



PASCO EDC
NORTH TAMPA BAY, FLORIDA

2020 EXISTING INDUSTRY REPORT

A Pasco EDC Publication

This report is based on numerous survey results from Pasco County companies

The business climate in Pasco County is perfect for all businesses from start-ups to global headquarters



TOTAL COMPANIES SURVEYED
79



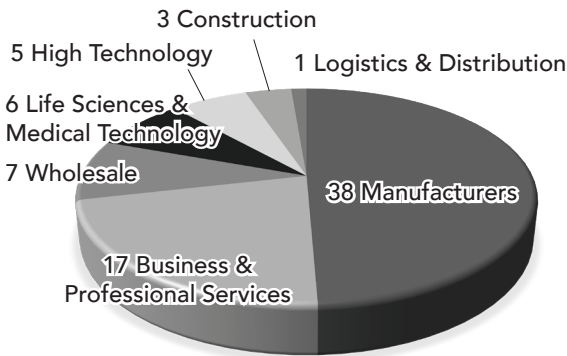
4 EXPANSION PROJECTS

JOBS
104

SQF.
145,000

\$12.6 MILLION CAPITAL INVESTMENT

PRIMARY BUSINESS TYPE SURVEYED



BIZ WALK NEW BRE INITIATIVE FOR PASCO BUSINESS OUTREACH

This program was created to bring together representatives from local agencies to provide a brief overview of how they can assist companies. We chose walkable business areas in the county and all partners met up and went into the businesses together. This initiative was created by the Pasco EDC's Business Retention & Expansion department in partnership with our workforceCONNECT program.

BizWalk representatives included partners from CareerSource, Pasco County Sheriff's Office, a local staffing agency, Pasco-Hernando State College, and Pasco County Emergency Management. During the overviews all partners presented the business community available resources for their workforce needs, safety, and tools to grow. At the same time, we were able to assess the common needs of the business community and current trends.

>> WALK 1 <<

West Pasco Industrial Park
10 Companies
193 Total Employees
Primary Markets: Regional or National

>> WALK 2 <<

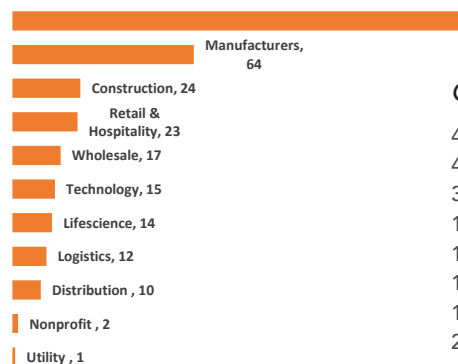
Hudson Business Park
7 Companies
182 Total Employees
Primary Markets: 5 Regional, 2 Pasco

COVID-19 BUSINESS SERVICES

The Pasco EDC teamed up with staff from Pasco County libraries to reach out to businesses and gather information to better understand the business climate during the pandemic. Additionally, companies were assessed for capabilities to potentially provide supplies requested by local and state governments. The phone assessments helped open doors for new business opportunities for our local manufacturers where they could create different products by transitioning their capabilities.

- >> 1,250 Companies Awarded Pasco Emergency Business Grants
- >> \$6,043,000 Distributed for Pasco Emergency Business Grants
- >> 238 Company Operation Status Phone Calls
- >> 105 Business Impact Survey Responses
- >> 14% of Surveyed Companies Considered Producing Critically Needed Goods
- >> 33 Manufacturing Capabilities Phone Calls
- >> 377 Company Outreach Phone Calls
- >> 55 Follow-Up Company Assistance Phone Calls

COVID-19 SURVEY PARTICIPANTS



Business & Professional Services, 161

343 RESPONSES

COVID-19 SURVEY RESPONSES

- 45.19% Continued regular hours of operation
- 41.39% Experienced decreased demand
- 39.6% Operating at reduced capacity
- 13.41% Experienced supply chain disruption
- 12.24% Needed immediate financial relief
- 12.24% Companies closed
- 10.50% Kept all workforce on site
- 2.9% Added hours of operation

EXPORTING

COMPANIES EXPORTING
29

EXPORT MARKETS

- Europe
- Caribbean
- Canada
- Latin America
- Asia

KNOWLEDGE OF EXPORT ASSISTANCE/INCENTIVES

Familiar 38% Participated 1% Unfamiliar 61%



>> COVID-19 created issues for international trade.

>> Enterprise Florida Inc. (EFI) and the U.S. Commercial Service created several **virtual services** to connect companies with opportunities in markets around the world.

>> **24** Pasco companies received export counselling from Pasco EDC.

>> Reported export sales for Pasco companies were **\$110,000**.

WORK FORCE DATA

This information was collected and analyzed by WorkforceCONNECT, a Pasco EDC Program

The WorkforceCONNECT annual report aggregates economic data from September 2019 to August 2020. This year's report was shaping up to show historically low unemployment, steady wage increases and describe a workforce that is more educated, younger and more skilled than any time in recent history. Then the sudden onset of COVID-19 changed everything. Local unemployment shot up to 13.8%, higher than what was seen during the great recession, all schools went remote after a multi-week break. Restaurants and retail were forced to shut down for weeks. This shock will have long term effects on our local labor market, some effects will be permanent and uncertainty is the prevailing sentiment among businesses as they try to reopen, restructure and begin to hire again.

LABOR MARKET OVERVIEW

*Source FL DOE Sept. 19-20 non-seasonally adj.

YEAR-OVER ANNUAL JOB GROWTH	-5.4% ▼ PASCO	-6.7% ▼ FL
UNEMPLOYMENT RATE	6.7% ▲ PASCO	8.4% ▲ FL
LABOR FORCE	238,471 ▲	
PRIME AGE LABOR FORCE PARTICIPATION RATE*	77.8% ▼ PASCO	80.8% ▲ FL
WAGE GROWTH+	4.34% ▲ PASCO	3.87% ▲ FL
PASCO COUNTY AVERAGE WAGE \$38,338		

TRAINING & ECONOMIC DEVELOPMENT ASSISTANCE

Businesses were asked to respond to the familiarity and use of training and economic development assistance programs in Pasco County. The results are shown below:

Programs	Familiar With	Have Used	Unfamiliar With
American Manufacturing Skills Initiative (AmSkills)	13.79%	3.45%	79.31%
CareerSource Pasco Hernando Job Placement Services	41.38%	20.69%	34.48%
CareerSource Pasco Hernando On-the-Job Training (OJT)	34.48%	10.34%	48.28%
CareerSource Pasco Hernando Employed Working Training	24.14%	3.45%	62.07%
CareerSource Florida FL FLEX Training Grant	13.79%	0.00%	75.86%
CareerSource Florida Incumbent Worker Training Grant	17.24%	0.00%	75.86%
Florida DEO Work Opportunity Tax Credit Program	31.03%	0.00%	58.62%
Florida Job Creation Incentive Programs	24.14%	0.00%	65.52%
Florida Ready-to-Work Credential Program	17.24%	0.00%	79.31%
James Irvin Education Center	17.24%	0.00%	82.76%
Marchman Technical College	41.38%	0.00%	48.28%
Pasco County Job Creation Incentive Programs	17.24%	0.00%	72.41%
Pasco District Schools Certified Career Academies	20.69%	0.00%	72.41%
Pasco-Hernando State College Career and Technical Training	44.83%	0.00%	48.28%

RATING OF CURRENT WORKFORCE

How do you rate workers with respect to the following items?

3.2/5 AVAILABILITY	3/5 QUALITY	3/5 STABILITY	2.5/5 PRODUCTIVITY
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How would you rate your employees with respect to certain skills?

- | | | | |
|--------------------------------------|------------------------------|-------------------------------|----------------------------------|
| C+ Basic Writing/Math/Reading | C Computer/Technology | B- OSHA/Safety | C Supervisory/Development |
| C Communication | C Customer Service | B Mechanical/Technical | |