

"We are excited to expand our presence in Florida - a state with a favorable business environment where people are familiar with the Santander brand. The Tampa Bay area is rich in talent, particularly in the customer service sector, and we look forward to offering future employees a dynamic and progressive place to grow their careers."

- Mahesh Aditya, President and CEO
Santander Consumer



Pasco County has 24 miles of coastline to explore.



PENNY FOR PASCO

In the year 2012, Pasco County residents approved a \$0.01 sales tax. Roughly \$56,000,000 of the revenue was earmarked and used for economic development programs, such as: Business Park Development, Infrastructure and Permitting, Speculative Building Construction, and Land Assembly.

PERMITTING ASSISTANCE

- Rapid Response Team
- Expedited Permitting
- Expedited Processing
- Building Permit Fee Waiver

FLORIDA STATE INCENTIVES

- 4th Best Tax Climate in the United States
- Sales & Use Tax Exemptions on Manufacturing Equipment
- Tax Exemption for R&D Equipment
- Clean Energy Incentives
- High Performance Tax Incentive
- Capital Improvement Tax Credit



PASCO EDC
NORTH TAMPA BAY, FLORIDA

16506 Pointe Village Drive, Suite 101
Lutz, FL 33558-5255 USA
(813) 926-0827



BUSINESS & PROFESSIONAL SERVICES

INDUSTRY SNAPSHOT PASCO COUNTY, FL



York Bridge Concepts



PASCO EDC
NORTH TAMPA BAY, FLORIDA

WHO WE ARE

The Pasco Economic Development Council (Pasco EDC) is a private, non-profit organization that promotes growth and prosperity through the development of a sustainable and diversified economy.

Our county-wide economic development efforts are funded by corporate and public investors, and represent a strong partnership which is focused on economic vitality and making Pasco County a great place to live and work.

PASCO'S COMPETITIVE ADVANTAGE

■ **TALENT** – Pasco County Schools serves 84,621 students everyday and was College Board's Advanced Placement District of the Year for 2020

- Pasco's A-rated schools include 40 pathways in Career and Technical Education programs through partnerships with local industry
- Access to the University of South Florida which ranks 8th in the nation among public universities for granted U.S. patents and is one of Florida's Preeminent State Research University
- Saint Leo University named No. 1 private university in the U.S. by *Military Times Best Colleges 2021*



Ensurem

■ **WORKFORCE**- Our award-winning *workforceCONNECTpasco.com* platform allows employers to find programs that produce talent that will thrive in their industries, and explore resources that can help their business stand out to top candidates, as well as allow job seekers to discover and explore various career pathways in a diverse economy of fast-growing industries

■ **BUSINESS CLIMATE** – Stable, pro-business government leadership in a right to work state with local incentives

■ **TAXES** – Low operating costs and no personal state income tax

■ **TRANSPORTATION** – Five major regional commuter arteries intersect Pasco County: I 75, FL 589, US 41, US 19 and US 301

PASCO COUNTY INCENTIVES


Pasco County offers local incentives to induce Target Industries to locate and expand their businesses in the community. The Pasco EDC provides the applications and assistance to qualified projects when applying for the following Pasco County incentives:

- **Job Creation Incentive (JCI) Grant**
- \$2,000-\$5,000 per job (minimum 10 new jobs)
- Job wages at least 115% of Pasco County's average annual wage, 2021 average \$43,461, according to Florida Department of Opportunity (January 2022)
- **Transportation Mobility Impact Fee Waiver**
- **Ad Valorem/Tangible Tax Reimbursement**

WORKFORCE TRAINING GRANTS


- **Penny for Pasco Workforce Training Grant**
- **On the Job Training (OJT)**
- **Employed Worker Training (EWT)**
- **Incumbent Worker Training (IWT)**
- **Veterans Florida Business Training Grant**
- **Quick Response Training**

Pasco County is experiencing unprecedented growth with over 30,000 acres of master planned developments in the works to create the ultimate "Live, Work and Play" communities. Access to five major commuter arteries, a skilled workforce, and a superior quality life were major factors for companies such as Encompass Health Corp., Santander Consumer USA, and Ensurem and their decision to locate major operations in Pasco creating over 1,200 jobs.



TOTAL MSA POPULATION:
3.1 MILLION

TOTAL MSA WORKFORCE:
1.6 MILLION



TOTAL PASCO POPULATION:
561,891

TOTAL PASCO WORKFORCE:
253,705

Census 2020, FL Department of Economic Opportunity (Dec. 2021)



CONSUMERS
WITHIN 8 HOUR DRIVE
33,000,000

PASCO COUNTY RANKS
#3
IN FLORIDA
FOR TOP WORK FROM
HOME COUNTIES!

National Association of Realtors

PASCO COMPANIES:

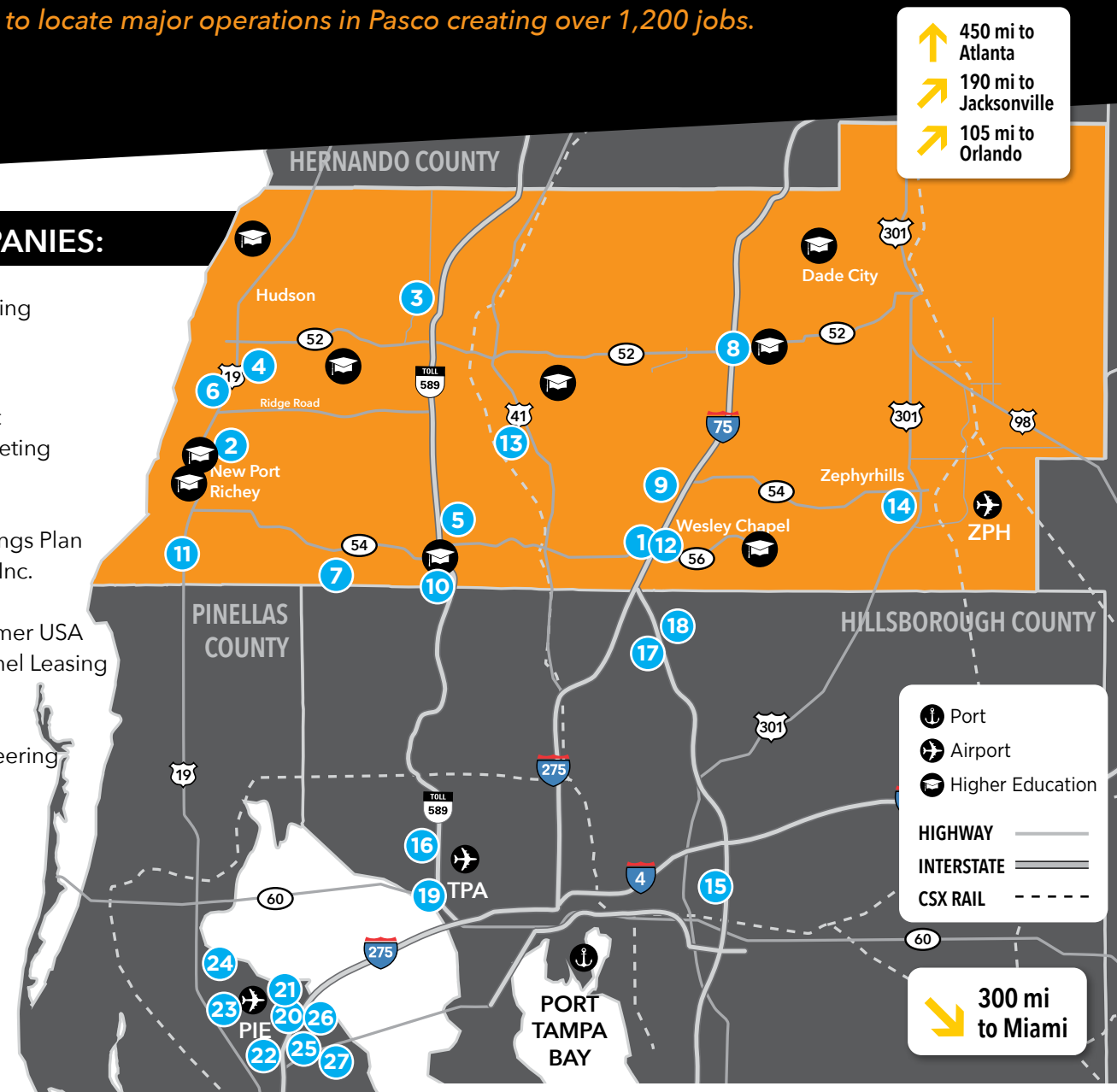
1. American Consulting Engineers of Florida
2. Applicant Insight
3. ARC Nature Coast
4. DialAmerica Marketing
5. Encompass
6. Ensurem
7. Independent Savings Plan
8. Phillips & Jordan, Inc.
9. PIKE Engineering
10. Santander Consumer USA
11. SouthEast Personnel Leasing
12. V12 Data
13. Davron
14. Cornelison Engineering & Design, Inc.

HILLSBOROUGH COMPANIES:


15. CITI
16. JP Morgan Chase
17. USAA
18. DTCC
19. NY Life

PINELLAS COMPANIES:


20. Franklin Templeton
21. Mercury Group
22. PSCU
23. Raymond James
24. Tech Data Corp
25. Fidelity Information Systems
26. Power Design
27. United Healthcare




INFRASTRUCTURE




Duke Energy, TECO/Emera, Withlacoochee River Electric Cooperative



Charter Communications, Frontier Fios, Lumen

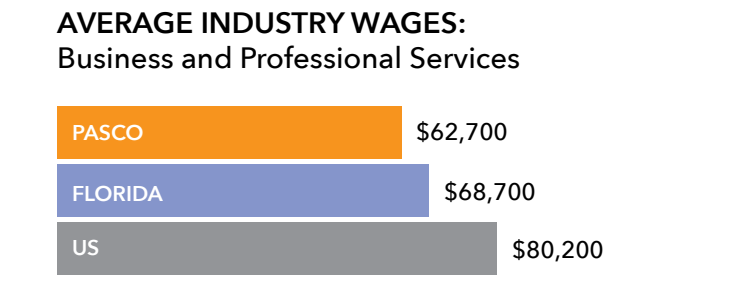


TECO Gas and Clearwater Gas System



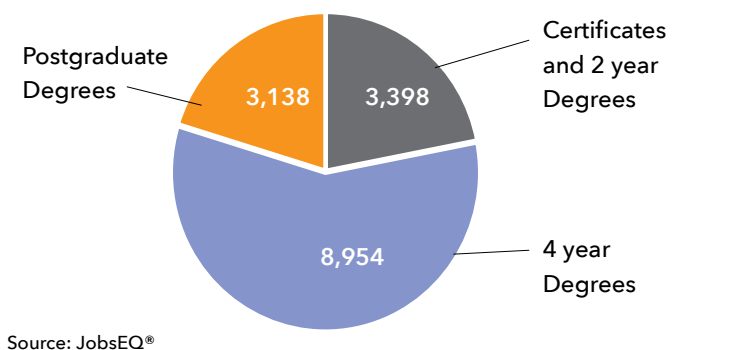
Ready Sites Program has over 2,000 acres evaluated and ready for industrial development

WORKFORCE




EDUCATIONAL ATTAINMENT

15,490 total degrees and certificates were earned in programs related to Business Services careers in the Tampa MSA during the 2019-2020 academic year.



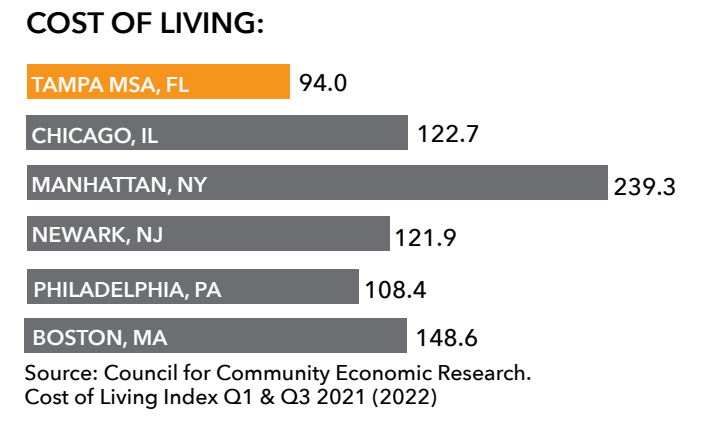
QUALITY OF LIFE

HOME SALES:




Single Family Home Median Sales Price:
 Pasco County: **\$329,510**
 MSA: **\$341,000**

Source: National Association of Realtors, West Pasco Board of Realtors



RECREATION:

Pasco County Parks, Recreation, and Natural Resources Department works to enhance the quality of life for citizens by providing a balance of athletic, recreational, cultural and educational opportunities, and by protecting the County's natural resources including land, air, water, and wildlife.



Florida's Sports Coast/ Steven Martine

- 394 Miles of Hiking and Biking Trails**
- 24 Miles of Coastline to Explore**
- 21K Acres of Natural Parks and Preserves**