



BOARD MEETING – In-Person Only

Wednesday, August 10, 2022 - 8:30 – 9:45 a.m.

Indian River State College Chastain, Bldg. C - 2400 SE Salerno Rd, Stuart, FL 34997

- 1. 8:30 am Call to Order and Roll Call:** Eric Kiehn, President-Elect, Board of Directors
- 2. 8:35 am Public Comments**
- 3. 8:40 am Partner Comments**
- 4. 8:45 am Welcome New BDB Investors:** C & W Technologies, Growth Squad
- 5. 8:50 am Approval of June 8, 2022 Minutes (Action Item):** Eric Kiehn
- 6. 8:55 am Approval of May and June 2022 Financials (Action Item):** Tommy Bueno, Treasurer
- 7. 9:00 am Approval of FY 2023 Board Position Description (Action Item):** Eric Kiehn
- 8. 9:05 am Presentation: Martin County Investments and Future Activities:** Jill Marasa, Ashley Capital
- 9. 9:20 am Pulse Visits Update:** David Snyder, Board Member
- 10. 9:25 am Martin County Toolbox Project Update:** Pierre Taschereau, Business Development Executive
- 11. 9:40 am Director Updates | Announcements | Requests**
- 12. 9:45 am Adjournment**

Upcoming Meetings | Events

FPL Economic Development Team FAM Tour: Wednesday, August 10, 12 – 5 pm

2022 BDB At-Large Director Application Deadline: Friday, August 19, 2022

2022 Martin County Call for Nominations Deadline: Friday, August 26, 2022

BDB Executive Committee: Wednesday, September 7, 9:00 am, IRSC Chastain – Bldg. C

BDB Partner's Council: Friday, September 9, 8:30 am, Location TBA

BDB Board of Directors Meeting with Annual Board Photo Session (8:15 am):

Wednesday, September 14, 8:30 am, IRSC Chastain – Bldg. C

BDB Talent Advancement Team Meeting: Monday, September 19, 1:00 pm, Stuart-MC Chamber

SAVE THE DATE: 2022 MC Business Awards Luncheon:

Friday, December 9, 2022, 11:30 am – 1:30 pm, Hutchinson Shores Resort & Spa

8/4/2022 12:33 PM

A Stronger Economy Is Everyone's Business.



Board of Directors Meeting Summary

Wednesday, June 8, 2022

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

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

1. **Call to Order and Welcome:** Jeff Leslie President of the Board, called the meeting to order at 8:36 am. During Board roll call, it was determined an in-person quorum was established.
2. **Public Comments:** None.
3. **Partner Comments:** Mary Murphy from CareerSource Resource Coast provided an Employment Report and announced upcoming events including the City of Port St. Lucie Job Fair and Let's Get to Work Event at the House of Hope Golden Gate Center for Enrichment on July 21st from 9: 00 – 11:00 am. Ms. Murphy has been assigned to Martin County and will be working from their Stuart location to assist our community and businesses.
4. **Approval of May 11 and May 24, 2022, Minutes:** Tommy Bueno moved for approval of the minutes for both May 11 and May 24, 2022, as presented. Seconded by Jamil Mikati. Approved 8-0.
5. **Approval of March and April 2022 Financials:** Treasurer Tommy Bueno presented the March 2022, financials and noted the total cash balances were \$479,686.77 which includes the Board Reserve Account of \$59, 530.33 and the cash balances for April 2022 were \$442,455.20 noting the Board Reserve Account of \$59,532.78. Jamil Mikati moved to approve both March and April 2022 financials as presented. Seconded by Eric Kiehn. Approved 8-0.
6. **Approval of City of Stuart 2022-23 Contribution of Aid Agreement:** Joan K. Goodrich presented the item and explained, if it is approved by the BDB Board and adopted by the Stuart City Commission, that the City of Stuart would remain a Leadership Council level (\$10,000) investor with the BDB. In addition, this agreement could provide additional funding for special economic development projects and activities which benefit businesses and/or residents that reside within the city limits. Ed Weinberg moved to approve the City of Stuart 2022 – 2023 Contribution of Aid Agreement as presented. Seconded by Kate Cotner. Approved 8-0.
7. **Junior Achievement (JA) of the Palm Beaches & Treasure Coast Presentation:** Katie Spitzig, Vice President of Education provided a briefing to the Board touting the mission of JA: to inspire and prepare young people to succeed in a global economy through classroom programs and simulations that focus on financial literacy, workforce readiness and entrepreneurship. Currently, JA is delivering programs to eight (8) elementary, middle school and high schools in Palm Beach and is seeking introductions to the Martin County School District. Additionally, JA is growing a partnership with the City of Stuart.



Volunteers are needed to assist with 3DE Judging or Coaching; Traditional Programs; JA in a Day; JA Launch Lesson & JA Career Speaker Series. To learn more about the JA programs and volunteer opportunities, visit www.juniorachievement.com.

8. **MC Entrepreneur Spotlight:** Kathryn Culhane from the Florida Small Business Development Center @ Indian River State College introduced Amy Stapleton, Co-Founder of Chatables Storyteller Café, a local start-up and recent AARP Pitch competition finalist from Martin County. Ms. Stapleton highlighted the challenge she and her team are seeking to solve (decrease older adults' risk for loneliness and social isolation) through existing AI technologies. During Ms. Stapleton's career and 14-year IT experience with NASA as well as voice and conversational AI (artificial intelligence), she has developed the Storyteller Café using Amazon's Alexa. With Storyteller Café, the user is transported into a world with four imaginary friends and series of stories to help train short-term memory. Activities include skits, trivia, and memory challenges. Ms. Stapleton is seeking home healthcare partnerships to roll out Chatables as an ancillary service.
9. **Regional TC Makers Workforce Campaign Update:** Josh Brown from Sinclair Digital and CBS12 presented an update on the TC Makers Workforce Campaign encompassing manufacturing, skilled trades, transportation, and logistics which the BDB is a campaign funder along with its economic partners in St. Lucie, Indian River and the IRSC Foundation. Mr. Brown premiered the website www.tcmakers.com along with several new videos designed to influence young adults' career choices and inspire parents, teachers, guidance counselors, educators, non-profit, business, church and community leaders to better promote regional career options and growing industries.
10. **Director Updates | Announcements | Requests:** Responding to a Board Member inquiry, it was announced staff has scheduled a status update on Martin County Toolkit project for the August Board meeting. Alex Anzalone updated the Board on IRSC's new training program with the YMCA of the Treasure Coast in Indiantown for Childcare Providers funded in part by County ARPA funding. Additionally, Mr. Anzalone announced there will be groundbreaking event for the Indiantown High School and recruitment for the inaugural 9th grade class (to be held at the Boys and Girls Clubs of Martin County Indiantown facility) is underway. Jaymie Sardo was thanked for her facilitation of the Spring cohort of Side Hustle to Main Gig with additional thanks go BDB Directors and supporters – Jeff Leslie, David Snyder, Ken Norman, Trisha Hawthorne, Josh Brown and Katherine Culhane -who helped make the program a success through their teachings and insights. Lastly, Pierre Taschereau, Business Development Executive highlighted the BDB's upcoming Commercial Real Estate Roundtable on June 16.
11. **Adjournment:** There being no further business, the meeting was adjourned at 9:49 am.

Business Development Board of Martin County

Balance Sheet
As of May 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BDB CHECKING ACCOUNT *0501 (0501)	387,568.02
PayPal	0.00
SEACOAST BUSINESS MONEY MARKET *8461 (8461)	40,737.42
Synovus-FCB	59,535.30
Total Bank Accounts	\$487,840.74
Accounts Receivable	
Accounts Receivable (A/R)	25,000.00
Total Accounts Receivable	\$25,000.00
Total Current Assets	\$512,840.74
TOTAL ASSETS	\$512,840.74
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	122,111.27
Total Equity	\$512,840.74
TOTAL LIABILITIES AND EQUITY	\$512,840.74

Business Development Board of Martin County

Profit Loss Budget v Actual

As of May 31, 2022 (66.66%)

Income	May. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
County Income		\$ 337,500.00	\$ 450,000.00	\$ (112,500.00)	75%	
Other Public Income		\$ 10,000.00	\$20,000.00	\$ (10,000.00)	50%	
Partner Income		\$ -	\$5,000.00	\$ (5,000.00)	0%	
Investor Income	\$ 18,500.00	\$ 65,000.00	\$156,590.00	\$ (91,590.00)	42%	MC Realtors, First Citizen's Bank, C+W Technology, BGCMC
In-kind Contributions		\$ -	\$24,000.00	\$ (24,000.00)	0%	
Program Fees	\$ 372.54	\$ 247.54	\$ 1,250.00	\$ (1,002.46)	20%	
Sponsorship Income		\$ 17,965.10	\$ 25,000.00	\$ (7,034.90)	72%	
Interest Income	\$ 2.85	\$ 36.89	\$ 100.00	\$ (63.11)	37%	
Miscellaneous Income	\$ 166.67	\$ 16,051.78	\$ -	\$ 16,051.78		
Grants and Aids income		\$ -	\$ -	\$ -		
Total Income	\$ 19,042.06	\$ 446,801.31	\$681,940.00	-\$235,138.69	66%	
Expenses	May. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
Business Development						
Marketing	\$ 1,123.51	\$ 12,277.00	\$ 67,700.00	\$ (55,423.00)	18%	
Computer Equip - Software	\$ 1,211.38	\$ 2,052.71	\$ 6,150.00	\$ (4,097.29)	33%	Laptop Replacement
Economic Development Services- Programs	\$ -	\$ 8,781.59	\$ 40,000.00	\$ (31,218.41)	22%	
Events/Forums	\$ 1,040.54	\$ 21,533.46	\$ 24,000.00	\$ (2,466.54)	90%	
Insurance	\$ -	\$ 4,130.16	\$ 5,090.00	\$ (959.84)	81%	
In-Kind Services	\$ -	\$ -	\$ 24,000.00	\$ (24,000.00)	0%	
Memberships	\$ 1,857.50	\$ 3,801.50	\$ 8,210.00	\$ (4,408.50)	46%	Assoc. of Uncrewed Vehicles, NBAA, AIAA, IEDC
Occupancy	\$ 2,252.68	\$ 19,473.17	\$ 28,500.00	\$ (9,026.83)	68%	
Office/General Expenses	\$ 671.72	\$ 7,581.97	\$ 10,200.00	\$ (2,618.03)	74%	
Outside Services	\$ 3,120.58	\$ 39,531.29	\$ 73,800.00	\$ (34,268.71)	54%	
Postage and Postal Services	\$ 17.99	\$ 268.92	\$ 1,400.00	\$ (1,131.08)	19%	
Printing & Binding	\$ -	\$ 4,300.10	\$ 5,000.00	\$ (699.90)	86%	
Professional Development- Training		\$ 586.25	\$ 6,500.00	\$ (5,913.75)	9%	
Salaries & Benefits	\$ 27,628.16	\$ 180,439.37	\$ 347,455.00	\$ (167,015.63)	52%	
Subscriptions	\$ 1,534.97	\$ 6,373.69	\$ 8,435.00	\$ (2,061.31)	76%	
Technology-Communications	\$ 936.52	\$ 7,362.20	\$ 12,000.00	\$ (4,637.80)	61%	
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	\$ 41,395.55	\$ 324,690.04	\$ 681,940.00	\$ (357,249.96)	48%	
Net Operating Income	-\$22,353.49	\$ 122,111.27	\$ -	\$122,111.27		
Balance: Operating (6/6/2022)	\$361,978.03					
Balance: Money Market (6/6/2022)	\$42,257.35					
Balance: Board Reserves (4/30/2022)	\$59,532.78					
Total Cash on Hand:	\$463,768.16					

Business Development Board of Martin County

Balance Sheet As of June 30, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BDB CHECKING ACCOUNT *0501 (0501)	329,147.50
PayPal	1,000.00
SEACOAST BUSINESS MONEY MARKET *8461 (8461)	40,326.62
Synovus-FCB	59,537.75
Total Bank Accounts	\$430,011.87
Accounts Receivable	
Accounts Receivable (A/R)	25,000.00
Total Accounts Receivable	\$25,000.00
Total Current Assets	\$455,011.87
TOTAL ASSETS	\$455,011.87
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	144,991.94
Net Income	64,237.40
Total Equity	\$455,011.87
TOTAL LIABILITIES AND EQUITY	\$455,011.87

Business Development Board of Martin County

Profit Loss Budget v Actual

As of June 30, 2022 (75%)

Income	Jun. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
County Income	\$ -	\$337,500.00	\$450,000.00	\$ (112,500.00)	75%	
Other Public Income	\$ -	\$ -	\$ 20,000.00	\$ (20,000.00)	0%	
Partner Income	\$ -	\$ -	\$ 5,000.00	\$ (5,000.00)	0%	
Investor Income	\$ 2,000.00	\$ 50,750.00	\$156,590.00	\$ (105,840.00)	32%	Growth Squad, 1st Citizen's Bank
In-kind Contributions	\$ -	\$ -	\$ 24,000.00	\$ (24,000.00)	0%	
Program Fees	\$ -	\$ 372.54	\$ 1,250.00	\$ (877.46)	30%	
Sponsorship Income	\$ -	\$ 22,965.10	\$ 25,000.00	\$ (2,034.90)	92%	
Interest Income	\$ 2.77	\$ 33.09	\$ 100.00	\$ (66.91)	33%	
Miscellaneous Income	\$ -	\$ 16,051.78	\$ -	\$ 16,051.78		
Grants and Aids income	\$ -	\$ -	\$ -	\$ -		
Total Income	\$ 2,002.77	\$427,672.51	\$681,940.00	\$ (254,267.49)	63%	
Expenses	Jun. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
Bank Charges & Fees	\$ 2.91	\$ 23.59	\$ -	\$ (23.59)		
Business Development Marketing	\$ 476.10	\$ 11,355.84	\$ 67,701.00	\$ (56,345.16)	17%	
Computer Equip - Software	\$ 100.00	\$ 2,152.71	\$ 6,150.00	\$ (3,997.29)	35%	
Economic Development Services- Programs	\$ 576.26	\$ 9,357.85	\$ 40,000.00	\$ (30,642.15)	23%	CRE Roundtable
Events/Forums	\$ 25.00	\$ 21,051.08	\$ 24,000.00	\$ (2,948.92)	88%	
Insurance	\$ 215.00	\$ 3,893.78	\$ 5,090.00	\$ (1,196.22)	76%	
In-Kind Services	\$ -	\$ -	\$ 24,000.00	\$ (24,000.00)	0%	
Memberships	\$ 1,145.00	\$ 4,946.50	\$ 8,210.00	\$ (3,263.50)	60%	NAIOP
Occupancy	\$ 2,473.35	\$ 21,946.52	\$ 28,500.00	\$ (6,553.48)	77%	
Office/General Expenses	\$ 800.55	\$ 7,234.35	\$ 10,200.00	\$ (2,965.65)	71%	
Other Business Expenses		\$ (225.86)				
Outside Services	\$ 3,120.58	\$ 42,651.87	\$ 73,800.00	\$ (31,148.13)	58%	
Postage and Postal Services	\$ 42.99	\$ 311.91	\$ 1,400.00	\$ (1,088.09)	22%	
Printing & Binding	\$ -	\$ 4,300.10	\$ 5,000.00	\$ (699.90)	86%	
Professional Development-Training	\$ -	\$ 586.25	\$ 6,500.00	\$ (5,913.75)	9%	
Salaries & Benefits	\$ 31,215.76	\$211,655.13	\$347,455.00	\$ (135,799.87)	61%	
Subscriptions	\$ 479.97	\$ 6,853.66	\$ 8,435.00	\$ (1,581.34)	81%	
Technology-Communications	\$ 1,780.97	\$ 9,143.17	\$ 12,000.00	\$ (2,856.83)	76%	2 monthly payments
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	\$ 42,454.44	\$363,435.11	\$681,941.00	\$ (318,505.89)	53%	
Net Operating Income	\$ (40,451.67)	\$ 64,237.40	\$ (1.00)	\$ 64,238.40		
Balance: Operating (8/4/2022)	\$ 366,638.42					
Balance: Money Market (8/4/2022)	\$ 43,696.52					
Balance: Board Reserves (5/31/2022)	\$ 59,537.75					
Total Cash on Hand:	\$ 469,872.69					



Considered and Recommended
by the Executive Committee on August 3, 2022

Board Member Position Description

Founded in 1991, The Business Development Board of Martin County (BDB) is a 501(c)6 not-for-profit economic development corporation whose mission is to “champion and strengthen Martin County’s economy.”

The BDB helps business owners, entrepreneurs and executives to start, grow, stay, invest and relocate to Martin County, Florida. With a strong collaborative spirit alongside the area's chambers of commerce, employers, education, industry, non-profit and talent-workforce leaders, the BDB seeks to: 1) tout Martin County is open for business; 2) foster leading industries and good jobs; 3) launch, retain and grow Martin County businesses and local talent; and 4) promote strategic economic development areas and districts to job creators.

As a public-private partnership, the BDB is funded by the Martin County Board of County Commissioners (through a multi-year services agreement) and local businesses, entities and institutions who make annual contributions and support economic development events and activities through sponsorships.

To learn more and to see the BDB’s Business Plans and Quarterly Reports, visit www.bdbmc.org.

Expectations of the Board as a Whole

As the highest leadership body of the organization and to satisfy its fiduciary duties, the board is responsible for

- determining the mission and purposes of the organization
- selecting and evaluating the performance of the Executive Director
- strategic and organizational planning
- ensuring strong fiduciary oversight and financial management
- fundraising and resource development
- approving and monitoring the BDB’s programs and services
- enhancing the BDB’s public image
- assessing its own performance as the governing body of the BDB

Additionally, the BDB Board governs itself in the “sunshine” and each Director is expected to adhere to the State of Florida’s Sunshine Laws and Public Records Act.

Expectations of Individual Board Members

Each individual board member is expected to:

- know the organization's mission, policies, programs, and needs
- closely read and understand the organization's financial statements
- serve as active advocates and ambassadors for the organization and fully engage in identifying and securing partnerships necessary for the BDB to advance its mission
- leverage connections, networks, and resources to help the BDB influence economic policies, programs and activities
- participate in annual Board initiatives that seek to advance the BDB's business plan
- provide two (2) testimonials that tout the importance of economic development and/or Martin County as good for business
- participate in (or schedule) at least two (2) visits to local businesses and companies
- help find or achieve a financial donation of \$2,500, or at a minimum, provide leads and attend fundraising meetings
- prepare for, attend, and conscientiously participate in board meetings
- follow the organization's bylaws, policies, and board resolutions
- sign an annual conflict-of-interest disclosure and update it during the year, if necessary, as well as disclose potential conflicts before meetings and actual conflicts during meetings
- maintain confidentiality about BDB prospect-client matters, as needed

Term

Each Board Member's term is two-years and becomes effective October 1 unless the Board Member is completing a term for an open position.

Meetings and Attendance

Generally, BDB Board of Directors meetings (which are open to the public) are held monthly on the second Wednesday of the month, 8:30 am at a public location. Good attendance (minimum 75%) is expected so community interests provided by the Board Member can be represented.

For more information about serving as a Board Member to the BDB, contact Joan K. Goodrich, Executive Director at 772.221.1380 or joan@bdbmc.org.

28

Board Pulse Visits -
Surveys Completed

Annual Target: 28
In Process or Pledged:
Total Visits Completed: 74

13

Board Testimonials
Completed

Annual Target: 28

\$57k

Give/Get \$2,500
Annual
Contributions

Annual Target: \$37,500

64%

Board Participation
Rate with Pulse
Visits-Surveys

Annual Target: 100%

71%

Board Participation
Rate with
Testimonials

Annual Target: 100%

66%

Board Participation
Rate with
Fundraising

Annual Target: 100%

**Participating-
Referring Board
Members**

Alex Anzalone
Kate Cotner
Patrick Gleason
Eric Kiehn
Jeff Leslie
Troy McDonald
Jamil Mikati
Ron Rose
David Snyder

**Participating
Board Members**

Alex Anzalone
Tommy Bueno
Kate Cotner
Patrick Gleason
Eric Kiehn
Jeff Leslie
Ron Rose*
David Snyder
Guyton Stone*
Ed Weinberg

**Participating
Board Members**

Alex Anzalone
Tommy Bueno
Marty Carmody
Kate Cotner
Eric Kiehn
Jeff Leslie
Troy McDonald
Jamil Mikati
Doug Sherman
Guyton Stone

8/8/2022 8:57 AM

A Stronger Economy is Everyone's Business

4

Economic
Development Project
Announcements

Annual Target: 10
Pipeline: 45

290

Jobs Created -
Retained to
Date

Annual Target: 450
Pipeline: 1,909

979,000

Square Footage
Impacted to
Date

Annual Target: 100,000 SF
Pipeline: 2.49 million SF

\$125.2m

Capital
Investment to
Date

Annual Target: \$5 million
Pipeline: \$485.4 million

642

Biz Hotline,
Outbound Calls,
Online Searches and
General Assistance¹

Beginning 10/1/2021

72

Growing Our Own –
Pulse Visits and
Surveys

(Business Retention +
Expansion)

Annual Target: 75

12,702

Martinomics-PR-
Marketing
Impressions and
Engagement²

Beginning 10/1/2021

194

Social Media Posts³
with a Reach of
80,289 and an
Engagement of 6,085

10/1/2021 – 7/31/2022

64

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

45

**Economic
Development
Prospects**

Pipeline Target: 40
Annual Goal: 10

1,909

**Potential Job
Impact**

Pipeline Target: 1,800
Annual Goal: 450

2.49M SF

**Potential Square
Footage Impact**

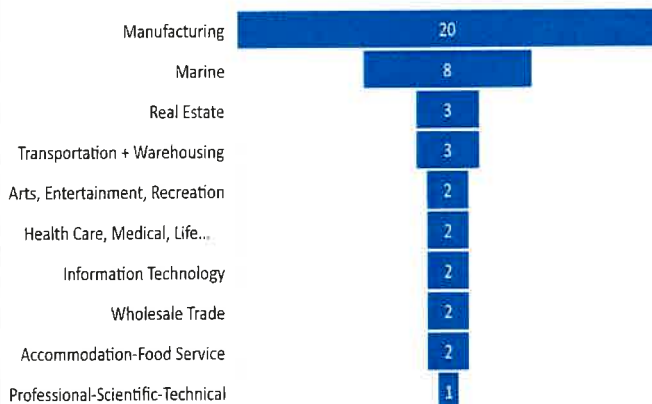
Pipeline Target: 400,000
SF
Annual Goal: 100,000 SF

\$485 M

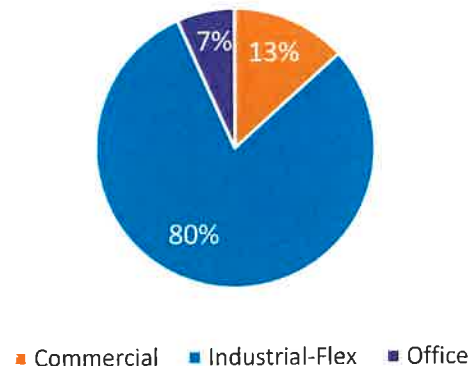
**Possible Capital
Investment Impact**

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

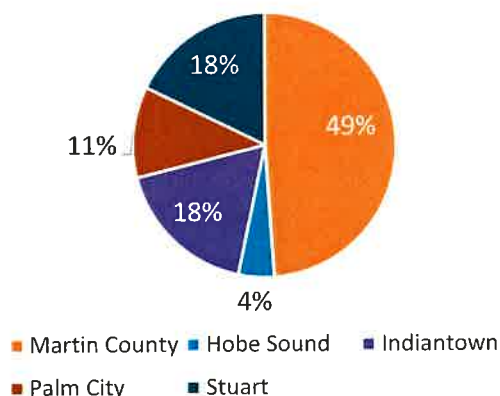
Prospects by Industry



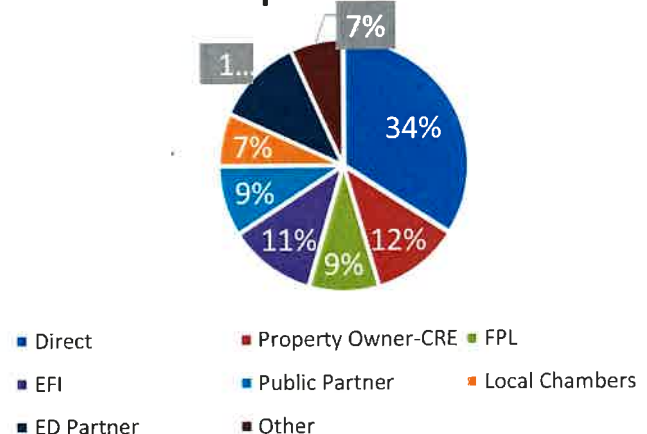
Property Type



Prospects by Geographic Interest



Prospect Referrals



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 45 prospects with potential impacts of 1,909 new-retained jobs, 2.48 million square feet and \$485 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 Planning for the 2022 MC Business Awards Luncheon has begun and is scheduled for Friday, December 9, 2022.	
3	Poll and survey Martin County business owners, managers, entrepreneurs, and executives.	2Q, 4Q	Pulse Survey and Visits continue with Board, Investors and Partners.	
4	Host one Commercial Real Estate Roundtable and two Industry Roundtables to keep a pulse on needs and trends.	2Q, 3Q, 4Q	A CRE Roundtable was conducted in conjunction with the Martin County REALTORS of the Treasure Coast on Thursday, June 16, 2022.	
5	Expand the Business Expansion-Retention 1:1 Visitation Strategy.	On-Going with Final Report in 4Q	Annual goal: 75; 72 Pulse Visits conducted to date. MC Pulse Report to be issued by September 30, 2022.	
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	Virtual Side Hustle to Main Gig conducted May 3 – June 7, 2022 with 13 in the cohort. Next SHTMG being planned in the Fall of 2022. Additionally, BDB involvement in “Women Who Rock” event in October 2022 with FSBDC and WeVenture will bridge current suspension of BAP program.	
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	2022 Annual Business Resource Guide in production with release in 4Q FY 2022.	
10	Execute the Hubs of Excellence Marketing and Business Development Strategy and launch a new advertising campaign.	On-Going	FAM Tours with EFI and FPL Economic Development Teams being planned for August 10, 2022.	

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

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#	Strategy	Timing	Notes	Status
11	Evolve business storytelling strategy featuring CEO-Entrepreneur Profiles and increase imagery for "Distinctive. By Design." brand.	Bi-Monthly	1 CEO Profile produced featuring Jeff Hardin, Straticon.	
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 (FCPN) 2022 Symposium, January 14 – 16, 2022 at Hutchinson Shores Resort & Spa, Jensen Beach a mini-tourism grant. FCPN is returning in 2023 and BDB is assisting with Pre-Conference Industry Tours.	
13	Host two Future of Work + Learning Events with partners and provide semi-annual Talent Indicators to partners and policymakers.	1Q, 2Q, 3Q, 4Q	Next release for Martin County Talent Indicators: September 2022. Next BDB Talent Advancement Team meeting to be held on 9/19/2022.	
14	Advance activities from the County's 2021 COVID-19 Economic Study.	1Q	BDB participated in County Innovation District meeting on 4/28/2022, met with Business Flare on 6/28/2022 and partnering with County consultant Bill West to support 1:1 visits in the Innovation Hub.	
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	Attended FAU Health Network meeting at FAU Boca Raton and discussed opportunities to connect Cleveland Clinic Martin Health and IRSC to this new regional initiative.	
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	The BDB's research, best practices and benchmarking is underway on Martin County's Incentives Toolbox and in preparation of strategic discussions with the BDB Board, County, Economic Partners and area land development, planning, CRE and banking-finance professionals. Formal white paper with recommendations will be transmitted early in the 1Q FY 2023.	
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	Conducted Partner's Council meeting on 6/3/2022 featuring SBA and the Martin County Office of Emergency Management. Next meeting scheduled for 9/9/2022 at 8:30 am.	
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, \$61,000 has been pledged and raised.	

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	3.2% ↑ (3.0%)	\$24.54 ↑ (\$24.58)	1.3M ⇔	0
MC West	0.0% ⇔	\$15.74 ↑ (\$15.73)	46K ⇔	0

Industrial

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	1.1 ↓ (1.2%)	\$14.41 ↑ (\$14.37)	5.1M ↑	61.9k ⇔ (61.9k)
MC West	12.3% ⇔ (12.3%)	\$11.43 ↑ (\$11.38)	343K ⇔	0

Retail

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	3.3% ↓ (3.7%)	\$20.36 ↑ (\$20.31)	4.5M ⇔ (4.5M)	37.5k ⇔ (37.5k)
MC West	2.3% ⇔ (2.3%)	\$21.30 ↑ (\$21.28)	172K ⇔ (172K)	0

(Source: Costar – August 5, 2022)