



TAMPA BAY

INTERNATIONAL BUSINESS GUIDE

TALENT | INNOVATION | LOCATION

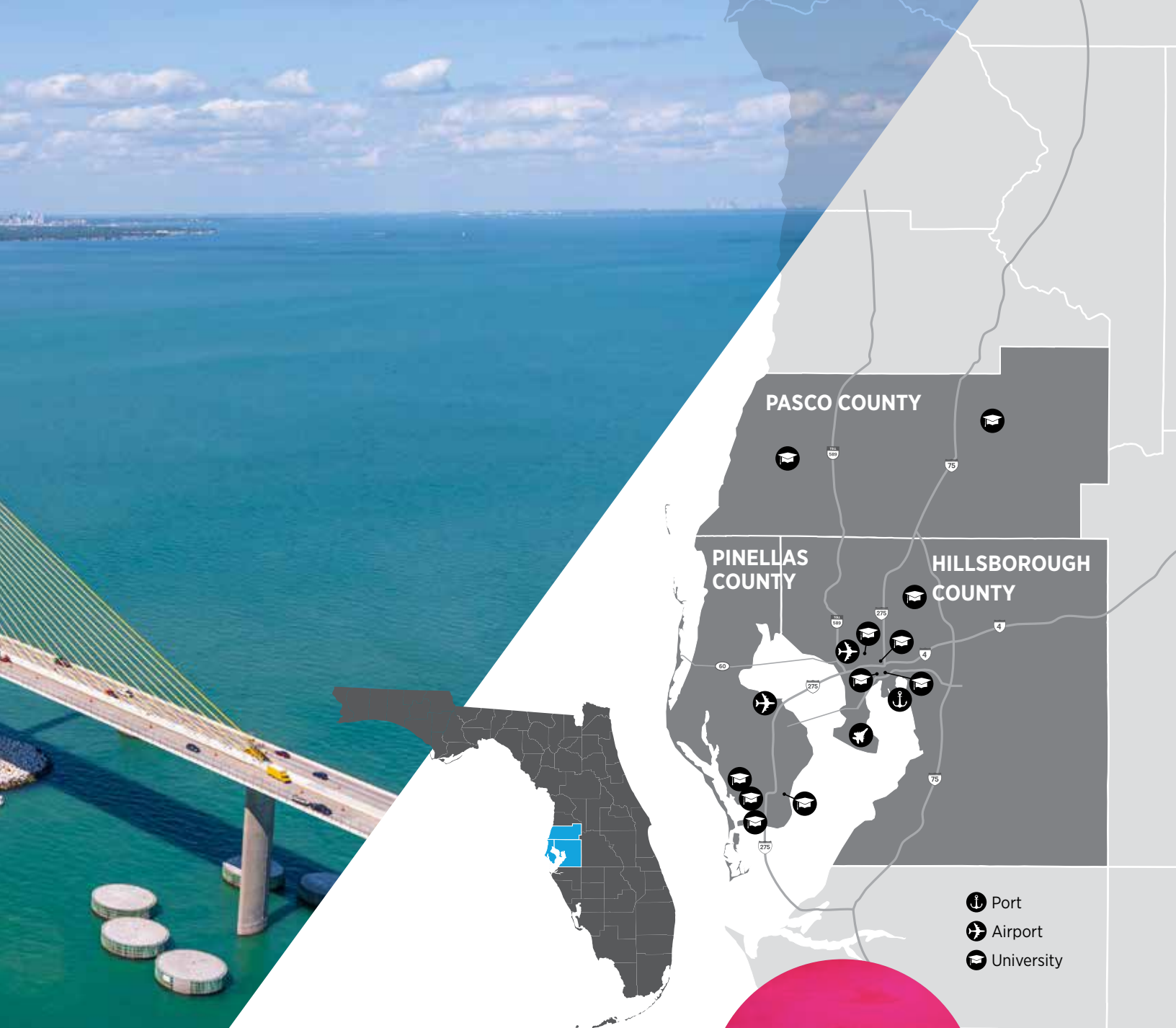
GLOBAL
TAMPA BAY

WELCOME TO TAMPA BAY



TAMPA BAY HAS A RICH HISTORY AS AN INTERNATIONAL CITY AND IS THE PERFECT PLACE TO LOCATE OR GROW YOUR INTERNATIONAL BUSINESS.

The opportunity to grow and prosper here attracted generations of residents, particularly from Spain, Cuba, Italy, Greece, and Germany. Today, the region is home to nearly 500 international companies, the largest port in Florida, and America's #1 large airport.



Our community offers many appealing attributes for business:

- Direct flights to 19 international destinations
- 33 million consumers within an 8 hour drive
- Closest deep-water port to the Panama Canal and post-Panamax ready
- Extensive and flexible Foreign Trade Zone network
- Easy access to Latin America
- Located on the I-4 warehouse and distribution logistics corridor

Total MSA Population:
3 million



Total MSA
Labor Force:
1.5 million



17th
largest
metropolitan area
in the US



WE ARE A **NEXT GENERATION METRO**

TAMPA MSA POPULATION IS **OVER 3.2 MILLION PEOPLE**. THE **THIRD LARGEST METRO AREA** IN THE SOUTHEAST AND **18TH LARGEST MSA** IN THE COUNTRY. WITH A CIVILIAN LABOR FORCE OF OVER 1.7 MILLION PEOPLE. THE METRO MARKET **EMPLOYS OVER 1.6 MILLION WORKERS** IN THE TAMPA MSA.



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"One of America's Fastest Growing Cities" – *Forbes*



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.



DEFENSE, SECURITY, & AVIATION

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 about 116,000 (American Community Survey 2017-2021).

Locally, a \$14 billion military industry has developed around areas like cybersecurity and IT, intelligence and analysis, training and simulation, as well as advanced manufacturing. Defense-focused education programs ensure the students of today are trained for the jobs of tomorrow.

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

- AC4S
- Acuity Solutions
- Aero Simulation
- Aeronautical Systems Engineering, Inc. (ASE)
- Aerosonic
- Arma Global Corporation
- Bay Tech Industries
- CAE
- Camber
- Celestar Corporation
- CLI Solutions
- DRS Technologies
- GE Aviation
- General Dynamics
- Harris Corporation
- Honeywell
- Jacobs Technology
- JTD Enterprises, Inc.
- L-3 Communications
- Lockheed Martin
- Lukos
- Northrop Grumman
- PALL Aeropower Corporation
- Raytheon
- Smarttronix
- SS White
- TRU Simulation + Training
- VATC
- Vykin



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 16.3% adding over 71,000 jobs with an average annual workforce of 500,000 by the end 2023.

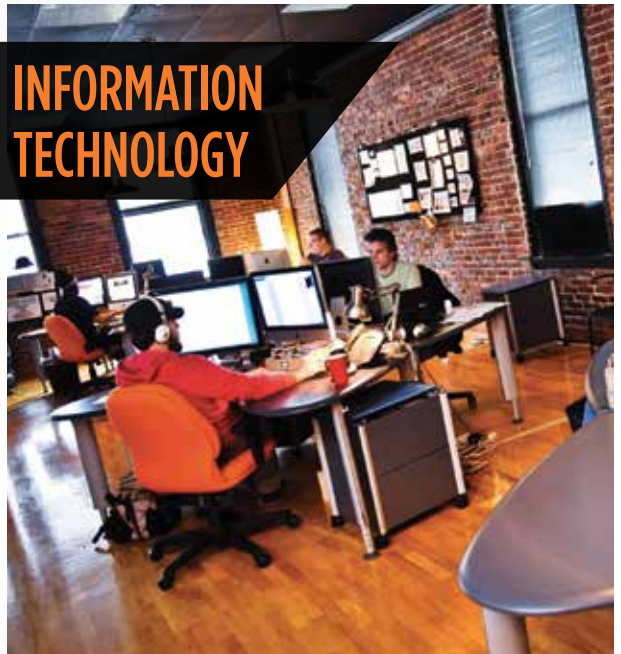
With business-friendly government and community support, low cost of living, and unmatched quality of life, Tampa Bay is the ideal location for your company's future expansion or relocation.

Leading financial & professional services companies in the region:

- Achieva
- Aetna
- American Consulting
- AmGen
- Baker McKenzie
- Bloomin' Brands
- Bristol-Myers Squibb
- Capital One
- Citi
- Depository Trust & Clearing Corporation (DTCC)
- Engineers of Florida
- Franklin Templeton Investments
- Frank Recruitment Group
- Home Shopping Network
- Humana
- IRONMAN
- Johnson & Johnson
- JP Morgan Chase
- MetLife
- Morgan Stanley
- New York Life
- Porch Group Media
- Progressive Insurance
- PSCU
- PwC
- Raymond James Financial
- Sykes Enterprises
- TransferWise
- T. Rowe Price
- USAA
- Willis Towers Watson



INFORMATION TECHNOLOGY



With exponential growth in the industry, it's clear that Tampa Bay has quickly become a hub for IT companies of all shapes and sizes. The tech workforce economic impact is \$17.6 Billion dollars for the local region. Named one of the top tech job locations in the United States, there are no signs of stopping this booming industry.

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 the Florida Center for Cybersecurity, 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
- Artix Entertainment
- Ashcomm LLC
- CA Technologies
- Catalina Marketing
- Cognizant
- Cohesion
- ConGlobal
- ConnectWise
- Crystal Clear Technologies
- Digital Hands
- DXC Eclipse
- Fintech
- Global Electronics Testing Services
- Greenway Health
- Healthsystems
- IBM
- Jagged Peak Inc.
- KnowB4
- myMatrixx
- Nielson Media Research
- Open Text
- ReliaQuest
- SunView Software
- TD Synnex
- VantagePointe AI
- Vology
- Webstaurant Store

FINANCIAL AND PROFESSIONAL SERVICES, INFORMATION TECHNOLOGY, LIFE SCIENCES, HEALTHCARE, MANUFACTURING, AND DISTRIBUTION AND LOGISTICS ARE ALL HIGH-GROWTH BUSINESSES IN THE TAMPA BAY METRO AREA.

LIFE SCIENCES & MEDICAL DEVICES



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 (R&D).

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
- Bausch + Lomb
- Baxter
- BioVest International
- Bovie Medical Corporation
- Bristol-Myers Squibb
- Catalent Pharma Solutions
- CONMED
- Henry Schein
- Inspirata
- Johnson & Johnson
- LifeLink
- Lions Eye Institute
- Medtronic
- M2Gen
- Mercury Medical
- Moffitt Cancer Center
- NDH Medical
- Ortho Technology
- Oscor
- PharmaWorks
- Quest Diagnostics
- Swedencare
- TouchPoint Medical
- Xcelience

MANUFACTURING



Manufacturing provides jobs for approximately 60,000 people in approximately 2,500 facilities throughout Pinellas, Hillsborough and Pasco counties. Florida ranked 5th best for manufacturing (<https://trupathsearch.com/best-states-for-manufacturing/>)

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:

- Acoustiblok
- Advanced Airfoil Components
- Amalie Oil Company
- Bausch + Lomb
- Bertram Yachts
- BIC Graphic USA
- Bosch
- Capsugel
- Chromalloy Castings
- CONMED
- Cott Beverages
- Covidien
- Custom Cable
- Danaher
- GE Energy
- Gerdau
- Jabil
- James Hardie
- Johnson Controls
- Lidworks
- Masonite
- Medtronic
- Metrohm
- Mettler Toledo
- Monin
- Mosaic
- PACA Foods
- ProMach
- Seaway Plastics Engineering
- Steelco
- Tampa Tank and Florida Structural Steel
- Touchpoint Medical
- TSE Industries
- Welbilt

**"MOFFITT CANCER CENTER AND TAMPA GENERAL HOSPITAL
RECOGNIZED IN BEST HOSPITAL RANKINGS" — U.S. News & World Report**



University of South Florida

WORKFORCE

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

USF HEALTH MORSE

HIGHER EDUCATION

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

The **University of South Florida** is one of the largest universities in the nation and ranks in the top 50 public universities in both the *Times Higher Education World Survey* and the *Academy Ranking for World Universities*. It's also one of the most globally diverse, with more than 4,000 international students and 200 research scholars from 138 different countries.

Our area also has the **University of Tampa**, named one of "America's Best Colleges" by *Forbes*. Nearly a quarter of its graduate students come from nations outside the United States, encouraging opportunities for diverse cultural and educational exchange.

US News & World Report's Best Online Programs edition recognized **Saint Leo University** for continuing education programs serving adult learners and veterans making significant contributions to the local workforce.

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

- **Saint Leo University**
- **Eckerd College**
- **Hillsborough Community College**
- **St. Petersburg College**
- **Pasco-Hernando State College**
- **Stetson University College of Law**
- **University of South Florida**
- **University of Tampa**

MANUFACTURING PROVIDES JOBS FOR APPROXIMATELY 60,000 PEOPLE IN APPROXIMATELY 2,500 FACILITIES THROUGHOUT PINELLAS, HILLSBOROUGH AND PASCO COUNTIES.

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 **American Manufacturing Skills Initiative** (AMskills) delivers a world-class, high tech, and company-sponsored apprenticeship program in Pinellas and Pasco counties to train our future manufacturing technicians, engineers, and CEOs. First of its kind in the United States, AMskills works with the German Embassy's Skills Initiative, delivering a North American take on the proven training scheme that underlies the success of the German manufacturing model.

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, Pinellas, and Pasco-Hernando, 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.





BUSINESS CLIMATE

THE CORPORATE HEADQUARTERS OF TWENTY CORPORATIONS WITH A TOTAL YEARLY SALES OF MORE THAN \$1 BILLION, INCLUDING EIGHT FORTUNE 1000 COMPANIES, ARE LOCATED IN TAMPA BAY.

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:

- 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
- Jabil Inc. World Innovation Center adds 300 jobs
- Johnson & Johnson locates its North American shared services headquarters
- Kobie Marketing adds 255 jobs
- Lowes establishes distribution center
- MetLife expands by 430 new jobs
- Mettler-Toledo expands to more than 500 employees
- Mosaic establishes its new headquarters in Tampa Bay
- Phillips & Jordan selects regional HQ
- TouchPoint Medical opens global HQ
- TRU Simulation + Training, a Textron company, expands its East Coast ProFlight Pilot Training Facility
- Vology adds 200 jobs

Florida Ranks “#6 in Best State to Start a Business”

— WalletHub and U.S. Bureau of Labor Statistics

“The nation’s first Connected City found its home in Pasco County”

— TBBJ March 1, 2019

Florida in Forbes’ “top 10 states for business”

— Forbes 2018

“#3 Best State Corporate Tax Environment”

— Area Development

“Tampa has more high-growth companies per capita than New York City”

— Inc., 2018

PRO-BUSINESS GOVERNMENT

Florida is a Right-to-Work state and is consistently ranked one of the best for business due to its stable leadership and favorable corporate tax policies. Locally, collaboration between government and industry has resulted in effective development practices, expedited permitting, and a streamlined regulatory process.

AFFORDABILITY

Tampa Bay is one of the most cost competitive places to do business in the nation. Companies here enjoy low labor costs and a low tax operating environment, with an average local sales tax around seven percent, a state corporate income tax of only 5.5 percent, and no personal income tax.

INCENTIVES

Targeted, performance-based financial incentives for qualifying projects can lower the barriers to market entry and mitigate the cost of relocation and expansion. We'll work with you to access these resources, as well as workforce training grants, tax exemption programs, and more.

MAJOR FOREIGN-OWNED COMPANIES IN TAMPA BAY

- Aegon (NL)
- AMEC Foster Wheeler (GB, IRL)
- Ameropa North America (CH)
- Arcadis (NL)
- Atkins (GB)
- Bauer Foundation Corp. (DE)
- Bauducco Foods (BR)
- Brenntag Mid-South, Inc. (DE)
- CAE USA, Inc. (CAN)
- Cardno (AUS)
- Cemex (MEX)
- Clark Dietrich Building Systems (JPN)
- Cott Beverages, Inc. (CAN)
- Davidoff (CH)
- Emera (CAN)
- Essilor (FR)
- Gerdau (BR)
- IFCO Systems US (DE)
- James Hardie (GB, IRL)
- Kusser Granitwerke (DE)
- Linde (DE)
- Melitta (DE)
- Mettler-Toledo Safeline (CH)
- Nielsen (NL)
- Ruag Ammotec USA Inc. (CH)
- Schauenberg (DE)
- Seitz, Inc. (DE)
- Siemens Industry Inc. (DE)
- Stantec (CAN)
- TD Bank (CAN)
- TransferWise (GB, IRL)
- TÜV SÜD America, Inc. (DE)
- UBS Financial Services, Inc. (CH)
- Valeant Pharmaceuticals (CAN)
- Willis Towers Watson (GB, IRL)
- Zeppelin Systems USA (DE)

SMART GROWTH FOR A SUSTAINABLE FUTURE

Tampa Bay is in the midst of a historic transformation that will shape the economic future of the region. One of the highest profile projects underway in Tampa is the redevelopment of 50 acres along the downtown waterfront. A real estate development joint venture between Bill Gates' Cascade Investment, LLC, and Jeff Vinik, owner of the Tampa Bay Lightning, is creating a mixed-use development in the heart of the urban core that will be **the world's first WELL Certified™ city district for wellness** known as Water Street Tampa. The district will offer more than 1 million sq ft of new retail, educational, and entertainment spaces. Along with new hotels, residences, and office space, the USF Health Medical School will open in Water Street at the end of 2019.

The **Connected City** is a 7,800-acre mixed-use community that will be the first Smart Gigabit Community in the nation to be built from the ground up with a fiber network providing exclusive ULTRAFi internet technology ranging from 1Gbps to 10Gbps. Envisioned by Metro Development Group, the community will also be powered by renewable energy and have over 100 miles of designated autonomous vehicle lanes. The site will include a high-tech education center, a wellness campus with advanced research facilities, an innovation center, a medical hospital with med-spa, as well as a health and performance institute. The two master-planned communities will feature two 7-12 acre MetroLagoons by Crystal Lagoons.

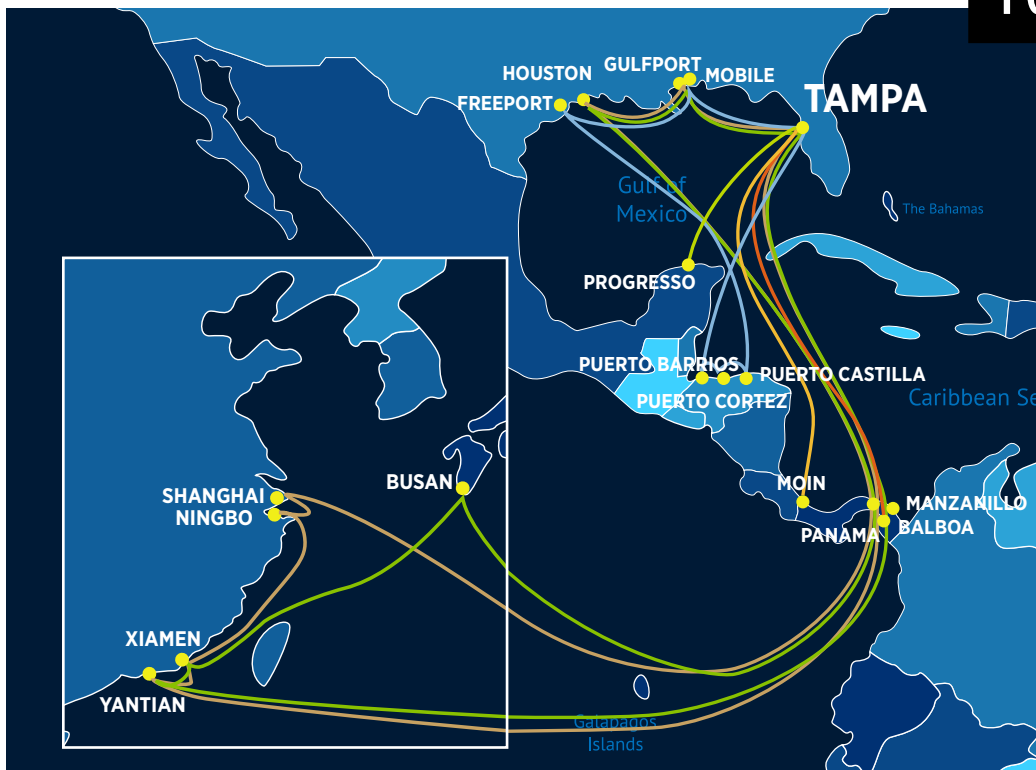




CONNECTIVITY BY LAND, AIR, OR SEA

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 tonnage and geographic area. The Port handles over 34 million tonnages spread over 5,000 acres. Port Tampa Bay is home to six cruise ships and 400,000 passengers boarded ships at Port Tampa Bay terminals.

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.



INTERNATIONAL AIRPORTS

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 #1 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 300 daily departures to 93 non-stop domestic and international destinations, as well as world-class corporate aviation services with separate customs and border protection facilities.

St. Pete-Clearwater Airport offers 60 non-stop destinations and flew over two million passengers in 2022. The airport generates over 3.4 billion dollars in total economic impact to the metro area.

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.



(not all flights or routes shown)



WORK / PLAY / LIVE

PINELLAS COUNTY AVERAGES 360 DAYS OF SUNSHINE EACH YEAR AND ITS BEACHES RANK AMONG THE BEST IN THE UNITED STATES. **HOME TO NEARLY A MILLION PEOPLE,** PINELLAS' SUPPORTIVE BUSINESS ECOSYSTEM AND STRATEGIC LOCATION **PROVIDE BUSINESSES A COMPETITIVE ADVANTAGE.**



TAMPA BAY HAS BEEN QUOTE AS THE “MOST LIVEABLE CITY IN AMERICA ” BY THE UNITED STATES CONFERENCE OF MAYORS



Downtown St. Petersburg

ARTS AND CULTURAL ACTIVITIES ABUNDANT WITH THREE PERFORMING ARTS VENUES, TWO SPORT STADIUMS WHICH ARE HOME TO PROFESSIONAL SPORTS TEAMS, AND TWO OUTDOOR CONCERT HALLS.

ST. PETERSBURG WAS RANKED #2 FOR AMERICA'S FASTEST GROWING CITIES BY FORBES, 2017





“TAMPA BAY RANKS #4
FOR CORPORATE
RELOCATION”

ACCORDING TO *SITE SELECTION*
MAGAZINE

THE COST OF LIVING INDEX IN THE
TAMPA METRO AREA (89.1) IS THE
**LOWEST AMONG ALL MAJOR
MARKETS** IN THE SOUTHEAST US.

WE OFFER THREE DISTINCT DOWNTOWN BUSINESS DISTRICTS
AND 35 MILES OF THE BEST BEACHES **IN THE WORLD.**







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.





TRADE & INVESTMENT

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

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 million 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.

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.

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.

GLOBAL TAMPA BAY

