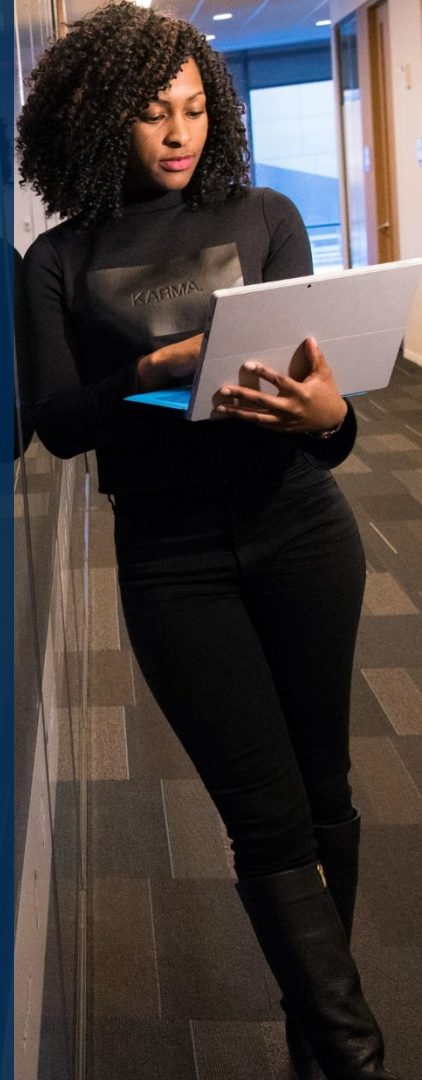


Florida Credentials Review Committee Meeting

— ◆ —
August 14, 2024



Welcome and Remarks



Katie Crofoot

Chair

FOR PUBLIC COMMENT:

Please email Madison Frazee at mfrazee@careersourceflorida.com and wait to be recognized by the chair.

Consent Item

For Consideration:

- Approval of May 22, 2024, meeting minutes to include any modifications or changes noted by the Committee.

Action Item 1

Update to the Credentials Review Committee Charter



Katie Crofoot

Chair

Action Item 1

For Consideration:

- Approve updating the Credentials Review Committee Charter to require credentials flagged for removal to remain on the Master Credentials List for a minimum of two years after identification for removal.

Status Update on the 2024-2025 Master Credentials List (MCL)



Adam Briggs

Senior Director, CareerSource Florida

Action Item 2

Proposed Revisions to the Framework of Quality



Adam Briggs

Senior Director, CareerSource Florida

Impact of Proposed Demand Revision to Framework of Quality

	Flagged for Demand Under Current Framework	Resolved for Demand With Updated Framework
Degree Programs of Study	20	9
Non-Degree Programs of Study	67	26
Apprenticeships	18	6
Industry Certifications	63	39
Total	168	80

Action Item 2

For Consideration:

- Approve the updated Framework of Quality for use in evaluating credentials considered for inclusion on Florida's Master Credentials List beginning in the 2024-2025 program year.

Action Item 3

*Recommended Updates to 2024 – 2025 MCL
from April – June Application Period*



Adam Briggs

Senior Director, CareerSource Florida

Action Item 3

For Consideration:

- Approve the updated 2024-2025 Master Credentials List and send these recommendations to the CareerSource Florida Board of Directors for delivery to the State Board of Education.
- Approve technical revisions to the list by the Department of Education, as needed without adding or removing any credentials not explicitly described in this Action Item.

Key Elements in the Framework of Quality: SOC Linkage



Kristy Farina

Economic Research & Analysis Administrator,
Bureau of Workforce Statistics and Economic Research
FloridaCommerce

Occupational Employment and Wage Statistics (OEWS)

BLS SOC classification principles and guidelines:

- SOC codes classify all occupations in which work is performed for pay or profit.
- Occupations are classified based on work performed.
- Jobs are mapped to the occupation that requires the highest level of skill.
- Workers are assigned to the most detailed occupation possible.

Occupational Coding for Industry Certifications

Modifications to BLS guidelines to code industry certifications:

- The credential's assessment website is the primary source of information.
- Emphasis is on an assessment of the skills, education, and/or training needed to perform the work.
- Credentials can be linked to multiple occupations.



The link between occupations and the Framework of Quality

Occupational linkages are used in the Framework of Quality evaluations against the Demand and Wage criteria.

Demand

- Labor Market Estimating Conference (LMEC) Occupational Areas of Concern
- Regional Demand Occupations List (RDOL)

Wage

- For non-degree credentials that do not have sufficient and recent wage outcome data in FETPIP, the credential must be linked to a SOC code.



Regional Demand Occupations List (RDOL)

Educational Level Requirements

- Some College, No Degree
- Postsecondary Non-Degree Award
- Associate Degree
- Bachelor's Degree

Growth Requirements

- 500 annual openings and average growth rate of 1.00%
- 1,200 annual openings and any positive growth

Wage Requirements

- Mean Wage of \$17.46/hour
- Entry Wage of \$14.19/hour



Commonly Asked Questions

Q: Can multiple occupations be linked to a credential?

A: Yes.

Q: Why do I see a different occupation than the code I provided in my application?

A: Occupational linkages are assigned based on the modified OEWS coding criteria.

Q: I see an outdated SOC code associated with my credential, how does this impact its evaluation?

A: This does not impact the credential's evaluation in practice. All occupational linkages are cross-walked to align with the classification system used in the demand and wage products indicated in the Framework of Quality.

Q: Job ads data is showing there is demand for this occupation, but I received a deficiency letter for demand. What can I do?

A: Submit an application for local demand through your local workforce development board.



Questions & Answers



Contact Us

Thank You.

If you have questions or comments about this presentation, please contact us.



Kristy Farina

Email: Kristy.Farina@commerce.fl.gov

Office: Bureau of Workforce Statistics & Economic Research (WSER)



MCL Dashboard Update



Jimmy Heckman

Chief, Bureau of Workforce Statistics and Economic Research
FloridaCommerce

Master Credentials List Dashboard

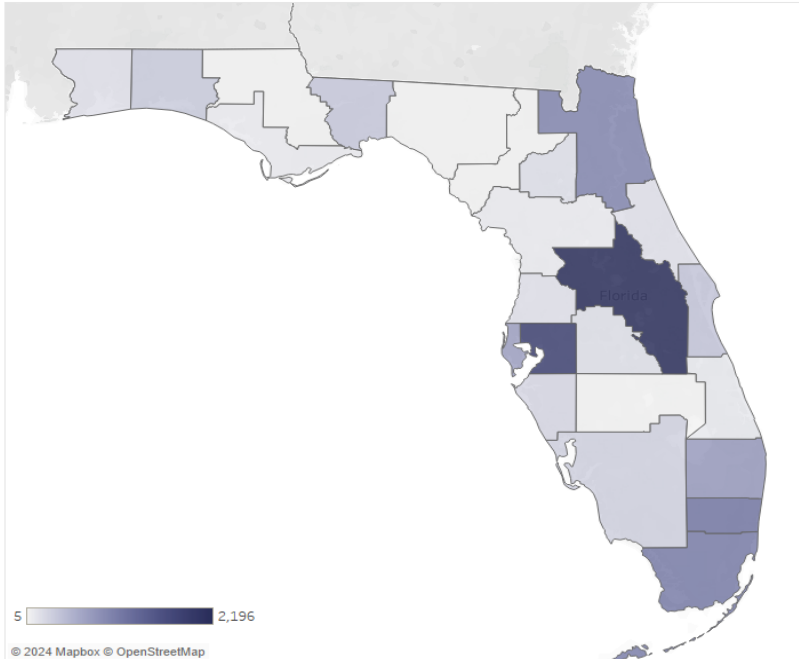


Regional Demand Occupation Homepage

- Avg. 2021 Hourly Experienced Wage
- Avg. 2021 Hourly Mean Wage
- Avg. 2021 Hourly Entry Wage

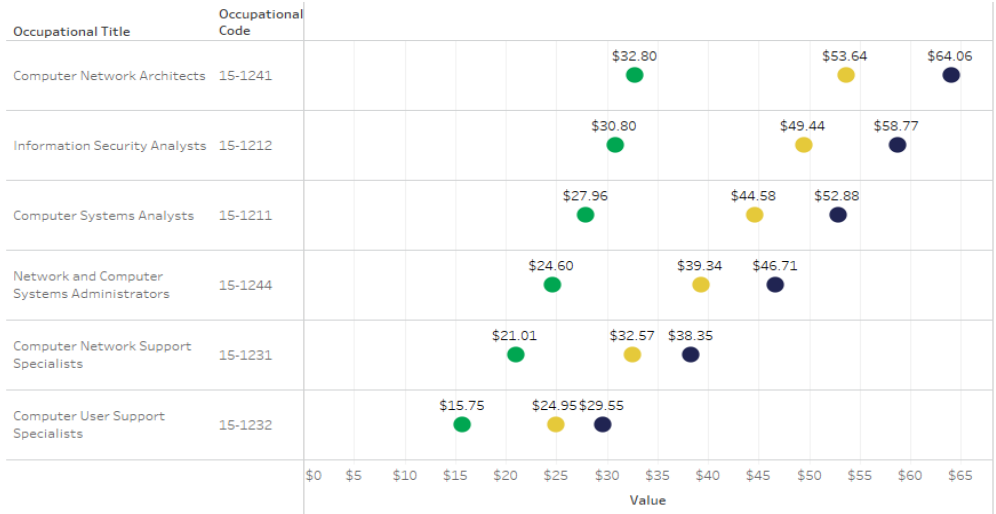
Regional Annual Openings

Select a Metric



2021 Statewide Wages

Occupations Linked to MCL? Select a Region Select a Major Occupation



Occupation-to-Credential Lookup Tool



Major Occupation Lookup & Analysis

- Avg. 2021 Hourly Entry Wage
- Avg. 2021 Hourly Experienced Wage
- Avg. 2021 Hourly Mean Wage
- Average Annual Wage (\$)
- Representative Starting Wage

Select a Major Occupation: 47-0000 Construction and Extraction Occupations | Select a Region: Statewide

Major Occupation Breakdown

MCL Credential Type: Industry Certifications

Certification Title	Certifying Agency Name	SOC Code Linkage(s)	Occupation Title
Journeyman Electrician	Independent Electrical Contractors	47-2111	Electricians
NCCER Carpentry - Level 1 (Secondary)	National Center for Construction Education & Research (NCCER)	47-2031	Carpenters
NCCER Carpentry - Level 2 (Secondary)	National Center for Construction Education & Research (NCCER)	47-2031	Carpenters
NCCER Carpentry - Level 3 (Secondary)	National Center for Construction Education & Research (NCCER)	47-2031	Carpenters
NCCER Carpentry - Level 4 (Postsecondary)	National Center for Construction Education and Research (NCCER)	47-2031	Carpenters

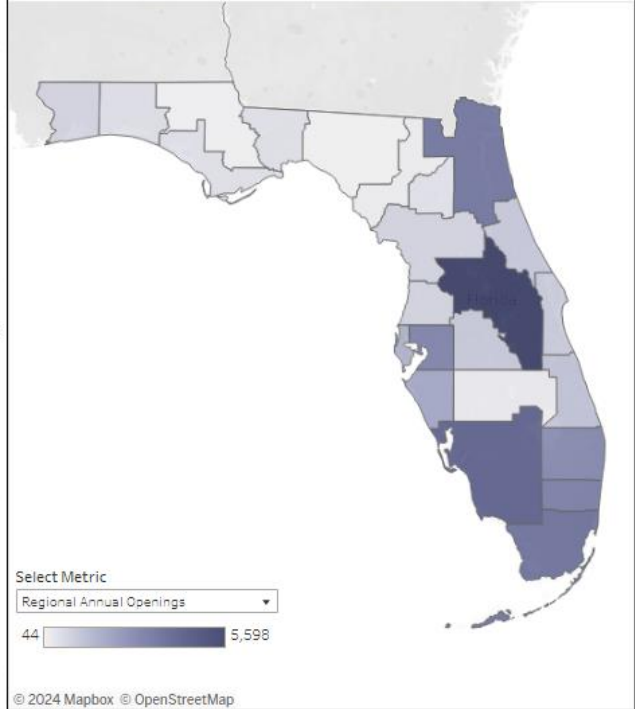
OEWS : Statewide Hourly Wages



LMEC : Statewide Annual Wages



47-0000 Regional Annual Openings



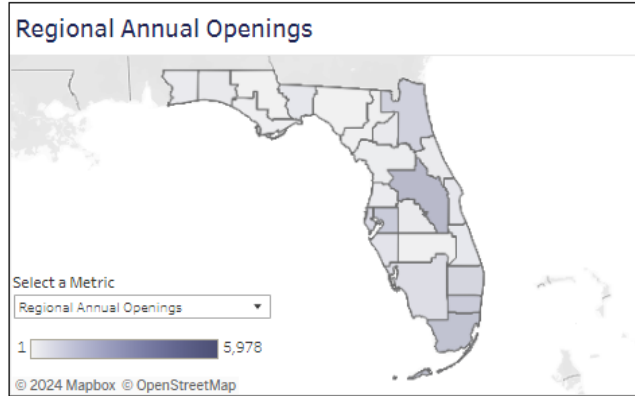
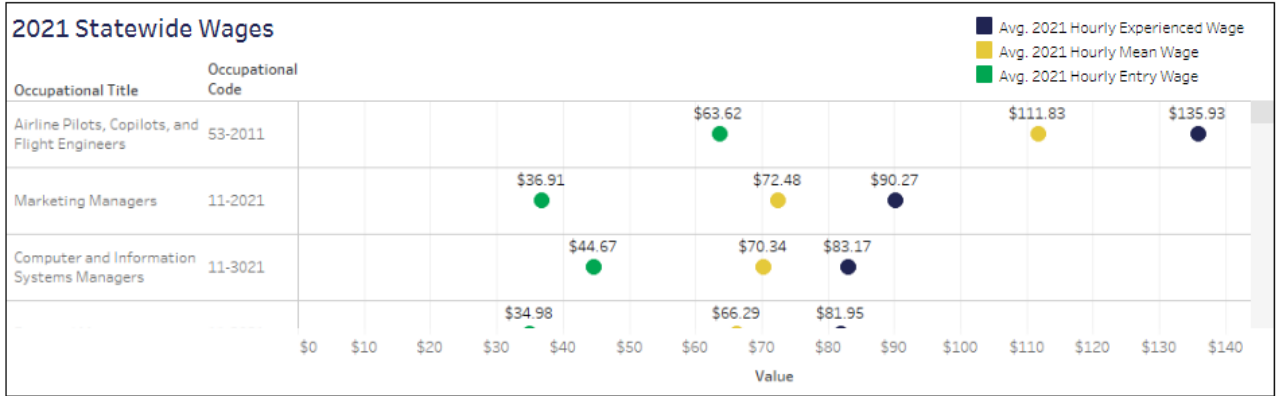
Credential-to-Occupation Lookup Tool



Credential Lookup and Analysis

MCL Credential Type:
 Certification Title:
 Certifying Agency Name:
 Select a Region:

Certification Code	Certification Title	Certifying Agency Name	SOC Code Linkage(s)	Major SOC Code	Major SOC Title	Representative SOC Code	LMEC Mean Wage	Greater than HS wage of \$27,876	Eligible for Secondary CAPE Funding?	Eligible for Postsecondary C...	New to the 24-25 MCL	Credential Identified for Removal on 25-26 M...	Pass Demand Criteria	Loc Dei
AAMIN001	Certified Biomedical Equipment Technician	Association for the Advancement of Med...	49-9062	49-0000	Installation, Maintenanc..	49-9062	\$53,360	Yes		Yes	No	No	Yes	No
ABAYC001	Composite Boat Builder Certification	American Boat & Yacht Council	51-2051	51-0000	Production Occupations	51-2051	\$37,820	Yes		Yes	No	Yes	No	No
ABAYC003	Marine Electrical Certification	American Boat & Yacht Council	49-2093	49-0000	Installation, Maintenanc..	49-2093	\$56,260	Yes		Yes	No	No	Yes	No
ABAYC006	A/C Refrigeration Certification	American Boat & Yacht Council	49-9021	49-0000	Installation, Maintenanc..	49-9021	\$49,380	Yes		Yes	No	No	Yes	No
ABCOP001	Certified Prosthetic-Orthotic Technician (CTPO)	American Board for Certification in Orth..	29-2091	29-0000	Healthcare Practitioner..	29-2091	\$83,480	Yes		Yes	No	No	Yes	No
ACFAT001	Accredited Business Accountant (ABA)	Accreditation Council for Accountancy & ..	43-3031	43-0000	Office and Administrati..	43-3031	\$45,380	Yes		Yes	Yes	No	Yes	No
ACFD006	Certified Fundamentals Cook	American Culinary Federation	35-2014	35-0000	Food Preparation and S..	35-2014	\$33,900	Yes		No	No	Yes	No	No
ACOPC004	Certified Outpatient Coder (COC)	American Academy of Professional Coders	29-2098	29-0000	Healthcare Practitioner..	29-2036	\$127,800	Yes		Yes	No	No	Yes	No
ACOPC006	Certified Professional Coder (CPC)	American Academy of Professional Coders	29-2098	29-0000	Healthcare Practitioner..	29-2036	\$127,800	Yes		Yes	No	No	Yes	No
ACOPC007	Certified Professional Biller (CPB)	American Academy of Professional Coders	29-2098	29-0000	Healthcare Practitioner..	29-2036	\$127,800	Yes		Yes	No	No	Yes	No



Browse the Full Master Credentials List

Industry Certifications

MCL Credential Type

Industry Certifications

Certification Title

FDOE Certification Code	Certification Title	Certifying Agency Name	SOC Code Linkage(s)	Major SOC Code	Major SOC Title	Representative SOC Code	LMEC Mean Wage	Greater than HS wage of \$27,876	Eligible for Secondary CAPE Funding?	Eligible for Postsecondary C...	New to the 24-25 MCL	Credential Identified for Removal on 25-26 M...	Pass Demand Criteria
AAMIN001	Certified Biomedical Equipment Technician	Association for the Advancement of Medical Instrumentation (AAMI)	49-9062	49-0000	Installation, Maintenance, and Repair Occupations	49-9062	\$53,360	Yes		Yes	No	No	Yes
ABAYC001	Composite Boat Builder Certification	American Boat & Yacht Council	51-2051	51-0000	Production Occupations	51-2051	\$37,820	Yes		Yes	No	Yes	No
ABAYC003	Marine Electrical Certification	American Boat & Yacht Council	49-2093	49-0000	Installation, Maintenance, and Repair Occupations	49-2093	\$56,260	Yes		Yes	No	No	Yes
ABAYC006	A/C Refrigeration Certification	American Boat & Yacht Council	49-9021	49-0000	Installation, Maintenance, and Repair Occupations	49-9021	\$49,380	Yes		Yes	No	No	Yes
ABCOP001	Certified Prosthetic-Orthotic Technician (CTPO)	American Board for Certification in Orthotics, Prosthetics & Pedorthics	29-2091	29-0000	Healthcare Practitioners and Technical Occupations	29-2091	\$83,480	Yes		Yes	No	No	Yes
ACFAT001	Accredited Business Accountant (ABA)	Accreditation Council for Accountancy & Taxation	43-3031	43-0000	Office and Administrative Support Occupations	43-3031	\$45,380	Yes		Yes	Yes	No	Yes
ACFED006	Certified Fundamentals Cook	American Culinary Federation	35-2014	35-0000	Food Preparation and Serving Related Occupatio..	35-2014	\$33,900	Yes		No	No	Yes	No
ACOPC004	Certified Outpatient Coder (COC)	American Academy of Professional Coders	29-2098	29-0000	Healthcare Practitioners and Technical Occupations	29-2036	\$127,800	Yes		Yes	No	No	Yes
ACOPC006	Certified Professional Coder (CPC)	American Academy of Professional Coders	29-2098	29-0000	Healthcare Practitioners and Technical Occupations	29-2036	\$127,800	Yes		Yes	No	No	Yes
ACOPC007	Certified Professional Biller (CPB)	American Academy of Professional Coders	29-2098	29-0000	Healthcare Practitioners and Technical Occupations	29-2036	\$127,800	Yes		Yes	No	No	Yes
ACSM002	Certified Personal Trainer	American College of Sports Medicine	39-9031	39-0000	Personal Care and Service Occupations	39-9031	\$42,200	Yes		Yes	No	Yes	No
ADESK002	Autodesk Certified User - AutoCAD	Autodesk	17-3011	17-0000	Architecture and	17-3011	\$58,660	Yes		No	No	No	Yes

*SOC Codes and Occupational Titles refer to Standard Occupational Classification codes and titles

**HSHW = High Skill/High Wage

***Qualifying Level:

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.

Florida Council of 100 Report



Steven Birnholz

Executive Vice President, Florida Council of 100
President, Florida Council of 100 Foundation



Beyond Sunshine: Advancing Florida's World Class Economy for the Next Generation

June 2024

A new strategy to build on our strengths,
maintain our quality of life, and win in the
modern global economy

Industry Cluster Analysis

August 2024



- **Florida CEOs**
- **150+ companies, 1.3 million employees**
- **Nonprofit, nonpartisan**

The Florida Council of 100 Mission

To improve the quality of life and economic well-being of all Floridians through the relentless pursuit of better, business-driven public policy

FC100 Work Linking Education With Industry

- **Board of Governors Access and Educational Attainment Commission (2012)**
- **Talent Development Council (chaired)**
- **Education Strategy Group Credentials of Value Working Group**
- **CRC Emerging Demands Workgroup**
- **CRC Credential Sequencing Workgroup**
- **CRC Wage Thresholds Workgroup**
- **CareerSource Florida Education & Industry Consortium Strategic Policy Workgroup**
- **DOE Career & Technical Audit Committee**
- **Education Meets Opportunity Platform**

A New Approach to Economic Development

- Florida has grown over 50% since Enterprise Florida was conceived in 1996, and, out of necessity, the state has steadily blossomed into a conglomerate of **unique regional economies**. These regions are increasingly capitalizing on their distinct compositions to out-compete not only other states, but other countries, as well.
- The Council is currently working to develop an economic development strategy for the state focused on regional strengths.

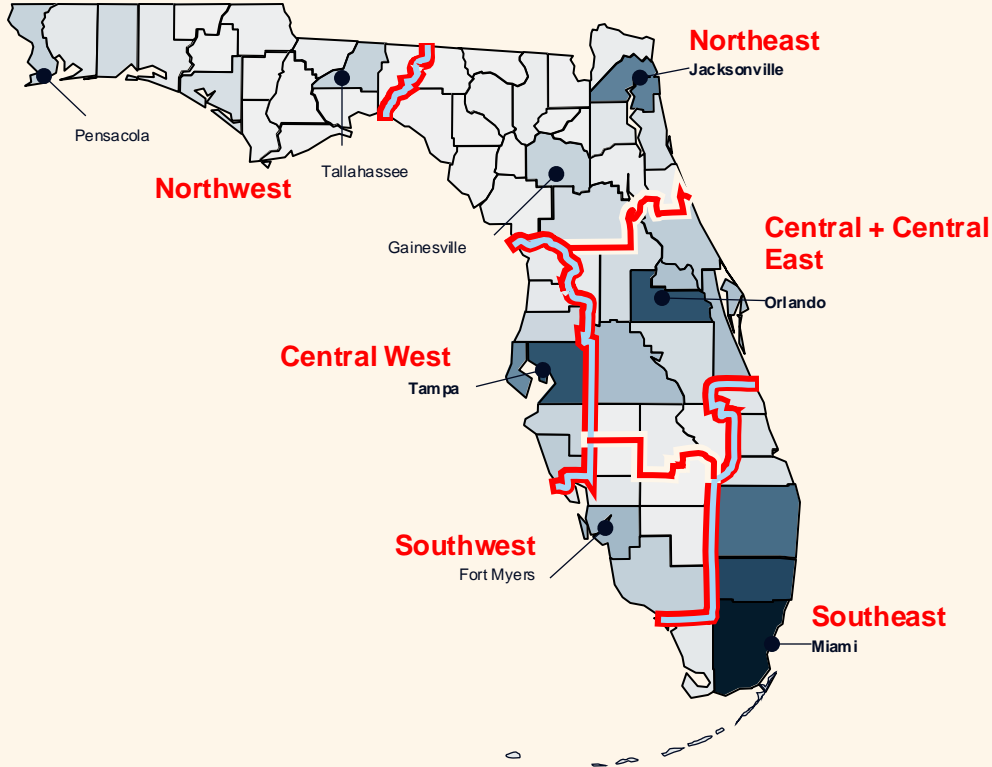
Priorities

- 1. Increase the focus and promotion of high-priority economic clusters in each region.**
- 2. Increase jobs in higher-wage industries and align talent at all levels to fill these roles.**
- 3. Position Florida domestically and internationally as the best place to start a career, build wealth, and raise a family.**

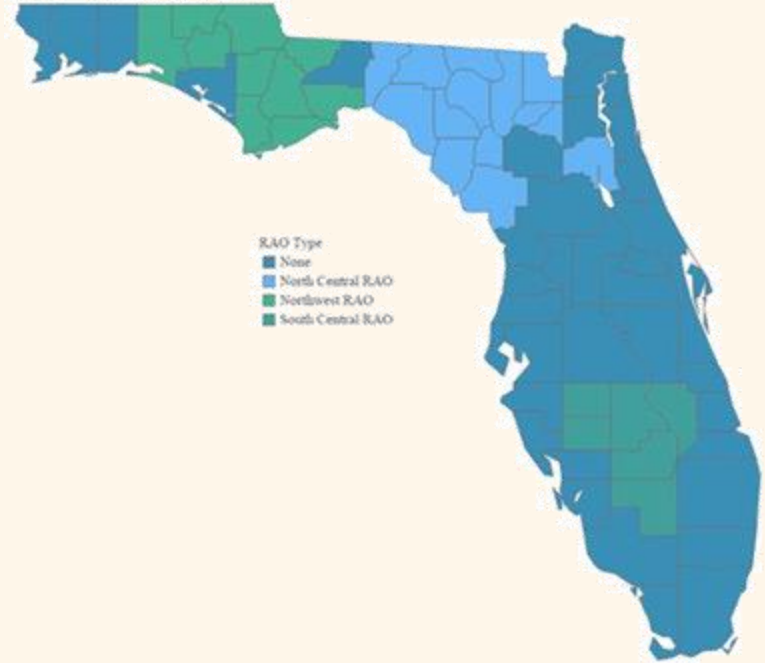
Step 1: Data Analysis

- **McKinsey & Company conducted a comprehensive study looking at the industry sector composition of various regions across the state, the drivers of those sectors, and potential roadmaps for increasing each region's economic performance.**
- **Combined with the Council of 100's analysis, this work provides the baseline data to identify and focus on key clusters with high wages and greater economic resiliency where Florida's regions can compete.**

Regions



Rural Areas of Opportunity



We identified high opportunity economic clusters in each region based on their attractiveness and competitiveness

⊗ Deep-dive

1 We define economic clusters...

2 ...and assess their attractiveness & competitiveness based on 6 dimensions

30 clusters

Such as Transportation & Logistics, Food & Beverages, Agriculture & Fishing, Retail, Finance & Insurance Services, etc.



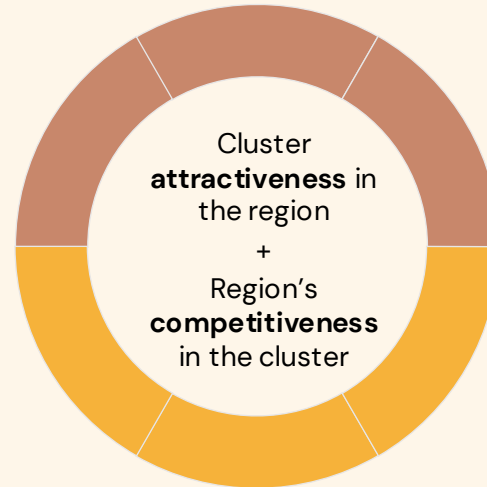
Based on aggregating Porter's 67 industry clusters

Traded & local groups of industries related by knowledge, skills, inputs, and demand (e.g., Food Processing and Manufacturing, Local Food and Beverage Processing and Distribution)



Based on ~1000 national industries

Defined by 6-digit NAICS-codes (e.g., Cane Sugar Manufacturing, Seafood Product Preparation and Packaging, Industrial Building Construction)



- **Job Growth (forward looking) with Scale**
Does the cluster have strong employment growth prospects with significant scale?
- **High value**
Does the cluster create jobs with high wages and create additional indirect economic impact in the state?
- **Resilience**
Is the cluster relatively insulated from recessions and economic shocks?
- **Specialization**
Does the region have an existing specialization with above-average presence in the cluster?
- **Talent base**
Is there an existing talent base and local skill pipeline for the cluster?
- **Investments**
Are investments occurring in the cluster?

Step 2: Feedback

- **Regional Business Leader Focus Groups**
- **EDOs**
- **Department of Commerce**
- **Select Florida**
- **CareerSource Florida**
- **Florida Economic Development Council**
- **Small Business Development Center Network**
- **University and Other Postsecondary Partners**
- **Others**

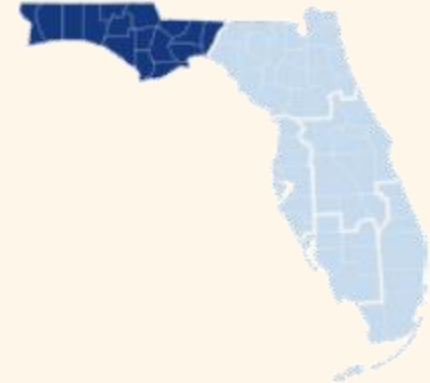
Northwest

Best Bets

- **Aerospace & Defense:** GDP (\$427.4 million); Direct Jobs (2,200); Economic Multiplier (2.7); Positive growth during recessions
- **Business Services:** GDP (\$4.2 billion); Direct Jobs (27,300); Economic Multiplier (2.5); 2022 Venture Capital (\$24.6 million)
- **Distribution & Logistics**
 - **Distribution & eCommerce:** GDP (\$2.3 billion); Direct Jobs (7,900); Economic Multiplier (3.0); High Productivity
 - **Transportation & Logistics:** GDP (\$1.4 billion); Direct Jobs (11,400); Economic Multiplier (2.6); High Productivity; 2022 Venture Capital (\$1.5 million)

Emerging Clusters

- **IT & Tech** (including cybersecurity and MedTech): GDP (\$873.6 million); Direct Jobs (1,600); Economic Multiplier (3.0); High productivity; 2022 Venture Capital (\$29.5 million)
- **Manufacturing:** GDP (\$2.8 billion); Direct Jobs (7,900); Economic Multiplier (2.8); High Tradability



Includes the following counties:
Bay, Calhoun, Escambia, Franklin,
Gadsden, Gulf, Holmes, Jackson,
Jefferson, Leon, Liberty, Okaloosa,
Santa Rosa, Wakulla, Walton, and
Washington.

Northwest

Manufacturing: GDP (\$4.2 billion, 4.9% CAGR); Direct Jobs (25,000); Wage Differential (~\$9,200)

Advanced Manufacturing: GDP (\$2.2 billion, 4.5% CAGR); Direct Jobs (10,400); Average Wage (\$82,300)

	Advanced Manufacturing Sector	2022 GDP
Escambia County	Resin; synthetic rubber; and artificial synthetic fibers and filaments manufacturing	\$301,520,127
Okaloosa County	Aerospace product and parts manufacturing	\$203,378,868
Bay County	Ship and boat building	\$136,744,732
Escambia County	Engine; turbine; and power transmission equipment manufacturing	\$98,190,802
Escambia County	Medical equipment and supplies manufacturing	\$95,228,274
Leon County	Other general purpose machinery manufacturing	\$77,593,823
Escambia County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$72,239,508
Wakulla County	Other chemical product and preparation manufacturing	\$66,768,488
Bay County	Alumina and aluminum production and processing	\$50,992,988
Escambia County	Pharmaceutical and medicine manufacturing	\$50,981,778

Northwest: Growth in the Best Bets and Emerging Clusters may add ~11k high-paying jobs and ~\$2-4B in GDP by 2030



Aspirational regional impact above baseline projections can be unlocked by **accelerating growth** to match higher U.S. average sector growth rates, **increasing productivity rates**

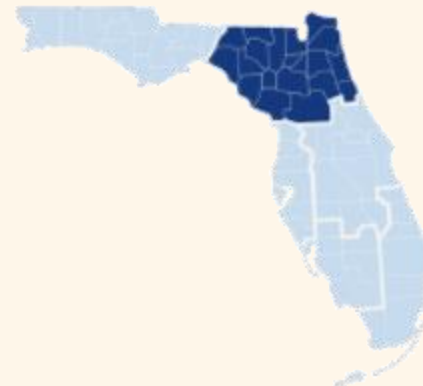
Northeast

Best Bets

- **Business Services:** GDP (\$9.3 billion); Direct Jobs (46,600); Economic Multiplier (2.5); High geographic concentration; High Productivity; 2022 Venture Capital (\$38.9 million)
- **Distribution & eCommerce:** GDP (\$8.1 billion); Direct Jobs (45,400); Economic Multiplier (3.0); High geographic concentration
- **Finance & Insurance (including FinTech):** GDP (\$17.5 billion); Direct Jobs (65,300); Economic Multiplier (3.0); High geographic concentration; Positive growth during recessions; 2022 Venture Capital (\$63.4 million)
- **Manufacturing (focus on Advanced):** GDP (\$9.1 billion); Direct Jobs (29,800); Economic Multiplier (2.8); High Tradability

Emerging Clusters

- **Aerospace & Defense:** GDP (\$972.2 million); Direct Jobs (3,700); Economic Multiplier (2.7); High geographic concentration; Positive growth during recessions
- **Health Services + Biopharma & MedTech**
 - **Health Services:** GDP (\$12.6 billion); Direct Jobs (136,100); Economic Multiplier (2.3); High geographic concentration; 2022 Venture Capital (\$16 million)
 - **Biopharma & MedTech:** GDP (\$1.4 billion); Direct Jobs (4,400); Economic Multiplier (2.6); High geographic concentration; Positive growth during recessions; 2022 Venture Capital (\$16.2 million)



Includes the following counties:
Alachua, Baker, Bradford, Clay,
Columbia, Dixie, Duval, Flagler,
Gilchrist, Hamilton, Lafayette, Levy,
Madison, Marion, Nassau, Putnam,
St. Johns, Suwannee, Taylor, and
Union.

Northeast

Manufacturing: GDP (\$9.7 billion, 3.1% CAGR); Direct Jobs (65,900); Wage Differential (~\$19,700)

Advanced Manufacturing: GDP (\$5.1 billion, 6.4% CAGR); Direct Jobs (26,800); Average Wage (\$73,400)

	Advanced Manufacturing Sector	2022 GDP
Duval County	Medical equipment and supplies manufacturing	\$625,509,735
Duval County	Aerospace product and parts manufacturing	\$446,701,473
St. Johns County	Aerospace product and parts manufacturing	\$313,581,715
Marion County	Navigational; measuring; electromedical; and control instruments manufacturing	\$273,908,921
St. Johns County	Alumina and aluminum production and processing	\$187,368,008
Alachua County	Medical equipment and supplies manufacturing	\$172,472,325
Duval County	Ship and boat building	\$110,983,362
Marion County	Motor vehicle manufacturing	\$95,396,740
Duval County	Iron and steel mills and ferroalloy manufacturing	\$89,243,764
Columbia County	Aerospace product and parts manufacturing	\$87,980,587

Northeast: Growth in the Best Bets and Emerging Clusters may add ~19-23k high-paying jobs and ~\$4-10B in GDP by 2030



Aspirational regional impact above baseline projections can be unlocked by **accelerating growth** to match higher U.S. average sector growth rates, **increasing productivity rates**

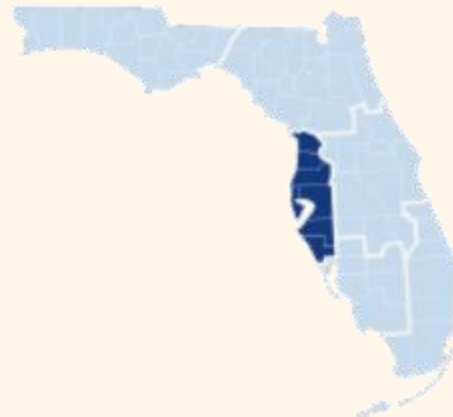
Central West

Best Bets

- **Distribution/Logistics & eCommerce**
 - **Distribution & eCommerce:** GDP (\$14.6 billion); Direct Jobs (64,800); Economic Multiplier (3.0); High productivity; 2022 Venture Capital (\$155.4 million)
 - **Transportation & Logistics:** GDP (\$5.1 billion); Direct Jobs (47,400); Economic Multiplier (2.6); 2022 Venture Capital (\$65 million)
- **Finance & Insurance:** GDP (\$31 billion); Direct Jobs (114,400); Economic Multiplier (3.0); High geographic concentration; Positive growth during recessions; 2022 Venture Capital (\$103.5 million)
- **Health Services + Biopharma & MedTech**
 - **Health Services:** GDP (\$21.5 billion); Direct Jobs (237,800); Economic Multiplier (2.3); High geographic concentration; 2022 Venture Capital (\$106.9 million)
 - **Biopharma & MedTech:** GDP (\$1.9 billion); Direct Jobs (8,600); Economic Multiplier (2.6); High geographic concentration; Positive growth during recessions; 2022 Venture Capital (\$164.3 million)

Emerging Clusters

- **IT & Tech** (including cybersecurity): GDP (\$6.1 billion); Direct Jobs (13,000); Economic Multiplier (3.0); High productivity; 2022 Venture Capital (\$245.5 million)



includes the following counties:
Citrus, Hernando, Hillsborough,
Manatee, Pasco, Pinellas,
and Sarasota.

Central West

Manufacturing: GDP (\$14.2 billion, 3.5% CAGR); Direct Jobs (90,000); Wage Differential (~\$22,900)

Advanced Manufacturing: GDP (\$9.5 billion, 6.3% CAGR); Direct Jobs (45,900); Average Wage (\$82,500)

	Advanced Manufacturing Sector	2022 GDP
Pinellas County	Pharmaceutical and medicine manufacturing	\$904,544,820
Pinellas County	Navigational; measuring; electromedical; and control instruments manufacturing	\$650,590,875
Hillsborough County	Pharmaceutical and medicine manufacturing	\$613,180,623
Pinellas County	Communications equipment manufacturing	\$572,584,854
Pinellas County	Medical equipment and supplies manufacturing	\$562,178,094
Pinellas County	Semiconductor and other electronic component manufacturing	\$396,644,370
Hillsborough County	Foundries	\$382,330,223
Hillsborough County	Medical equipment and supplies manufacturing	\$358,452,780
Hillsborough County	Petroleum and coal products manufacturing	\$276,907,688
Hillsborough County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$217,238,045

Central West: Growth in the Best Bets and Emerging Clusters may add ~25-42k high-paying jobs and ~\$6-23B in GDP by 2030



Aspirational regional impact above baseline projections can be unlocked by **accelerating growth** to match higher U.S. average sector growth rates, **increasing productivity rates**

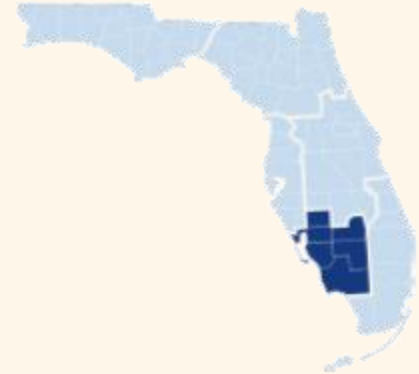
Southwest

Best Bets

- **Distribution & eCommerce:** GDP (\$3.1 billion); Direct Jobs (10,200); Economic Multiplier (3.0); High productivity
- **Health Services + MedTech**
 - **Health Services:** GDP (\$6.9 billion); Direct Jobs (71,000); Economic Multiplier (2.3); High geographic concentration; High productivity; 2022 Venture Capital (\$32.2 million)
 - **MedTech:** GDP (\$439.4 million); Direct Jobs (2,400); Economic Multiplier (2.6); High geographic concentration; Positive growth during recessions; 2022 Venture Capital (\$32.2 million)

Emerging Clusters

- **CleanTech:** GDP (\$496.8 million); Direct Jobs (3,700); Economic Multiplier (2.6); 2022 Venture Capital (\$12.5 million)



Includes the following counties:
Charlotte, Collier, DeSoto, Glades,
Hendry, and Lee.

Southwest

Manufacturing: GDP (\$2.0 billion, 8.2% CAGR); Direct Jobs (16,500); Wage Differential (~\$19,900)

Advanced Manufacturing: GDP (\$1.4 billion, 12.3% CAGR); Direct Jobs (7,100); Average Wage (\$67,500)

	Advanced Manufacturing Sector	2022 GDP
Collier County	Medical equipment and supplies manufacturing	\$342,469,786
Lee County	Paint; coating; and adhesive manufacturing	\$102,208,138
Lee County	Other general purpose machinery manufacturing	\$71,893,233
Collier County	Pharmaceutical and medicine manufacturing	\$71,771,102
Lee County	Metalworking machinery manufacturing	\$69,917,311
Lee County	Medical equipment and supplies manufacturing	\$66,625,586
Lee County	Ship and boat building	\$49,149,045
Lee County	Other miscellaneous manufacturing	\$40,114,955
Lee County	Pharmaceutical and medicine manufacturing	\$38,963,246
Lee County	Navigational; measuring; electromedical; and control instruments manufacturing	\$30,990,992

Southwest: Growth in the Best Bets and Emerging Clusters may add ~9k high-paying jobs and ~\$2-4B in GDP by 2030



Aspirational regional impact above baseline projections can be unlocked by **accelerating growth** to match higher U.S. average sector growth rates, **increasing productivity rates**

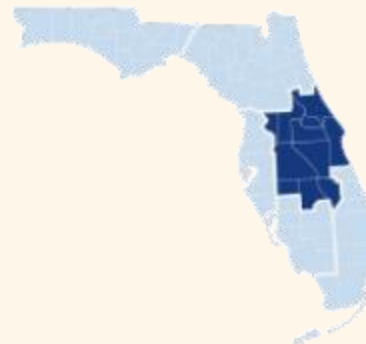
Central & Central East

Best Bets

- **Aerospace & Defense:** GDP (\$4.1 billion); Direct Jobs (18,400); Economic Multiplier (2.7); High geographic concentration; Positive growth during recessions; 2022 Venture Capital (\$17 million)
- **Business Services:** GDP (\$19 billion); Direct Jobs (124,400); Economic Multiplier (2.5); High geographic concentration; 2022 Venture Capital (\$701.7 million)

Emerging Clusters

- **Advanced Manufacturing (Semiconductors):** GDP (\$1.7 billion); Direct Jobs (2,300); Economic Multiplier (2.4); High geographic concentration; High productivity; High Tradability
- **IT & Tech:** GDP (\$4.3 billion); Direct Jobs (10,700); Economic Multiplier (3.0); 2022 Venture Capital (\$848.1 million)



Includes the following counties:
Brevard, Hardee, Highlands, Lake,
Okeechobee, Orange, Osceola,
Polk, Seminole, Sumter, and
Volusia.

Central & Central East

Manufacturing: GDP (\$17.8 billion, 6.5% CAGR); Direct Jobs (115,500); Wage Differential (~\$33,300)

Advanced Manufacturing: GDP (\$13.4 billion, 8.1% CAGR); Direct Jobs (67,300); Average Wage (\$94,400)

	Advanced Manufacturing Sector	2022 GDP
Brevard County	Semiconductor and other electronic component manufacturing	\$1,382,244,363
Orange County	Aerospace product and parts manufacturing	\$1,370,663,147
Brevard County	Aerospace product and parts manufacturing	\$1,134,048,036
Brevard County	Navigational; measuring; electromedical; and control instruments manufacturing	\$1,114,520,315
Polk County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$639,778,134
Orange County	Commercial and service industry machinery manufacturing	\$622,355,902
Orange County	Pharmaceutical and medicine manufacturing	\$482,119,617
Brevard County	Communications equipment manufacturing	\$415,105,356
Volusia County	Ship and boat building	\$334,263,139
Orange County	Navigational; measuring; electromedical; and control instruments manufacturing	\$327,583,826

Central & C. East: Growth in the Best Bets and Emerging Clusters may add ~46-54k high-paying jobs and ~\$9-21B in GDP by 2030



Aspirational regional impact above baseline projections can be unlocked by **accelerating growth** to match higher U.S. average sector growth rates, **increasing productivity rates**

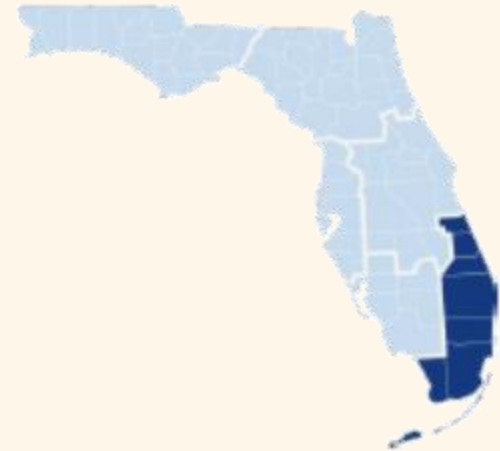
Southeast

Best Bets

- **Distribution & eCommerce:** GDP (\$38.5 billion); Direct Jobs (157,700); Economic Multiplier (3.0); High geographic concentration; High productivity; 2022 Venture Capital (\$554.7 million)
- **Finance & Insurance:** GDP (\$51.1 billion); Direct Jobs (150,900); Economic Multiplier (3.0); High geographic concentration; High productivity; Positive growth during recessions; 2022 Venture Capital (\$3.7 billion)
- **IT & Tech:** GDP (\$8.9 billion); Direct Jobs (17,000); Economic Multiplier (3.0); High productivity; 2022 Venture Capital (\$1.4 billion)

Emerging Clusters

- **Aviation & Aerospace:** GDP (\$2.4 billion); Direct Jobs (9,100); Economic Multiplier (2.7); Positive growth during recessions; 2022 Venture Capital (\$47 million)
- **Health Services + Biopharma & MedTech**
 - **Health Services:** GDP (\$39.3 billion); Direct Jobs (409,600); Economic Multiplier (2.3); High geographic concentration; High productivity; 2022 Venture Capital (\$336.9 million)
 - **Biopharma & MedTech:** GDP (\$2.3 billion); Direct Jobs (9,000); Economic Multiplier (2.6); Positive growth during recessions; 2022 Venture Capital (\$392.9 million)



Includes the following counties:
Broward, Indian River, Martin,
Miami-Dade, Monroe, Palm Beach,
and St. Lucie.

Southeast

Manufacturing: GDP (\$14.1 billion, 3.4% CAGR); Direct Jobs (123,200); Wage Differential (~\$15,300)

Advanced Manufacturing: GDP (\$9.8 billion, 5.8% CAGR); Direct Jobs (46,500); Average Wage (\$81,500)

	Advanced Manufacturing Sector	2022 GDP
Broward County	Pharmaceutical and medicine manufacturing	\$1,152,108,786
Palm Beach County	Aerospace product and parts manufacturing	\$785,645,366
Miami-Dade County	Pharmaceutical and medicine manufacturing	\$697,258,750
Miami-Dade County	Aerospace product and parts manufacturing	\$544,715,564
Broward County	Medical equipment and supplies manufacturing	\$479,246,409
Palm Beach County	Pharmaceutical and medicine manufacturing	\$379,944,295
Miami-Dade County	Medical equipment and supplies manufacturing	\$377,966,430
Palm Beach County	Medical equipment and supplies manufacturing	\$299,092,817
Broward County	Communications equipment manufacturing	\$298,960,228
Broward County	Aerospace product and parts manufacturing	\$291,012,073

Southeast: Growth in the Best Bets and Emerging Clusters may add ~66–74k high-paying jobs and ~\$14–40B in GDP by 2030



Aspirational regional impact above baseline projections can be unlocked by **accelerating growth** to match higher U.S. average sector growth rates, **increasing productivity rates**

Rural

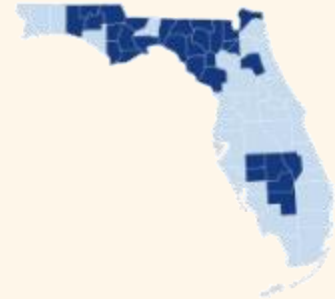
Best Bests

- **Manufacturing:** GDP (\$3.2 billion); Direct Jobs (19,200); Economic Multiplier (2.8); High Tradability
- **Distribution & Logistics**
 - **Distribution & eCommerce:** GDP (\$1.6 billion); Direct Jobs (16,300); Economic Multiplier (3.0)
 - **Transportation & Logistics:** GDP (\$3.1 billion); Direct Jobs (17,800); Economic Multiplier (2.6); High geographic concentration; High Productivity

Emerging Cluster

- **Agri-business:** Value-added agriculture provides new ways for farmers to add value to their products and increase their revenue. Transforming raw agricultural products into finished goods with a higher value diversifies income streams and reduces dependence on a single crop or industry. This approach has helped reinforce regional economies against changing market conditions and created additional jobs in the processing, packaging, and marketing industries.

Mfg. GDP / Total GDP
9.7%



The following counties include areas meeting the statutory definition of being "rural communities": Baker, Bradford, Calhoun, Columbia, Dixie, DeSoto, Franklin, Gadsden, Gilchrist, Glades, Gulf, Hamilton, Hardee, Hendry, Highlands, Holmes, Jackson, Jefferson, Lafayette, Levy, Liberty, Madison, Nassau, Okeechobee, Putnam, Suwannee, Taylor, Union, Wakulla, Walton, and Washington.

Rural (Opportunity Florida)

Manufacturing: GDP (\$710.2 million, 6.7% CAGR); Direct Jobs (4,300); Wage Differential (~\$20,100)

Advanced Manufacturing: GDP (\$333.4 million, 7.4% CAGR); Direct Jobs (1,400); Average Wage (\$39,700)

	Advanced Manufacturing Sector	2022 GDP
Wakulla County	Other chemical product and preparation manufacturing	\$66,768,488
Gadsden County	Other chemical product and preparation manufacturing	\$36,437,101
Walton County	Medical equipment and supplies manufacturing	\$17,278,489
Gadsden County	Semiconductor and other electronic component manufacturing	\$12,222,984
Gadsden County	Other miscellaneous manufacturing	\$10,517,522
Jackson County	Navigational; measuring; electromedical; and control instruments manufacturing	\$9,138,387
Jackson County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$6,834,406
Jackson County	Aerospace product and parts manufacturing	\$6,545,011
Gulf County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$6,352,545
Jackson County	Other chemical product and preparation manufacturing	\$5,762,166

Rural (North Florida Economic Development Partnership)

Manufacturing: GDP (\$1.7 billion, 2.6% CAGR); Direct Jobs (10,400); Wage Differential (~\$31,400)

Advanced Manufacturing: GDP (\$838.4 million, 5.4% CAGR); Direct Jobs (4,300); Average Wage (\$39,800)

	Advanced Manufacturing Sector	2022 GDP
Columbia County	Aerospace product and parts manufacturing	\$87,980,587
Levy County	Aerospace product and parts manufacturing	\$75,504,549
Taylor County	Boiler; tank; and shipping container manufacturing	\$29,270,739
Putnam County	Navigational; measuring; electromedical; and control instruments manufacturing	\$25,857,636
Columbia County	Navigational; measuring; electromedical; and control instruments manufacturing	\$22,672,971
Taylor County	Alumina and aluminum production and processing	\$16,503,760
Hamilton County	Navigational; measuring; electromedical; and control instruments manufacturing	\$13,755,843
Hamilton County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$13,732,334
Columbia County	Motor vehicle manufacturing	\$13,254,733
Columbia County	Ship and boat building	\$12,550,052

Rural (Florida's Heartland Regional Economic Development Initiative)

Manufacturing: GDP (\$391.9 million, 1.8% CAGR); Direct Jobs (2,700); Wage Differential (~\$13,300)

Advanced Manufacturing: GDP (\$165.3 million, -0.5% CAGR); Direct Jobs (700); Average Wage (\$53,300)

	Advanced Manufacturing Sector	2022 GDP
Highlands County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$16,695,734
Hardee County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$9,756,299
Highlands County	Other nonmetallic mineral product manufacturing	\$6,206,691
Hardee County	Pharmaceutical and medicine manufacturing	\$6,026,526
Hardee County	Navigational; measuring; electromedical; and control instruments manufacturing	\$5,805,344
Hendry County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$5,793,148
Highlands County	Aerospace product and parts manufacturing	\$4,803,620
Okeechobee County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$4,791,771
Hardee County	Aerospace product and parts manufacturing	\$4,363,372
Highlands County	Other chemical product and preparation manufacturing	\$4,122,707

Rural (Nassau County)

Manufacturing: GDP (\$356.7 million, 10.2% CAGR); Direct Jobs (1,700); Wage Differential (~\$33,600)

Advanced Manufacturing: GDP (\$55.3 million, 8.1% CAGR); Direct Jobs (290); Average Wage (\$44,200)

	Advanced Manufacturing Sector	2022 GDP
Nassau County	Other miscellaneous manufacturing	\$23,306,643
Nassau County	Pesticide; fertilizer; and other agricultural chemical manufacturing	\$4,703,190
Nassau County	Medical equipment and supplies manufacturing	\$3,877,682
Nassau County	Other electrical equipment and component manufacturing	\$3,760,138
Nassau County	Pharmaceutical and medicine manufacturing	\$3,205,053
Nassau County	Aerospace product and parts manufacturing	\$2,104,989
Nassau County	Electrical equipment manufacturing	\$2,005,014
Nassau County	Other chemical product and preparation manufacturing	\$1,943,233
Nassau County	Other fabricated metal product manufacturing	\$1,748,770
Nassau County	Basic chemical manufacturing	\$1,370,728

The Roadmap for Florida's Future

Florida's Regional Best Bets and Emerging Clusters

Investing in regional economic expertise to create higher-wage jobs and sustain growth.

Northwest

Aerospace & Defense
Business Services
Distribution & Logistics
IT & Tech (emerging)
Manufacturing (emerging)

Northeast

Business Services
Distribution & eCommerce
Finance & Insurance
Manufacturing (focus on Advanced)
Aerospace & Defense (emerging)
Health Services + Biopharma & MedTech (emerging)

Central West

Distribution/Logistics & eCommerce
Finance & Insurance
Health Services + Biopharma & MedTech
IT & Tech (emerging)

Central & Central East

Aerospace & Defense
Business Services
Semiconductor Manufacturing (emerging)
IT & Tech (emerging)

Southwest

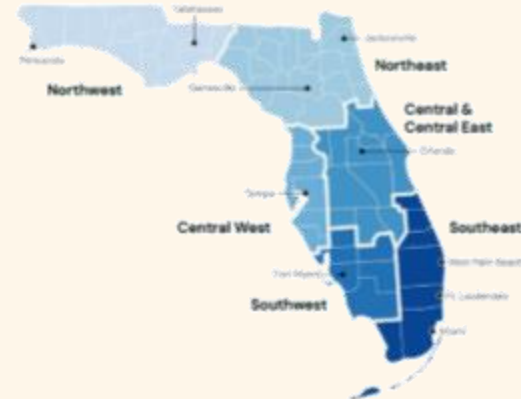
Distribution & eCommerce
Health Services + MedTech
CleanTech (emerging)

Southeast

Distribution & eCommerce
Finance & Insurance
IT & Tech
Aviation & Aerospace (emerging)
Health Services + Biopharma & MedTech (emerging)

Rural

Distribution & Logistics
Manufacturing (incl. Aerospace/Defense)
Agri-business (emerging)



Note: In addition to Manufacturing and Advanced Manufacturing being specifically designated as Best Bets or Emerging clusters in some regions, Manufacturing and Advanced Manufacturing subsectors have been embedded in associated clusters (e.g., Aircraft Engine and Engine Parts Manufacturing in the Aerospace & Defense cluster).⁷⁴

Growth in the Best Bets and Emerging Clusters may add ~175-215k high-paying jobs and ~\$35-100B in GDP to FL's economy by 2030



Aspirational regional impact above baseline projections can be unlocked by **accelerating growth** to match higher U.S. average sector growth rates, **increasing productivity rates**

Next Steps

- **Creation of an innovative platform for the regular convening of regional EDOs to coordinate common economic development goals with the advancement of unique local efforts**
- **Work with EDOs to focus on driving economic competitiveness in Best Bets and Emerging Clusters**
- **Track results**



OPEN DISCUSSION AND PUBLIC COMMENT

Closing Remarks



Katie Crofoot

Chair