	Diploma Program: Accounting Information Systems AIS)	96 hrs	\$ 9,092.00	\$ 2,759.00	No	Bookkeeping, Accounting and Auditing Clerk (SOC433031)	\$ 10.25	\$ 14.91	Programmatic review was conducted. The Academy of South Florida, Inc. met all requirements. SFWIB staff recommends approval.

SCHOOL PROGRAMMATIC REVIEW CHECKLIST

Institution Name: Florida National College **New School** _____ **New Program(s)** X

Date: 11/7/07

	PROGRAMMATIC REVIEW AREAS	(Yes/No/ N/A)	COMMENTS
1.	School's Licensing Information.	YES	The Academy is licensed by the State of Florida/DOE/Commission for Independent Education (CIE).
	Accreditation Information, if applicable.	Yes	Accredited by the Commission on Colleges of the Southern Association of Colleges and Schools (SACs)
2.	School's enrollment information.	YES	FNC's total 2007 enrollment is 2,238. 2007 enrollment by campus is: Hialeah-1,336, South Campus-672, Hialeah Training Center-152 and Distance learning-78.
3.	Training Program/Design – Per training program.	Yes	<p>A.S. Degree Program: 1. Dental Laboratory Technology (CIP 0317010302)-79 credits-22 months</p> <p>Diploma/Certificate Programs: 1. Dental Laboratory Technician (CIP0 317010302): 60 credits-16 months 2. Dental Laboratory Technician (Crown & Bridge) (CIP 0317010302):30 credits-8 months 3. Dental Laboratory Technician (full & Partial Dentures) (CIP 0317010302): 30 credits-8 months 4. Medical Coding & Billing Specialist (CIP 0317050602): 30 credits-8 months 5. Nursing Assistant/Home Health Aide(CIP 0317060200):15 credits-6 months 6. Patient Care Technician (CIP 0317069905):20 credits-8 months</p> <p>Special Certification Program: 1. Radiology Technology Preparation, ARRT for Foreign Radiology Techs: 8 months (810 hrs)</p>
4.	Curriculum per training area requested. Affiliation Agreements, if applicable.	Yes	Full curricula were available and reviewed. Lesson plans developed and instructional objectives and strategies were incorporated. Affiliation Agreements in place for required programs.
5.	Instructional staffing.	Yes	Resumes, CIE Instructional and Administrative Personnel Forms were provided for instructional staff.
6.	Facility.	Yes	Two campuses and one training Center: Hialeah is located in its own 4-story standalone building and occupies approximately 56,000 square feet of space (26 classrooms and 9 labs). FNC's South campus occupies approximately 24,900 square feet of space (26 classrooms and 5 labs). FNC's Training Center occupies approximately 5,600 square feet of space (4 classrooms and 3 labs).
7.	Equipment, training aids, books and other instructional material.	Yes	Inventory provided. All equipment maintained and in good working order. Books and materials are on hand.
8.	Placement information. Licensing or Certification rate, if applicable.	Yes	Florida Education & Training Placement Information Program (FETPIP) provided. Performance varies from program. The placement rate for all programs: reported was 85.5%.
9.	Staff job development/placement information.	Yes	Resumes provided for the staff responsible for placement assistance.
10.	Additional staffing capabilities, i.e. counseling, case management, etc.	YES	Resumes of other staff provided.

	PROGRAMMATIC REVIEW AREAS	(Yes/No/ N/A)	COMMENTS
11.	Cost data per training program.	Yes	<p>FNC's Total Program cost:</p> <p>A.S. Degree Program: 1. Dental Laboratory Technology: \$33,845.00</p> <p>Diploma/Certificate Programs: 1. Dental Laboratory Technician \$25,640.00 2. Dental Laboratory Technician (Crown & Bridge) \$13,010.00 3. Dental Laboratory Technician (full & Partial Dentures) \$13,010.00 4. Medical Coding & Billing Specialist \$12,810.00 5. Nursing Assistant/Home Health Aide \$5,835.00 6. Patient Care Technician \$7,410.00</p> <p>Special Certification Program: 1. Radiology Technology Preparation, ARRT for Foreign Radiology Techs: \$9,092.00</p>
12.	Financial Aid Information.	Yes	<p>FNC is a Title IV eligible school. The School participates in the Federal Pell Grant Program, Federal Supplemental Education Opportunity Grant, Florida Student Assistance Grant. In addition FNC participates in the following loan programs: Federal Direct Loan Program, Federal Stafford Loan Program, and Federal Perkins Loan Program</p> <p>FNC also participates in the Federal Work-Study Program and has scholarships for eligible students.</p> <p>FNC's default rate was: 2004 (14.1%), 2003 (7.3%) and 2002 (7.3%)</p>

SCHOOL PROGRAMMATIC REVIEW CHECKLIST

Institution Name: The Academy of South Florida, Inc. **New School** _____ **New Program(s)** X
Date: 10/29/07

	PROGRAMMATIC REVIEW AREAS	(Yes/No/ N/A)	COMMENTS
1.	School's Licensing Information.	YES	The Academy is licensed by the State of Florida/DOE/Commission for Independent Education (CIE).
	Accreditation Information, if applicable.	N/A	N/A – Pending accreditation with the Accrediting Commission of Career Schools and Colleges of Technology (ACCSCCT)
2.	School's enrollment information.	YES	The school active current enrollment as of 10/29/07 for all programs offered is 76 students (day/evening).
3.	Training Program/Design – Per training program.	YES	Accounting Information Systems Diploma Program (CIP 0507010210. Total hours: 96 (Theory- 80 hrs, Lab- 160 hrs, Externship- N/A). Class meets evenings on M-W-F, 6-10 p.m.
4.	Curriculum per training area requested. Affiliation Agreements, if applicable.	YES	Full curriculum was available and reviewed. Lesson plans developed and instructional objectives and strategies were incorporated.
5.	Instructional staffing.	YES	Resumes, CIE Instructional and Administrative Personnel Forms were provided for instructional staff.
6.	Facility.	YES	Facility located at 3100 S. Dixie Highway, Miami, FL. And is approximately 7,500 sq ft which consists of 5 classrooms/labs.
7.	Equipment, training aids, books and other instructional material.	YES	Inventory provided. All computer equipment maintained and in good working order.
8.	Placement information. Licensing or Certification rate, if applicable.	YES	Performance provided. Placement rate for all programs: reported was 85.4%.
9.	Staff job development/placement information.	YES	Resumes provided for the staff responsible for placement assistance.
10.	Additional staffing capabilities, i.e. counseling, case management, etc.	YES	Resume of Student Services and instructional staff.
11.	Cost data per training program.	YES	Total Program cost: \$4,485.00 (includes tuition books and materials, application).
12.	Financial Aid Information.	N/A	The Academy at this time does not offer Title IV, Pell Grants. The Academy works with several financial institutions to assist students through educational loans.



4.

SFWIB - Economic Development & Industry Sector (EDIS) Committee

February 7, 2008

Workforce Estimating Conference

BACKGROUND

The Economic Development and Industry Sector (EDIS) Committee is hosting the 2nd Annual Region 23 Workforce Estimating Conference in response to the release by the State of the Region 23 Preliminary 2008-2009 Targeted Occupations List. This Conference provides the Region the opportunity to request addition of high-skill/high-wage occupations or other occupations that are important to the Region's or State economy. In addition, it also allows the Region to request the deletion of occupations from the list.

Attached for the Committee's review are the following:

- Cover Memo
- Attachment A Preliminary Region 23 2008-2009 Targeted Occupations List
- Attachment B Occupations being deleted from the Region's TOL
- Attachment C Occupations being added to the Region's TOL
- Attachment D Form to Request Addition and Survey Form

Economic development agencies, chambers of commerce and local educational institutions were forwarded the attached information. Any request to add/delete an occupation is required to be submitted to SFWIB by February 5, 2008 for presentation to the Conference. The final approved requests for additions/deletions to the preliminary Region's 2008-2009 TOL must be submitted to the State by COB on Friday, February 15, 2008.

Attachments



To:

From: Rick Beasley
Executive Director
South Florida Workforce

Date: January 29, 2008

Subject: Request for Additions/Deletions to Region 23's
Preliminary 2008-2009 Targeted Occupations List

The South Florida Workforce, Region 23 which covers Miami-Dade and Monroe Counties, has received from the State the Region's Preliminary 2008-2009 Targeted Occupations List (TOL). A review of the list indicates that 38 occupations are recommended for deletion, including occupations that were added to the 2007-2008 TOL. In addition, 16 new occupations are being recommended for inclusion on the 2008-2009 TOL.

The deadline for the Region's on-line submissions is 5 p.m., February 15, 2008. SFWIB has tentatively scheduled the Region 23 Workforce Estimating Conference for February 7, 2008 from 8 a.m. – 11 a.m. Please check the SFW website, www.southfloridaworkforce.com or contact Ken Kistner at (305) 594-7615, Ext. 269 to confirm the date and time. Requests for additions and/or deletions must be submitted to Ken Kistner by Noon on February 5, 2008, and must be accompanied by the collateral backup documents.

In order to simplify the process staff has broken the materials that were received into attachments.

- Attachment "A" Region 23 Preliminary 2008-2009 TOL. The Regional criteria for inclusion on the Region's TOL is:
 - A. Minimum of 25 annual openings and positive growth
 - B. Wage Criteria: The occupation must meet both the entry level and the mean (average) wage criteria.
 - (1) Targeted Occupations ITA Wage Criteria
 - (a) Entry wage of \$9.96 per hour or higher
 - (b) Average wage of \$12.25 per hour or higher
 - (2) High Skill/High Wage Occupations
 - (a) Entry wage of \$12.25 per hour or higher
 - (b) Average wage of \$19.20 per hour or higher

C. Training Codes of 3 (PSAV Certificate) or 4 (Community College Credit/Degree). A.A. Degrees are not included.

- Attachment "B" lists the occupations that are being deleted from the TOL.
- Attachment "C" lists the occupations that are being added to the TOL.
- Attachment "D" is the form that each agency must use in requesting additions to the TOL. The form has been modified to identify the name of the company that was contacted and provided the information.

The preliminary 2008-09 RWB Targeted Occupations Lists (TOLs) was uploaded to the AWI site administered by the Labor Market Statistics (LMS) unit and can be accessed at <http://tol.labormarketinfo.com>. Only one staff member of SFWIB can submit requests for changes to these preliminary lists. However, anyone, including providers, may look at the site by entering 'guest' as both the user name and password. The site is "read only" for guests.

Please note this is a request for additions and/or deletions of occupations, not a request for the addition of programs. Programs are linked/cross walked to an occupation by the Department of Education.

Please provide to Ken Kistner by Noon on February 5, 2008 the names of individuals from your organization that will be attending Region 23's Workforce Estimating Conference. Should you have any questions, please contact Ken Kistner at (305) 594-7615, ext 269.

Enclosure

Attachment A

Region 23 Preliminary 2008-2009 Targeted Occupations List

2008-09 Preliminary Regional Targeted Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Region 23 Selection Criteria:

- 1 FLDOE Training Codes 3 (PSAV Certificate) and 4 (Community College Credit/Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$12.25/hour and Entry Wage of \$9.96/hour
- 4 High Skill/High Wage (HSHW) Occupations: Mean Wage of \$19.20/hour and Entry Wage of \$12.25/hour

SOC Code*	HSHW**	Occupational Title*	Annual	Annual	2007 Hourly Wage		FLDOE	Data
			Percent		Openings	Mean		
132011	HSHW	Accountants and Auditors	2.00	543	30.63	18.39	4	R
113011	HSHW	Administrative Services Managers	1.41	43	42.50	22.58	4	R
413011		Advertising Sales Agents	0.54	44	25.74	12.07	3	R
512011		Aircraft Structure, Surfaces, and Systems Assemblers	4.20	44	17.66	16.33	3	R
132021		Appraisers and Assessors of Real Estate	2.20	37	NR	NR	3	R
173011	HSHW	Architectural and Civil Drafters	1.78	388	20.80	13.98	3	S
493021		Automotive Body and Related Repairers	1.43	385	18.13	11.24	3	S
493023		Automotive Service Technicians and Mechanics	2.16	2,412	16.90	10.44	3	S
433031		Bookkeeping, Accounting, and Auditing Clerks	0.58	475	15.82	11.08	4	R
274012		Broadcast Technicians	1.78	31	20.14	11.69	3	R
493031		Bus and Truck Mechanics and Diesel Engine Specialists	1.65	67	18.36	13.68	3	R
533022		Bus Drivers, School	1.69	82	13.21	10.74	3	R
131199	HSHW	Business Operations Specialists, All Other	2.64	367	29.60	17.54	4	R
274031		Camera Operators, Television, Video, and Motion Picture	1.73	35	17.16	10.59	3	R
535021	HSHW	Captains, Mates, and Pilots of Water Vessels	0.93	55	26.85	16.19	3	R
292031		Cardiovascular Technologists and Technicians	2.92	189	18.76	11.19	4	S
472031		Carpenters	0.65	212	15.53	10.27	3	R
472051		Cement Masons and Concrete Finishers	1.02	522	14.92	10.80	3	S
351011	HSHW	Chefs and Head Cooks	1.45	51	22.00	14.73	3	R
173022	HSHW	Civil Engineering Technicians	2.57	260	21.17	14.57	4	S
131031	HSHW	Claims Adjusters, Examiners, and Investigators	1.08	47	23.68	15.72	3	R
272022	HSHW	Coaches and Scouts	2.42	66	29.28	14.59	4	R
131072	HSHW	Compensation, Benefits, and Job Analysis Specialists	2.84	206	24.02	16.26	4	S
131041	HSHW	Compliance Officers, Exc. Safety, Agri, Constr & Transp.	0.50	136	23.20	13.97	3	R
113021	HSHW	Computer and Information Systems Managers	2.89	58	48.21	33.04	4	R
151021	HSHW	Computer Programmers	0.85	91	32.47	21.95	3	R
151031	HSHW	Computer Software Engineers, Applications	5.93	105	31.04	19.60	4	R
151099	HSHW	Computer Specialists, All Other	3.14	29	35.07	20.84	3	R
151041	HSHW	Computer Support Specialists	3.39	173	19.50	13.34	3	R
151051	HSHW	Computer Systems Analysts	3.65	167	31.77	21.61	4	R
474011	HSHW	Construction and Building Inspectors	2.10	35	26.77	16.92	3	R
119021	HSHW	Construction Managers	0.82	1,197	41.07	23.72	4	S
333012		Correctional Officers and Jailers	0.52	861	18.39	14.22	3	S
131051	HSHW	Cost Estimators	0.37	37	28.26	17.81	4	R
232091	HSHW	Court Reporters	3.05	29	34.33	31.99	3	R
151061	HSHW	Database Administrators	3.98	33	31.45	22.44	4	R
319091		Dental Assistants	3.92	961	14.89	11.46	3	S
292021	HSHW	Dental Hygienists	3.82	56	26.81	20.55	4	R
333021	HSHW	Detectives and Criminal Investigators	1.55	69	34.14	22.93	3	R
292032	HSHW	Diagnostic Medical Sonographers	2.17	27	27.37	21.25	4	R
472111		Electricians	1.59	1,796	17.70	12.81	3	S
292041		Emergency Medical Technicians and Paramedics	2.46	284	14.62	10.41	3	S
131071	HSHW	Employment, Recruitment, and Placement Specialists	2.29	55	22.26	14.31	4	R

2008-09 Preliminary Regional Targeted Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Region 23 Selection Criteria:

- 1 FLDOE Training Codes 3 (PSAV Certificate) and 4 (Community College Credit/Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$12.25/hour and Entry Wage of \$9.96/hour
- 4 High Skill/High Wage (HSHW) Occupations: Mean Wage of \$19.20/hour and Entry Wage of \$12.25/hour

SOC Code*	HSHW**	Occupational Title*	Annual Percent Growth	Annual Openings	2007 Hourly Wage		FLDOE Training Code	Data Source†
					Mean	Entry		
436011		Executive Secretaries and Administrative Assistants	1.18	436	18.66	12.97	3	R
119011	HSHW	Farm, Ranch, and Other Agricultural Managers	1.75	38	NR	NR	4	R
132051	HSHW	Financial Analysts	1.58	33	35.03	20.69	4	R
113031	HSHW	Financial Managers	1.51	81	53.38	31.66	4	R
332011	HSHW	Fire Fighters	2.31	186	32.29	22.60	3	R
471011	HSHW	First-Line Superv. of Construction and Extraction Workers	0.92	2,059	26.09	17.90	4	S
331021	HSHW	First-Line Superv. of Fire Fighting and Prevention Workers	2.38	156	35.26	24.37	3	S
351012		First-Line Superv. of Food Preparation & Serving Workers	2.39	258	16.56	11.84	3	R
371011		First-Line Superv. of Housekeeping & Janitorial Workers	2.49	524	15.42	10.21	3	S
371012	HSHW	First-Line Superv. of Landscaping and Groundskeeping	2.52	495	19.22	13.00	3	S
531031	HSHW	First-Line Superv. of Material-Moving Vehicle Operators	1.94	99	29.70	16.82	3	R
491011	HSHW	First-Line Superv. of Mechanics, Installers, and Repairers	0.86	109	26.27	16.02	3	R
431011	HSHW	First-Line Superv. of Office and Admin. Support Workers	0.97	313	23.03	14.97	4	R
511011	HSHW	First-Line Superv. of Production and Operating Workers	0.29	72	24.03	14.31	3	R
411012	HSHW	First-Line Supervisors of Non-Retail Sales Workers	0.09	107	37.72	20.21	3	R
391021		First-Line Supervisors of Personal Service Workers	1.18	46	23.68	11.68	3	R
411011	HSHW	First-Line Supervisors of Retail Sales Workers	0.29	245	24.96	13.63	3	R
119051	HSHW	Food Service Managers	1.30	51	28.42	19.85	3	R
111021	HSHW	General and Operations Managers	1.39	272	54.42	28.63	4	R
271024	HSHW	Graphic Designers	0.94	51	19.98	13.70	3	R
292099		Health Technologists and Technicians, All Other	1.90	43	16.85	11.83	3	R
499021		Heating, A.C., and Refrigeration Mechanics and Installers	2.23	936	17.18	12.20	3	S
492097		Home Entertainment Electronics Installers and Repairers	0.29	33	16.66	10.26	3	R
434161		Human Resources Assistants, Exc. Payroll	1.94	53	16.38	12.55	3	R
499041		Industrial Machinery Mechanics	0.44	26	18.61	12.68	3	R
259031	HSHW	Instructional Coordinators	2.89	48	24.78	15.76	4	R
413021	HSHW	Insurance Sales Agents	1.40	1,497	27.06	13.90	3	S
132053	HSHW	Insurance Underwriters	2.08	233	24.97	16.47	3	S
271025		Interior Designers	2.72	67	25.26	11.85	3	R
436012		Legal Secretaries	3.21	301	18.79	13.64	3	R
292061		Licensed Practical and Licensed Vocational Nurses	1.94	263	18.84	14.67	3	R
434131		Loan Interviewers and Clerks	0.65	38	15.96	11.37	3	R
132072	HSHW	Loan Officers	0.52	55	31.13	19.41	4	R
499043		Maintenance Workers, Machinery	1.29	29	18.81	12.78	3	R
112021	HSHW	Marketing Managers	2.36	41	53.97	30.75	4	R
292012		Medical and Clinical Laboratory Technicians	1.51	31	18.06	11.25	4	R
292011	HSHW	Medical and Clinical Laboratory Technologists	0.65	37	25.83	20.84	4	R
119111	HSHW	Medical and Health Services Managers	1.61	49	48.28	29.68	3	R
319092		Medical Assistants	3.83	197	13.21	10.02	3	R
499062		Medical Equipment Repairers	1.56	33	18.30	11.68	3	R
292071		Medical Records and Health Information Technicians	2.18	58	14.71	10.00	3	R
436013		Medical Secretaries	1.34	140	14.71	10.15	3	R
319094		Medical Transcriptionists	2.27	34	16.00	13.19	3	R

2008-09 Preliminary Regional Targeted Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Region 23 Selection Criteria:

- 1 FLDOE Training Codes 3 (PSAV Certificate) and 4 (Community College Credit/Degree)
- 2 25 annual openings and positive growth
- 3 Mean Wage of \$12.25/hour and Entry Wage of \$9.96/hour
- 4 High Skill/High Wage (HSHW) Occupations: Mean Wage of \$19.20/hour and Entry Wage of \$12.25/hour

SOC Code*	HSHW**	Occupational Title*	Annual Percent Growth	Annual Openings	2007 Hourly Wage		FLDOE Training Code	Data Source†
					Mean	Entry		
151071	HSHW	Network and Computer Systems Administrators	4.14	101	33.13	22.52	3	R
151081	HSHW	Network Systems and Data Communications Analysts	4.23	111	30.78	20.53	3	R
472073		Operating Engineers/Construction Equipment Operators	0.18	75	17.90	12.96	3	R
292081		Opticians, Dispensing	0.92	31	16.25	12.51	3	R
472141		Painters, Construction and Maintenance	0.01	59	15.39	10.29	3	R
232011	HSHW	Paralegals and Legal Assistants	4.27	221	20.78	12.73	3	R
132052	HSHW	Personal Financial Advisors	2.71	140	32.42	17.30	4	R
372021		Pest Control Workers	2.63	456	14.03	10.06	3	S
312021	HSHW	Physical Therapist Assistants	3.96	229	23.06	17.63	4	S
472152		Plumbers, Pipefitters, and Steamfitters	1.83	1,295	17.32	12.40	3	S
333051	HSHW	Police and Sheriff's Patrol Officers	1.48	271	28.39	20.57	3	R
119141	HSHW	Property, Real Estate & Community Association Managers	0.52	72	29.82	15.22	4	R
273031	HSHW	Public Relations Specialists	2.07	115	23.73	15.50	4	R
131023	HSHW	Purchasing Agents, Except Farm Products & Trade	1.37	77	24.38	15.12	4	R
292034	HSHW	Radiologic Technologists and Technicians	1.69	68	24.77	17.70	4	R
419022		Real Estate Sales Agents	1.77	2,830	24.20	10.13	3	S
291111	HSHW	Registered Nurses	2.25	1,039	31.24	22.68	4	R
291126	HSHW	Respiratory Therapists	1.37	51	23.04	17.43	4	R
472181		Roofers	0.72	578	15.19	10.75	3	S
535011		Sailors and Marine Oilers	0.89	82	16.32	12.49	3	R
112022	HSHW	Sales Managers	1.91	95	59.80	31.73	4	R
414011	HSHW	Sales Reps., Wholesale & Mfg, Tech. & Sci. Products	1.90	247	33.51	17.36	3	R
414012		Sales Reps., Wholesale and Manufacturing, Other	1.22	821	24.29	10.87	3	R
413031	HSHW	Securities, and Financial Services Sales Agents	1.45	95	43.04	18.14	4	R
492098		Security and Fire Alarm Systems Installers	2.42	249	15.88	11.26	3	S
253021		Self-Enrichment Education Teachers	2.92	72	20.81	11.29	3	R
472211		Sheet Metal Workers	1.45	451	15.93	10.88	3	S
535031	HSHW	Ship Engineers	3.28	156	31.90	19.54	3	R
119151	HSHW	Social and Community Service Managers	2.66	29	31.29	19.72	4	R
211093		Social and Human Service Assistants	2.22	515	13.87	9.95	3	S
211011		Substance Abuse and Behavioral Disorder Counselors	2.31	206	18.16	11.90	4	S
292055		Surgical Technologists	1.82	31	17.61	12.79	3	R
173031		Surveying and Mapping Technicians	2.48	636	15.42	10.38	3	S
171022	HSHW	Surveyors	2.98	294	25.30	15.05	4	S
259041		Teacher Assistants	1.98	224	13.89	10.04	3	R
499052	HSHW	Telecommunications Line Installers and Repairers	1.16	396	20.04	13.01	3	S
533032		Truck Drivers, Heavy and Tractor-Trailer	1.43	288	16.44	11.14	3	R
251194	HSHW	Vocational Education Teachers, Postsecondary	2.38	66	30.33	19.62	3	R
514121		Welders, Cutters, Solderers, and Brazers	0.87	549	15.28	10.72	3	S
131022	HSHW	Wholesale and Retail Buyers, Except Farm Products	3.66	247	22.18	14.78	4	R

*SOC Code and Occupational Title refer to Standard Occupational Classification codes and titles.

**HSHW = High Skill/High Wage.

2008-09 Preliminary Regional Targeted Occupations List

Sorted by Occupational Title

Workforce Region 23 - Miami-Dade and Monroe Counties

Workforce Estimating Conference Region 23 Selection Criteria:

- 1 FLDOE Training Codes 3 (PSAV Certificate) and 4 (Community College Credit/Degree)
- 2 25 annual openings and positive growth
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- 4 High Skill/High Wage (HSHW) Occupations:
Mean Wage of \$19.20/hour and Entry Wage of \$12.25/hour

SOC Code*	HSHW**	Occupational Title*	Annual Percent Growth	Annual Openings	<u>2007 Hourly Wage</u> Mean	<u>Entry</u>	FLDOE Training Code	Data Source†
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† 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.

Attachment B







Occupations Being Removed from the Region's Targeted Occupations List

Workforce Region 23
Changes from Previous Year

Occupations Being Deleted from TOL

SOC Code	SOC Title	07~08 Final	08~09 Prelim	Source*	Reason*	Info
532021	Air Traffic Controller	Y	N	R	B	?
493011	Aircraft Mechanics and Service Technicians	Y	N	R	A	?
493023	Automotive Service Technicians and Mechanics*	Y	N	R	D	?
492091	Avionics Technicians	Y	N	L	AB	?
194021	Biological Technicians	Y	N	L	B	?
472021	Brickmasons and Blockmasons	Y	N	S	AB	?
292031	Cardiovascular Technologist and Technicians*	Y	N	R	B	?
472051	Cement Masons and Concrete Finishers*	Y	N	R	A	?
119021	Construction Managers*	Y	N	R	A	?
333012	Correctional Officers and Jailers	Y	N	R	A	?
434051	Customer Service Representative	Y	N	L	D	?
519081	Dental Laboratory Technicians	Y	N	S	BD	?
472081	Drywall and Ceiling Tile Installers	Y	N	S	AB	?
499051	Electrical Power-Line Installers and Repairers	Y	N	R	AB	?
472111	Electricians*	Y	N	R	A	?
492094	Electronic Repairers, Commercial and Industrial Equipment	Y	N	R	B	?
471011	First-Line Supervisor of Construction and Extraction Workers*	Y	N	R	A	?
331021	First-Line Supervisor of Fire Fighting & Prevention Workers*	Y	N	R	B	?
331012	First-Line Supervisor of Police & Detectives	Y	N	R	B	?
472121	Glaziers	Y	N	S	AB	?
499021	Heating, A/C, & Refrigeration Mechanics & Installers*	Y	N	R	A	?
499031	Home Appliance Repairers	Y	N	L	AB	?
472161	Plasters & Stucco Masons	Y	N	S	AB	?
472152	Plumbers, Pipefitters, and Steamfitters*	Y	N	R	A	?
515023	Printing Machine Operator	Y	N	R	A	?
339021	Private Detective & Investigators	Y	N	S	AB	?
272012	Producers & Directors	Y	N	R	B	?
419021	Real Estate Brokers	Y	N	R	AB	?
472181	Roofers	Y	N	R	A	?
472211	Sheet Metal Workers*	Y	N	R	AB	?
211093	Social & Human Service Assistants*	Y	N	R	D	?
472221	Structural Iron & Steel Workers	Y	N	S	AB	?

*This indicates occupations that did not make the 2008-09 regional list based on regional criterion, however, the occupation appears on the 'statewide' demand occupation list and was placed on the region's list based on the statewide criterion, source "S".

SOC Code	SOC Title	07~08 Final	08~09 Prelim	Source*	Reason**	Info
512041	Structural Metal Fabricators & Fitters	Y	N	R	AB	
492022	Telecommunications Equipment Installers & Repairers*	Y	N	R	A	
499052	Telecommunications Line Installers & Repairers	Y	N	R	A	
472044	Tile & Marble Setters	Y	N	R	AB	
413041	Travel Agents	Y	N	R	B	
292056	Veterinary Technologists and Technicians	Y	N	L	B	

*This indicates occupations that did not make the 2008-09 regional list based on regional criterion, however, the occupation appears on the 'statewide' demand occupation list and was placed on the region's list based on the statewide criterion, source "S".

Source = R meets regional wage and openings criteria based on state Labor Market Statistics employer survey data.

Source = L Occupation requested by the regional workforce board and approved by WFI.

Source = S meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data.

***Source refers to year occupation made list**

Reason = A Growth

Reason = B Openings

Reason = C Mean Wage

Reason = D Entry Wage

Reason = E Training Code

****Reason occupation did not make the 08-09 TOL list**

Attachment C

Occupations Being Added to the Region's Targeted Occupations List

Workforce Region 23
Changes from Previous Year

Occupations Being Added to TOL

SOC Code	SOC Title	07~08 Final	08~09 Prelim	Source*	Reason**	Info
512011	Aircraft Structure, Surfaces, and Systems Assemblers	N	Y	R		?
132021	Appraisers & Assessors of Real Estate	N	Y	R		?
151021	Computer Programmers	N	Y	R		?
151099	Computer Specialists, All Other	N	Y	R		?
371011	First-Line Supervisor of Housekeeping & Janitorial Workers	N	Y	R		?
411011	First-Line Supervisor of Retail Sales Workers	N	Y	R		?
492097	Home Entertainment Electronics Installers & Repairers	N	Y	R		?
434161	Human Resources Assistants, Exc. Payroll	N	Y	R		?
132053	Insurance Underwriters	N	Y	R		?
132072	Loan Officers	N	Y	R		?
319092	Medical Assistants	N	Y	R		?
292071	Medical Records & Health Information Technicians	N	Y	R		?
372021	Pest Control Workers	N	Y	R		?
535011	Sailors & Marine Oilers	N	Y	R		?
253021	Self-Enrichment Education Teachers	N	Y	R		?
259041	Teacher Assistants	N	Y	R		?

Source = R meets regional wage and openings criteria based on state Labor Market Statistics employer survey data.

Source = L Occupation requested by the regional workforce board and approved by WFI.

Source = S meets statewide wage and openings criteria based on state Labor Market Statistics employer survey data.

***Source refers to year occupation made list**

Reason = A Growth

Reason = B Openings

Reason = C Mean Wage

Reason = D Entry Wage

Reason = E Training Code

****Reason occupation did not make the 08-09 TOL list**

Source: Florida Agency for Workforce Innovation - Labor Market Statistics

Attachment D

Submission Form and Survey Form

Local Wages & Openings Documentation
Supporting Request for 2008-09 Targeted Occupations List

Please complete one of these forms for EACH occupation you would like SFWIB to consider.

Region No.	23
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Submitting Organization	
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Occupation Title:	
Occupation No.:	

Employers Surveyed*	Entry Wage	Average Wage	Projected Openings

*Add rows if necessary

List as many employers as you like. All four columns must be completed for each employer. Remember, to qualify, an occupation must meet BOTH the entry & average wage criteria for the region **and** must have the required openings and positive growth.

Either –

Fax to (305) 593-5632; OR

Email to kkistner@southfloridaworkforce.com

2008-2009 DEMAND SURVEY: _____

Please help us provide an accurate picture of our community's demand for _____ Technicians by completing the survey below and returning it to _____ at either (email) or fax _____.

- 1. Company Name: _____
- 2. Address: _____
- 3. City, State, ZIP: _____
- 4. Web Address: _____
- 5. HR Contact: _____
- 6. Telephone Number: _____
- 7. Fax Number: _____
- 8. E-mail: _____

9. What job title do you give your Technicians?

10. What is the Entry Level hourly wage for the position?

What is the median hourly wage for Technicians?

11. How many _____ Technicians do you currently employ?

12. How many _____ Technicians do you expect to lose, due to retirements, lay-offs, resignations, or other causes, over the next twelve months?

13. How many _____ Technicians do you expect to hire over the next twelve months?



5.

**SFWIB - Economic Development & Industry
Sector (EDIS) Committee**

February 7, 2008

**Employed Worker Training Program
(EWTP) Update**

Informational Item

The attached chart provides information on approved Employed Worker Training Programs (EWTP) allocated from the SFW EWTP pool.

Attachment

Summary of EWTP Projects

Company Name	Funds Awarded - Appropriated from SFW Pool (\$800,000.00)	Training Area(s) Provided	# of Employees to be trained	Average Wage	Total Number Trained	Service Partner Requesting Funds	Cost Per Trainee	Remaining Balance from the SFW EWTP Pool - (\$800,000.00)	Approved
ACE American Insurance Company dba ACE International -- Regional office for Latin America - The company is involved in financial services, provides insurance for private and corporate clients in Latin America	\$ 20,850.00	MS Bootcamp - EXCEL and PowerPoint	15	\$ 28.13		SER-Jobs for Progress	\$ 1,390.00	\$ 779,150.00	Aug-07
		MS 2003 Server Admin., CISSPBC Exchange 20							
		MS SQL 2005 Admin., MS C# Programming							
Atlantic Dental, Inc. - The company is a provider of dental insurance services and claims processing.	\$ 29,456.25	Excel, PowerPoint, Word, Access, QuickBooks, Great Plain	37	\$ 19.35		SER-Jobs for Progress	\$ 1,061.49	\$ 749,693.75	Oct-07
Tradewinds Power Corporation. - The company is a Original Equipment Manufacture (OEM) of pump sets, generators and control panels.	\$ 38,443.75	Lean (1) 3 Workshops (2) 1	60	\$ 20.71		Youth Co-Op	\$ 833.23	\$ 711,250.00	Oct-07
		Lean Dev. VSM (3)							
		3 Rapid Improvement Events (RIE)							
Bella Automotive Group, LTD dba Headquarters Toyota - The company is an automotive car dealer that services new and used vehicles.	\$ 19,975.00	Automotive training: Electrical and Electronics Technology	25	\$ 14.46		Arbor E&T	\$ 799.00	\$ 691,275.00	Oct-07
Palms Springs General Hospital, Inc. - Provides healthcare services.	\$ 22,850.00	Nurse Legal documentation	207	\$ 20.30		City of Hialeah	\$ 110.39	\$ 668,425.00	Nov-07
		OSHA compliance							
		Customer Service and leadership							
Baptist Health South Florida, Inc. - Provides healthcare services.	\$ 95,854.00	Healthcare Professional Training Program	224	\$ 21.37		Youth Co-Op	\$ 472.92	\$ 572,571.00	Dec-07
		School at Work for Entry Level Employees							
		Certified Nursing Assistant							
Tim-Bar Corporation dba Tim Bar Packaging and Display - a manufacturing company that converts rolls of paper into corrugated (carboard) sheets.	\$ 94,500.00	Lean Fundamentals	158	\$ 17.70		Youth Co-Op	\$ 598.10	\$ 478,071.00	Dec-07
		Kaizen Training							
		Value Stream Mapping							
University of Miami - provider of educational services	\$ 9,600.00	A+ /N+	12	\$ 14.86		SER-Jobs for Progress	\$ 800.94	\$ 468,471.00	Jan-08

Funds Awarded - Appropriated from SFW Pool (\$800,000.00)	# of Employees to be trained	Average Wage	Cost Per Trainee
\$ 331,529.00	738	\$ 19.61	\$ 449.23