

## Greetings from the Zephyrhills Economic Development Coalition

We invite you to discover why Zephyrhills, FL is clearly where you want to locate your business.

The City of Pure Water is located in the heart of The Sunshine State and connected to the Tampa Bay Super Region.

Take a few minutes to Discover Zephyrhills and you'll find an oasis of opportunity, as alive and spirited and connected to the greater economic region as the bright, clear-blue waters of the Florida Aquifer that flow beneath its abundant lands.

A vibrant community with a proud historic legacy, Zephyrhills is a thriving town built around healthcare, clean manufacturing, recreation, and family-friendly living.



### ZEPHYRHILLS ECONOMIC DEVELOPMENT COALITION PARTNERS



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## AT A GLANCE

Drive around historic downtown Zephyrhills on any day, and you quickly understand the town's idyllic appeal. Friends young and old chat on sidewalks outside the town's quaint, locally-owned shops and restaurants. On weekends, community events lure residents to the downtown area



for a plethora of family-friendly events. Turn north on Gall Boulevard-U.S. 301, which bisects Zephyrhills, and you roll past dozens of thriving local businesses. You pass the sprawling grounds of Florida Medical Clinic, as well as the scenic campus housing Florida Hospital Zephyrhills.



Within minutes, both sides of the road are highlighted by modern shopping plazas with a healthy mix of national chain retailers and bustling local businesses. Gradually, the landscape returns to the low, rolling hills dotted with orange groves and green pastures that have been a part of the area since the town was known as Abbott in the 1800s. Much of Pasco County, where Zephyrhills is situated, was once a rancher's paradise, and develop-able acres remain abundant.

Look south, and you may witness something at first confounding, yet strangely serene. What looks like colorful confetti floating slowly from the sky are actually parachutes descending on Skydive City, a destination for skydiving enthusiasts from around the world, and Florida's No. 1 drop zone.



Zephyrhills Municipal Airport (ZPH), which has served the city since 1927 as a WWII training facility, has grown into a key player in the area's economic future. A former president of the United States and other high ranking officials have flown into ZPH. In an 18-month study by the Federal Aviation Administration, Zephyrhills Municipal was designated as an airport with a regional economic impact, one of only 20 airports in the State and 467 nation-wide. ZPH covers 813 acres and is base to nearly 200 aircraft, 13 businesses and over 160 aircraft hangars. A statewide economic impact study of airports in Florida, completed by the Florida Department of Transportation Aviation shows Zephyrhills Municipal Airport generates over \$25 million economic impact to the region.

## DEMOGRAPHICS AND BUSINESS CLIMATE

## QUICK FACTS

Source: NIELSEN 2016 (10-MILE RADIUS: ZIP CODES: 33541-33545 / Partial: 33849/525/565)

\*\* Secondary Source: 2013 Census for City of Zephyrhills

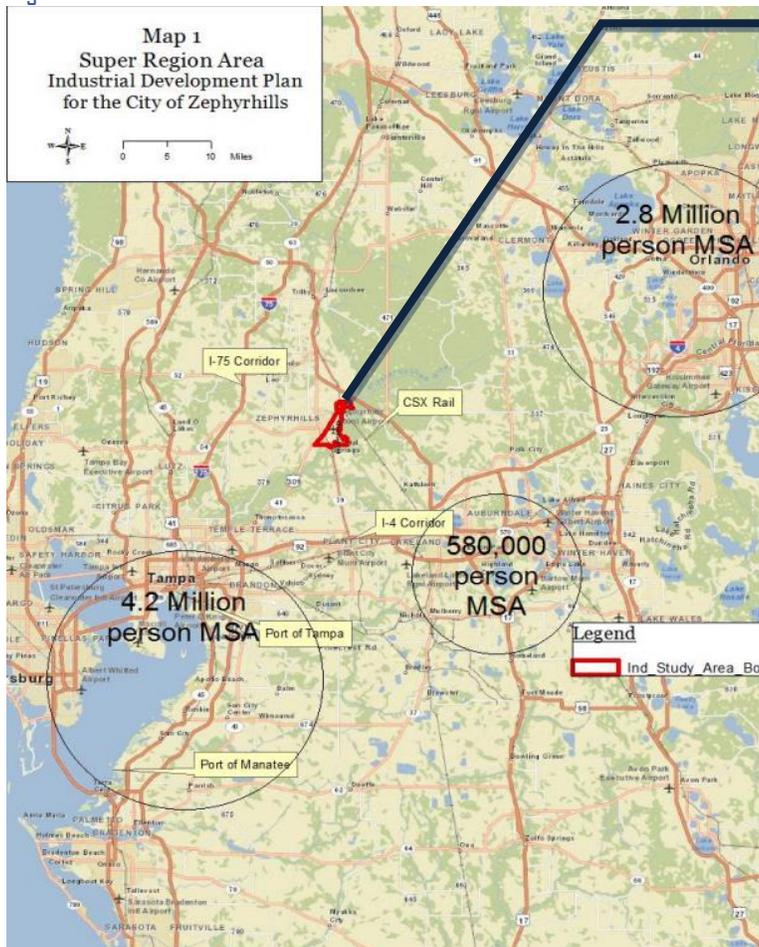
| POPULATION:                                   | 2016     |
|-----------------------------------------------|----------|
| TOTAL                                         | 113,484  |
| White                                         | 83.86%   |
| African American                              | 7.34%    |
| Other                                         | 8.80%    |
| Percentage of Population between 18-64**      | 47%      |
| High School Graduate or Higher**              | 81.20%   |
| Bachelor's Degree or Higher**                 | 13.60%   |
| NUMBER OF HOUSEHOLDS                          | 45,414   |
| Owner Occupied                                | 78.81%   |
| ESTIMATED AVERAGE HOUSEHOLD INCOME            | \$53,736 |
| ESTIMATED MEDIAN HOUSEHOLD INCOME             | \$42,382 |
| ESTIMATED PER CAPITA INCOME                   | \$21,678 |
| BUSINESS AND EMPLOYMENT:                      |          |
| TOTAL BUSINESSES                              | 3,297    |
| Private                                       | 3,227    |
| Public Administration                         | 70       |
| EMPLOYEES                                     | 28,874   |
| Private Sector                                | 26,293   |
| Public Sector                                 | 2,581    |
| LARGEST EMPLOYERS (BY SECTOR)                 |          |
| Healthcare and Social Sciences                | 5,985    |
| Retail Trade                                  | 5,366    |
| Accommodation and Food Services               | 3,055    |
| Educational Services                          | 2,724    |
| Other Services (Repair, Personal, Civic, etc) | 1,735    |
| Construction                                  | 1,320    |
| Professional, Scientific, and Tech Services   | 1,188    |
| Number of Shopping Centers                    | 7        |

## LOCATION

Thanks to its strategic location, as well as local and state incentives, low shipping costs and availability of skilled labor, economists and officials see **Zephyrhills** as the prime area in the business-friendly Tampa Bay region for attracting industry.

Tampa Bay is connected nationally and internationally by ample highway and rail lines around the state, as well as the Port of Tampa. A map of the state's highway systems and rail lines reveals Tampa Bay as an advantageous location for industries looking to start, grow or relocate. **Zephyrhills** is directly in the middle of the region with quick access to major highways, local and international airports, rail lines and sea lanes.

According to the latest statistics, Pasco County, where **Zephyrhills** is located, is now younger, more diverse, wealthier and better-educated than ever. Within the Tampa Bay region, which also includes Citrus, Hernando, Hillsborough, Polk and Pinellas counties, Pasco had the highest surge in population from 2000 to 2010, growing 35 percent. Businesses have taken note of opportunities available around the region.



ZEPHYRHILLS is located in the center of the Tampa Bay Super Region Market

City of Zephyrhills Population: 15,000  
 10-mile radius Population: 111,000  
 Super Region Population: 8,000,000

Transportation Connections: CSX Railway  
 US Hwy 301 \* SR54/52 \* US39 \* I-75 \* I-4  
 Zephyrhills Municipal Airport

### REGIONAL HUBS distance in miles

|                     |     |
|---------------------|-----|
| TAMPA               | 15  |
| LAKELAND            | 27  |
| ST. PETE/CLEARWATER | 51  |
| ORLANDO             | 76  |
| MIAMI               | 261 |
| CHARLESTON, SC      | 413 |
| ATLANTA, GA         | 434 |
| CHARLOTTE, NC       | 558 |
| BIRMINGHAM, AL      | 580 |

## TRANSPORTATION

*Thanks to a plethora of travel and shipping modes that practically frame Zephyrhills, the city finds itself in a strategic position for any business seeking to maximize its local, national and global potential.*

**Highway and Interstate** Located in east Pasco County, Zephyrhills is bisected by **U.S. 301**, a major north-south thoroughfare, and is minutes away from several other major highways, as well as a thriving rail line. In Florida, U.S. 301 is a popular shortcut from the northeast portion of the state to the Gulf Coast. U.S. 301 extends from Florida north to Delaware, cutting through Georgia, South Carolina, North Carolina, Virginia and Maryland.

**Interstate 75**, another major north-south artery, which runs through the center of the county, is about 15 minutes west of Zephyrhills via State Road 54. Recent improvements on S.R. 54, including the addition of travel lanes, have dramatically decreased drive times.

**Interstate 275** creates an apex with I-75 at the Pasco-Hillsborough line; about 20 minutes from Zephyrhills, I-275 runs southwest, taking motorists past **Tampa International Airport** and **St. Petersburg-Clearwater International Airport** en route to St. Petersburg and its white, sandy beaches.

Connecting Tampa to Orlando is **Interstate 4**, about 20 minutes south of Zephyrhills via U.S. 301. An east-west highway, I-4 runs from I-275 in Tampa to **Interstate 95** in Daytona Beach. I-95 is the main highway on the East Coast of the United States, running along the Atlantic Ocean from Florida to Maine.

**Rail** Running just east of Zephyrhills is the CSX railroad. In 2010, **CSX Transportation** handled nearly 1.1 million carloads of freight through Florida; that year, the company invested more than \$490 million on freight cars and other assets to serve its

customers. Products shipped include phosphate rock, coal, phosphate fertilizer and passenger vehicles.

**Air** Located about a mile from downtown Zephyrhills and situated on 813 acres is **Zephyrhills Municipal Airport**. The airport features two asphalt runways and is the focus of local and regional developers as corporate and industry growth presents opportunities for regional economic modernization and expansion of services. The Airport is a convenient 20-minute drive from the booming Wesley Chapel and New Tampa centers. Less than 50 minutes southwest of Zephyrhills is **Tampa International Airport**. The airport serves more than 70 non-stop destinations, including flights to Canada, Mexico, Switzerland and the United Kingdom. Other airports within 90 minutes of Zephyrhills are **Orlando International** and **St. Petersburg-Clearwater International**.

**Sea** The largest sea port in Florida is the **Port of Tampa**, about 45 minutes southwest of Zephyrhills. Bulk and tanker ships regularly pass through, but the majority of vessels at the port are general cargo ships. The port is currently connected to prominent container ports in Asia. CSX rail, US 301 and Interstates link Zephyrhills industry and distribution centers to this gateway to international trade routes.

## TRANSPORTATION

### HIGHWAY ACCESSIBILITY

distance in miles

|                                            |    |
|--------------------------------------------|----|
| I-4 at US39 (Plant City) on-ramp           | 17 |
| I-75 at SR54 (Wesley Chapel) on-ramp       | 10 |
| I-75 at Bruce B. Downs (New Tampa) on-ramp | 18 |
| I-75 South at US Hwy301 (Tampa) on-ramp    | 24 |

### AIRPORTS

|                                                     |    |
|-----------------------------------------------------|----|
| Zephyrhills Municipal (Corporate, Light Commercial) | 1  |
| Corporate Jet/Light Commercial Service              |    |
| Tampa International                                 | 35 |
| Orlando International                               | 77 |

### PORTS

|               |    |
|---------------|----|
| Port of Tampa |    |
| Land          | 28 |
| Rail          | 22 |

### RAIL

|     |     |
|-----|-----|
| CSX | YES |
|-----|-----|

## TRAFFIC BY MAJOR AREA DISTRIBUTORS

### TRUCK

|                                   |        |
|-----------------------------------|--------|
| COMPANY A (Beverage Industry)     |        |
| Annually (Avg 240/day)            | 87,600 |
| COMPANY B (Mining Industry)       |        |
| Annually (Avg 205/day)            | 74,303 |
| % to Florida Destination          | 92%    |
| % to Southeastern Regional States | 8%     |

### CSX RAIL (# of cars)

|                                |        |
|--------------------------------|--------|
| COMPANY B (Mining Industry)    |        |
| Annually                       | 51,933 |
| % to Port of Tampa             | 37%    |
| % to Continental US and Canada | 73%    |

## FROM HOME-GROWN ENTREPRENEURS TO LARGE INDUSTRY, BUSINESS THRIVES IN ZEPHYRHILLS



**Nestle Waters North America, Zephyrhills Bottled Water** - Headquartered in Greenwich, Conn., Nestle Waters does a \$3.4 billion bottled-water business in the United States. In Zephyrhills, the company produces the popular Zephyrhills brand of bottled water, which has resulted in the town's moniker, "The City of Pure Water." The Zephyrhills plant employs over 400 workers and is a full-service, 24-7 operation producing and shipping over 5,000,000 bottles of water a day. The source for Zephyrhills Spring Water's local bottling plant is the nearby Crystal Springs Preserve, which the company has developed into an environmental education center that annually attracts more than 50,000 students, teachers and parents who learn about watershed stewardship and protecting Florida's natural habitats.

**Florida Hospital Zephyrhills** - Located on Gall Boulevard, just north of downtown, is Florida Hospital Zephyrhills, a 139-bed regional medical center serving East Pasco County. The hospital's Heart Institute is the only nationally accredited heart failure institute and chest pain center in East Pasco County. In 2011, the hospital added a Primary Stroke Center. Both the Heart Institute and Stroke Center have received excellent reviews from Health Grades, which provides independent ratings to help consumers make decisions based on quality of care.

**Florida Medical Clinic** - With locations throughout Zephyrhills, the Florida Medical Clinic boasts physicians specializing in 25 medical areas, including family medicine, cardiology, gynecology, neurology, psychiatry and orthopedic surgery.

**Goin' Postal** - A chain of retail shipping and receiving stores with hundreds of locations nationwide, Goin' Postal started with a single storefront on Zephyrhills in 2002. The company offers its customers access to main carriers such as FedEx, UPS and the United States Postal Service, as well as offering services such as copying, faxing, mailbox rentals, cards, unique gift items and office supplies. The company is owned by Zephyrhills resident entrepreneurs Marcus and M.J. Price.

**Morrow Steel** - Morrow Steel is two distinct companies, that work separately or together, to offer our clients the highest quality fabricated products and erection services. Morrow Steel Fabricators, Inc., which has received quality certification from The American Institute of Steel Construction (AISC), operates out of a 45,000 sq. ft. facility located on approximately ten acres of land in Zephyrhills industrial district. The facility consists of a structural steel shop, a handrail shop, and an extensive paint yard. Their project list includes power houses, correctional facilities, sports complexes, high rises, chemical plants, schools, and hospitals throughout the Southeastern United States.

**Skydive City** - Touted as Florida's No. 1 skydiving center, this facility on the southeast portion of Zephyrhills Municipal Airport is a popular destination for skydiving enthusiasts from across the globe. The operation boasts a well-stocked pro shop, 14 acres of land that provides ample camping grounds and a respected instructional school for beginner and experienced jumpers. Skydive City contributes an estimated \$6m annual economic impact to the region.

## WORKFORCE AND EDUCATION

**Pasco-Hernando Workforce Board** – Located in the heart of **Zephyrhills**, the PHWB Career Central office offers Training and Tax programs to businesses, Labor Market information, Business Service Consultants, Professional Placement Network, Career Fairs, Conference and Business Facilities, and Employer Job Postings. These invaluable services are designed to enhance your bottom line.

Companies interested in job training may consider several institutions in the area. **Pasco-Hernando Community College** has two locations in Pasco County, including one in nearby Dade City and another planned to open in Wesley Chapel; there also is a PHCC campus in Brooksville, just north in Hernando County. PHCC enrolls nearly 16,000 students and provides training for more than 40 careers in healthcare, computer engineering, law, business and human services.



Pasco-Hernando Community College, Dade City Campus  
Photo Courtesy of Pasco-Hernando Community College

Established in 1889, **Saint Leo University**, a private institution on a picturesque campus, is about 20 minutes from Zephyrhills. The University opened the Donald R. Tapia School of Business in 2011, a modern and state-of-the-art 47,000 square foot building on campus. The

The School of Business offers a complete menu of business concentrations. Students can choose from more than 40 majors and specializations, plus graduate degrees in business administration, education, teaching, criminal justice and theology. The Center for Online Learning at Saint Leo helps meet the growing needs of many of the university's adult students.



Saint Leo University, Saint Leo Campus

The sprawling University of South Florida, which serves more than 40,000 students and offers 228 degree programs, is about 30 minutes south of Zephyrhills, while the University of Tampa is under an hour from town. Other private and specialty colleges include Rasmussen College, Eckerd College and Hodges University.

**Pasco County School District Career and Technical Education Programs** – The Pasco County School District Career Academies prepare students to meet the demands of a changing workforce while providing the opportunity for successful high school graduation, gainful employment, post-secondary education and industry recognized certification. Academies of Health, Medical and Social Sciences (**Zephyrhills High School**), Culinary Arts, Information Technology and Criminal Justice (**Zephyrhills High School**) are but a few offered by Pasco County Schools.

## WORKFORCE AND EDUCATION

### JOB PLACEMENT / TRAINING GRANTS Distance in Miles

|                                |       |
|--------------------------------|-------|
| Pasco-Hernando Workforce Board |       |
| Career Central - Zephyrhills   | LOCAL |

### COLLEGES / UNIVERSITIES Distance in Miles

|                                                  |    |
|--------------------------------------------------|----|
| Saint Leo University                             | 11 |
| Pasco-Hernando Community College – Dade City     | 12 |
| Pasco-Hernando Community College – Wesley Chapel | 14 |
| Hillsborough Community College - Plant City      | 18 |
| University of South Florida                      | 21 |
| Rasmussen College - Trinity                      | 23 |
| University of Central Florida                    | 91 |

### CAREER AND TECHNICAL EDUCATION Distance in Miles

|                                             |       |
|---------------------------------------------|-------|
| Zephyrhills High School                     | LOCAL |
| Academy of Aeronautics/Aviation             |       |
| Academy of Health                           |       |
| Academy of Building Construction Technology |       |
| Academy of Criminal Justice                 |       |
| Pasco High School                           | 9     |
| Academy of Health                           |       |
| Academy of Building Technologies            |       |
| Wesley Chapel High School                   | 11    |
| Academy of Automotive Service Technology    |       |
| Academy of Digital Video Production         |       |
| Wiregrass Ranch High School                 | 13    |
| Academy of Medical Professions              |       |



## ZEPHYRHILLS ECONOMIC INCENTIVES

The City of Zephyrhills City Council and the Pasco County Board of County Commissioners work together for the attraction of business investment and job creation in Zephyrhills.

Together, the City and Pasco County have created a Job Creation Incentive (JCI) to promote the attraction and expansion of targeted industries and new job creation in Zephyrhills.

Companies must meet one or both of the following industry classifications and meet the job creation requirement:

### Primary Target Industry:

- Pay an average annual wage of at least 115% of the prevailing Pasco County average wage (Pasco County average annual wage as of January 2013 is \$32,161)
- Must sell at least 51% of products or services outside of Pasco County

### Qualified Target Industry:

- Businesses serving multi-state and/or international markets and that create new jobs at greater than the annual average wage of Pasco County

### Job Creation:

- The project must result in a minimum of 10 new full-time jobs within the County during the first year of operations

### Community Development Block Grant (CBDG):

- The project must create or retain jobs of which at least 51% will be for persons from low to moderate income households

### Qualifying companies are eligible for the following:

| Average Wage    | Incentive/New Job |
|-----------------|-------------------|
| \$36,985 (115%) | \$2,000           |
| \$40,201 (125%) | \$3,000           |
| \$48,242 (150%) | \$4,000           |
| \$64,322 (200%) | \$5,000           |

This award can be used in addition to any qualifying State program

Expedited plan amendments, zoning, plan review and permitting

This ordinance can be used for businesses either relocating/expanding to Zephyrhills or for businesses already residing in Zephyrhills which need to expand.

Completed applications along with supporting documentation must be submitted to the Pasco Economic Development Council for consideration by Pasco County Board of County Commissioners. An economic/cost benefit analysis and comprehensive plan compliance review will be completed for a

## BUSINESS DEVELOPMENT SERVICES

### **Pasco-Hernando Workforce Board**

#### **Career Central - Zephyrhills**

|                            |       |
|----------------------------|-------|
| Job Creation Incentives    | LOCAL |
| On-the-job Training Grants | YES   |

### **City of Zephyrhills**

|                                 |       |
|---------------------------------|-------|
| Fast-Track Permitting           | LOCAL |
| Job Creation Incentives         | YES   |
| Building Improvement Incentives | YES   |

### **Pasco Economic Development Council**

|                                        |     |
|----------------------------------------|-----|
| Microloan for small business financing | YES |
| Incubator Program                      | YES |
| Economic Development Incentives        |     |

### **Greater Zephyrhills Chamber of Commerce**

|                                            |       |
|--------------------------------------------|-------|
| Business Development Resources             | LOCAL |
| Relocation and Visitors Center             | YES   |
| Zephyrhills Economic Development Coalition | YES   |

### **Main Street Zephyrhills, Inc.**

|                                         |       |
|-----------------------------------------|-------|
| Community Redevelopment                 | LOCAL |
| Historic District Beautification Grants | YES   |

### **Small Business Development Center at Saint Leo University**

|                                   |     |
|-----------------------------------|-----|
| Consultation Services             | YES |
| Training and Education - Business | YES |

## ZEPHYRHILLS ECONOMIC DEVELOPMENT COALITION *BUSINESS & COMMUNITY STAKEHOLDER ADVISORY COUNCIL*

The ZEDC Business & Community Stakeholder Advisory Council is a voluntary committee comprised of business and community leaders in the Zephyrhills area who share a common goal to create a sustainable and vibrant local business and economic climate. The members of the Stakeholder's Advisory Council serve at the invitation of the ZEDC and will bring together resources, expertise, and wisdom to fulfill the community's need for the following:

- **Advisors:** Provide sound business counsel with respect to local economic plans, activities, initiatives, and strategies.
- **Stewards:** Help conserve precious community assets and utilize them in the most efficacious way
- **Experts:** Utilize personal credibility to advance Council plans by validating, endorsing, and establishing their soundness
- **Resources:** Provide resources or wherewithal to acquire them from others
- **Champions:** Demonstrate leadership in the pursuit of community goals and continuously raise the bar with respect to its future and its capabilities.

| ADVISORY COUNCIL              | AFFILIATION                            | SECTOR                       |
|-------------------------------|----------------------------------------|------------------------------|
| <b>Skip Skairus, Chair</b>    | CenterState Bank                       | Banking / Financial Services |
| <b>John Scott, Vice Chair</b> | Gulf Coast Financial Strategies        | Financial Services           |
| <b>Alex Hulbert</b>           | Dewberry                               | Engineering / Development    |
| <b>Brent Nye</b>              | Nye Commercial                         | Real Estate                  |
| <b>Tim Linville</b>           | Linville Properties/EZ Clean           | Property/Business Owner      |
| <b>Kevin Bahr</b>             | Bahr's Propane Gas & AC                | Property/Business Owner      |
| <b>Tom Ryan</b>               | Pasco Economic Development Council     | Economic Development         |
| <b>Paul Corriea</b>           | Sunstate Aluminum                      | Property/Business Owner      |
| <b>Steve Spina</b>            | City of Zephyrhills                    | City Manager                 |
| <b>Bob Hatfield</b>           | Office of US Congressman Gus Bilirakis | Government                   |
| <b>Mike Prilliman</b>         | Prudential Tropical Realty             | Real Estate                  |
| <b>Anna Stutzriem</b>         | Main Street Zephyrhills                | Director                     |
| <b>Randy Stovall</b>          | Pasco Hernando State College           | Post-Secondary Education     |
| <b>Amanda Maggard</b>         | Florida Hospital Zephyrhills           | Healthcare                   |
| <b>Tom Vanater</b>            | Real Estate                            | Retail / Business Owner      |
| <b>David West</b>             | Make a Difference                      | Non-profit Organization      |

## ZEPHYRHILLS ECONOMIC DEVELOPMENT COALITION

### STEERING COMMITTEE

The Zephyrhills Economic Development Coalition (ZEDC) is a strategic partnership of the Greater Zephyrhills Chamber of Commerce, Pasco Economic Development Council, Main Street Zephyrhills Inc., and the City of Zephyrhills established to advance business and economic development for the greater Zephyrhills area. The ZEDC Steering Committee is a working group of economic development practitioners that includes, at a minimum: City of Zephyrhills: City Manager, City Planner, Zephyrhills Airport Manager; Greater Zephyrhills Chamber of Commerce: Executive Director, Econ Devt/Govt Affairs Chair; Pasco Economic Development Council: President/CEO, Vice President; and Main Street Zephyrhills, Inc.: Executive Director. The purpose of the Steering Committee is to provide coordinated implementation of local economic development plans and initiatives, to provide additional economic development expertise and administrative support with respect to the Stakeholders Advisory Council and the Zephyrhills Economic Development Coalition, and to provide propulsion and continuity between meetings of the volunteer committees.

#### COMMITTEE CONTACTS

##### CITY OF ZEPHYRHILLS

Steve Spina, City Manager  
5355 8<sup>th</sup> Street  
Zephyrhills, FL 33542-4312

(813) 780-0004

[sspina@ci.zephyrhills.fl.us](mailto:sspina@ci.zephyrhills.fl.us)

[www.ci.zephyrhills.fl.us](http://www.ci.zephyrhills.fl.us)

##### GREATER ZEPHYRHILLS CHAMBER OF COMMERCE

Melonie Monson, Executive Director  
38550 Fifth Ave  
Zephyrhills, FL 33542

(813) 782-1913

[director@zephyrhillschamber.org](mailto:director@zephyrhillschamber.org)

[www.zephyrhillschamber.org](http://www.zephyrhillschamber.org)

##### MAIN STREET ZEPHYRHILLS, INC.

Anna Stutzriem, Executive Director  
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##### PASCO ECONOMIC DEVELOPMENT COUNCIL

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[www.pascoedc.com](http://www.pascoedc.com)

##### ZEPHYRHILLS MUNICIPAL AIRPORT

Nathan Coleman, Airport Manager  
39450 South Avenue  
Zephyrhills, FL

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[www.ci.zephyrhills.fl.us/Departments/Airport.aspx](http://www.ci.zephyrhills.fl.us/Departments/Airport.aspx)



## CITY OF ZEPHYRHILLS

*"City of Pure Water"*

5335 Eighth Street • Zephyrhills, Florida 33542-4312  
(813) 780-0000 • Fax (813) 780-0005

July 23, 2013

DANIEL W. BURGESS, JR.  
Mayor

CITY COUNCIL

LANCE A. SMITH  
Council President

CHARLES E. PROCTOR  
Vice President

KENNETH M. BURGESS,  
JR.

KENNETH V. COMPTON

JODI WILKESON

JAMES D. DRUMM  
City Manager

LINDA D. BOAN  
City Clerk

JOSEPH A. POBLICK  
City Attorney

Dear Business Executive and Site Selector:

The City of Zephyrhills has a proud heritage of providing forward-looking economic opportunity to prospective businesses considering a place to call home. The City's mission statement recites this tradition by emphasizing that Zephyrhills **"encourages economic growth and development."**

We have witnessed the birth and nationwide expansion of multiple corporations that started right here in our backyard. The Zephyrhills Brand Bottling Plant and Goin' Postal, Inc., are just two shining examples of what can happen when determination, innovation and a strong sense of community collide. The City fosters success and endeavors to maintain a strong relationship with our local business leaders.

The Zephyrhills Brand Bottling Plant has remained in Zephyrhills because of the profitable business environment our community provides. They frequently collaborate with the Greater Zephyrhills Chamber of Commerce, the City of Zephyrhills, Main Street Zephyrhills, Inc. and Pasco County to promote economic development in the region.

Goin' Postal, Inc. is yet another Zephyrhills success story. Founded in 2002, they specialize in retail shipping and handling. Goin' Postal, Inc. has grown from a single Zephyrhills location to having hundreds of locations nationwide. They are consistently outpacing all of their big name competitors with their pattern of aggressive expansion.

Zephyrhills not only provides a great community for businesses and employees, but is also perfectly situated to meet the logistical needs of any type of operation. The City of Zephyrhills has affordable land, railroad access, multiple easy access roads to the Port of Tampa, a state of the art airport and a wonderful industrial

park. Not to mention, Pasco County is known for maintaining a low property tax rate, affordable living, and the State of Florida does not have a personal income tax.

The above referenced corporations, along with countless others, greatly benefit from the Zephyrhills community. We would be a great fit for your type of business and encourage you to come and see for yourself. We trust you will not be disappointed.

The Zephyrhills Brand bottling plant receives countless benefits from being located in this exceptional community. I invite you to take a serious look at joining us here.

If you have any questions, please do not hesitate to contact me regarding this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Daniel W. Burgess, Jr.", with a large, stylized flourish at the end.

Daniel W. Burgess, Jr.  
Mayor, City of Zephyrhills

GUS M. BILIRAKIS  
12TH DISTRICT, FLORIDA

COMMITTEE ON ENERGY AND COMMERCE  
SUBCOMMITTEE ON  
COMMERCE, MANUFACTURING AND TRADE  
SUBCOMMITTEE ON  
ENVIRONMENT AND THE ECONOMY  
SUBCOMMITTEE ON HEALTH

COMMITTEE ON VETERANS' AFFAIRS  
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November, 2013

Dear Friend,

Welcome to Zephyrhills, Florida! We are excited that you are considering Florida's 12<sup>th</sup> Congressional District as the new location of your business. With affordable land prices and leaders eager to make doing business within the city as easy as possible, Zephyrhills represents unlimited potential for your organization. The city is strategically located near railway, is closely connected to the interstate, and offers convenient access to the Port of Tampa.

In addition, it boasts a high quality workforce, which is a key component of any business-citing decision. I am also proud of our community's outstanding public school system, as well as active partnerships with multiple higher learning institutions, such as Pasco-Hernando Community College, Saint Leo University and the University of South Florida. With educational institutions, like these, in and around Zephyrhills, your business is sure to attract and retain the best and brightest candidates available.

Companies like Nestlé have learned that Zephyrhills offers both the logistical support needed for your business to flourish and an outstanding quality of life for your employees. The downtown area is famous for hosting old-fashioned parades, family barbecues and community picnics. As an active member of the Zephyrhills Chamber of Commerce, I can also assure you that the Chamber is a tremendous resource in helping promote local businesses and sponsoring activities that foster a strong sense of community within Zephyrhills and surrounding areas.

Zephyrhills is truly a great place to live, work and play. I would strongly encourage you to visit the area and see first-hand how special our community is. Should you have any questions or if I can provide you with additional information, please do not hesitate to contact my office.

Sincerely,



Gus M. Bilirakis  
Member of Congress

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## Nestlé Waters North America Inc.



The Healthy Hydration Company™

Dear Business Executive/ Site Selector:

Few businesses are fortunate enough to find that the best place to locate their operations is also the ideal place to call home. That's the rare blend we have here in Zephyrhills, and I know you can benefit from the same combination in this special community.

The Zephyrhills Brand bottling plant originally came to Pasco County because that's where the source of our natural spring water is located. But one of the important things that have kept us here is the outstanding and dynamic business environment. We are proud to work hand-in-hand with the local Chamber of Commerce, the City of Zephyrhills and Pasco County as part of a community of good neighbors and good partners.

This area has so much one could want, for businesses and their employees alike. State and local government have been working diligently to eliminate unnecessary regulations that hamper economic development, and the area sits along several major transportation corridors. Pasco County's property tax rate is among the lowest in the flourishing Tampa Bay region, the schools rank highly in the State of Florida and there is no personal income tax. Ours is a county that features both laid-back country living and bustling suburban communities, all within a convenient drive to big-city amenities. And of course, there is the magnificent Sunshine State weather.

The Zephyrhills Brand bottling plant receives countless benefits from being located in this exceptional community. I invite you to take a serious look at joining us here.

Sincerely,

A handwritten signature in black ink, appearing to read "Jeff Smatsky".

Jeff Smatsky

Factory Manager, NWNA – Zephyrhills