

January 13, 2022

Mr. George Stokus, Assistant County Administrator
Martin County Board of County Commissioners
2401 SE Monterey Road
Stuart, FL 34996

RE: 1st Quarter FY 2022 Report – October 1 – December 31, 2021

Dear George,

Attached please find our **1st Quarter Report for FY 2022** and an invoice for economic development services rendered as per our contract. Key quarterly highlights include:

- Announced **1 economic development project** – the establishment of **Taylor Beach House Café and future Microbrewery** in the Hobe Sound CRA.
- Assisted the **economic development prospects-leads pipeline comprised of 33** businesses and developers seeking to invest, start-up, grow, remain, or come to Martin County.
- Answered inquiries and **assisted more than 195 local businesses and residents** through the MC Biz Hotline, BDBMC Outbound Call Strategy, Online Searches and 1:1 Visitation Strategy.
- **Won the 2021 Florida Economic Development Council Innovation in Marketing Award** for the highly collaborative “Jobs on the Ballot” Voter Education Campaign which helped reauthorize the Economic Development Ad Valorem Tax Exemption program.
- **Completed the “look and feel” for Martin County’s business brand – Distinctive. By Design. Martin County | FL** in preparation for our new sales and marketing campaign to be announced in the 2Q.
- Participated in **Enterprise Florida’s Select Florida Expo 2021 Virtual Trade Show** – 11/30-12/2/2021.
- **Produced the sell-out 2021 Martin County Business Awards** event recognizing eight local businesses, entrepreneurs and leaders who made important contributions and who embodied three C’s – consistency, community, and collaboration – making our collective economic success possible.
- Served on the County’s **American Rescue Plan Act (ARPA) Workforce Grants Review Team**.
- **Hired HBK CPAs & Consultants** as the organization’s new auditors and tax return preparers commencing with our FY 2021 Audited Financial Statements and 2020 990 Tax Return.

**DISTINCTIVE.
BY DESIGN.**
MARTIN COUNTY | FL



Please let me know of any questions and thank you for your continued partnership.

Sincerely,


Joan K. Goodrich, Executive Director

cc: Carolyn Schmidt

1002 SE Monterey Commons Blvd. | Ste. 207, Stuart, FL 34996

772.221.1380 | bdbmc.org

**A STRONGER ECONOMY IS
EVERYONE’S BUSINESS**

1Q FY 2022 Key Activities and Y-T-D Results Dashboard

As of December 31, 2021

1

Economic
Development Project
Announcements

Annual Target: 10
Pipeline: 33

TBA

Jobs Created -
Retained to
Date

Annual Target: 450
Pipeline: 1,968

5,000

Square Footage
Impacted to
Date

Annual Target: 100,000 SF
Pipeline: 3.48 million SF

\$2.5m

Capital
Investment to
Date

Annual Target: \$5 million
Pipeline: \$538.9 million

187

Biz Hotline,
Outbound Calls,
Online Searches and
General Assistance¹

Beginning 10/1/2021

8

1:1 Visitation
Strategy
(*Business Retention +
Expansion*)

Annual Target: 75

2,652

Martinomics-PR-
Marketing
Impressions and
Engagement²

Beginning 10/1/2021

20

Social Media Posts³
with a Reach of
17,920 and an
Engagement of 2,191

10/1/2021 – 12/31/2021

7

Referrals Received
From | Made to
Partners

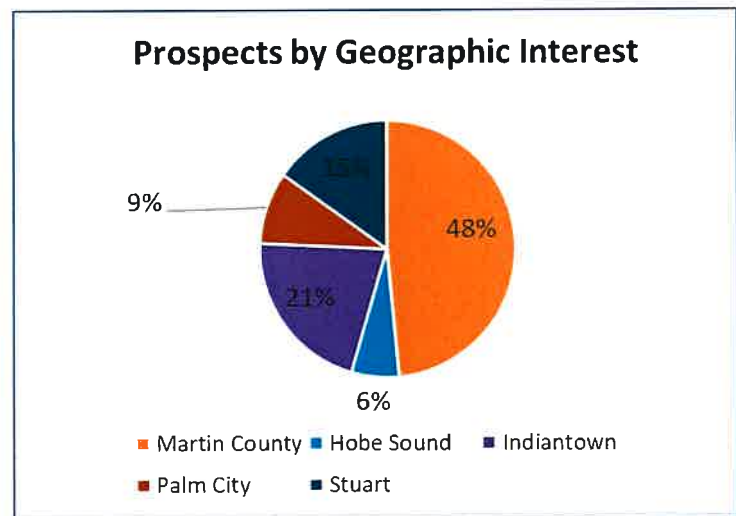
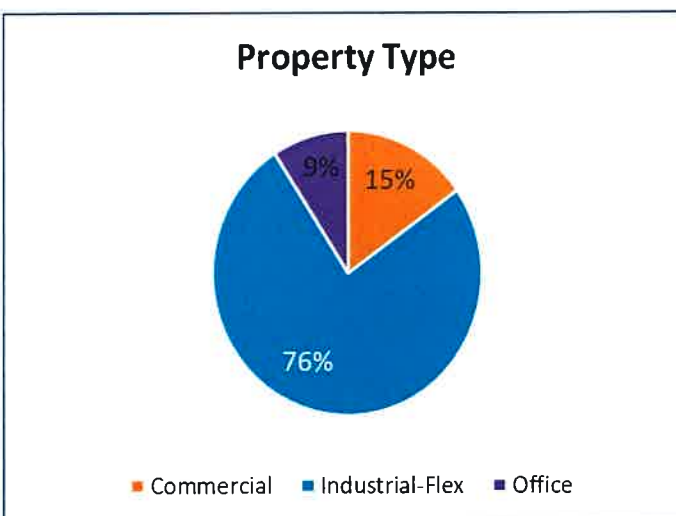
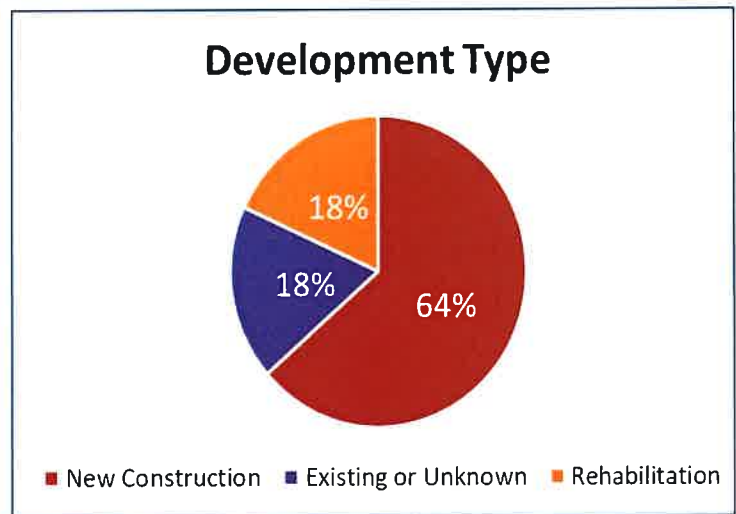
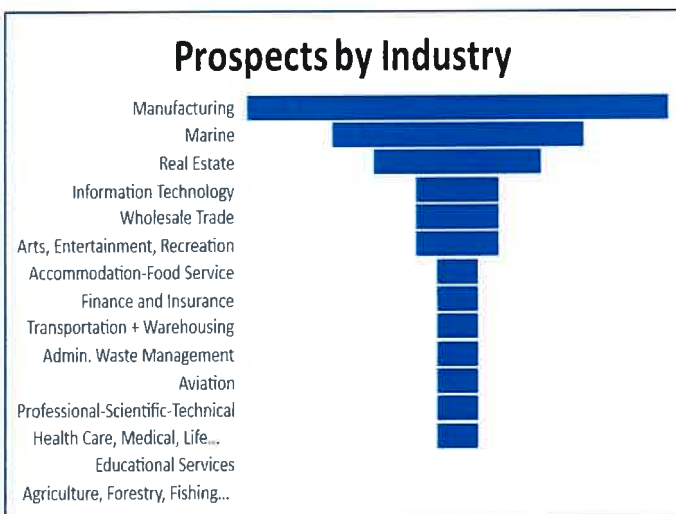
Beginning 10/1/2021

¹ Includes Zoom Prospector visits

² Highlights number of Constant Contact messages, opens and BDBMC.org users

³ Facebook Social Media posts

| | | | |
|--|---|---|--|
| <h2>33</h2> <p>Economic Development Prospects</p> <p>Pipeline Target: 40 Annual Goal: 10</p> | <h2>1,968</h2> <p>Potential Job Impact</p> <p>Pipeline Target: 1,800 Annual Goal: 450</p> | <h2>3.48M SF</h2> <p>Potential Square Footage Impact</p> <p>Pipeline Target: 400,000 SF Annual Goal: 100,000 SF</p> | <h2>\$538.9 M</h2> <p>Possible Capital Investment Impact</p> <p>Pipeline Target: \$20 million Annual Goal: \$5 million</p> |
|--|---|---|--|



A Stronger Economy is Everyone's Business

| # | Strategy | Timing | Notes | Status |
|----|---|----------------------------------|---|-------------|
| 1 | Provide on-demand services to leads, prospects and clients. | On-Going | The team is currently working with 33 prospects with potential impacts of 1,968 new-retained jobs, 3.48 million square feet and \$538.9 million of capital investment. | In Process |
| 2 | Produce the 2021 Martin County Business Awards. | 1Q | Conducted the sold-out event on Friday, November 5, 2021 and recognized 8 local businesses and leaders. Generated \$31,335 in revenues with \$22,084 in expenses for net proceeds of \$9,251. | Completed |
| 3 | Poll and survey Martin County business owners, managers, entrepreneurs, and executives. | 2Q, 4Q | 2022 Martin County Business Outlook Survey being prepared to be distributed in late January 2022 with results published in February 2022. | In Process |
| 4 | Host one Commercial Real Estate Roundtable and two Industry Roundtables to keep a pulse on needs and trends. | 2Q, 3Q, 4Q | | Not Started |
| 5 | Expand the Business Expansion-Retention 1:1 Visitation Strategy. | On-Going with Final Report in 4Q | Annual goal: 75; 10 visits conducted and/or scheduled including with: Red Properties Realty, Hobe Sound Farmers Market, Comfort Suites, Clean Sweep Pest Control, PuroClean Stuart, WMR – Nihilo Concepts, Ocean Republic Brewing, Sunshine Land Design, TeamLogic IT, Hinckley Yacht Services. | In Process |
| 6 | Conduct Thank You for Creating Jobs and Investing Sessions with Key BDB and Partner Leaders. | Quarterly | | Not Started |
| 7 | Propel MC: Produce 2 Business Accelerator Programs (BAP) and 2 Side Hustle to Main Gig (SHTMG) Cohorts. | 2Q, 4Q | BAP East is accepting applications through 2/4/2022. BAP East will begin on 2/22/2022 and conclude on 5/3/2022. Side Hustle West is anticipated to start late March and finish by the end of April 2022. | In Process |
| 8 | Propel MC: Pilot a Micro-loan Program with Partners including possible seed funding from the County's ARPA funding. | 3Q | Action team is being formed to draft White Paper to secure initial seed funding. | In Process |
| 9 | Update and distribute Business Resource Guide, maintain MC Biz Hub, and produce 3 Small Talks. | 2Q, 3Q, 4Q | | Not Started |
| 10 | Execute the Hubs of Excellence Marketing and Business Development Strategy and launch a new advertising campaign. | On-Going | Updating the Hubs of Excellence Business Development & Marketing Strategy based on additional information and focus provided for by the County's COVID-19 Economic Study. Participated in EFI's Select Florida Virtual Expo 11/30-12/2/2021. | In Process |

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

| # | Strategy | Timing | Notes | Status |
|----|---|----------------|--|------------|
| 11 | Evolve business storytelling strategy featuring CEO-Entrepreneur Profiles and increase imagery for "Distinctive. By Design." brand. | Bi-Monthly | | |
| 12 | Attract and/or host one new regional-state-corporate meeting with room nights and develop a new collateral piece to use with business visitors in partnership with the Office of Tourism and Marketing. | 2Q | Assisting the Martin County School District in hosting the Florida Career Pathways Network 2022 Symposium, January 14 – 16, 2022 at Hutchinson Shores Resort & Spa, Jensen Beach. | In Process |
| 13 | Host two Future of Work + Learning Events with partners and provide semi-annual Talent Indicators to partners and policymakers. | 1Q, 2Q, 3Q, 4Q | 1Q Talent Indicators completed and will be released at January 2022 Talent Advancement Team meeting. Future of Work + Learning event planning in the works for April 2022. | In Process |
| 14 | Advance activities from the County's 2021 COVID-19 Economic Study. | 1Q | Meeting conducted with County on 11/29/2021 to discuss first steps to be taken with the County's Economic Study. The BDB will be engaged in providing the current business mix, real estate inventory and taxable values associated with the proposed Innovation District. | In Process |
| 15 | Advocate for and recruit new in-area training and higher education facilities and resources to grow the Hubs of Excellence, as needed. | On-Going | | |
| 16 | Develop the BDB's Economic Development Policy and Legislative Action Plan and make recommendations for updates to MC's incentives toolbox and use of the Economic Development Trust Fund. | 1Q, 3Q | BDB team to attend Regional Tallahassee Fly-In – January 18-20, 2022. | In Process |
| 17 | Continue the Partner's Council (MC Biz Team) designed to work on common initiatives, leverage resources and share market-business intelligence to improve MC's economy and market reputation. | Quarterly | Partner's Council met on 12/3/2021. | In Process |
| 18 | Advance the BDB's Leadership Engagement Model resulting in an increase in funding (\$156,590) and the number of economic development champions involved. | On-Going | To date, \$5,000 has been raised. New collateral in development. | In Process |

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

A Stronger Economy is Everyone's Business

Martin County Commercial Real Estate Stats

Office

| | Vacancy Rate | Mkt Rent SF | Inventory SF | Under Construction |
|---------|------------------|-------------|--------------|--------------------|
| MC East | 4.0% ↓ (8.7%) | \$20.88 ↑ | 1.2M ⇔ | 0 |
| MC West | 0.0% ⇔ | \$14.76 ↑ | 46K ⇔ | 0 |

Industrial

| | Vacancy Rate | Mkt Rent SF | Inventory SF | Under Construction |
|---------|-----------------|-------------|--------------|--------------------|
| MC East | 2.3 ↓ (3.5%) | \$13.01 ↑ | 5M ↑ | 74.6k ↑ (20k) |
| MC West | 12.3% ↓ | \$10.50 ↑ | 343K ⇔ | 0 |

Retail

| | Vacancy Rate | Mkt Rent SF | Inventory SF | Under Construction |
|---------|------------------|-------------|------------------|--------------------|
| MC East | 4.9% ↓ (5.4%) | \$19.31 ↑ | 4.3M ↑ | 14.1k ↑ |
| MC West | 2.3% ↑ (0%) | \$20.11 ↑ | 172K ↑ (163K) | 0 |

(Source: Costar- December 7, 2021)



PRESS RELEASE

Contact: Joan K. Goodrich
772.221.1380

BDB Names Janice Norman 2021 Martin County Charlene Hoag Leadership Award Winner

November 19, 2021 (Stuart, FL) The Business Development Board of Martin County (BDB) is pleased to announce Martin County's 2021 Charlene Hoag Leadership Award recipient is **Janice Norman of the Water Pointe Realty Group.**

Janice was selected for this prestigious award for her years of service in Martin County and the positive impact she has made on numerous organizations and people over the years.

Janice Norman, a Broker Associate with more than 15 years of Real Estate experience, is the immediate past-chair of the Stuart-Martin County Chamber of Commerce and president of Catch the Wave of Hope, a nonprofit dedicated to abolishing human trafficking. She has also been a member and held office in many nonprofit organizations on the Treasure Coast including Soroptimist International of Stuart past president, Visionary School of Arts, and is a graduate of LEADERship Martin County as well as past chair of its alumni association. Janice believes that giving back to the community is always of paramount importance. She received the 2008 Community Service Award from the Realtors® Association of Martin County and the 2017 Women of Distinction Award for Volunteerism from Soroptimist International of Stuart. Her past experience as an emergency department nurse and administrator is evident in her professionalism and work ethic.



The winner of the Charlene Hoag Leadership Award is kept secret and only announced the day of the annual Martin County Business Awards. Yet due an unexpected family medical emergency, Janice was actually out of town when it was announced, by her colleague and 2020 Charlene Hoag Leadership award winner Deb Duvall, that she had won the prestigious award.

Thanks to many friends in attendance at the 2021 Martin County Business Awards on Friday, November 5, including her surprised husband Ken Norman who accepted the award on her behalf, she quickly heard the good news.

Janice Norman is the 18th individual to receive award which was first bestowed in 2003. To be eligible for consideration, leaders need to have been employed in Martin County for 10 years or more and demonstrate devotion to family and vocation, commitment to service to the community and leadership toward the goal of improving Martin County's quality of life.



2021

MARTIN COUNTY BUSINESS AWARDS



FRIDAY, NOVEMBER 5, 2021



**BUSINESS
DEVELOPMENT BOARD**
MARTIN COUNTY | FLORIDA

UNITED ECONOMIC LEADERSHIP

A STRONGER ECONOMY IS EVERYONE'S BUSINESS.



In 1991, the Board of Martin County Commissioners teamed with all local chambers of commerce and the Economic Council to create the Business Development Board of Martin County (BDBMC), a public-private, not-for-profit economic development organization. Their vision is generating job creation, increasing tax base, improving economic well-being and enhancing our community's vibrancy and quality of life for all.

Right now, the BDBMC is recruiting experts and leaders and forming action teams to help solve business climate challenges and further economic opportunities. We welcome your involvement. **Call us and sign up today at www.BDBMC.org**



Proudly funded and supported by:

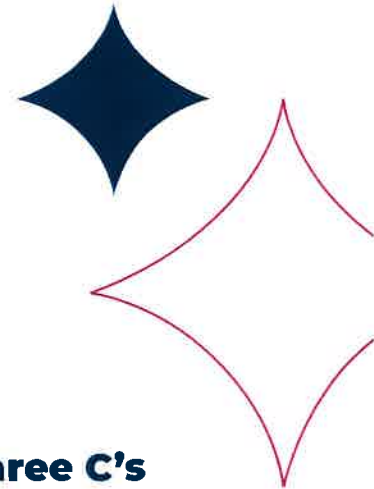


Economic Council | Hobe Sound Chamber of Commerce | Indiantown Chamber of Commerce
Jensen Beach Chamber of Commerce | Marine Industries Association of the Treasure Coast
Martin County Realtors of the Treasure Coast | Palm City Chamber of Commerce
Stuart-Martin County Chamber of Commerce



BUSINESS DEVELOPMENT BOARD

MARTIN COUNTY | FLORIDA



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Jaymie Sardo
Economic Development Coordinator

Lynn Smith
Business-Partner Relations

Spelling success with three C's

We're all familiar with the saying that "80 percent of success in life is just showing up."

Certainly, there's truth to this pat phrase (although adding "on time" makes it even more accurate). But showing up day in and day out—even when times are difficult—that's the secret to sustained success.

Fortunately for all of us, it's also a quality found across Martin County businesses.

Last year, we zeroed in on two themes for the annual Martin County Business Awards: Resiliency, which defined the winners' spirit; and commitment to service, which through courage and dedication each recipient displayed despite being in a life-altering, global pandemic.

This year as we continue to move forward from unprecedented times with some in our economy still rebuilding and pivoting, we selected winners based on their embodiment of three C's:

- **CONSISTENCY:** Showing up—everyday—and facing down crisis and uncertainty to continue providing the best possible services and products.
- **COMMUNITY:** Giving back—even when having plenty of reason to doubt an ability to do so—to support nonprofits, charitable causes, and neighbors in need.
- **COLLABORATION:** Working together—sincerely and wholeheartedly, often with competitors—in service to efforts dedicated to strengthening our economy and entire community.

So, while individual success often hinges on showing up on time, day in and day out no matter the difficulties, working together—whether to improve the conditions of our economy or the lives of those in need—makes our collective success not only possible, but likely.

This is real measure of character, and one of the wonderful distinctions of Martin County. It may be more a reflection of our lived values than an outgrowth of design, but in any case, it's central to what makes business—and life—in Martin County better from every angle.

Jeff Leslie

Jeff Leslie
President of the Board

Joan K Goodrich

Joan K. Goodrich
Executive Director

PROGRAM AGENDA

Welcome

Business Development Board Briefing

2021 Martin County Business Awards

- New Business of the Year
- Non-Profit Business of the Year
- Small Business of the Year

Lunch

2021 Martin County Business Awards

- Business of the Year
- Business Expansion of the Year
- Headquarters of the Year
- Entrepreneur of the Year

2021 Charlene Hoag Leadership Award

Closing Remarks

40 Years assisting Businesses and their Employees
with *all* their Real Estate needs.

WE KNOW IT. WE LIVE IT. WE'LL HELP YOU FIND IT!

Debra Duvall
772.288.9020

Deb@WaterPointe.com | www.DebraDuvall.com

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REALTY GROUP

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Indiantown Chamber of Commerce
Marine Industries Association of the Treasure Coast
TCI Rood • Truist

PATRON SPONSORS

Crary Buchanan PA • EW Consultants • First Citizens Bank • Manpower
Recovery Insurance Adjusters • Spherion Staffing & Recruiting
State Insurance Agency

NEW BUSINESS OF THE YEAR

COMFORT SUITES STUART - HUTCHINSON ISLAND



**OPENING DATE
3/11/2020**

25 employees

94 rooms-all suites property

Eco-Friendly-pursuing LEED certification; solar panels; water conservation measures; recycling

On site: 2 meeting spaces, outdoor pool, fitness center, guest laundry, business center



and operated hospitality corporation headquartered in Stuart, it meant sticking to the plan, digging deep, putting the safety of guests and team associates first and pivoting constantly.

"We follow a simple philosophy to offer guests a product of outstanding quality with equally outstanding service," Vishal Patel explained. "It was important to us to build this hotel with the comfort of our guests in mind while using green and advanced building materials and solutions."

This commitment to service and the environment, combined with their attention to detail, is certainly evident when you step inside the large, modern lobby with stunning photos of Stuart and Martin County.

And with two onsite meeting rooms, memorable social and business interactions for locals is a highly anticipated feature of this new business and community asset.

Opening a new hotel during a global pandemic is the astonishing situation Vishal Patel and his team at Seacoast Hotels, Inc. found themselves in early last year.

For some, it might have meant the end of a dream before it could even begin. Yet for Seacoast Hotels, a family-owned

STUART AIR SHOW



NON-PROFIT BUSINESS OF THE YEAR



First Stuart Air Show: 1989

Organized by: 1 Air Show Director,
9 Board Members, 600+ Volunteers

Annual visitors: 40,000

Local hotel room nights: 700

Did You Know . . . Airshows are the 2nd most attended spectator sport with 10 - 12 million visitors annually which even exceeds attendee counts for football.

The Stuart Air Show's mission is to celebrate aviation by honoring its past and inspiring its future. And each year it provides memorable experiences and opportunities to area schools, students, families, and visitors to learn more about aviation, American history, and the U.S. Armed Forces.

The Stuart Air Show became a non-profit organization in 2009 to advance its work in the community while continuing to provide a safe, unique family entertainment experience. The show's charitable giving to area non-profits through event access, exclusive event partnerships and enhancements is meaningful and steadfast.

Recognized as one of the largest community events on Treasure Coast, the three-day experience features thrilling performances by nationally known performers as well as interesting and historical static displays of aircraft and vehicles.

And when tragedy hit the Stuart Air Show in 2019, followed by the global pandemic, the show's leadership team heard the call of duty. Against many odds, they organized and produced the 2020 show, one of only three airshows in the entire nation that year (when traditionally 350 airshows annually would fill the skies of North America). Commitment, perseverance, and community spirit embodies the Stuart Air Show, all while being a significant contributor to Martin County's local economy.

SMALL BUSINESS OF THE YEAR

OCEAN REPUBLIC BREWING COMPANY



Opened in 2019

Ocean Republic Brewing Team Size: 25

Launched Collaborative Brew Series in 2020 helping to fund 6 local non-profit organizations affected by the COVID-19 pandemic

Most Popular Pours and Flavors: Thrasher IPA, Flo-Cal Florida Lager, and Don't Go Breaking My Tart Sour

Chris and Amanda Cischke have always had a passion for brewing beer and feeding people. Their dreams were realized when they opened Stuart-based Ocean Republic Brewing, a family and pet-friendly brewery with seven to eight beers on tap and a substantial menu and yard games to entertain both children and adults.

Since opening in 2019, the Ocean Republic Brewing team has grown beer production to about 35 barrels (BBL), or more than 1,085 gallons of beer per month, and will soon be distributing their beer to area restaurants to satisfy the growing tastes of Martin County and the Treasure Coast.

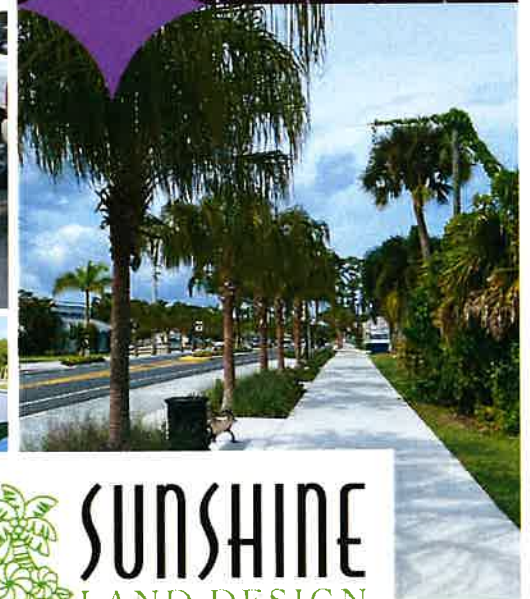
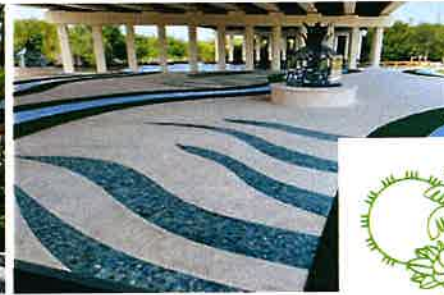
Customers favor their Thrasher IPA, Flo-Cal Florida Lager, and Don't Go Breaking My Tart Sour flavors and all who visit appreciate the kick-back atmosphere, outdoor beer garden, and lovingly prepared food from their scratch kitchen.

What sets them apart though from other regional breweries is their deep commitment to community. Their one-of-a-kind Collaborative Brew Series for area non-profits is a great example of this loyalty. Chosen non-profits have the chance to participate in the brewing of their own craft beer, tout their cause and even earn a portion of the proceeds during a kick-off event held onsite.

So, if you're looking to support a local small business who loves to support our community, visit Ocean Republic Brewing located at 1630 SE Federal Highway in Stuart.

SUNSHINE LAND DESIGN

BUSINESS OF THE YEAR



**Family-owned business
established in 1984**

Located in Martin County for 36+ years

2 locations

120 employees

Established in 1984 by Tim and Frankie Taylor, Sunshine Land Design Inc. has been serving the Treasure Coast from Martin County for more than 36 years. They specialize in hands-on property maintenance, restoration, and construction services for residential, commercial, and municipal clients. From the largest site construction project to the smallest landscape task, Sunshine Land Design takes pride in being a contractor of choice, serving the community and providing a quality workplace.

Some of the notable Sunshine Land Design projects include Jensen Beach Causeway, Martin County Beach Plantings, Town Center at Mapp Road in Palm City, Indian Riverside Park, Halpatiokee Park, South County Park, Langford Park, Downtown Jensen Beach, Rio CRA, Port Salerno CRA, Cleveland Clinic Martin North, Kiplinger Park, and services at most of Martin County's schools.

Their talented and diverse team, numbering 120 and with decades of experience in civil construction, drainage, utility, sitework, paving, landscape, and hardscape, drives the quality workmanship and strong reputation Sunshine Land Design has cultivated.

And when they're not working, you'll find the team vigorously supporting area non-profit projects, activities, and events such as Martin County's Lionfish Roundup, Operation 300, Boys & Girls Clubs of Martin County, Tykes and Teens and Project Lift to name a few.

BUSINESS EXPANSION OF THE YEAR



DREAMWORKS COMPANIES



Located in Martin County for 18+ years

2 locations totaling 17,000 square feet

“Dream Team” = 75 employees and 8 real estate agents

Community giving and support for more than 13 local organizations and teams

customers and clients can find all they need when it comes to housing and real estate.

Owners Gary and Kelly Guttveg have been residents of Martin County for 18 years and have served thousands of clients and customers through-out the Treasure Coast and the Palm Beaches. What started as a small one-truck construction company has now expanded to 40 trucks on the road, a 15,000 square foot facility in Palm City and a 2,000 square foot real estate office in Stuart.

Dreamworks Companies is a family-owned design-build residential and commercial contractor providing one-stop services for construction, remodeling, design, electrical, plumbing, air-conditioning, water-mold restoration, and real estate representation. With the Dreamworks Advantage,

The firm’s “dream team” is comprised of 75 employees and eight real estate agents and the company’s friendly policies to hiring relatives and friends is helping to build a unique “one big family” culture and talent pipeline to support its continued growth in the community.

SEACOAST BANK

HEADQUARTERS
OF THE
YEAR



**Based and headquartered in Stuart-
Martin County since 1933**

**6 Banking Centers in Martin County
and 52 Banking Centers in Florida**

1,000+ employees

**One of the largest community banks
headquartered in Florida**

Seacoast Bank is one of the largest community banks headquartered in Florida, with approximately \$9.3 billion in assets and \$7.8 billion in deposits. Seacoast provides integrated financial services, including commercial and retail banking, wealth management,

and mortgage services to customers at 52 branches and through advanced banking solutions.

Headquartered in Stuart, the banking institution with its humble beginnings from 1933 as Citizens (a small community bank on the corner of Osceola and St. Lucie Avenues), Seacoast continues to evolve and expand its Florida footprint with offices now stretching from Fort Lauderdale through Central Florida, north to Ormond Beach and over to Tampa.

As a community bank, Seacoast is committed to the neighborhoods and communities where they live and work.

Seacoast Bank has been recognized as one of United Way of Martin County's Top 10 Most Generous Workplaces and supports nonprofits and communities throughout Martin County.

ENTREPRENEUR OF THE YEAR

BRIAN O'CONNOR, AIR BURNERS



**Headquartered in Martin County for 24
years with representative support in
Europe, Asia, and Australia**

100,000 square feet of production facilities

40 employees

**Air Burner's pollution control devices are on
every continent (except Antarctica) and are
helping mitigate global climate change**

Brian O'Connor, President of Air Burners, has been in the business for several decades in Martin County. He is a recognized innovator and champion for one of the most effective solutions to optimize landfill diversion and continuously finds win-win ways to fight climate change that also make economic sense.

His high standard of design and manufacturing has made Air Burners the recognized leader in Air Curtain Burner equipment and technology. Air Burners systems are used worldwide in the construction industry to support land clearing operations, in the forests for wildfire mitigation efforts and at landfill sites to help increase landfill life. They are also used in disaster recovery for clearing the aftermath from storm or flood damage and play a key role in many contingency plans for disaster recovery throughout the world.

Currently, the Air Burners team is working with the U.S. Forest Service to develop a new machine that will produce Biochar, a natural soil amendment. The innovative product known as CharBoss is expected to be released in mid-2022.

Additionally, the team is designing a power producing machine called the PGFireBox to support the movement towards battery powered industrial vehicles, like excavators and loaders. This forward-looking initiative for battery powered machinery (called the "Electric Forest"), will once again help transform the industry by bringing low cost recycled products direct from forest to market.

CHARLENE HOAG LEADERSHIP AWARD



Debra Duvall (2nd from right), 2020 Charlene Hoag Leadership Award Recipient, receives her surprise from the BDBMC Awards Patrol due to health protocols.



CHARLENE HOAG LEADERSHIP AWARD HONOR ROLL

Debra Duvall (2020)

Carolyn Davi (2019)

Bill West (2018)

Ted Astolfi (2017)

Mark Robitaille (2016)

The Mader Family (2015)

Donna Carman (2014)

Dr. Edwin R. Massey (2013)

Taryn Kryzda (2012)

David, Brian,

Kevin Powers (2011)

Nick Blount (2010)

Joseph Catrambone (2009)

Evans Crary (2008)

Larry Buchanan (2007)

Ken Norman (2006)

Elmira Gainey (2005)

Senator Ken Pruitt (2004)

Barbara Essenwine (2003)

Charlene Hoag resided in Martin County for 21 years, and had an extensive knowledge of Martin County, its diverse communities and an excellent understanding of the major economic issues that face Martin County.

Charlene was a former Martin County Commissioner (Chair in 1994), with a long history of community involvement. A 1991 graduate of LEADERShip Martin County, Ms. Hoag served as a board member of the Stuart/Martin County Chamber of Commerce, the Martin County Taxpayers Association, and the Crane Creek Property Owners Association. She worked with the St. Lucie River Initiative, the Palm City Chamber of Commerce, the Economic Council of Martin County, the Treasure Coast Builders Association, and the Republican Party in Martin County. She also served on the boards of the United Way of Martin County, the Martin County Chapter of the American Red Cross, the Martin County Council for the Arts, the Business Development Board of Martin County and as Vice-Chairman of the District Board of Trustees for Indian River Community College.

Charlene didn't just talk about issues; she actively worked to address them. Her resume tells the story of her involvement, but her actions speak volumes about her commitment to her community, her family and vocation.

Thank you partners.

Partnerships and collaborations are crucial to Martin County's economic success. Late in 2019, and before the pandemic hit, the Business Development Board formed a Partner Council of local, regional, and statewide entities and organizations that were interested in working on common initiatives, leveraging resources, sharing market and business intelligence to grow a highly responsive network for economic, community and talent-workforce development. And when the pandemic hit, they were all in and pivoted to becoming Martin County's Biz Team.

The BDB thanks them for what they do 24/7/365 and we consider it a privilege to work and collaborate with them every day as we seek to champion and build a stronger, more resilient economy for all.

- ◆ Boys and Girls Club of Martin County
- ◆ CareerSource Research Coast
- ◆ Children's Services Council
- ◆ City of Stuart
- ◆ Economic Council
- ◆ Enterprise Florida
- ◆ FAU
- ◆ Florida Small Business Center @ IRSC
- ◆ Hobe Sound Chamber of Commerce
- ◆ House of Hope
- ◆ Indian River State College
- ◆ Indiantown Chamber of Commerce
- ◆ Jensen Beach Chamber of Commerce
- ◆ Marine Industries Association of the Treasure Coast
- ◆ Martin County Administration
- ◆ Martin County Airport
- ◆ Martin County Board of County Commissioners
- ◆ Martin County Community Development Services
- ◆ Martin County Growth Management
- ◆ Martin County Office of Tourism & Marketing
- ◆ Martin County REALTORS of the Treasure Coast
- ◆ Martin County School District
- ◆ One Martin
- ◆ Palm City Chamber of Commerce
- ◆ Project LIFT
- ◆ SBA
- ◆ Stuart Main Street
- ◆ Stuart/Martin County Chamber of Commerce
- ◆ The Arts Council of Martin County
- ◆ Treasure Coast Builders Association
- ◆ Treasure Coast Regional Planning Council
- ◆ Treasure Coast SCORE
- ◆ Village of Indiantown

The Partner Council meets quarterly and has an open-door policy for new partners to engage.

For more information, contact Lynn Smith, Business-Partner Relations.

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A YEAR OF MOMENTUM

VISION

Martin County will be recognized as a distinct, prosperous, entrepreneurial community.

MISSION

To champion and strengthen Martin County's economy.

CORE ACTIVITIES

Grow Leading Industries and Good Jobs

Accelerate Entrepreneurship

Build the Next Generation of Talent

Be More Business-Friendly

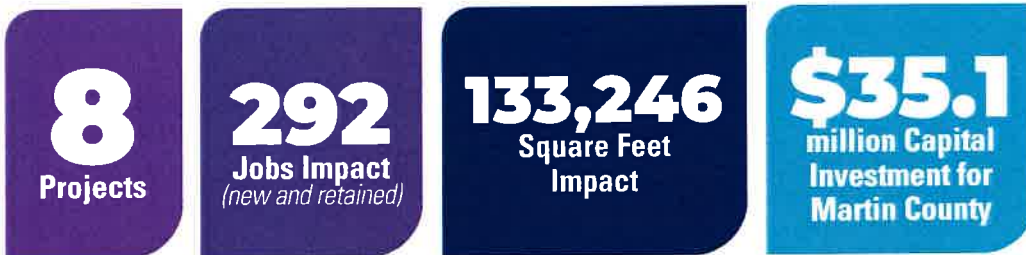
Increase Martin County's Attractiveness to Owners, Earners, Learners and Business Visitors

HOW WE HELP WORK WITH Business Owners, Entrepreneurs, Executives and Representatives

- Narrow Site Selection
- Problem Solve
- Identify Potential Resources
- Provide Market Research and Business Intelligence
- Facilitate Introductions
- Help Recruit Talent with Key Partners
- Make Connections to Capital
- Deliver Entrepreneur Training and Support with Key Partners

FY 2021 Economic Development Projects Announced

Current BDB Economic Development Prospect Pipeline *(as of September 30, 2021):*



| |
|---|
| Prospects: 36 |
| Potential Job Impact: 1,871 |
| Potential Square Feet Impact: 3.71 million |
| Possible Capital Investment: \$528.4 million |

Aqua Logix (Relocation)
Jobs: 15 | Square Feet: 5,400
Martin County

Division 5 Labs, Inc. (Relocation)
Jobs: 70
Square Feet: 20,000 New
Capital Investment: \$4 million
Village of Indiantown

Grind Hard Ammo I (Relocation)
Jobs: 20 | Square Feet: 25,000
Capital Investment: \$20 million
Stuart

Project Kitchen (New)
Square Feet: 5,200
Capital Investment: \$1 million
Hobe Sound



Bagel Bistro (Expansion)
Jobs: 8 | Square Feet: 1,746
Capital Investment: \$275,000
Hobe Sound

Ebersold Boatworks (New)
Jobs: 3 | Square Feet: 1,000
Martin County

Grind Hard Ammo II (New)
Jobs: 140 | Square Feet: 50,000 New
Capital Investment: \$8 million
Village of Indiantown



Tribute Performance Boats (Relocation)
Jobs: 35
Square Feet: 24,900 New
Capital Investment: \$1.825 million
Martin County

BDB Strategic Areas of Work

Growing Our Own

Retaining and growing Martin County's varied and diverse businesses, companies and industries is a priority. Through annual business surveys, industry roundtables, consistent polling and ever-increasing one-on-one visits and facility tours, the BDBMC helps ensure communications among private, public, non-profit leaders and policymakers.

FY 2021 Notable Activities:

- 51 one-on-one visits to local businesses
- 2021 Business Outlook Survey
- Marine Industry Roundtable
- 573 local businesses assisted through the Biz Hotline, online support and outbound call strategy

Propel MC: Advancing Entrepreneurship

Designed to ignite and accelerate entrepreneurship, this collaborative approach produces new business formations, jobs creation and enhanced economic diversification and vibrancy.

FY 2021 Notable Activities:

- Summer 2021 Business Accelerator Program (for existing businesses); Awarded \$6,500 in small business grants
- Summer 2021 Side Hustle to Main Gig Program (new program for start-ups): Awarded one business laptop and reimbursement for new business registration fees

United Economic Leadership

We prioritize partnerships and collaboration to win big in the game of job creation, talent attraction and business capital investment and relish working with the Board of County Commissioners and more than 30 other partners, organizations and entities who care for and serve our local economy.

FY 2021 Notable Activities:

- 4 Partner Council Meetings
- 80 Partner Referrals
- Martin County COVID-19 Economic Study Advisory Team
- Treasure Coast Regional Planning Council Resiliency Task Force
- Martin County MPO Transportation Advisory Committee, Chairman

Talent Advancement – Helping Great Companies Find Great Local Talent

BDBMC assembled a top talent, education, workforce and non-profit team across key industries to help identify and cultivate talent pools and pipelines of job candidates with 21st century skills to meet the ever-changing needs of business and industry in Martin County.

FY 2021 Notable Activities:

- Launched Martin County Talent Advancement Team with Chair Tammy Matthew, Bank of America
- "Martin County Jobs of the Week" Radio Campaign
- City of Stuart Job Fair with CareerSource Research Coast
- 2021 Treasure Coast Builders' Association-Project Lift Bootcamp Video
- Top Contributor to the New Regional Manufacturing-Skilled Trades "Changing Hearts & Minds" Talent Initiative and Advertising Campaign

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