

"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, Santander Consumer President and CEO



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
- Capital Investment Tax Credit
- Tax Exemption for R&D Equipment
- Clean Energy Incentives



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 (\$40,248 current avg.)
- 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



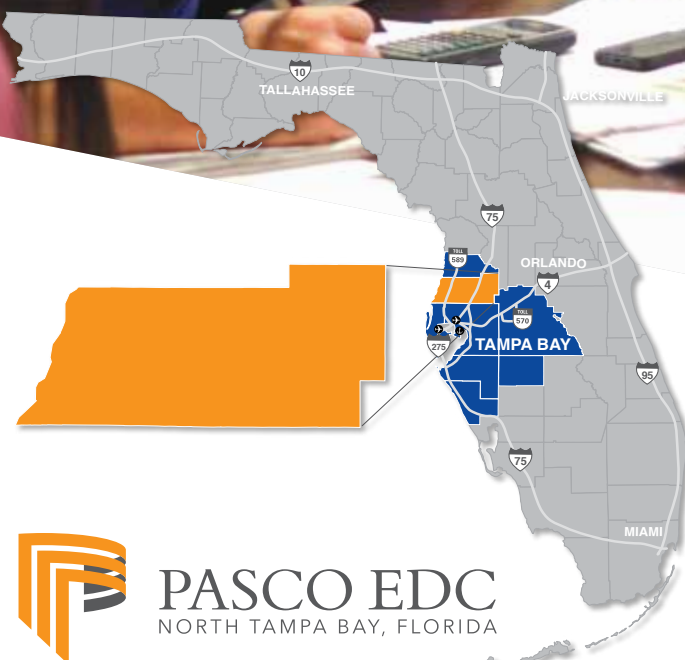
16506 Pointe Village Drive, Suite 101
Lutz, FL 33558-5255 USA • (813) 926-0827
www.PascoEDC.com

BUSINESS & PROFESSIONAL SERVICES

INDUSTRY SNAPSHOT PASCO COUNTY, FL



York Bridge Concepts



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 is the 53rd largest school district in the country and 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 is the 7th largest public university in the U.S. and Florida's Preeminent State Research University
 - Saint Leo University named No. 1 in the U.S. by *Military Times Best Colleges 2020*



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 is experiencing unprecedented growth with over 19,000 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:
3.0 MILLION
TOTAL MSA WORKFORCE:
1.5 MILLION

TOTAL PASCO POPULATION:
525,643
TOTAL PASCO WORKFORCE:
217,989

CONSUMERS WITHIN 8 HOUR DRIVE
33,000,000

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

*Census 2019, annual average growth rate since 2009

PASCO COMPANIES:

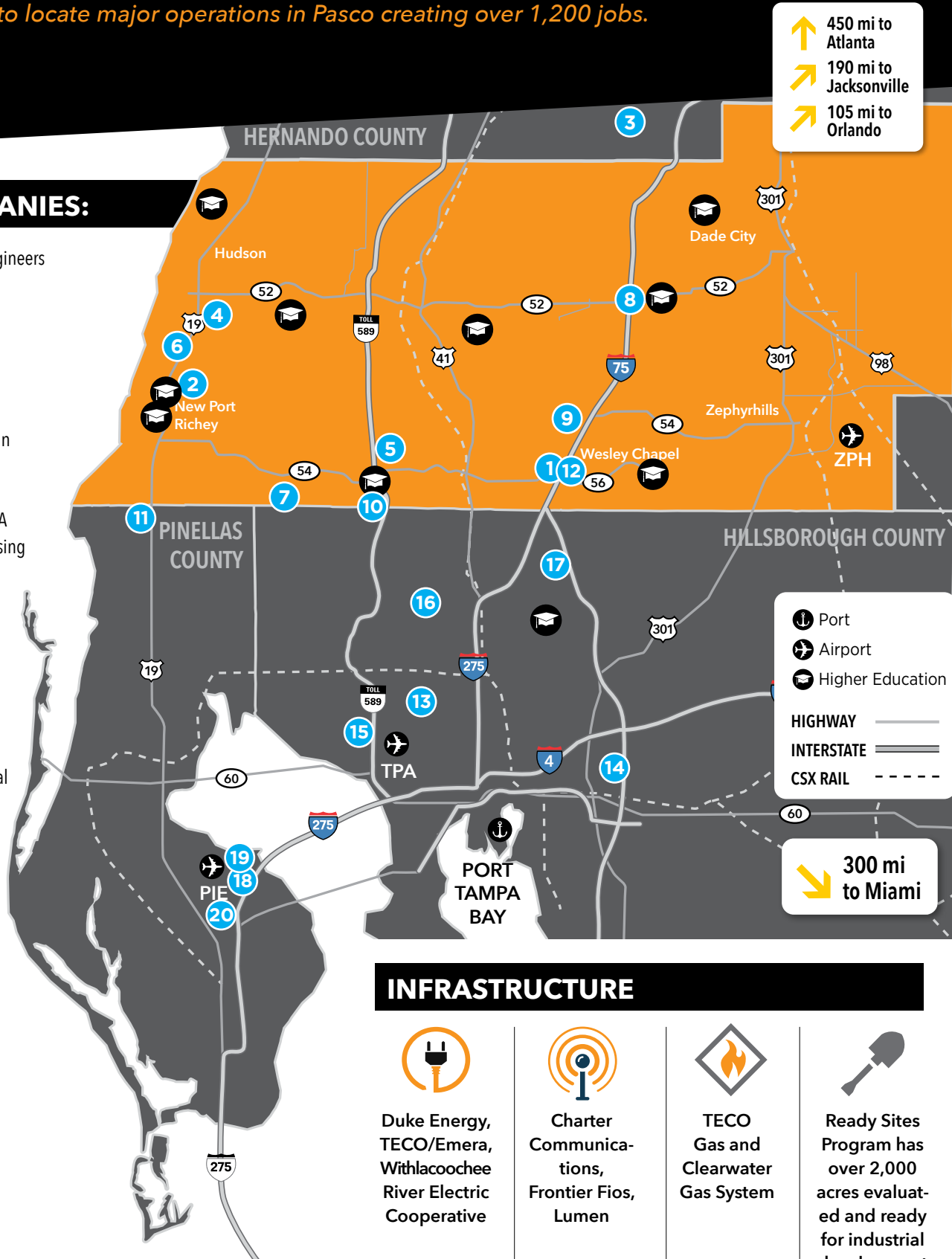
- American Consulting Engineers of Florida
- Applicant Insight
- ARC Nature Coast
- DialAmerica Marketing
- Encompass
- Ensurem
- Independent Savings Plan
- Phillips & Jordan, Inc.
- PIKE Engineering
- Santander Consumer USA
- SouthEast Personnel Leasing
- V12 Data

HILLSBOROUGH COMPANIES:

- Aetna
- CITI
- JP Morgan Chase
- Raymond James Financial
- USAA

PINELLAS COMPANIES:

- Franklin Templeton
- Mercury Group
- PSCU



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

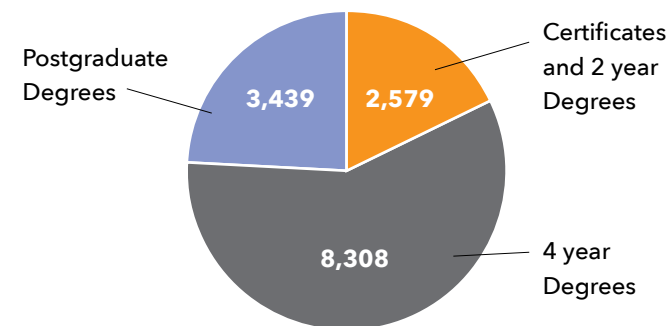
WORKFORCE

AVERAGE INDUSTRY WAGES:
Business and Professional Services



EDUCATIONAL ATTAINMENT

14,326 total degrees and certificates were earned in programs related to Business Services careers in the Tampa MSA during the 2018-2019 academic year.



Source: JobsEQ®

QUALITY OF LIFE

HOME SALES AND RENTALS:



Single Family Home Median Sales Price:

Pasco County: **\$217,000**
MSA: **\$280,000**

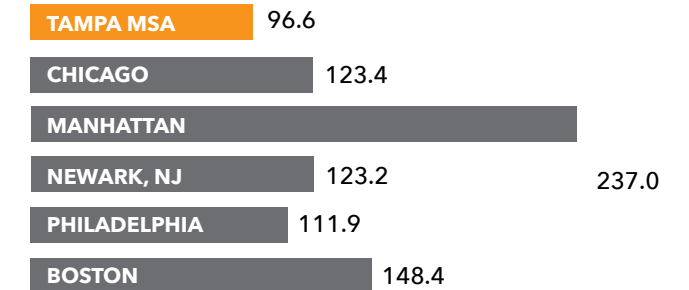


2 BR Median Rent List Price:

Pasco County: **\$1,161**
MSA: **\$1,200**

Source: National Association of Realtors

COST OF LIVING:



Source: Council for Community Economic Research. Cost of Living Index Q4 2020 (2021)

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.

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