



Martin County | Florida Economic Development Partnership

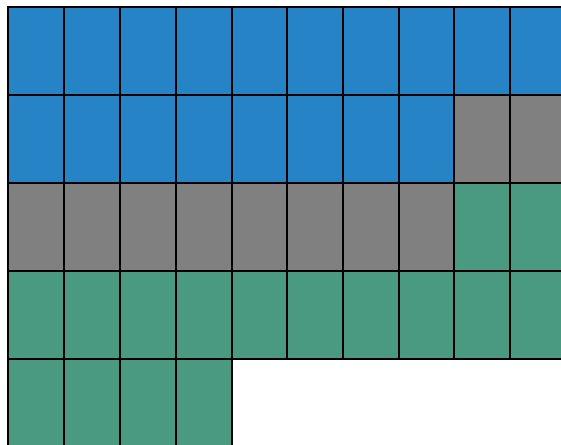
FY 2020 Performance Report – October - December 2019

ANNOUNCEMENTS

Economic Development (ED) Project Statistics

| | Y-T-D Totals | Goals |
|--------------------|--------------|---------|
| Square Feet | 0 | 15 |
| New Jobs Announced | 0 | 450 |
| Retained Jobs | 0 | 100,000 |
| Capital Investment | 0 | \$5 M |

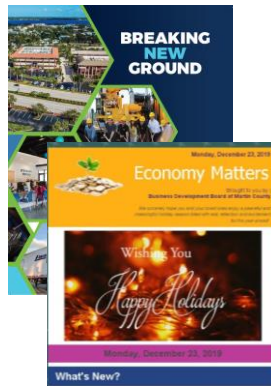
PROSPECT-CLIENT ACTIVITY



■ Prospects ■ Leads ■ General Assistance

The BDBMC staff team is working with 18 prospects with the potential to create and retain 780 jobs, impact 465,900 sq. feet of commercial/industrial/office/flex space and obtain \$121 million in capital investment for Martin County.

BUSINESS DEVELOPMENT-MARKETING

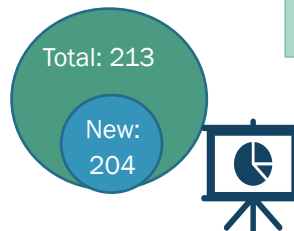


New market brochure created, new website launched, *Economy Matters* monthly e-newsletters published and Public Relations Coordinator hired – Ike Crumpler.



PR - COMMUNICATIONS

Website Visits



Quarterly Facebook Posts: 29
Followers to Date: 2,182

of Presentations - Events: 2
2019 Martin County Business Awards + State of Economy;
Briefing to Stuart-Martin County Chamber of Commerce

BUSINESS ASSISTANCE - ENTREPRENEURSHIP



Next BAP Program: February-March 2020
Fall 2019 Cohort: 6
Since Program Inception: 115
FY 2020 Grants Awarded/Paid: \$4,500
Total Grants Awarded/Paid: \$60,475

Small Business Resource Guides
Mailed to Business Tax Receipt Holders
to Date: 161
Annual Goal: 1,000



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INDUSTRY RETENTION-EXPANSION

Local Business Visits



Industry Roundtables



Goal: 2 To Date: 0
Real Estate – Banking - Finance
Roundtable Scheduled on
January 30, 2020

TALENT – WORKFORCE DEVELOPMENT

Workforce Roundtables



Goal: 2
To Date: 0

Local Workforce Readiness Quarterly Activities



Treasure Coast
Skills Gap
Study 2.0



BDBMC also planning 2020 Industry-Guidance Counselors Facility Tours on Thursday, January 17, 2020 in conjunction with the Martin County School District.

BUSINESS CLIMATE + COMPETITIVENESS



Job Creation Toolkit under review.
Reauthorization of the Economic Development Ad Valorem Tax Exemption Program to be considered in early 2020.

OTHER KEY ACTIVITIES

Martin County Industrial Development Authority (MCIDA) approved first amendment to financing agreement for One HC-Jensen Beach LLC Health Care Facility Revenue Bonds, Series 2014 valued at \$16.34M on 9/20/19.

Annual Meeting for the MCIDA was conducted on 11/12/2019 featuring presentation by Michael Wiener, Holland & Knight. Jacob Bynum appointed to the MCIDA by the Board of County Commissioners to replace retiring IDA Director Bill West effective 11/23/2019.

Next IDA Mtg. 2/19/2020



Total Number of Quarterly Users: 87
In County Users: 60
Treasure Coast Users: 2
Other Florida Users: 16
Outside Florida Users: 9



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FY 2020 Business Plan Status – October - December 2019

| # | Strategy | Timing | Notes | Status |
|----|--|------------|--|-----------|
| 1 | Conduct strategic communications and publish <i>Economy Matters</i> , general business stories, social media | On-Going | Published <i>Economy Matters</i> on October 18, November 26 and December 23, 2019. | On Track |
| 2 | Launch and maintain new website | 1Q | New website launched in November 2019. | Completed |
| 3 | Provide on-demand services to leads, prospects, clients | On-Going | Conducted 12 business consultations plus on-demand services as requested by prospects, leads and general assistance inquiries. | On Track |
| 4 | Conduct Economic Impact analysis for new incentive applications | On-Going | Tool is being updated by FPL and new version expected by early 2020. No incentive applications received-generated in 1Q FY 2020. | On Track |
| 5 | Create and launch new Investor engagement model | 2Q | BDBMC Board approved new model at 11/13/19 Board meeting. | On Track |
| 6 | Attend 2 Outbound Sales Missions with Florida Research Coast Coalition | 1Q, 3Q | Attended Chicago Sales Mission, October 6 - 9, 2019. | On Track |
| 7 | Attend EFI Stakeholder-Board Meetings and Participate in EFI Calls | 1Q, 2Q, 3Q | Participated on 11/20/19 conference call. Next EFI Meeting, January 21 - 23, 2020 in Tallahassee. | On Track |
| 8 | Assist CRA Team to attract-expand business investments | 1Q | "Breaking New Ground" Brochure touts CRAs and teams are jointly planning an Industry Roundtable in 2Q. | On Track |
| 9 | Promote Opportunity Zones | On-Going | Opportunity Zones included in "Breaking New Ground" Brochure. | On Track |
| 10 | Create a Martin County Talent-Workforce-Education Brochure | 2Q | Collecting content and conducting meetings with key education partners. | On Track |
| 11 | Create a new Martin County (Re)Development Brochure | 1Q | Published "Breaking New Ground Brochure for Chicago Sales Trip. | Completed |
| 12 | Host 2 Industry Roundtables | 1Q, 3Q | Commercial Real Estate-Banking-Finance Roundtable scheduled in late Jan. 2020. | On Track |
| 13 | Visit 50 local business and companies to gauge outlooks | On-Going | 5 company visits in 1Q FY 2020 - HOG Technologies, Cleveland Clinic, Precision Jet, TD Bank, Waste Management. | On Track |
| 14 | Attend industry association meetings | On-Going | No meetings attended in 1Q FY 2020 - last meetings attended in 4Q FY 2019. | On Track |
| 15 | Produce annual Business Awards + State of the Economy Event | 1Q | Event conducted with 260 in attendance; Net revenue: approximately \$7,000. | Completed |



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|----|--|------------|---|------------|
| 16 | Produce 3 BAP programs with IRSC and SBDC | 1Q, 2Q, 3Q | \$4,000 awarded to Jesse Salvant of Carpe Diem International Market (Jensen Beach) from Fall 2019 BAP Cohort. | In Process |
| 17 | Conduct annual online business survey | 2Q | | In Process |
| 18 | Distribute Small Business Resource Guide to more than 1,000 businesses | Monthly | To date, 161 guides have been mailed to new BTR holders. New guide expected before 3Q. | In Process |
| 19 | Produce an entrepreneurial ecosystem paper | 3Q | Visited mHUB and 1871 in Chicago and attended Building Vibrant Communities Bootcamp (11/15/19) in Pensacola to benchmark entrepreneurial communities. | In Process |
| 20 | Participate in regional workforce readiness activities | On-going | Served on Regional State of Jobs Event Committee and planning Guidance Counselor Site Tours and Summer Bootcamp. | Completed |
| 21 | Sponsor the Treasure Coast Skills Gap 2.0 Study | 1Q | BDBMC is a \$2,500 sponsor with report to be released in early 2020. | Completed |
| 22 | Enact new MOUs with IRSC and CareerSource Research Coast | 2Q | | In Process |
| 23 | Conduct 2 workforce development roundtables | 2Q, 4Q | Roundtables to be scheduled following release of Skills Gap 2.0 study. | In Process |
| 24 | Participate in local activities to promote workforce development | On-Going | Co-Chaired Youth Leadership Martin County Economics Day on 11/19/19 and supported proposed new BGCMC Career Center. | In Process |
| 25 | Support and assist County with state-federal grants, as needed | On-Going | Working with County team to advocate for \$2M infrastructure grant for Seven Js Industrial Park. | In Process |
| 26 | With partners, develop a business case for reenacting of Property Tax Abatement Tool | 4Q | BDBMC recommending Board of County Commissioners ask voters to reauthorize tool as it will sunset in August 2020. | In Process |
| 27 | Review and make recommendations for Martin County Toolkit | 2Q | BDBMC has begun research and discussions with County about potential updates. | In Process |
| 28 | With partners, create a business case for a new in-area industry training center | 2Q | BDBMC working with County team and partners to gather local company needs. | In Process |
| 29 | Publish Martin County's Key Indicators to Watch | 2Q, 4Q | Initial Key Indicators to Watch published in FY 2020 BDBMC Business Plan. | In Process |
| 30 | Form a new Partner's Council | Quarterly | 1 st meeting held 12/6/2019. Next meeting on 3/6/2020. | In Process |

Key: **Green:** Completed **Blue:** In Process **Yellow:** On Hold **Red:** Behind Initial Schedule **White:** Not Started

HOBE SOUND | HUTCHINSON ISLAND | JENSEN BEACH | MARTIN COUNTY | PALM CITY | SEWALL'S POINT | STUART | VILLAGE OF INDIANTOWN