



Stories of Triumph

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Business Development Board of Martin County

"I never dreamed about success, I worked for it." —Estee Lauder

Stuart fish market lands big one when Waste Management picks up lunch for 175 employees

Even as the virus-related restrictions forced Tausha Houck from serving diners at Tausha's Seafood Market in Stuart, she counted herself among the lucky as loyal patrons ordered enough meals to keep her staff active.

"We have a great staff," says the Stuart resident. "A lot of them have been with us since they were teenagers. We're fortunate to have stayed busy. Our customers have been wonderful."

That's especially true of a customer who walked in Wednesday. Mike DeClerck, senior district manager of Waste Management of Martin County, purchased \$15 gift vouchers for 175. That way, team members (such as Fabian Francis, residential driver, right, and Carol Montoya, senior operations specialist, below) could get lunch on the company at their convenience and help a small business in the process.

"It helped us out tremendously," says Tausha. "It was over a \$2,000 purchase." \$2,625 to be exact.

As the economic reopening phases in, passionate debate is ratcheting up about what which services are deemed essential and why.

But in the early days of the virus response, the leadership of Waste Management—understandably operating throughout the crisis—knew keeping its associates fed was *absolutely* essential. And that extended to the success of the restaurants they relied on.

In April, the company purchased take-out orders for more than 3,000 of its employees at 70 locations across the state. The first spate of orders in Martin County were placed at Manero's Restaurant in Palm City.



"We value our drivers and support personnel who are coming to work every day to keep our communities



clean and safe,” says DeClerck. “We also deeply value and appreciate our customers who are struggling to keep their doors open during the COVID-19 pandemic.”

The restaurant selection is made by the district manager, with some staff input.

Tausha credits her husband, Martin, with the operations of their restaurant and market. Founded 12 years ago—and in their current location at 4533 S.E. Dixie Highway in Stuart for five—Tausha’s Fish Market portions and packages fish in sealed ice

chests at 32 degrees. In addition to eliminating any fish odors, freshness and cleanliness are ensured.

“Everything is very clean,” she says. “We take a lot of pride in that.”

Diners can choose sandwiches featuring grouper, salmon, oysters, claim strips, among others, an appetizer such as fried pickles, as well as New England clam chowder, Manhattan clam chowder or lobster bisque.

While she’s grateful for the immediate financial benefits the mass purchase by DeClerck provided, Tausha says she’ll see each visit from a Waste Management employee as the gift card that keeps on giving.

“It was very nice of him to choose us,” she says. “I would think we can gain more customers. People who haven’t been in our store before could become future customers. We feel very honored.”

Small (Business) but Mighty



The Business Development Board of Martin County is showcasing these inspiring efforts of local business leaders, innovators and entrepreneurs in a reoccurring feature called “Stories of Triumph.”

If you or someone you know is using their business to do something innovative and inspiring to help our community through this crisis, please [email](#) me so we can share their Story of Triumph.

Joan

Joan K. Goodrich
Executive Director
Business Development Board of Martin County



Design.

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