

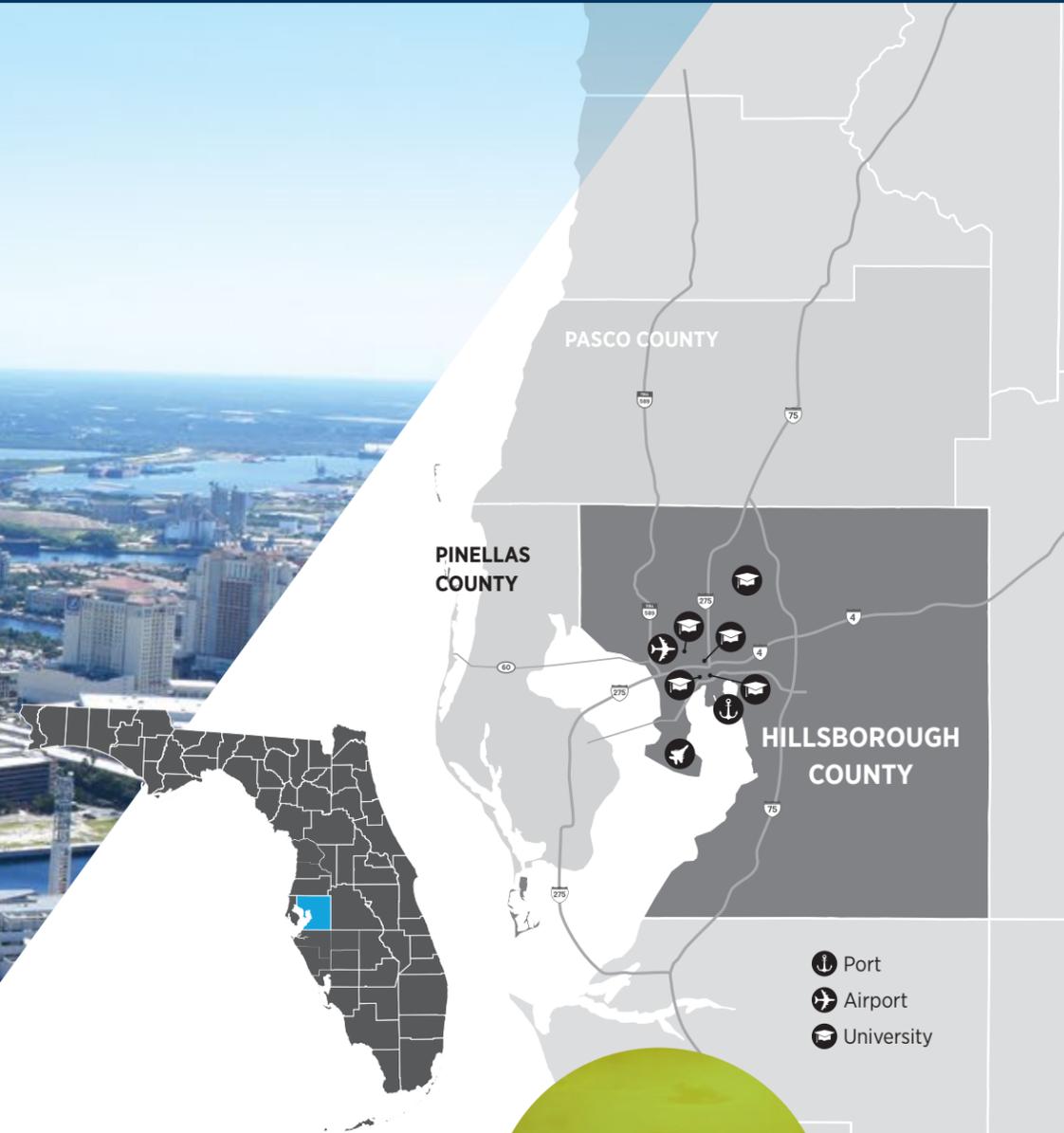


TAMPA BAY

COMMUNITY OVERVIEW



WELCOME TO TAMPA BAY



LEADING GLOBAL CORPORATIONS AND SMALL BUSINESSES ALIKE ARE DISCOVERING THAT TAMPA BAY IS THE PERFECT PLACE TO LOCATE OR GROW THEIR BUSINESS.

Home to a top-rated international airport, the largest and most diversified port in Florida, and conveniently located on the busy I-4 corridor, Hillsborough County is the commercial and industrial heart of the Tampa Bay region – and companies are starting to take notice. Today, Tampa is one of the fastest-growing large cities in the country, attracting such global companies as Bristol-Myers Squibb, Citi, Johnson & Johnson, Amgen, Baker McKenzie and Amazon.

Our community offers many appealing attributes for businesses:

- Access to a rich and diverse talent pipeline
- Stable pro-business leadership and favorable corporate tax environment
- No personal income tax, low cost of living, and an excellent quality of life makes recruiting easy
- Non-stop air service to more than 90 domestic and international destinations
- 35 million consumers within an 8-hour drive
- Closest deep-water port to the Panama Canal and post-Panamax ready
- Located on the I-4 warehouse, distribution and logistics corridor

Total MSA Population:
3 million



Total MSA Labor Force:
1.5 million



18th largest metropolitan area in the US



WE'RE A TOP 20 METRO AREA, POISED FOR DRAMATIC GROWTH

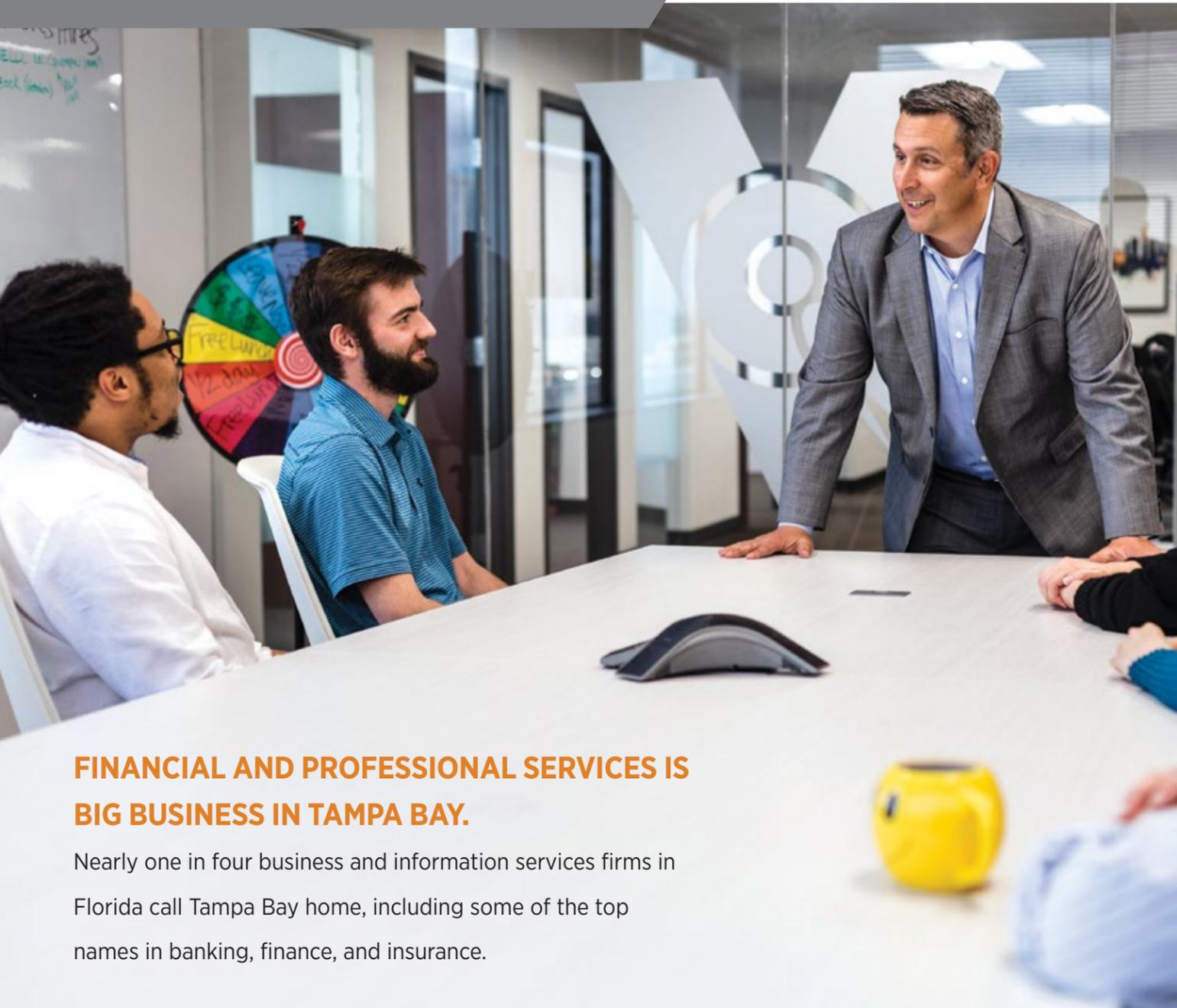
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“WE WERE LOOKING FOR AN **EXCEPTIONAL POOL OF TALENT, A MEANINGFUL CULTURAL FIT AND A GLOBAL OUTLOOK** THAT WILL WORK WELL WITH OUR BUSINESS NEEDS – AND TAMPA TICKED ALL THOSE BOXES.”

– JAMIE LAWLESS, EXECUTIVE DIRECTOR, BAKER MCKENZIE, TAMPA CENTER

INDUSTRY CLUSTERS



FINANCIAL AND PROFESSIONAL SERVICES IS BIG BUSINESS IN TAMPA BAY.

Nearly one in four business and information services firms in Florida call Tampa Bay home, including some of the top names in banking, finance, and insurance.



FINANCIAL & PROFESSIONAL SERVICES

For over 40 years, Tampa Bay has offered a competitive alternative to the traditional financial centers of New York, Chicago, and Boston. Today, we are Florida’s preferred business destination. Many leading national corporations in banking, finance, and insurance call Tampa Bay home.

As the fastest growing industry segment in the Tampa Bay metropolitan area, our financial and professional services had a five-year employment gain of 13.9%, adding over 30,300 jobs with an average annual workforce of 248,500 by the end 2019.

With business-friendly government and community support, low cost of living, and unmatched quality of life, Tampa Bay is the ideal location for your company’s future expansion or relocation.

Leading financial & professional services companies in the region:

- Aetna
- Amgen
- Baker McKenzie
- Bloomin’ Brands
- Bristol-Myers Squibb
- Capital One
- Citi
- Depository Trust & Clearing Corporation (DTCC)
- Franklin Templeton Investments
- Frank Recruitment Group
- Home Shopping Network
- Humana
- IRONMAN
- Johnson & Johnson
- JP Morgan Chase
- MetLife
- Morgan Stanley
- New York Life
- Progressive Insurance
- PwC
- Raymond James Financial
- Sykes Enterprises
- TransferWise
- USAA
- Willis Towers Watson



DEFENSE & SECURITY

Tampa Bay has emerged as a leader in the defense, security, and aviation industries; and rightfully so. We are home to MacDill Air Force Base and two, four-star Combatant Commands: US Central Command (USCENTCOM) and US Special Operations Command (USSOCOM). Tampa Bay is the birthplace of commercial aviation and the headquarters of the National Aviation Academy.

Tampa Bay has one of the largest veteran workforces in the nation, and our business community takes pride in our military workforce of roughly 89,000*.

Tampa Bay’s \$14 billion military industry has developed around sectors including cybersecurity, information technology, intelligence and analysis, advanced manufacturing, and training and simulation.

Leading defense, security, and aviation companies in the region:

- AC4S
- Acuity Solutions
- Aero Simulation
- Arma Global Corporation
- CAE USA
- Camber
- Celestar Corporation
- CLI Solutions
- GE Aviation
- General Dynamics
- Honeywell
- Jacobs Technology
- L-3 Communications
- Lockheed Martin
- Lukos
- Northrop Grumman
- Raytheon
- Smarttronix
- Vykin

*Source: JobsEQ American Community Survey 2012-2016

INDUSTRY CLUSTERS

"WE STARTED OUR BUSINESS IN TAMPA AND THANKS TO CONNECTIONS TO MACDILL AIR FORCE BASE AND THE GROWING TECHNOLOGY ECOSYSTEM, WE HAVE EVEN MORE OPPORTUNITIES TO EXPAND HERE." - GARTH AREVALO, CEO OF LUKOS, A VETERAN-OWNED PROVIDER OF PROFESSIONAL SERVICES TO THE FEDERAL GOVERNMENT



DISTRIBUTION & LOGISTICS

Due to an extensive interstate network, there are more than nearly 35 million consumers within an eight-hour drive of Tampa and Hillsborough County. Our world-class airport, deep-water seaport, thriving manufacturing industry, and convenient location on the busy I-4 corridor make Tampa and Hillsborough County a prime location for distribution and logistics centers.

With more than 21 million residents in Florida, the demand for trucks to travel in and out of the state to deliver a variety of goods is high. Intensifying that need is the fact that Florida leads the nation in net migration. More U.S. residents are moving to Florida than any other state, so the need to deliver goods efficiently and quickly will only continue to grow.

Leading distribution & logistics companies in the region:

- Amazon
- BlueGrace Logistics
- Ekoa Brands
- Gordon Food Services
- The Home Depot
- Integrity Express Logistics
- Patterson Companies
- Quality Distribution
- ReedTMS Logistics
- Star Distribution Systems
- Total Quality Logisitcs



INFORMATION TECHNOLOGY

With exponential growth in the industry, Tampa Bay has quickly become a hub for rapidly expanding information technology companies. Ranked by CompTIA as one of the top cities for tech jobs in the nation, Tampa is creating more tech jobs than any other city in Florida - and the talent is flocking here.

Our talent pipeline is fueled by major universities offering dozens of IT-centric degree programs and curricula in high demand specializations, such as data science / big data and cybersecurity.

Tampa Bay has become a top destination for graduates with training in data warehousing, data scaling, data analytics, and data management. The region is also home to Cyber Florida, a first-of-its-kind, shared resource for Florida's stakeholders in higher education, government, defense, and industry.

Leading IT companies in the region:

- Accusoft
- AgileThought
- Ashcomm LLC
- Catalina Marketing
- Cognizant
- ConnectWise
- Digital Hands
- Drift
- Fintech
- Greenway Health
- Healthesystems
- IBM
- Jagged Peak Inc.
- KnowBe4
- myMatrixx
- Nielsen Media Research
- ReliaQuest
- SunView Software
- Sykes Enterprises
- Syniverse
- Tech Data
- TransferWise
- Webstaurant Store



LIFE SCIENCES & HEALTH CARE

Tampa Bay has emerged as a driving force behind the state's fast-growing life sciences industry, which includes 5,400+ companies supporting 80,000 jobs. The region is gaining a global reputation as a growing hub for research and development.

In recent years, globally renowned corporations, such as Bristol-Myers Squibb, Johnson & Johnson, and Amgen have chosen Tampa Bay as the site for major North American operations. They joined a stellar list of life sciences companies already in the area with specialties ranging from global operations, R&D, and advanced manufacturing. Our talented workforce, strong university presence, collaborative community environment, pro-business climate, and quality of life have made it easier than ever to locate and expand a life sciences company here.

Leading life sciences companies in the region:

- Amgen
- Axogen
- Bausch + Lomb
- Bristol-Myers Squibb
- Capsugel
- Henry Schein
- Inspirata
- Johnson & Johnson
- LifeLink
- Lions Eye Institute
- M2Gen
- MHK
- Moffitt Cancer Center
- Morphogenesis
- Quest Diagnostics
- TouchPoint Medical
- Vycellix



MANUFACTURING

Manufacturing has a long history in Tampa Bay, where it is a source of innovation for a wide range of industries. Florida ranks among the top ten states for manufacturing in the U.S.

The region has the second largest base of manufacturing employment in Florida, and is home to the global headquarters of Jabil, along with more than 2,800 other manufacturing firms employing nearly 62,000 people. We produce a variety of products in highly regulated industries, from precise military specifications to the creation and development of medical devices. Our businesses are advancing modern manufacturing technology and making an impact across the globe.

Leading manufacturing companies in the region:

- Advanced Airfoil Components
- Amalie Oil Company
- Bausch + Lomb
- Beneficial Blends
- Bertram Yachts
- Capsugel
- Chromalloy Castings
- Cott Beverages
- Covidien
- GE Energy
- Gerdau
- Jabil
- James Hardie
- Johnson Controls
- Leggett & Platt Adjustable Beds
- Lidworks
- Masonite
- Metrohm
- Monin
- Mosaic
- Tampa Armature Works
- Tampa Tank and Florida Structural Steel

STRATEGIC GROWTH AREAS:

- Cybersecurity
- Fin Tech
- Health Tech
- Cancer Solutions
- Supply Chain Management Solutions

These five strategic growth areas have been identified because the region has either seen significant investments in these areas or the ecosystem exists to support the growth of these sectors. For example, there's a strong presence of cybersecurity and FinTech services companies already operating in the region. With the academic infrastructure in place and the talent pipeline present, there is an opportunity to expand these areas. Additionally, the presence of Moffitt Cancer Center, major pharmaceutical companies and innovative new startups, positions the region to be a national and international leader in cancer solutions.



University of South Florida

HIGHER EDUCATION

Tampa Bay is home to nearly 80 colleges, universities and technical schools, training the students of today for the jobs of tomorrow.

Florida ranks **#1 for higher education** three years running – *U.S. News and World Report*

An average of **75% of graduates end up staying in Florida** – a majority within the Tampa MSA

The **University of South Florida** is one of the top research universities in the nation and ranks in the top 50 public universities nationally by *U.S. News and World Report* (USNWR) National University Rankings. USF is a preeminent university and offers more than 80 undergraduate majors and 150 degree programs at the graduate, specialist and doctorate levels. USF's current enrollment is over 50,000 students with 85% of graduates staying in the state.

Our area also has the **University of Tampa**, named one of "America's Best Colleges" by Forbes and regarded as one of the nation's best for undergraduate education by The Princeton Review. The University of Tampa's enrollment represents all 50 states and 140 countries. Areas of study include international business, finance, communication and nursing.

Saint Leo University is a top 10 provider of higher education to the military and its Tampa Education Center serves as a support center for online students throughout the world. *U.S. News & World Report* has recognized St. Leo's online programs serving adult learners and veterans for making significant contributions to the local workforce.

Hillsborough Community College is one of the nation's leading two-year institutions developing programs to most immediately respond to local workforce gaps. HCC operates five campuses near major employment centers throughout the county. Associate degree tracks and programs offered there include architecture, business administration, computer information systems, and health sciences.

Tampa Bay is home to the following higher education institutions, among others:

- Hillsborough Community College
- Saint Leo University
- Stetson University College of Law
- Ultimate Medical Academy
- University of South Florida
- University of Tampa
- Eckerd College



RECRUITMENT & TRAINING

Our workforce recruitment and training assistance will allow you to establish local operations in less time, at a lower cost. Working with CareerSource Tampa Bay, we offer programs that help you recruit and train new employees, as well as maintain and expand the skills of your existing workforce.

Enhancing the competitiveness of our regional workforce is a top priority in Tampa Bay. In recent years, our leading business and economic development organizations joined together to identify current and future employer needs in key high-growth industries, including information technology and manufacturing. Through this effort, we've created new workforce development opportunities. These include apprenticeships, on-the-job training, fellowships, and programs for continuing professional education, as well as partnerships with local colleges and national universities.

#1 best state for higher education
— *U.S. News & World Report*

WORKFORCE

TAMPA BAY HAS THREE LOCAL UNIVERSITIES RECOGNIZED IN U.S. NEWS & WORLD REPORT'S BEST COLLEGE RANKINGS

More than **175,000 students** attend one of the numerous, distinguished educational institutions in the Tampa Bay area. That figure swells to **over 340,000** when including the larger Central Florida region with **Florida Polytechnic University, University of Central Florida** and **University of Florida**.

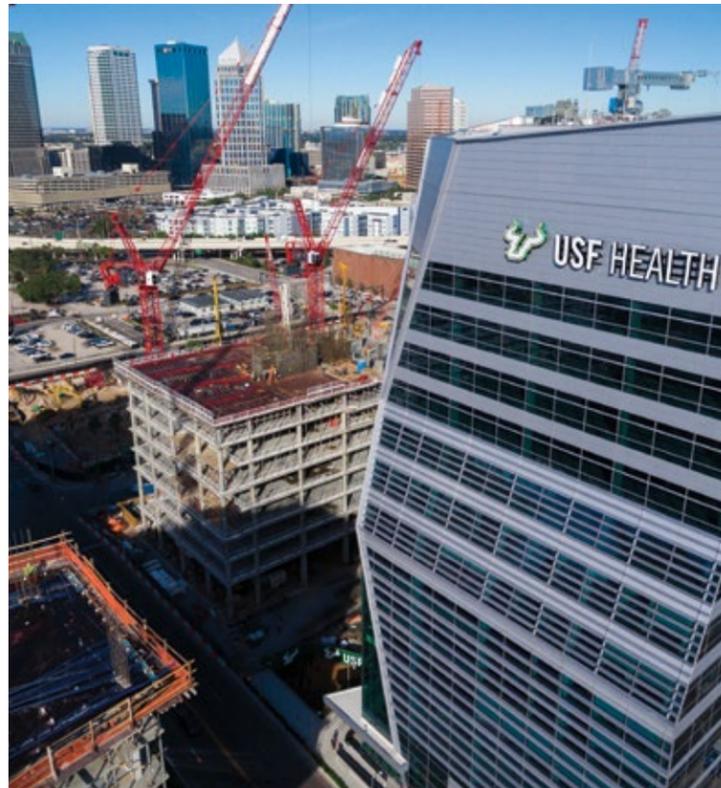




MANUFACTURING SKILLS

Propelled by rapid innovation, today's manufacturers rely on increasingly advanced technology – and they need skilled workers for its development and operation. Tampa Bay is home to several specialized programs and industry groups that support the needs of manufacturers. The **Manufacturing Alliance of Hillsborough County** provides students, teachers, and job seekers with the resources they need to help our manufacturing sector succeed for generations to come.

The Alliance works with the Hillsborough County School District to offer programs in such areas as robotics, engineering, and machining technology. Students and experienced workers can also continue their training at Hillsborough Community College (HCC) in areas such as applied welding, engineering technology and industrial machining.



PIONEERING PARTNERSHIPS

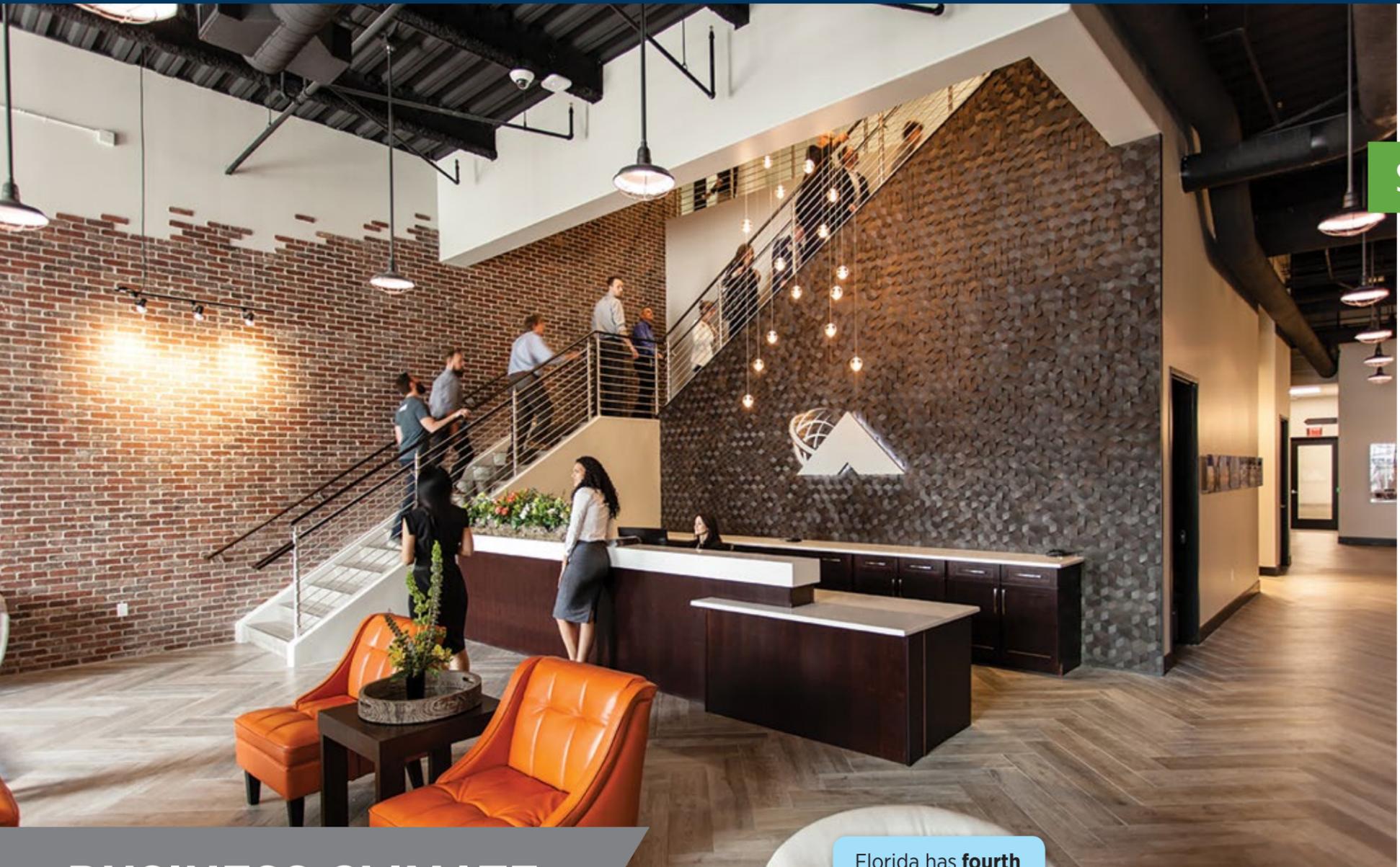
The new state-of-the-art USF Morsani College of Medicine at Water Street has partnered with Tampa General Hospital to advance the fast-growing healthcare and biotech presence in Tampa. Furthermore, the College of Medicine and Microsoft have created the first-ever **Medical School of Innovation** where advanced Microsoft technology such as large tablets, interactive whiteboards and Microsoft Teams will be integrated into the College.

The University of Tampa houses a 213,000 square-foot Innovation and Collaboration building that brings students, faculty and community members together. It also houses the renowned Lowth Entrepreneurship Center and multiple cybersecurity labs. Speaking of cybersecurity, local area firms like ReliaQuest, J.P. Morgan and KnowBe4 have donated more than \$2 million to USF to facilitate cutting-edge programs for cyber training. USF and Jabil also announced a \$1 million partnership to launch the **USF Jabil Innovation Institute** where USF students and faculty collaborate with Jabil Teams to gain real-life experience developing solutions to critical business and technology issues.



“IN THE PAST FIVE YEARS, TECH-RELATED JOBS IN THE TAMPA BAY AREA WERE UP 27.6% AND THE CITY HAS BEEN RATED AS ONE OF THE TOP PLACES TO START A CAREER. WE’RE EXCITED TO CAPITALIZE ON THIS PIPELINE OF TALENT AND ARE COMMITTED TO INVESTING IN THE FUTURE OF THE TAMPA BAY AREA.”

– DAVID CANCEL, FOUNDER AND CEO, DRIFT



SUCCESS STORY

Ashley Furniture Industries CEO Todd Wanek considered San Francisco and New York City for the company's U.S. e-commerce headquarters, but ultimately decided Tampa's Ybor City was the perfect location. It's the type of urban neighborhood that offers a uniqueness that helps attract and retain talent. Today, a staff of 225 - and counting - in roles such as design, marketing, and information technology - enhance the shopping experience of customers worldwide.

Tampa Bay is one of the hottest markets in the country for corporate expansion and relocation. The following companies have expanded or relocated to Tampa Bay:

- Advanced Airfoil Components opens 210,000 sq.ft. facility with 350 jobs in Hillsborough County
- AeroSimulation, Inc. to expand in Hillsborough County
- Amgen brings its capabilities center
- Ashley Furniture Industries locates its new US e-commerce headquarters, Ashcomm, LLC
- Baker McKenzie opens a shared service center with 300 new jobs
- Bertram (Italy) establishes its international HQ
- CAE USA expands U.S. headquarters in Tampa
- Boston-based tech company Drift expands to Tampa with 100 new jobs
- Frank Recruitment Group to open new office in Tampa
- IRONMAN HQ expands in Tampa
- Johnson & Johnson locates its North American shared services headquarters
- MetLife expands by 430 new jobs
- Mosaic establishes its new headquarters in Tampa Bay
- TransferWise establishes first U.S. operation in Tampa
- United Airlines selects Tampa for new \$33 million maintenance facility
- USAA doubles Crosstown campus with 1,200 new jobs
- Velocity Resource Group relocates headquarters to Tampa
- WebstaurantStore opens Tampa office with 300 jobs

“WE HAVE FOUND A GREAT HOME HERE IN TAMPA OVER THE LAST 10 YEARS. WE ARE PROUD OF THE GROWTH IRONMAN HAS SEEN IN OUR TIME HERE AND WE ARE ENTHUSIASTIC ABOUT COLLABORATING WITH LOCAL PARTNERS TO CONTINUE THAT GROWTH... ADD IN AN ACCESSIBLE AIRPORT WITH NATIONAL AND INTERNATIONAL FLIGHT OPTIONS AND IT IS EASY TO SEE WHY TAMPA IS AN IDEAL LOCATION FOR A GLOBAL HEADQUARTERS.”

- ANDREW MESSICK, PRESIDENT AND CHIEF EXECUTIVE OFFICER OF IRONMAN WORLD HQ

BUSINESS CLIMATE

COMPANIES OPERATING IN TAMPA BAY ENJOY LOWER LABOR COSTS, FAVORABLE CORPORATE TAX POLICIES, NO PERSONAL INCOME TAX, AND STABLE PRO-BUSINESS LEADERSHIP.

- Florida has fourth lowest tax burden**
— *WalletHub, 2019*
- Tampa #10 fastest-growing large city in the U.S.**
— *WalletHub, 2019*
- Florida #2 best state for business**
— *Chief Executive, 2019*
- Tampa ranks #3 best place for new small businesses**
— *Lending Tree, 2020*
- Tampa is the third fastest growing city in Florida**
— *U.S. Census Bureau*
- Tampa #1 best small tech market in North America**
— *CBRE, 2019*

Top growth state
of 2019
— U-Haul, 2019



GAME-CHANGING REDEVELOPMENT PROJECTS

There are currently four major redevelopment projects underway in Tampa that will transform more than 100 acres and create an urban environment unlike any other in the country.

- Just outside of Tampa's downtown business district, Strategic Property Partners is developing Water Street Tampa, a \$3-billion, mixed-use district that will span 50 acres once complete, creating an entirely new kind of urban community with walkable streets that will connect homes, offices, shops, and hotels along an accessible waterfront.
- New York-based Bromley Companies' Midtown Tampa is a \$500 million development that will include retail and entertainment space, office, residential units and hotels in a truly walkable district connecting downtown Tampa and the busy Westshore Business District.
- Just north of downtown, SoHo Capital is building a vibrant riverfront community with its mixed-use development The Heights, which includes a public market and food hall, modern apartments, a forthcoming hotel and new Class-A office space.
- Tampa International Airport is undergoing a \$2 billion expansion to accommodate future growth. Currently underway is a 35-acre commercial development that includes a curbside expansion, a 270,000 square-foot office building, and new hotel.



SUCCESS STORY

Growing marketing technology firm **Drift** was looking for a place with a budding tech scene and a diverse talent pool to open its fourth office. Our local business leaders like Jeff Vinik, entrepreneurial leaders like Embarc Collective's Lakshmi Shenoy and government leaders like Mayor Jane Castor, all worked together to make the case for Tampa. And it worked. In 2019, Drift announced its expansion to Tampa with plans to create 100 new jobs.

"TAMPA'S PLACEMENT ON THE MAP IS THE KEY TO SETTING THIS CITY APART - FOR BOTH INDUSTRY INVOLVEMENT AND INDIVIDUAL COMPANY CULTURE. LOCATED NEXT TO THE PORT, AN INTERNATIONAL AIRPORT AND UPCOMING DEVELOPMENTS, THE CITY OF TAMPA HAS EASY ACCESS FOR THE MOVEMENT OF GOODS."

— ERIN MEAGHER, FOUNDER, BENEFICIAL BLENDS



SUCCESS STORY

Tampa-based engineering consulting firm **VoltAir** had outgrown its office space and needed to find a new space fast. With other Southeast cities putting on the hard sell to lure the company away, the Tampa Bay EDC jumped into action to help CEO Julius Davis find a new office to meet his growing company's needs. In pretty short order, the EDC found VoltAir the perfect location with more than triple the space to accommodate 10 new positions, retaining one of Tampa's top homegrown companies.

MAJOR COMPANIES OPERATING IN TAMPA BAY

- AAA Southeast*
- Advanced Airfoil Components*
- Amgen
- Ashley Furniture E-Commerce*
- Baker McKenzie
- Bausch & Lomb
- Bertram Yachts*
- Bisk Education
- Bloomin' Brands*
- Bluegrace Logistics*
- Bristol Myers Squibb
- CAE USA*
- Capital One
- Centene/WellCare
- Charter Communications
- Chromalloy
- Citi
- Coca-Cola Beverages Florida*
- College Hunks Hauling Junk*
- ConnectWise*
- Cott Beverages*
- Depository Trust Clearing Corporation (DTCC)
- Greenway Health*
- H. Lee Moffitt Cancer Center*
- IRONMAN*
- James Hardie
- Johnson & Johnson
- JP Morgan Chase
- MetLife
- The Mosaic Company*
- Nielsen Media*
- New York Life
- Progressive
- PwC
- Sykes Enterprises*
- Syniverse Technologies*
- TransferWise
- USAA

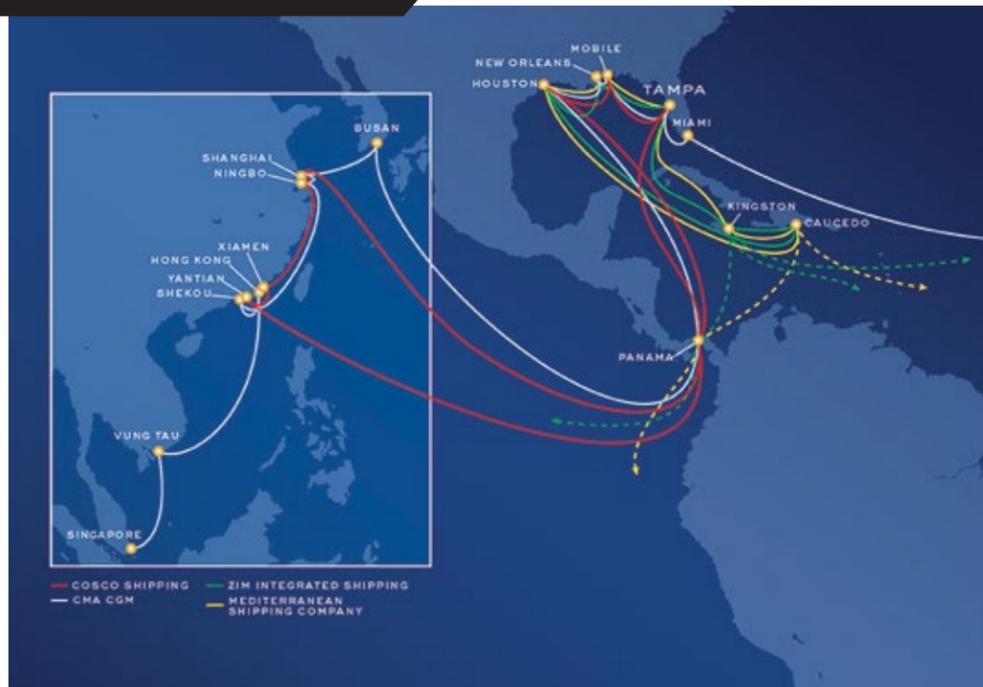
*Indicates company is headquartered in Hillsborough County

CONNECTIVITY

WITH A MULTI-MODAL TRANSPORTATION SYSTEM THAT SUPPORTS NEARLY 21 MILLION RESIDENTS AND 126 MILLION VISITORS EACH YEAR, THE TAMPA BAY REGION IS FLORIDA'S HUB FOR DISTRIBUTION AND LOGISTICS.



PORT TAMPA BAY



Port Tampa Bay is the largest seaport in Florida in terms of both tonnage and geographic area, handling over 34 million tons of cargo per year and encompassing over 5,000 acres.

Port Tampa Bay is the nation's closest deep water gateway to the Panama Canal and an unparalleled point of connection to Latin America.

The new Tampa Gateway Rail Terminal extends Port Tampa Bay's reach to the Midwest, Northeast, and other national destinations through the CSX Rail Network. Large tracts of property with exceptional deep water, highway, and rail access are also zoned and available for immediate manufacturing and industrial development.

Port Tampa Bay also offers direct service to Asia with multiple shipping lines servicing the port weekly.



TAMPA INTERNATIONAL AIRPORT

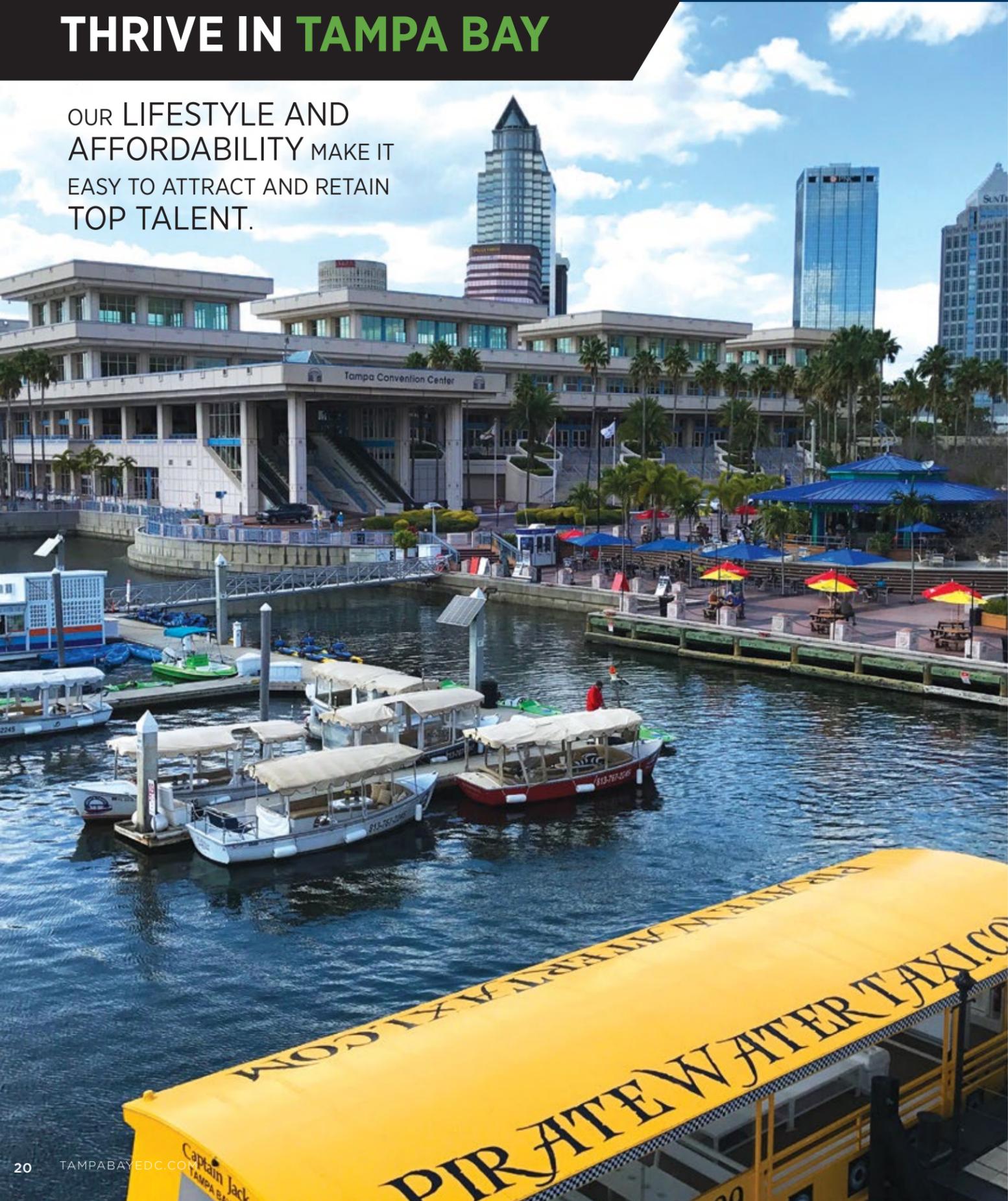
Tampa International Airport (TPA), located just 15 minutes from Tampa's downtown business district, is one of the most convenient and efficient airports in the country for business travel. Recognized as the #2 airport in the US by *Condé Nast Traveller* and *Travel & Leisure* magazines, TPA provides global access to over 21 million passengers each year. It also offers nonstop access to major cities worldwide, with 274 daily departures to 90 non-stop domestic and international destinations, as well as world-class corporate aviation services with separate customs and border protection facilities.

OUR CONVENIENT GEOGRAPHIC LOCATION WITHIN THE EASTERN TIME ZONE WILL ALLOW YOU TO EASILY CONNECT WITH BOTH YOUR HOME OFFICE AND YOUR TARGET CUSTOMERS DURING STANDARD BUSINESS HOURS.



THRIVE IN TAMPA BAY

OUR LIFESTYLE AND AFFORDABILITY MAKE IT EASY TO ATTRACT AND RETAIN TOP TALENT.



"TAMPA BAY RANKS **#4** FOR CORPORATE RELOCATION" ACCORDING TO *SITE SELECTION* MAGAZINE

TAMPA WAS NAMED AS THE "MOST LIVEABLE CITY IN AMERICA" BY THE UNITED STATES CONFERENCE OF MAYORS





#10 MOST DOG-FRIENDLY CITY IN AMERICA
- SMARTASSET



#1 UNEXPECTEDLY COOL COFFEE CITY - LIVABILITY, 2019

#13 FOODIE CITY IN AMERICA
- WALLETHUB, 2019

4th MOST FAMILY-FRIENDLY CITY IN THE U.S.
- HOMES.COM



#5 BEST CITY IN THE COUNTRY FOR RECREATION
- WALLETHUB, 2019



SUCCESS STORY

Tampa's growing reputation as a hub for corporate operations centers was solidified when leading global law firm **Baker McKenzie** selected Tampa for its first strategic center of excellence in North America. Executives were looking for access to rich and diversified talent, a supportive business community, and a place where they could have an impact on the community's future success. Tampa checked all those boxes. In 2018, Baker McKenzie announced its Tampa office, which will house more than 300 employees providing expert support to both internal and external clients.

#10 MOST DIVERSE LARGE CITY IN THE NATION - CUSHMAN WAKEFIELD, 2019



#1 BEST PLACE FOR VETERANS TO LIVE
- WALLETHUB, 2019



INTERNATIONAL ADVANTAGES

FLORIDA'S FASTEST GROWING CONSUMER MARKET AND GATEWAY TO LATIN AMERICA

The Tampa Bay/Orlando, I-4 Corridor, super region is home to over 8 million people and welcomes over 60 million tourist visitors per year, making it a huge consumer market. The area has the largest concentration of distribution centers in Florida and is the fastest growing part of the state, expected to outpace the growth of South Florida by more than 2 to 1 for the next several years. Tampa Bay's close proximity to Latin America (and Asia via the expanded Panama Canal) makes it a perfectly situated platform to serve export markets throughout the hemisphere.

“AFTER CAREFULLY ANALYZING THE MARKET AND BUSINESS CLIMATE, WE DECIDED **TAMPA WAS THE BEST PLACE TO START OUR UNITED STATES OPERATIONS.** IN ADDITION TO THE WARM WELCOME WE HAVE RECEIVED, **TAMPA OFFERS THE STRATEGIC LOCATION** WE NEED FROM A DISTRIBUTION AND INTERNATIONAL LOGISTICS POINT OF VIEW.”

- AMANDA CARDOSO RESTREPO, CEO AND CO-FOUNDER OF EKO BRANDS



TRADE & INVESTMENT

Tampa Bay is home to nearly 500 foreign-owned companies from over 40 nations. Our convenient location in the Eastern Time Zone allows you to easily connect with your home country and customers throughout North America, South America, and Europe during standard business hours. We are the ideal North American destination for your business. Many foreign investors use Tampa Bay as an export hub or regional office to serve customers in Latin America.

Foreign companies interested in expanding or relocating to Tampa Bay will benefit from the hands-on assistance of our local economic development partners. We provide customized and confidential assistance specifically tailored to foreign companies entering the US market including:

- Customized and confidential real estate and business facilities searches
- Information on operating costs and taxes
- Incentives eligibility and applications
- Workforce training and recruitment
- State and local regulatory issues
- Private introductions to academic and community leaders
- In-depth industry sector information
- Connections to business multipliers and industry groups
- Relocation support
- Connections to legal, staffing, and financial resources

TAMPA BAY IS A PLACE WHERE YOU AND YOUR FAMILY WILL IMMEDIATELY FEEL LIKE PART OF THE COMMUNITY. WITH 134 DIFFERENT INTERNATIONAL ANCESTRIES, THERE IS SOMETHING FOR EVERYONE.



TRADE

Tampa Bay enjoys a strong trade culture and is a top export location within the United States, and the second largest exporter in Florida. The area exported nearly \$6.3 billion in 2017, according to the US Department of Commerce - International Trade Administration. Major export markets include Mexico, Canada, and India; however, Tampa Bay companies export their products and services to many markets throughout the world with easy access and close proximity to Latin America and the Caribbean. Top exports from our region include computer and electronic products, chemicals, transportation equipment, miscellaneous manufacturing, machinery manufacturing, and various professional services.

FOREIGN TRADE ZONE (FTZ) NETWORK

The Tampa Bay Foreign Trade Zone (FTZ) network makes international trade easier and more cost effective for qualifying businesses, by streamlining the process and minimizing the expenses associated with importing, exporting, manufacturing, and distribution activities. Our FTZ network encompasses the entire metro area and allows companies to establish operations virtually anywhere within the region.

GLOBAL TAMPA BAY

Companies located in Tampa Bay have access to a network of local, state and federal partners that offer free assistance and grant programs to help sell their products and services to global markets.

CULTURAL RESOURCES

Tampa Bay is home to a robust network of bi-national chambers, international sister cities, and an active local consular corps. The public and private school system offers a variety of International Baccalaureate (IB) and language programs.

EDC SERVICES

WHETHER YOU'RE AN EXISTING LOCAL BUSINESS OR A COMPANY LOOKING TO EXPAND TO TAMPA BAY FOR THE FIRST TIME, THE TAMPA BAY EDC IS HERE TO HELP. OUR TEAM HAS HELPED HUNDREDS OF COMPANIES EXPAND IN TAMPA, CREATING TENS OF THOUSANDS OF NEW JOBS IN THE AREA.

Some of the services the EDC can offer, include:

- Access to business and community leadership
- Liaison to local government agencies
- Custom research and market intelligence
- Real estate searches and availability
- Permitting assistance
- Labor cost analysis
- Job creation incentive packages
- Training grants
- Workforce screening and recruitment assistance
- Export assistance
- Facilitation of supplier connections
- Tax exemption programs
- Training provider recommendations
- Education connections

→ For more information on how the EDC can help your company, contact Steve Morey, SVP of Economic Development, smorey@tampabayedc.com or call 813-218-3300.

EXPAND YOUR BUSINESS

Companies of all sizes and across diverse industry sectors are thriving in Tampa. But sometimes local companies need help keeping up with their growth, and that is where the EDC steps in.

Our business development team connects local businesses with the time and money-saving resources they need to thrive. That could mean searching for new or additional space, assisting with expedited permitting, securing training grants or facilitating connections to potential vendors, local government agencies and business leaders. Whatever the case, the Tampa Bay EDC is here to help.

We call on hundreds of businesses each year to ensure that we understand the needs of as many local companies as possible, and in turn, they understand the services we offer that can support their growth. We welcome the opportunity to learn about your business. Contact our team to schedule a visit.

RELOCATE TO TAMPA

Florida is consistently ranked as one of the best states for business, and as the commercial and industrial heart of the state, Tampa Bay is a leading location for corporate site selection in North America.

Companies are not only flocking to Tampa, but are thriving here as they take advantage of the outstanding talent pool, pro-business leadership, and lower business costs. Over the past several years, globally renowned companies such as IRONMAN, Bertram Yachts, The Mosaic Company, Baker McKenzie, Amgen, Transferwise and United Airlines have chosen to call Tampa Bay home, and it's easy to see why.

Companies operating here enjoy:

- No personal income tax
- Young, talented and educated labor force
- Stable, pro-business elected leadership
- A cost of living that is consistently, and significantly, lower than the national average
- An unbeatable quality of life
- A diverse population that is expected to grow more than double the national average over the next 5 years

“TAMPA HAS BEEN A VERY GOOD LOCATION FOR OUR GLOBAL HEADQUARTERS, OFFERING A WORKFORCE WHOSE SKILLS ALIGN WITH OUR BUSINESS NEEDS. THAT MAKES THIS REGION INCREASINGLY ATTRACTIVE TO US.”

- JERRY FOWDEN, CEO, COTT

SUCCESS STORY

Amgen, one of the world's largest biotechnology companies, searched more than 300 MSAs to open a new capability center. Tampa delivered on the company's three main criteria: access to talent, favorable business location, and a strong and growing biopharma presence. After several site visits and meetings with government officials, educational partners, and fellow industry leaders, Amgen was convinced Tampa was the right place. In fact, Amgen found so much success here, the center grew from a planned 450 jobs to more than 900 in such critical functions as operations, analytics, IT, and human resources.

