



BOARD MEETING

Wednesday, April 13, 2022 - 8:30 – 9:45 a.m.

Indian River State College – Chastain Campus - 2400 SE Salerno Rd, Stuart, FL 34997

For Virtual Call-In Information: Contact Lynn Smith, 772.221.1380 or lynn@bdbmc.org

1. 8:30 am **Call to Order and Roll Call:** Jeff Leslie, President, Board of Directors
 - Welcome Pierre Taschereau, Business Development Executive
2. 8:35 am **Public Comments**
 - Welcome Meltio to Martin County (Invited)
3. 8:40 am **Partner Comments**
 - Career Connect Martin, Gina Masters, Program Coordinator
4. 8:45 am **Welcome New BDB Investors:** Thomas Weber, Hobe Sound Early Learning Center
5. 8:48 am **Approval of March 6, 2022 Minutes** (Action Item): Jeff Leslie
6. 8:50 am **Approval of February 2022 Financials** (Action Item): Tommy Bueno, Treasurer
7. 8:55 am **City of Stuart Update Briefing:** Kev Freeman, Director, Development
8. 9:15 am **Board 2 x 2 x 2 Initiative**
 - a. **1:1 Visits** – David Snyder
 - b. **Testimonials** – Eric Kiehn
 - c. **Fundraising** – Tommy Bueno
9. 9:30 am **Business Plan Updates** – Joan K. Goodrich, Executive Director
10. 9:40 am **Other Director Items - Announcements**
11. 9:45 am **Adjournment**

Upcoming Meetings | Events

Talent Advancement Team: Monday, 4/18/2022, 1:00 pm

Annual Briefing to the BoCC: Tuesday, 4/19/2022, County Commission Chambers

Executive Committee: Wednesday, 5/7/2022, 9:00 am, IRSC Chastain Bldg. C

Board of Directors: Wednesday, 5/11/2022, 8:30 am, IRSC Chastain Bldg. C
(Approval of FY 2023 Business Plan & Budget)

4/10/2022 2:30 PM

A Stronger Economy Is Everyone's Business.



Board of Directors Meeting Summary

Wednesday, March 9, 2022

Indian River State College – Chastain Campus – 2400 SE Salerno Rd, Stuart, FL 34997

Present: Jeff Leslie, Kate Cotner, Eric Kiehn, Commissioner Troy McDonald, Jamil Mikati, Ron Rose, David Snyder, Ed Weinberg, John Yudin
Absent: Alex Anzalone, Marty Carmody, Doug Sherman
Virtual: Tommy Bueno, Patrick Gleason, Councilman Guyton Stone
BoCC Liaison: Commissioner Harold Jenkins
Counsel: Ken Norman, Esq.
Staff: Joan K. Goodrich, Ike Crumpler, Jaymie Sardo, Lynn Smith

1. **Call to Order and Welcome:** Jeff Leslie, President of the Board, called the meeting to order at 8:41 am. An in-person quorum was established following Board roll call.
2. **Public Comments:** None.
3. **Partner Comments:** None.
4. **Welcome New BDB Investors:** Jeff Leslie and Joan K. Goodrich recognized and thanked Trisha Hawthorne, TD Bank as a new Corporate Council investor to the BDB. Ms. Hawthorne provided remarks on why TD Bank joined and stressed her team looks forward to helping advance the work of economic development in Martin County.
5. **Approval of February 9, 2022, Minutes:** Commissioner Troy McDonald moved for approval of the minutes as presented. Seconded by Kate Cotner. Approved 9-0.
6. **Approval of January 2022 Financials:** Due to a poor virtual connection for Treasurer Tommy Bueno, Joan K. Goodrich presented the February 9, 2022, financials and noted the total cash balances were \$391,418.44 which includes the Board Reserve Account of \$59,525.52. Jamil Mikati moved to approve the financials as presented. Seconded by Eric Kiehn. Approved 9-0.
7. **Approval of 1st Amendment to BDB FY 2022 Business Plan and Budget:** Joan K. Goodrich explained the BDB seeks to accelerate its efforts in business recruitment and thus desires to upgrade staffing capacity to ensure success. As a result, an amendment to the FY 2022 Business Plan and Budget is needed to accommodate this investment along with adjusting activities in entrepreneurship, Simple IRA constructions and making the first annual contribution to the Board's Reserve Account, following current Board policy and a recent Audit recommendation by HBK CPA's & Consultants. Specifically, proposed line-item adjustments are:

Proposed FY 2022 Business Plan and Budget Amendment #1

Financial Impact

- | | | |
|----|---|------------|
| 1. | Delete the open Economic Development Coordinator position with a salary and benefits package totaling \$76,396. | (\$76,396) |
|----|---|------------|



2. Add the Business Development Executive position effective 4/1/2022 with a salary and benefits package for the balance of FY 2022 (6 months) and approve its corresponding Job Description. \$59,801

FY 2022 Adjusted Budget for Salaries/Benefits	\$332,013
FY 2022 Approved Salaries/Benefits	\$347,455
FY 2022 Line-Item Budget Adjustment	(\$ 15,442)
3. Allocate up to \$15,000 in anticipated cost savings in the Salary and Benefits line item to Reserve Contribution line item and make a \$15,000 contribution to Synovus Board Restricted Account \$15,000
4. Delete one Business Accelerator Program and one Pre-BAP program (Side Hustle) and redirect remaining resources to the revamped Business Accelerator Program (BAP 2.0) expected to premiere in 9/2022 with an increase in reimbursable business grant funding. (\$9,500)

After robust discussions, a motion to accept the 1st amendment to the FY 2022 Business Plan and Budget, including accepting a revised organizational chart and approving the Business Development Executive job description as presented was made by Jamil Mikati. Seconded by Kate Cotner. Approved 8-1 (Rose).

7. **Audit Letters and BDB Financial Segregation of Duties:** Joan K. Goodrich made the members aware that the BDB became the victim of check fraud after receiving word on February 14, 2022, from a Regions Bank in Mississippi. The BDB organization has taken the necessary steps to investigate, mitigate and rectify the matter working with local law enforcement and Seacoast Bank. The BDB is currently looking into the Positive Pay program through Seacoast which would provide added security.

Ms. Goodrich then presented updates to the Board on the two letters received from HBK CPAs & Consultants following their presentation to the Board at the February 9, 2022 meeting. She reviewed Management's responses along with the Executive Committee (EC) recommendations to the Board on proposed improvements to Internal Controls including adopting the following new table of proposed BDB Financial Segregation of Duties.

	Business Partner Relations Assistant	Other Staff	Executive Director	Outsourced Accounting	Officers
Prepares Check Requests	X	X			
Prepares Purchase Orders	X	X			
Authorizes Check Requests and Purchase Orders			X		
Prepares Checks	X				
UPDATED: Check Signing			X		3 Officers; Not Treasurer
Reconciles A/R, Bank Accounts, PayPal Monthly				X	
Reviews A/R, Monthly Bank and PayPal Reconciliations			X		
Signs Periodic Bank Reconciliation Reports					X Treasurer
Payroll Duties			X		
General Ledger				X	
Monthly Financial Reports to the Board				X	
Board Internal Audit Control (4 times a year – including at year-end. Activities include verifying payroll, periodically opening monthly bank statements					X Treasurer



A motion was made by Commissioner Troy McDonald to approve the updated segregation of duties and recommended organizational accounting and internal quality control modifications as presented. Seconded by Eric Kiehn. Approved 9-0.

8. Board 2 x 2 x 2 Initiative:

- a. **1:1 Visits:** David Snyder announced 15 visits have been completed and an additional 6 visits are scheduled. He reported he made a presentation to the Council of Chambers to invite them to participate in the visits too and thanked Ron Rose for arranging the opportunity. Jeff Leslie, Board President made a plea to all board members to help make and schedule visits so the BDB can make its goal of 75 visits by March 31, 2022.
- b. **Testimonials:** Eric Kiehn announced several board members still need to provide their testimonials to hit the goal by March 31, 2022. He reminded them if they need help to reach out to staff for assistance. He highlighted the importance of the testimonials as an integral part of the BDB's storytelling and "Now's the Time" marketing campaign.
- c. **Fundraising:** Jeff Leslie updated the board of the ongoing efforts to gain additional investors to the BDB and encouraged all directors to reach out to their individual networks. He also reminded Board members of the BDB's United Economic Leaders Breakfast scheduled on Friday, March 11, 2022 as a great place to invite investor prospects to learn more about the BDB.

9. **Other Director Items – Announcements:** It was shared that some key community leaders are seeking clarifications of what the BDB does as compared to local Chambers of Commerce, Economic Council and other key partners. It was suggested that BDB roles and responsibilities be clear and concise and placed in context with others to help explain the differences and uniqueness to each other.

10. **Adjournment:** There being no further business, the meeting was adjourned at 9:54 am.

Business Development Board of Martin County

Balance Sheet As of February 28, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BDB CHECKING ACCOUNT *0501 (0501)	322,633.04
PayPal	0.00
SEACOAST BUSINESS MONEY MARKET *8461 (8461)	37,454.58
Synovus-FCB	59,527.80
Total Bank Accounts	\$419,615.42
Accounts Receivable	
Accounts Receivable (A/R)	32,250.00
Total Accounts Receivable	\$32,250.00
Total Current Assets	\$451,865.42
TOTAL ASSETS	\$451,865.42
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Opening Balance Equity	245,782.53
Retained Earnings	144,946.94
Net Income	61,135.95
Total Equity	\$451,865.42
TOTAL LIABILITIES AND EQUITY	\$451,865.42

Business Development Board of Martin County

Profit Loss Budget v Actual

As of February 28, 2022 (41.66%)

Income	Feb. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
County Income	\$ -	\$ 225,000.00	\$ 450,000.00	\$ (225,000.00)	50%	
Other Public Income	\$ -	\$ -	\$20,000.00	\$ (20,000.00)	0%	
Partner Income	\$ -	\$ -	\$5,000.00	\$ (5,000.00)	0%	
Investor Income	\$ 17,250.00	\$ 22,250.00	\$156,590.00	\$ (134,340.00)	14%	Leslie Ventures, MC Realtors, American Stairparts, TD Bank, SkyBlue Aviation
In-kind Contributions	\$ -	\$ -	\$24,000.00	\$ (24,000.00)	0%	
Program Fees	\$ (125.00)	\$ (125.00)	\$ 1,250.00	\$ (1,375.00)	-10%	
Sponsorship Income	\$ -	\$ 17,965.10	\$ 25,000.00	\$ (7,034.90)	72%	
Interest Income	\$ 4.83	\$ 25.94	\$ 100.00	\$ (74.06)	26%	
Miscellaneous Income	\$ -	\$ -	\$ -	\$ -		
Grants and Aids income	\$ -	\$ -	\$ -	\$ -		
Total Income	\$17,129.83	\$ 265,116.04	\$681,940.00	-\$416,823.96	39%	
Expenses	Feb. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
Business Development Marketing	\$ 405.00	\$ 4,952.25	\$ 67,700.00	\$ (62,747.75)	7%	
Computer Equip - Software	\$ -	\$ 522.58	\$ 6,150.00	\$ (5,627.42)	8%	
Economic Development Services Programs	\$ 5,089.26	\$ 8,047.76	\$ 40,000.00	\$ (31,952.24)	20%	BAP
Events/Forums	\$ 60.00	\$ 19,593.92	\$ 24,000.00	\$ (4,406.08)	82%	
Insurance	\$ 2,703.78	\$ 3,578.16	\$ 5,090.00	\$ (1,511.84)	70%	Liberty Mutual Commercial Lines-Property
In-Kind Services	\$ -	\$ -	\$ 24,000.00	\$ (24,000.00)	0%	
Memberships	\$ 725.00	\$ 1,944.00	\$ 8,210.00	\$ (6,266.00)	24%	Jensen Beach, Stuart-MC Chambers
Occupancy	\$ 2,251.07	\$ 12,717.95	\$ 28,500.00	\$ (15,782.05)	45%	
Office/General Expenses	\$ 1,441.62	\$ 3,997.13	\$ 10,200.00	\$ (6,202.87)	39%	
Outside Services	\$ 15,363.74	\$ 30,581.39	\$ 73,800.00	\$ (43,218.61)	41%	Auditing Services
Postage and Postal Services	\$ 17.99	\$ 189.95	\$ 1,400.00	\$ (1,210.05)	14%	
Printing & Binding	\$ 905.25	\$ 4,172.62	\$ 5,000.00	\$ (827.38)	83%	Folders
Professional Development-Training	\$ -	\$ 586.25	\$ 6,500.00	\$ (5,913.75)	9%	
Salaries & Benefits	\$ 20,417.42	\$ 98,925.43	\$ 347,455.00	\$ (248,529.57)	28%	
Subscriptions	\$ 1,401.67	\$ 3,392.29	\$ 8,435.00	\$ (5,042.71)	40%	
Technology-Communications	\$ 89.85	\$ 4,581.75	\$ 12,000.00	\$ (7,418.25)	38%	
Travel & Entertainment	\$ -	\$ 1,276.66	\$ 6,500.00	\$ (5,223.34)	20%	
Contingency	\$ -	\$ 4,920.00	\$ 7,000.00	\$ (2,080.00)	70%	
Operating Reserve Contribution	\$ -	\$ -	\$ -	\$ -	0%	
Total Expenses	\$ 50,871.65	\$ 203,980.09	\$ 681,940.00	\$ (477,959.91)	30%	
Net Operating Income	-\$33,741.82	\$ 61,135.95	\$ -	\$61,135.95		
Balance: Operating (4/10/2022)	\$295,237.38					
Balance: Money Market (4/10/2022)	\$30,986.41					
Balance: Board Reserves (4/10/2022)	\$59,527.80					
Total Cash on Hand:	\$385,751.59					

March 2022 Key Activities and Y-T-D Results

3

Economic
Development Project
Announcements

Annual Target: 10
Pipeline: 35

10

Jobs Created -
Retained to
Date

Annual Target: 450
Pipeline: 1,888

955,000

Square Footage
Impacted to
Date

Annual Target: 100,000 SF
Pipeline: 2.71 million SF

\$125.2m

Capital
Investment to
Date

Annual Target: \$5 million
Pipeline: \$669.4 million

375

Biz Hotline,
Outbound Calls,
Online Searches and
General Assistance¹

Beginning 10/1/2021

46

Growing Our Own –
Pulse Visits and
Surveys
(Business Retention +
Expansion)

Annual Target: 75

6,798

Martinomics-PR-
Marketing
Impressions and
Engagement²

Beginning 10/1/2021

71

Social Media Posts³
with a Reach of
33,339 and an
Engagement of 2,788

10/1/2021 – 3/31/2022

14

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 and LinkedIn Social Media posts

4/10/2022 2:33 PM

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#	Strategy	Timing	Notes	Status
1	Provide on-demand services to leads, prospects and clients.	On-Going	The team is currently working with 35 prospects with potential impacts of 1,888 new-retained jobs, 2.71 million square feet and \$669.4 million of capital investment.	
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.	
3	Poll and survey Martin County business owners, managers, entrepreneurs, and executives.	2Q, 4Q	Pulse Survey and Visits Underway; To date, more than 46 completed. Online Pulse Survey to be distributed in April 2022.	
4	Host one Commercial Real Estate Roundtable and two Industry Roundtables to keep a pulse on needs and trends.	2Q, 3Q, 4Q		
5	Expand the Business Expansion-Retention 1:1 Visitation Strategy.	On-Going with Final Report in 4Q	Annual goal: 75; 46 Pulse Visits conducted to date with another 14 in the works.	
6	Conduct Thank You for Creating Jobs and Investing Sessions with Key BDB and Partner Leaders.	Quarterly		
7	Propel MC: Produce 2 Business Accelerator Programs (BAP) and 2 Side Hustle to Main Gig (SHTMG) Cohorts.	2Q, 4Q	A Virtual Side Hustle to Main Gig is planned from May 3 - June 7, 2022. BAP East to be rescheduled in September 2022.	
8	Propel MC: Pilot a Micro-loan Program with Partners including possible seed funding from the County's ARPA funding.	3Q	Following notice by the County that ARPA funding is not possible due to strict guidelines, the BDB will cease this activity at this time.	
9	Update and distribute Business Resource Guide, maintain MC Biz Hub, and produce 3 Small Talks.	2Q, 3Q, 4Q	Quick Glance for Business Resources produced.	
10	Execute the Hubs of Excellence Marketing and Business Development Strategy and launch a new advertising campaign.	On-Going	"Now's the Time" Campaign announced in the 2Q and will be supported by a new BDB position - Business Development Executive - expected to be onboard by late March, early April 2022.	
11	Evolve business storytelling strategy featuring CEO-Entrepreneur Profiles and increase imagery for "Distinctive. By Design." brand.	Bi-Monthly	Drone footage obtained in March for "Now's the Time" campaign.	

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

A Stronger Economy is Everyone's Business

March 2022 Business Plan Status

#	Strategy	Timing	Notes	Status
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	Office of Tourism and Marketing provided Florida Career Pathways Network 2022 Symposium, January 14 – 16, 2022 at Hutchinson Shores Resort & Spa, Jensen Beach a mini-tourism grant.	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	Future of Work + Learning event planned for Tues. April 5, 2022, 7:45 a.m. in conjunction with the Stuart-MC Chamber of Commerce and Talent Advancement Team. Martin County Talent Indicators to be released on 4/5/2022.	In Process
14	Advance activities from the County's 2021 COVID-19 Economic Study.	1Q	Next County Innovation District meeting scheduled on 4/28/2022.	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		Not Started
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 attended 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 3/4/2022 with the next meeting scheduled for 6/3/2022. Currently, the Partner Council represents 35 organizations helping to support a stronger economy in Martin County.	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, \$48,000 has been raised. The BDB host a community briefing – United Economic Leaders Breakfast – on Friday, March 11, 8:00 a.m. at the Flagler Center.	In Process

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

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35

**Economic
Development
Prospects**

Pipeline Target: 40
Annual Goal: 10

1,888

**Potential Job
Impact**

Pipeline Target: 1,800
Annual Goal: 450

2.71M SF

**Potential Square
Footage Impact**

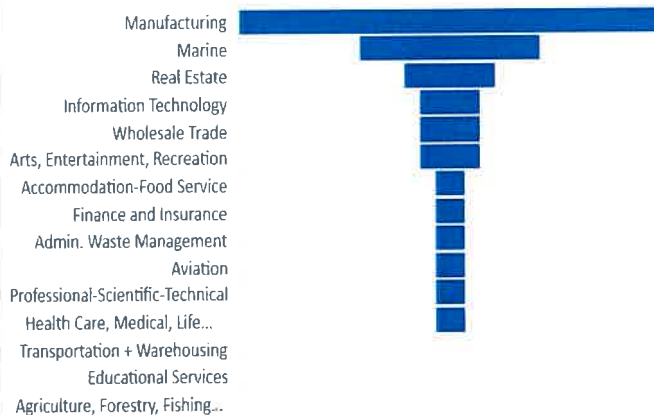
Pipeline Target: 400,000
SF
Annual Goal: 100,000 SF

\$669.4 M

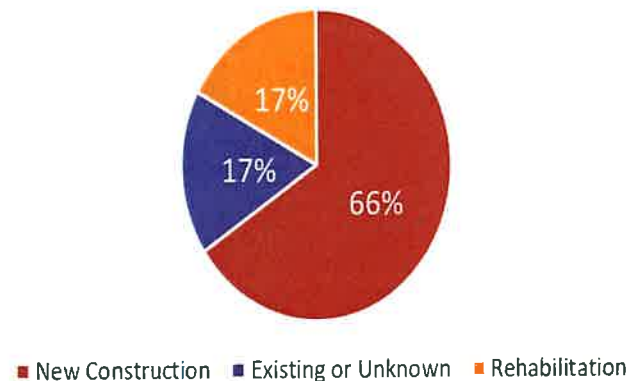
**Possible Capital
Investment Impact**

Pipeline Target: \$20
million
Annual Goal: \$5 million

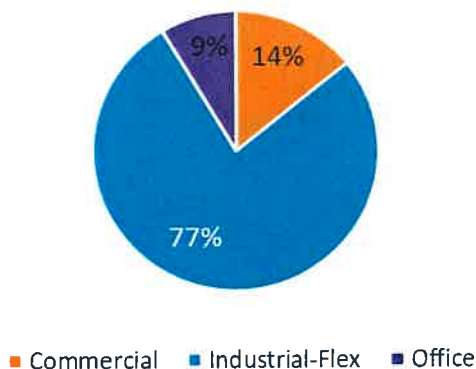
Prospects by Industry



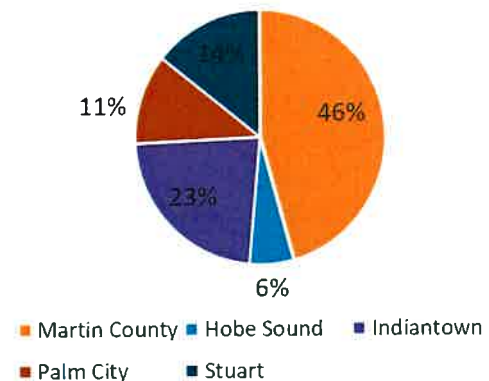
Development Type



Property Type



Prospects by Geographic Interest



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16

**Board Pulse Visits -
Surveys Completed**

Annual Target: 30
In Process or Pledged: 12

9

**Board Testimonials
Completed**

Annual Target: 30

\$26k

**Give/Get \$2,500
Annual
Contributions**

Annual Target: \$37,500

40%

**Board Participation
Rate with Pulse
Visits-Surveys**

Annual Target: 100%

40%

**Board Participation
Rate with
Testimonials**

Annual Target: 100%

47%

**Board Participation
Rate with
Fundraising**

Annual Target: 100%

**Participating
Board Members**

Patrick Gleason
Eric Kiehn
Jeff Leslie
Troy McDonald
Ron Rose
David Snyder

**Participating
Board Members**

Tommy Bueno
Kate Cotner
Eric Kiehn
Jeff Leslie
Ed Weinberg

**Participating
Board Members**

Alex Anzalone
Tommy Bueno
Marty Carmody
Kate Cotner
Jeff Leslie
Jamil Mikati
Doug Sherman

4/10/2022 2:57 PM

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MARTIN COUNTY TALENT INDICATORS

Number of
Jobs

72,612

Unemployment
Rate

2.6%

Number of
Job Seekers

1,072

Number of
Open Jobs

3,105

Average
Annual Wage

\$52,000

Labor Market
Participation

56.7%

Median HH
Income

\$72,736

Cost
of Living

106.2

Educational
Attainment
Bachelor's

22.8%

Educational
Attainment
Associate's

9.3%

Commuting
Time

26.9 min.

% Leaving MC
for Work

58.7%

CONTINUE THE TALENT CONVERSATION @ THE BDB TALENT ADVANCEMENT TEAM

Chair: Tammy Matthew, SVP, Treasure Coast Market Executive, Bank of America
Meetings: 3rd Monday of the Month, 1:00 p.m., Locations Vary
Key Contact: Jaymie Sardo, Economic Development Coordinator, 772-221-1380,
Jaymie@bdbmc.org.



Business Development Board of Martin County
1002 SE Monterey Commons Blvd. | Ste. 207 | Stuart, FL 34996
772.221.1380 | www.bdbmc.org

A Stronger Economy is Everyone's Business.

The Future of Work + Learning

Martin County, FL Spring 2022 Edition

THE COMMUNITY CONVERSATION

Tuesday, April 5, 2022



DR. JOHN MILLAY
Superintendent
Martin County School District



DR. ALEX ANZALONE
Campus President
IRSC Chastain



ERIN SMITH
Sr. Client Recruiter
Cleveland Clinic Martin Health



MATTHEW GRAHAM
HR & Risk Management Director
Martin County BoCC



JOHN SNYDER
State Representative and CEO
ESI Works

HOSTED BY:



PRESENTED BY:





NEW MARTIN COUNTY EDUCATION AND

- ARC Martin County
- Boys & Girls Clubs of Martin County
- Economic Council
- Helping People Succeed



NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

Martin County entities and organizations have stepped up and and workforce capacity-building activities. Just one of the many

ARC MARTIN COUNTY

Project Search Youth, Project Search Adult and ARC Caring Cafe

<https://www.arcmc.org/>

Key Contact: Keith Muniz, President/CEO

772-283-2525

Project SEARCH Youth is an internship program providing job training to youth ages 18 to 22 with disabilities transitioning from school to work. Job coaches work with interns providing training and ultimately, job placement. Project SEARCH Adult is a similar internship program with a focus on hospitality-based placements of employment including Pirate's Cove Resort. Caring Café is an on-the-job training site for individual with disabilities and low-income applicants interested in acquiring the skills necessary for employment in the food and hospitality industry, including food preparation, line work and deli services. The Caring Café employment training will also feature the Board's Head Brand's Ambassador program.

BOYS & GIRLS CLUBS OF MARTIN COUNTY

New Stuart Center and Workforce Collaboratory

<https://www.bgcsmartin.org/>

Key Contact: Keith "Fletcher" Fletcher, CEO

772-545-1255

The brand new 38,000 s.f. state-of-the-art, Stuart Club will feature a total immersive experience with Gymnasium, Performing Arts Stage, Academic Center, Commercial Training Kitchen, Digital Media & Technology Lab, Medical & Wellness Center, Recording & Music Studio, Creative Arts & Crafts, "Chill Zones," "Exergames," Fitness Gaming Technology, Outdoor Patio & Interactive Learning and Hydroponic Gardens. The innovative Workforce Collaboratory will help prepare the next generation of talent for careers of the future, including skilled trades, culinary and hospitality, innovation and emerging technologies (cloud computing, drones).

GREAT FUTURES START HERE.



BOYS & GIRLS CLUBS
OF MARTIN COUNTY

STUART-MARTIN COUNTY CHAMBER OF COMMERCE

Career Connect Martin

<https://www.careerconnectmartin.org/>

Key Contacts: Angela Hoffman, Director of

Operations-Workforce Development and

Gina Masters, Program Coordinator

772-287-1088

Focuses on an "earn while you learn" and "work local" approach while inspiring unemployed or under-employed residents to explore new career paths. By taking a neighborhood approach to industry exploration, Career Connect Martin targets underserved populations and with non-profit partners. The signature program – Trial Employment Opportunities (TEO) – provides paid, on-the-job training positions at no cost with participating local employers. Additionally, Career Connect Martin provides soft-skill training, professional coaching, industry specific upskilling and valuable job experience to local jobseekers who enroll in the free program.



CareerConnect
MARTIN

YMCA

Childcare Employment

Collaborative with IRSC

<https://www.ymcatreasurecoast.org/>

Key Contact: Charlene Lyons, President/CEO,

772-286-4444

This new program is designed to help residents of Indiantown obtain the proper education and training to enter an early childhood education career. The YMCA, in partnership with Indian River State College, is providing training, childcare, transportation, opportunities for practicum hours and employment once certifications are obtained. Currently, there is a large need for childcare workers throughout Martin County as the pandemic severely impacted childcare capacity with several entities closing. When additional childcare capacity is created, it is anticipated that jobseekers will be able to return to the local workforce.



YMCA OF THE TREASURE COAST



Advocates for the Rights of the Challenged



BUSINESS
DEVELOPMENT BOARD
MARTIN COUNTY | FLORIDA



NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

MARTIN COUNTY SCHOOL DISTRICT Career & Technical Education Academies

<https://www.martinschools.org>

Key Contact: Lana Barros, Coordinator of
College & Career Readiness, 772-219-1200
#30412

Career and technical education (CTE) program offerings in the Martin County School District feature more than 25 distinct academies to provide high school students with the competencies necessary for effective entry into an occupation. Additionally, students in CTE Academies can gain access to accelerated career and technical programs such as vocational dual enrollment tailored to help local students. They can earn elective credits toward graduation and postsecondary credits toward an A.S. degree or technical certificate. The recent addition of Aerospace Technologies to Spectrum Academy is a great example of how the Martin County School District is responding to the ever-changing needs of Martin County's economy.



PROJECT LIFT LEAP Program

<https://www.projectlift.org/>

Key Contact: Bob Zaccheo, CEO, 772-221-2244

The Launching Employability for the ALICE Population (LEAP) program is an intensive skilled trades apprenticeship program designed for individuals aged 25 and older who fall into the ALICE (Asset Limited Income Constrained Employed) population and are seeking to make a career change or upskill existing trades knowledge. The LEAP program features a series of 10 robust, five weeklong, hands-on training modules per year in 15 in-demand trades.



TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

- House of Hope
- Indian River State College
- Martin County Board of County Commissioners
- Martin County School District
- Project Lift
- Stuart-MC Chamber
- YMCA

are investing more than \$27 million in new talent development facilities reasons Martin County is good for business and distinctive. By Design.

ECONOMIC COUNCIL Aviation-Aerospace Talent Pipeline Initiative

Key Contact: Ted Astolfi, CEO, 772-288-1225

The Economic Council of Martin County has recognized the need to address the future talent development for the aviation and aerospace sectors in Martin County. Its CEO-level members have created a four-part approach to building the talent pool beginning with pre-k through elementary-, middle-, high school and beyond. A new Outdoor Aviation Education Center at Witham Field and new Career and Technical Education programs by the Martin County School District in area middle and high schools and a first-of-its-kind REACH Center at Witham Field, developed by the Martin County Board of County Commissioners and its partners, are key components to this new Aviation-Aerospace Talent Initiative. It's also a sterling example of how Martin County solves problems through public-private partnerships.



HELPING PEOPLE SUCCEED Workforce Initiative

<https://www.hpsfl.org/>

Key Contact: Suzanne Hutchesson,
President/CEO, 772-320-0770

Helping People Succeed's program provides participants who have disabilities, mental health diagnoses or are borderline for acceptance to general funding sources with job readiness workshops with activities such as resume writing, job searching techniques, interview preparation, travel training and access to community resources. Experienced Employment Specialists and Retention Specialists provide participants with ongoing support to increase job placement, retention, identify promotional opportunities and provide employer support as needed.





NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS



NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

HOUSE OF HOPE

Career Development and Job
Training

<https://www.hohmartin.org/>

Key Contact: Rob Ranieri, CEO, 772-286-4673

The House of Hope's Career Coordinator recruits and places interns in every department, establishes and tracks employable skills training and connects low-income Martin County residents to local employment opportunities with living wages and benefits. Local employers with full-time jobs are encouraged to connect with the House of Hope team for potential job seekers.

IRSC INDIANTOWN WORKFORCE

CHARTER HIGH SCHOOL

<https://irsc.edu>

Key Contact: Dr. Alex Anzalone, Campus
President, IRSC Chastain Campus

772-419-5600

A \$10 million gift—the second largest individual gift in Indian River State College (IRSC) history—has helped establish a charter high school in Indiantown. The school, which will be on 25-acres of County property on Southwest Citrus Boulevard, will focus on career and workforce education and Dual Enrollment opportunities. Its unique educational foundation aims to develop entrepreneurial mindsets supporting individual and regional economic stability and enhance pathways for workforce and post-high school educational opportunities. The new charter high school will be the second that IRSC operates in Martin County and in collaboration with the Martin County School District. IRSC's Clark Advanced Learning Center, a public charter high school on the College's Chastain Campus in Stuart, opened in 2004.



IRSC PROMISES TUITION FREE

INITIATIVE FOR 2022 HIGH SCHOOL

GRADUATES

<https://promise.irsc.edu/>

Application Deadline: May 15, 2022

In response to a pandemic that has disrupted lives and derailed plans for so many in our community, Indian River State College recently revealed its most significant investment ever in eliminating barriers to higher education. The IRSC Promise Program features tuition-free Associate degrees for qualifying 2022 high school graduates from public and public charter schools in Martin County and along the entire Treasure Coast. Sponsored by the IRSC Foundation, the IRSC Promise Program comes at a critical time. One million fewer students are enrolled in higher education today than two years ago. Consumer prices are up 7.5 percent over last January and rising. For many students and families, the cost of college can feel out of reach. Couple that with the fact that seventy-six percent (76%) of IRSC students stay in the local community after graduation, this new initiative is anticipated to help meet the ever-changing talent needs of our local economy.



MARTIN COUNTY BOARD OF

COUNTY COMMISSIONERS

REACH Center @ Witham Field

Key Contact: George Stokus, Assistant County
Administrator, 772-288-5400

A new talent training facility is being created by the Martin County Board of County Commissioners at Witham Field to help residents who lost employment during the pandemic and others who are seeking to change careers, acquire new skills or upskill for better jobs. The 5,000 square foot facility will be rehabilitated for 21st Century learning with classes and programs provided by Indian River State College and CareerSource Research Coast. Initial training and programming anticipate focusing on the growing needs of Martin County's aviation/aerospace, marine and healthcare sectors.



**BUSINESS
DEVELOPMENT BOARD**
martin county, florida



MARTIN COUNTY, FL

NEW HOUSING IN THE WORKS

More than 5,815 housing units
have new approvals, permits or
are under construction.

Project	Area	Units	Status
Trades of Hobe Sound	Hobe Sound	177	Approved
Pulte at Christ Fellowship	Hobe Sound	160	Approved
Terra Lago	Indiantown	2,488	Approved
Sabal Pointe	Jensen Beach	68	Approved
Highpointe	Martin County	284	Approved
The Preserve at Park Trace	Martin County	114	Approved
The Oaks	Palm City	24	Approved
Sago Bluff	Rio	10	Approved
Hidden Key	Stuart	28	Approved
Palmetto Calle	Stuart	13	Approved
Central Parkway Lofts	Stuart	135	Approved
Kanner Costco	Stuart	378	Approved
Sovana	Stuart	182	Construction
Avonlea 2 & 12	Stuart	62	Construction
Axis One by Watermark	Stuart	284	Construction
Osprey Preserve	Stuart	87	Construction
Trillium	Stuart	76	Construction
Bridgeview	Stuart	212	Construction
Harbour Grove	Stuart	324	Construction
Stuart Ocean	Stuart	80	Construction
Stuart Springtree	Stuart	270	Construction
Sailfish Cove	Stuart	30	Construction
Savannah Place	Stuart	280	Permitting
Avonlea 16	Stuart	49	Permitting



Now's the Time to Expand, Invest and Prosper in Martin County.
Learn more at www.bdbmc.org

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