

# BUSINESS & PROFESSIONAL SERVICES

## INDUSTRY SNAPSHOT PASCO COUNTY, FL

Santander  
Consumer USA

## 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 87,877 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 23rd in the world among universities granted U.S. utility patents and is one of Florida's Preeminent State Research University
- Saint Leo University ranked #14 for Veterans in the South by *U.S. News and World Report*



■ **WORKFORCE**- Our award-winning [workforceCONNECTpasco.com](https://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 EDC  
NORTH TAMPA BAY, FLORIDA®

**TOTAL MSA POPULATION:**  
**3.2 MILLION**  
**TOTAL PASCO POPULATION:**  
**592,669**  
**TOTAL PASCO WORKFORCE:**  
**328,932**

Office of Economic &  
 Demographic Research

**FLORIDA RANKED #1**  
**SYSTEM FOR HIGHER EDUCATION**  
**FOR 6TH STRAIGHT YEAR**

Lightcast's 2022 Talent Attraction  
 Scorecard

**FLORIDA RANKED #1**  
**IN NATION FOR ATTRACTING AND DEVELOPING A SKILLED WORKFORCE!**

U.S. News and World Report

↑ 450 mi to  
 Atlanta  
 ↗ 190 mi to  
 Jacksonville  
 ↘ 105 mi to  
 Orlando

## PASCO COMPANIES:

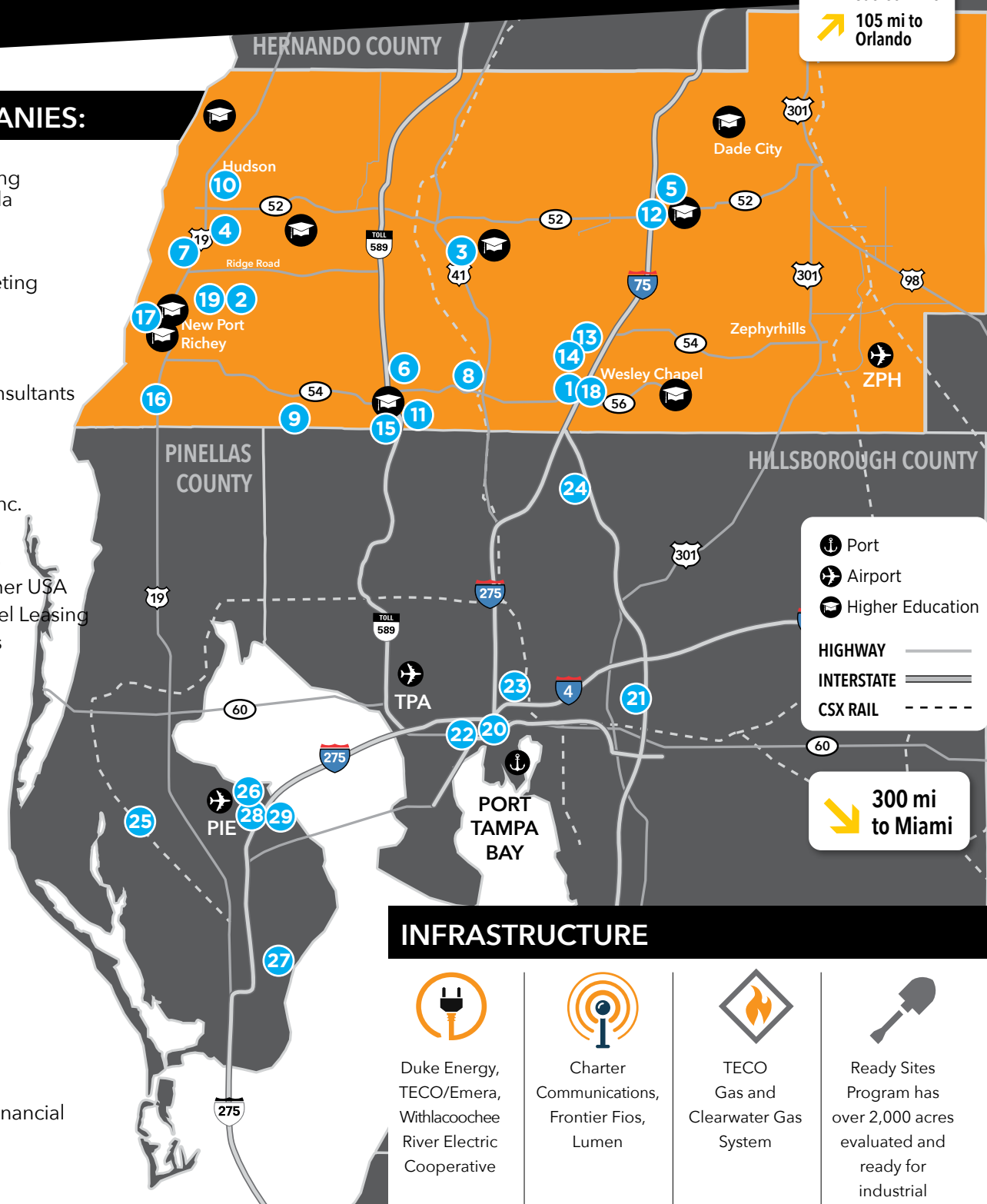
1. American Consulting Engineers of Florida
2. Applicant Insight
3. Davron
4. DialAmerica Marketing
5. Digital Lightbridge
6. Encompass Health
7. Ensorem
8. Florida Design Consultants
9. ISPC Inc.
10. MedFleet
11. MyCare
12. Phillips & Jordan, Inc.
13. PIKE Engineering
14. Preferred Materials
15. Santander Consumer USA
16. SouthEast Personnel Leasing
17. U.S. Water Services Corporation
18. V12 Data
19. Welbilt

## HILLSBOROUGH COMPANIES:

20. Baker McKenzie
21. CITI
22. Sykes Enterprises
23. Wise
24. USAA

## PINELLAS COMPANIES:

25. Allstate
26. Franklin Templeton
27. Iqor
28. Raymond James Financial
29. Spectrum



## INFRASTRUCTURE



Duke Energy,  
 TECO/Emera,  
 Withlacoochee  
 River Electric  
 Cooperative



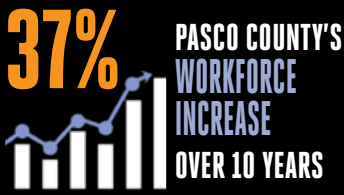
Charter  
 Communications,  
 Frontier Fios,  
 Lumen



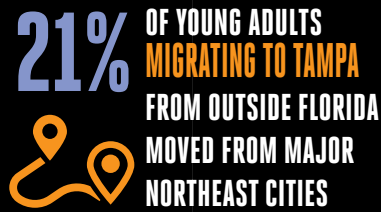
TECO  
 Gas and  
 Clearwater Gas  
 System



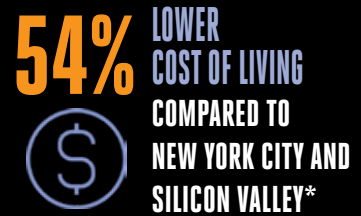
Ready Sites  
 Program has  
 over 2,000 acres  
 evaluated and  
 ready for  
 industrial  
 development



American Community Survey



Migrationpatterns.org



## WORKFORCE

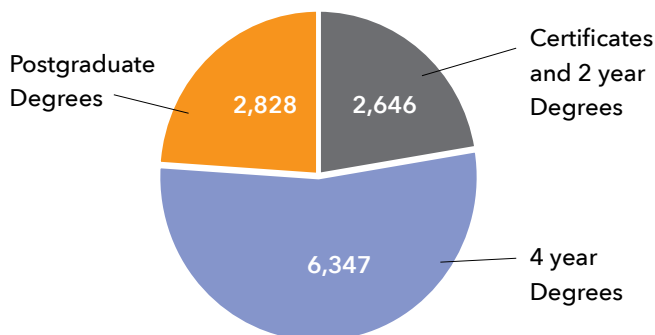
**AVERAGE INDUSTRY WAGES:**  
Business and Professional Services



Southeast Personnel

## EDUCATIONAL ATTAINMENT

**11,821** total degrees and certificates were earned in programs related to Business Services careers in the Tampa MSA during the 2020-2021 academic year.



Source: JobsEQ®

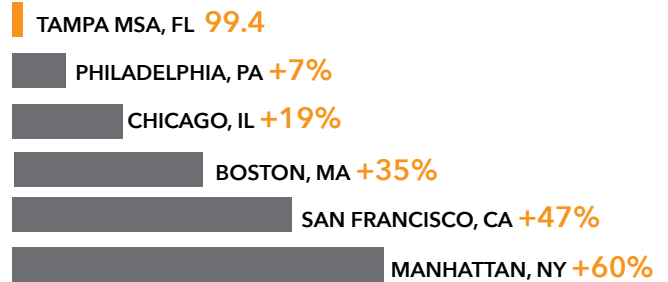
## QUALITY OF PLACE

**HOUSING COST INCREASE** COMPARED TO TAMPA, FL\*



Philadelphia, PA **+9%**  
Chicago, IL **+38%**  
Boston, MA **+58%**  
San Francisco, CA **+70%**  
Manhattan, NY **+81%**

**COST OF LIVING** COMPARED TO TAMPA, FL\*



\*Nerdwallet.com - The Cost of Living Index - COLI from the Council for Community and Economic Research

## OUTDOOR RECREATION



Florida's Sports Coast/ Steven Martine

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



*"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



## OVER \$56 MILLION INVESTED IN ECONOMIC DEVELOPMENT PROGRAMS IN PASCO COUNTY

This portion of the Penny for Pasco was utilized to foster diversified and sustained economic growth in:

- Entrepreneurship and small business programming
- Speculative office and industrial building development
- Business park infrastructure
- Workforce training grants
- Industrial site readiness

Pasco County has 24 miles of coastline to explore.

## 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, 2023 average \$47,721, (Florida Department of Economic Opportunity)
- **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**

## 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 Impact Performance Incentive**
- **Capital Investment Tax Credit**
- **Aviation Tax Exemption**



**PASCO EDC**  
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