



## BOARD MEETING

Wednesday, September 14, 2022 - 8:15 – 9:30 a.m.

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

1. 8:15 am **FY 2022 Official Board Photo**
2. 8:30 am **Call to Order and Roll Call:** Jeff Leslie, President, Board of Directors
3. 8:35 am **Public Comments**
4. 8:40 am **Partner Comments**
5. 8:45 am **Approval of August 10, 2022 Minutes** (Action Item): Jeff Leslie
6. 8:50 am **Approval of July 2022 Financials** (Action Item): Joan K. Goodrich, Executive Director
7. 8:55 am **Approval of FY 2023 At-Large Board Members and Officers** (Action Items): Jeff Leslie
8. 9:00 am **Recognition of Retiring Directors:** Jeff Leslie
9. 9:10 am **Year-in-Review:** Joan K. Goodrich
10. 9:15 am **Team Updates:**
  - a. Business Development Updates: Pierre Taschereau, Business Development Executive
  - b. 2022 Martin County Business Awards: Lynn Smith, Business-Partner Relations
11. 9:25 am **Director Comments | General Announcements | Requests**
12. 9:30 am **Adjournment**

*The BDB 2022 MC Awards Selection to occur immediately following the meeting.  
All Directors invited to stay and participate.*

### Upcoming Meetings | Events

**BDB 2022 MC Awards Selections:** Wednesday, September 14, 9:30 am, IRSC Chastain  
**BDB Talent Advancement Team Meeting:** Monday, September 19, 1:00 pm, Stuart-MC Chamber  
**Enterprise Florida Stakeholder and Board Meetings:** September 27 – 29, 2022, Tampa, FL  
**BDB Executive Committee:** Wednesday, October 5, 9:00 am, IRSC Chastain – Bldg. C  
**BDB Board of Directors:** Wednesday, October 12, 8:30 am, IRSC Chastain – Bldg. C  
**Talent Advancement Team:** Monday, October 17, 1:00 pm, Location TBA  
**2022 MC Business Awards Luncheon:**  
Friday, December 9, 2022, 11:30 am – 1:30 pm, Hutchinson Shores Resort & Spa

9/8/2022 2:49 PM

**A Stronger Economy Is Everyone's Business.**



## Board of Directors Meeting Summary

Wednesday, August 10, 2022

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

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

1. **Call to Order and Welcome:** Eric Kiehn President-Elect of the Board, called the meeting to order at 8:39 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 while announcing Martin County's unemployment rate is the lowest of the three counties at 2.8%. July employment report will be released August 19<sup>th</sup>. Althea Jefferson, Director Community and Economic Development introduced Steven Cramer as the new Economic Development Specialist for the Village of Indiantown.
4. **Welcome New BDB Investors:** Joan K. Goodrich welcomed Eric Kiehn, CEO of C&W Technologies, and President-Elect of the BDB along with Jeremy Harris, Co-Founder of Growth Squad as the BDB's newest economic champions and thanked them for their partnership and leadership supporting Martin County's economy.
5. **Approval of June 8, 2022, Minutes:** Tommy Bueno moved for approval of the June 8, 2022, meeting minutes as presented. Seconded by Commissioner Troy McDonald. Approved 8-0.
6. **Approval of May and June 2022 Financials:** Treasurer Tommy Bueno presented the May and June 2022, financials and noted the May total cash balances were \$463,768.16 which includes the Board Reserve Account of \$59,532.78 and the cash balances for June were \$469,872.69 noting the Board Reserve Account of \$59,537.75. He noted the BDB filed their 3Q Report with the Board of County Commissioners and are receipt of the County's quarterly payment that will be reflective in the forthcoming financial statements. Commissioner Troy McDonald moved to approve both May and June 2022 financials as presented. Seconded by David Snyder. Approved 8-0.
7. **Approval of FY 2023 Board Position Description:** A draft Board Member Position Description was reviewed and considered which would provide clarity on expectations of the Board as a whole, set expectations of individual Board members which evolved during FY 2022 and help with future Board recruitment. A motion to accept the FY 2023 Board Position Description as presented was made by Commissioner Troy McDonald. Seconded by Kate Cotner. Approved 8-0.



8. **Presentation: Ashley Capital Martin County Investments and Future Activities:** The Board welcomed Jill Marasa, Director of Development from Ashley Capital who has acquired several key commercial/industrial properties in Martin County. Ms. Marasa reviewed each property and their features including:
  - 250 acres on the southeast side of I-95 and Martin Highway in Palm City (formerly known as the Martingale property) which had been slated for development since 1998. A 32-acre commercial node within this parcel is already approved for gas stations, hotel, retail, and other ancillary services. The property is now called Martin Commerce Park.
  - 1,717 acre property on Martin Highway west of I-95 (formerly known as AgTech). Now known as Sunrise Grove Commerce Park, this key property was previously approved for approximately 5M sq feet of industrial and flex space, however based on how the site is reconfigured once improvements are complete, a new site plan will be determined.
  - 200-acres adjacent to Sunrise Groves and west of I-95 on Martin Highway (Martin Triangle).
9. **Pulse Visits Update:** Director David Snyder announced the BDB has exceed its goal of 75 Pulse visits. He thanked the Board, investors, volunteers and staff who have worked together to reach and exceed our goal. He reminded the Board to continue scheduling visits as local businesses are gaining great value from the “listening and responding” program.
10. **Martin County Toolbox Project Update:** Pierre Taschereau, Business Development Executive, updated the Board on the BDB’s progress and insights learned to date with the Martin County Incentives Toolbox project. He highlighted the timeline for the project and reviewed all existing tools including the MC Opportunity Fund; MC Job Creation Grant Program; Economic Development Impact and Building Fee Mitigation; Economic Development Ad Valorem Tax Exemption; Life Science, Technology and Research (LSTAR); and Industrial Development Revenue Bonds. Incentives benchmarking and one-on-one meetings with subject matter experts will continue for the next few months and culminate with a BDB white paper to be released during the 1Q of FY 2023.
11. **Director Updates | Announcements | Requests:** The City Commission approved a 30,000 sq. ft. expansion to Hog Technologies to their current facilities. Additionally, Hog Technologies recently purchased the property across from their building for future expansion.
 

The inaugural class for Indiantown High School students started today at the Indiantown Boys and Girls Club temporary location. Construction on the new high school is underway and should be complete by August 2023. IRSC is also proud to announce that over 2,300 students have enrolled in the IRSC Promise Program as full-time students thanks to funding provided by the IRSC Foundation. Additionally, IRSC will be hosting a Martin County Job Fair on September 30<sup>th</sup> at the Chastain Campus in Stuart.
12. **Adjournment:** There being no further business, the meeting was adjourned at 9:49 am.

# Business Development Board of Martin County

## Balance Sheet

As of July 31, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BDB CHECKING ACCOUNT *0501 (0501)	368,777.29
PayPal	0.00
SEACOAST BUSINESS MONEY MARKET *8461 (8461)	43,696.52
Synovus-FCB	59,540.28
<b>Total Bank Accounts</b>	<b>\$472,014.09</b>
Accounts Receivable	
Accounts Receivable (A/R)	11,000.00
<b>Total Accounts Receivable</b>	<b>\$11,000.00</b>
<b>Total Current Assets</b>	<b>\$483,014.09</b>
Fixed Assets	
Accumulated Depreciation	-25,730.68
Equipment	16,055.41
Furniture & Fixtures	9,675.27
<b>Total Fixed Assets</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$483,014.09</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>
Other Current Liabilities	
Deferred Business Revenue	2,283.85
Payroll Liabilities	5,637.38
<b>Total Other Current Liabilities</b>	<b>\$7,921.23</b>
<b>Total Current Liabilities</b>	<b>\$7,921.23</b>
<b>Total Liabilities</b>	<b>\$7,921.23</b>
Equity	
Opening Balance Equity	0.00
Operating Reserve	59,515.00
Retained Earnings	371,850.09
Net Income	43,727.77
<b>Total Equity</b>	<b>\$475,092.86</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$483,014.09</b>

# Business Development Board of Martin County

## Profit Loss Budget v Actual

As of July 31, 2022 (66%)

Income	Jul. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
County Income	\$ 112,500.00	\$ 450,000.00	\$ 450,000.00	\$ -	100%	County Quarterly Payment
Other Public Income	\$ -	\$ 10,000.00	\$ 20,000.00	\$ (10,000.00)	50%	
Partner Income	\$ -	\$ -	\$ 5,000.00	\$ (5,000.00)	0%	
Investor Income	\$ -	\$ 67,000.00	\$ 156,590.00	\$ (89,590.00)	43%	
In-kind Contributions	\$ -	\$ -	\$ 24,000.00	\$ (24,000.00)	0%	
Program Fees	\$ -	\$ 372.54	\$ 1,250.00	\$ (877.46)	30%	
Sponsorship Income	\$ -	\$ 17,965.10	\$ 25,000.00	\$ (7,034.90)	72%	
Interest Income	\$ 2.89	\$ 42.55	\$ 100.00	\$ (57.45)	43%	
Miscellaneous Income	\$ -	\$ 16,051.78	\$ -	\$ 16,051.78		
Grants and Aids income	\$ -	\$ -	\$ -	\$ -		
<b>Total Income</b>	<b>\$ 112,502.89</b>	<b>\$ 561,431.97</b>	<b>\$ 681,940.00</b>	<b>\$ (120,508.03)</b>	<b>82%</b>	
Expenses	Jul. 22	Oct 21 - Sep 22	Budget	\$ Over Budget	% of Budget	Notes
Bank charges & Fees	\$ 2.45	\$ 26.04				
Business Development Marketing	\$ 11,704.82	\$ 24,457.92	\$ 67,701.00	\$ (43,243.08)	36%	GIS Webtech
Computer Equip - Software	\$ 100.00	\$ 2,252.71	\$ 6,150.00	\$ (3,897.29)	37%	Welcome Ad
Economic Development Services- Programs	\$ -	\$ 9,357.85	\$ 40,000.00	\$ (30,642.15)	23%	
Events/Forums	\$ 2,455.00	\$ 24,010.46	\$ 24,000.00	\$ 10.46	100%	2022 MC Biz Awards
Insurance	\$ 1,701.68	\$ 6,046.84	\$ 5,090.00	\$ 956.84	119%	D&O Insurance
In-Kind Services	\$ -	\$ -	\$ 24,000.00	\$ (24,000.00)	0%	
Memberships	\$ 600.00	\$ 5,546.50	\$ 8,210.00	\$ (2,663.50)	68%	FEDC
Occupancy	\$ 2,046.52	\$ 23,993.04	\$ 28,500.00	\$ (4,506.96)	84%	
Office/General Expenses	\$ 1,249.23	\$ 9,621.75	\$ 10,200.00	\$ (578.25)	94%	
Outside Services	\$ 3,180.87	\$ 45,832.74	\$ 73,800.00	\$ (27,967.26)	62%	
Postage and Postal Services	\$ 67.99	\$ 379.90	\$ 1,400.00	\$ (1,020.10)	27%	
Printing & Binding		\$ 4,300.10	\$ 5,000.00	\$ (699.90)	86%	
Professional Development-Training	\$ 50.00	\$ 636.25	\$ 6,500.00	\$ (5,863.75)	10%	
Salaries & Benefits	\$ 28,104.53	\$ 239,759.66	\$ 347,455.00	\$ (107,695.34)	69%	
Subscriptions	\$ 579.97	\$ 7,433.63	\$ 8,435.00	\$ (1,001.37)	88%	
Technology-Communications	\$ 971.11	\$ 10,114.28	\$ 12,000.00	\$ (1,885.72)	84%	
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%	
<b>Total Expenses</b>	<b>\$ 52,814.17</b>	<b>\$ 419,966.33</b>	<b>\$ 681,941.00</b>	<b>\$ (261,974.67)</b>	<b>62%</b>	
<b>Net Operating Income</b>	<b>\$ 59,688.72</b>	<b>\$ 141,465.64</b>	<b>\$ (1.00)</b>	<b>\$ 141,466.64</b>		
Balance: Operating (9/6/2022)	\$ 318,786.76					
Balance: Money Market (9/6/2022)	\$ 59,492.17					
Balance: Board Reserves (07/31/2022)	\$ 59,540.28					
<b>Total Cash on Hand:</b>	<b>\$ 437,819.21</b>					



## **FY 2023 At-Large Director Nominations**

### **Nominating Committee Recommendations: September 7, 2022**

#### **Background:**

The Business Development Board of Martin County noticed the application period for five (5) at-large board seats - which would become available following the expiration of terms on September 30, 2022 - beginning on August 4, 2022 and accepted applications through August 19, 2022.

Terms for the open seats begin on October 1, 2022 and the organization's by-laws suggest that consideration be given to leaders who represent manufacturing, aerospace, healthcare, agriculture, small business, entrepreneurs, Information technology/telecommunication, power generation, banking/finance, private capital, economic development experience-expertise, K-12 and technical education and business applications of social media.

There were five (8) applications received during the open application period including from Tomas Bueno, Marshall Critchfield, Katherine Culhane, Keith Fletcher, Patrick Gleason, Skylar Gorman, Susan Rabinowitz and Thomas P. Weber.

The Nominating Committee met on September 7, 2022 to consider all applications and provides the following recommendation to the Board of Directors.

#### **Recommendation:**

Motion to approve the appointments of Tomas Bueno, Marshall Critchfield, Patrick Gleason, Susan Rabinowitz and Thomas P. Weber as at-large members of the BDB Board of Directors for a two-year term beginning October 1, 2022.

**A Stronger Economy Is Everyone's Business.**



## FY 2023 Officer Nominations

Nominating Committee Recommendations: September 7, 2022

### Background:

Annually, the Business Development Board of Martin County, Inc. elects a President, President-Elect, Secretary and Treasurer by a majority vote for a term of one year or until their respective successor assumes the duties of the office. Any vacancies among the officers shall be filled by a majority vote of the Board of Directors.

### Recommendations:

- 1) Motion to approve the appointment of **Eric Kiehn of C & W Technologies** as **President** of the Board beginning October 1, 2022.
- 2) Motion to approve the appointment of **Susan Rabinowitz of Bank of America** as **President-Elect** of the Board beginning October 1, 2022.
- 3) Motion to approve the appointment of **Tomas “Tommy” Bueno of SkyBlue Aviation** as **Secretary** of the Board beginning October 1, 2022.
- 4) Motion to approve the appointment of **William “David” Snyder of Evergreen Private Care** as **Treasurer** of the Board beginning October 1, 2022.

**A Stronger Economy Is Everyone’s Business.**



# THANK YOU

**BUSINESS  
DEVELOPMENT BOARD**  
MARTIN COUNTY | FLORIDA

Through your noble service you helped strengthen our economy  
and made our community Distinctive. By Design.



**Marty Carmody**  
Olde Florida Realty



**Kate Cotner**  
FPL



**Jamil Mikati**  
American Stair Parts



**John Yudin**  
Guy, Yudin & Foster

**A Stronger Economy is Everyone's Business.**



**28**

Board Pulse Visits -  
Surveys Completed

Annual Target: 28  
In Process or Pledged:  
Total Visits Completed: 78

**14**

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

9/6/2022 9:13 AM

**A Stronger Economy is Everyone's Business**

# August 2022

## Key Activities and Y-T-D Results

4

Economic  
Development Project  
Announcements

Annual Target: 10  
Pipeline: 50

290

Jobs Created -  
Retained to  
Date

Annual Target: 450  
Pipeline: 2,289

979,000

Square Footage  
Impacted to  
Date

Annual Target: 100,000 SF  
Pipeline: 3.28 million SF

\$125.2M

Capital  
Investment to  
Date

Annual Target: \$5 million  
Pipeline: \$621.9 million

678

Biz Hotline,  
Outbound Calls,  
Online Searches and  
General Assistance<sup>1</sup>

Beginning 10/1/2021

78

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

Annual Target: 75

16,052

Martinomics-PR-  
Marketing  
Impressions and  
Engagement<sup>2</sup>

Beginning 10/1/2021

225

Social Media Posts<sup>3</sup>  
with a Reach of  
90,022 and an  
Engagement of 6,309

10/1/2021 – 8/31/2022

79

Referrals Received  
From | Made to  
Partners

Beginning 10/1/2021

<sup>1</sup> Includes Zoom Prospector visits

<sup>2</sup> Highlights number of Constant Contact messages, opens and BDBMC.org users

<sup>3</sup> Facebook and LinkedIn Social Media posts

9/8/2022 3:40 PM

A Stronger Economy is Everyone's Business

# August 2022 Business Plan Status

#	Strategy	Timing	Notes	Status
1	Provide on-demand services to leads, prospects and clients.	On-Going	The team is currently working with 50 prospects with potential impacts of 2,289 new-retained jobs, 3.28 million square feet and \$621.9 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  Planning for the 2022 MC Business Awards Luncheon has begun and is scheduled for Friday, December 9, 2022.	Completed
3	Poll and survey Martin County business owners, managers, entrepreneurs, and executives.	2Q, 4Q	Pulse Survey and Visits continue with Board, Investors and Partners.	In Process
4	Host one Commercial Real Estate Roundtable and two Industry Roundtables to keep a pulse on needs and trends.	2Q, 3Q, 4Q		In Process
5	Expand the Business Expansion-Retention 1:1 Visitation Strategy.	On-Going with Final Report in 4Q	Annual goal: 75; 78 Pulse Visits conducted to date. MC Pulse Report to be issued by September 30, 2022.	Completed
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	BDB helping with the planning for "Women Who Rock" event with FSBDC and WeVenture. Additionally, BDB now enrolled in Entrepreneur Center Management program by International Business Innovation Association to acquire certification for eventual creation of new incubator in MC.	In Process
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.	On Hold
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.	In Process
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 conducted on August 10, 2022. Now's the Time video and landing page in production.	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**

#	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	Florida Career Pathways Network returning to Martin County 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	The BDB continues to participate as a community partner of the new FAU Health Network.	
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 completed 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	Next Partner Council meeting scheduled for 9/9/2022 at 8:30 am and will be hosted by the Palm City Chamber of Commerce.	
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, \$81,000 of non-public sector annual investments have been made to support the BDB Business Plan and economic development strategy.	

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

**A Stronger Economy is Everyone's Business**



**50**

**Economic  
Development  
Prospects**

Pipeline Target: 40  
Annual Goal: 10

**2,289**

**Potential Job  
Impact**

Pipeline Target: 1,800  
Annual Goal: 450

**3.28M SF**

**Potential Square  
Footage Impact**

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

**\$621.9 M**

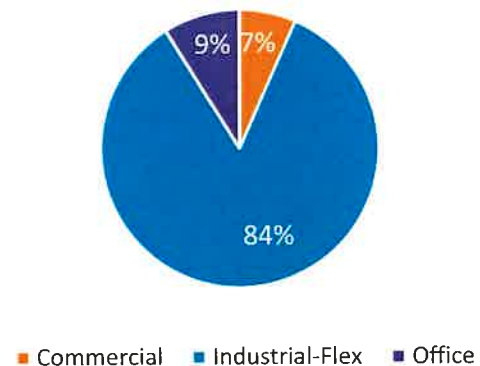
**Possible Capital  
Investment Impact**

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

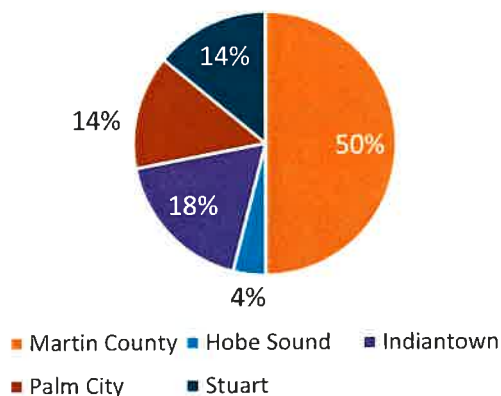
## Prospects by Industry



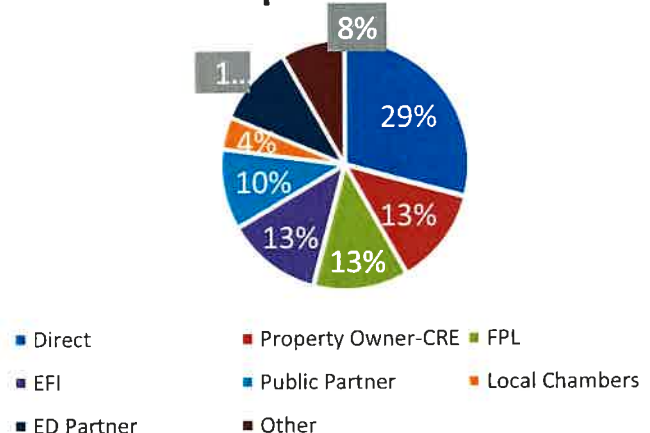
## Property Type



## Prospects by Geographic Interest



## Prospect Referrals



**A Stronger Economy is Everyone's Business**

# 2022 Business Awards Dashboard

11

Number of Event  
Only Sponsors

3 Silver; 4 Bronze; 4 Patron

Target: 17

\$13,500

Event  
Sponsorship  
Revenue

Target: \$23,500

64

Number of  
Guests from  
Event Only  
Sponsors

Target: 102

12

Annual BDB Investors  
to be Recognized as  
Event Sponsors \*

\$0

Individual Ticket  
Revenue

\*Tickets Go on Sale 10/1/22

Target: \$5,450

206

Number of  
Guests to Date

\*Accounting for Sponsors,  
Investors, Award Winners &  
Staff

Target: 276

\$13,500

Total Event Revenue

Target: \$28,950

\$3,522

Total Event Expenses

Target: \$26,460

## Silver Sponsors



## BRONZE SPONSORS:

BANK OF AMERICA | CLEVELAND CLINIC MARTIN HEALTH | C&W TECHNOLOGIES | EW CONSULTANTS  
FPL | IRSC | LESLIE VENTURES | MCRTC | STUART/MARTIN CHAMBER | TCI ROOD

## PATRON SPONSORS:

BOURGEOIS REAL ESTATE GROUP | MANPOWER | RECOVERY INSURANCE ADJUSTERS | TRUIST BANK



# 2022

## MARTIN COUNTY BUSINESS AWARDS



2021 Business Award Recipients

**JOIN US**  
**FRIDAY, DECEMBER 9, 2022**  
**11:30 AM - 1:30 PM**

Hutchinson Shores Resort & Spa

**CELEBRATE THE BEST**  
**OF LOCAL BUSINESS**

[www.bdbmc.org](http://www.bdbmc.org)

Business | Headquarters | Manufacturer | Newcomer | Non-Profit of the Year  
Company to Watch | Entrepreneur | Youth Entrepreneur of the Year  
Charlene Hoag Leadership Award

Get Seats through Sponsorship at  
[www.bdbmc.org](http://www.bdbmc.org)

Questions? Call Lynn Smith at 772-221-1380.



**BUSINESS**  
**DEVELOPMENT BOARD**  
MARTIN COUNTY | FLORIDA





## BDBMC EXECUTIVE COMMITTEE MEETING MINUTES

Wednesday, August 3, 2022

Indian River State College Chastain Campus – Wolf Technology, Building C  
2400 SE Salerno Road, Stuart, FL 34997

**Present:** Jeff Leslie, Tommy Bueno, Patrick Gleason, Eric Kiehn  
**Of Council:** Ken Norman, Esq.  
**Staff:** Joan K. Goodrich, Ike Crumpler, Lynn Smith, Pierre Taschereau

1. **Call to Order & Welcome:** The meeting was called to order at 9:03 am by Jeff Leslie, President of the Board. A quorum was established with three of the four officers in attendance at roll call.
2. **Public Comments:** None
3. **Partner Comments:** None
4. **Approval of June 1, 2022, Executive Committee Minutes:** Eric Kiehn moved to accept minutes as presented. Seconded by Patrick Gleason. Approved 3 – 0.
5. **Discussion: BDB Director Position Description:** A draft Board Member Position Description was reviewed and considered which would provide clarity on expectations of the Board as a whole, set expectations of individual Board members which evolved during FY 2022 and help with future Board recruitment. Suggestions to add specifics around visits to local businesses, testimonials and securing funding were made to the draft document. Additionally, defining good attendance at a minimum of 75% was suggested to ensure the best and most consistent thought leadership could be achieved for the organization. Motion to update the draft with changes and recommend it to the Board was made by Patrick Gleason. Seconded by Eric Kiehn. Approved 4 – 0.
6. **Discussion: BDB Office Lease:** Joan K. Goodrich updated the Executive Committee of ongoing discussions with IRSC on a new memorandum of understanding and one that could include a proposed lease agreement to relocate the BDB from 1002 SE Monterey Commons Boulevard to IRSC's Chastain campus. The BDB's current lease is now operating month-to-month with notice given and permission granted by the current landlord. Following review of the occupancy side-by-side comparison, Tommy Bueno moved to direct staff to proceed with negotiations to finalize a new IRSC-BDB MOU with lease options. Seconded by Patrick Gleason. Approved 4 – 0.
7. **Discussion: Martin County Incentives Toolbox Project:** Pierre Tashereau, Business Development Executive, updated the committee on the BDB's progress to date and insights learned on the Martin County Incentives Toolbox project. He highlighted the timeline for the project and reviewed all existing tools including the MC Opportunity Fund; MC Job Creation Grant Program; Economic Development Impact and Building Fee Mitigation; Economic Development Ad Valorem Tax Exemption; Life Science, Technology and Research (LSTAR); and Industrial Development Revenue Bonds. While an update will be provided to the Board at next

week's meeting, incentives benchmarking and one-on-one meetings with subject matter experts will continue for the next few months and culminate with a BDB white paper to be released during the 1Q of FY 2023.

8. **Officer Comments and Updates:** Joan K. Goodrich updated the committee on the hiring of The Gelinas Group, a bookkeeping firm, to help improve internal controls as recommended by the BDB's auditors. Additionally, Ms. Goodrich reported that approximately 30 candidates have applied for the open position of Economic Development Coordinator, and she will soon start first round interviews. Finally, it was suggested that PULSE visits be conducted with APP and Atlantic Aviation at Witham Field due to changing leadership.
9. **Adjournment:** There being no further business, the meeting was adjourned at 11:03 am.



# INDIAN RIVER STATE COLLEGE

## Marketing, Media & Brand

3209 Virginia Avenue  
Fort Pierce, FL 34981-5596  
1-866-792-4772 • [irsc.edu](http://irsc.edu)

### NEWS RELEASE

#### FOR IMMEDIATE RELEASE

September 8, 2022

Contact: Jon Pine, Writer & Editorial Assistant  
(772) 462-7270, [jpine@irsc.edu](mailto:jpine@irsc.edu)

### **IRSC to Host Martin County Career Fair on Sept. 30**

More Than 50 Local Companies Will Be On-Site

STUART—Is a career in Aerospace Mechanics in your future? How about a career in Nursing or Engineering? Find out if these or other jobs may be within your grasp at Indian River State College's Martin County Career Fair, set for 9:00 a.m. to 1:00 p.m. on Friday, September 30, at IRSC's Chastain Campus in Stuart.

More than 50 Martin County companies will be represented at the Fair from the marine, aerospace, construction, healthcare, financial, government, education, sales, hospitality, and manufacturing industries, among others. The Fair will be held in the Johnson Auditorium of the Wolf High-Technology Center, Building C, on IRSC's Chastain Campus, located at 2400 S.E. Salerno Road in Stuart.

Admission is free and open to the public.

"Indian River State College is here for our career partners," said Dr. Alessandro Anzalone, IRSC Chastain Campus President. "In the current job market, we all have been struggling to get the talent we need and this job fair can help ameliorate this situation. We will have a number of different sectors represented in the fair with many job opportunities and we invite our community to participate."

These are the Martin County companies that will be represented at the Fair:

Air Concepts USA  
ARC of Martin County  
Armellini Express Lines, Inc.  
Bealls  
Boys & Girls Clubs of Martin County  
Brancaccio & Associates  
Brother's Construction, Inc.  
Career Connect Martin-Stuart (Martin County Chamber of Commerce)  
CareerSource Adult Services  
CareerSource Youth Connections  
Carr, Riggs & Ingram  
City of Stuart

Courtyard by Marriott (Hutchinson Island Oceanside/Jensen Beach)  
Courtyard by Marriott Stuart  
Clerk of the Circuit Court & Comptroller  
Coastal Detox  
Compass Health  
Crary Buchanan  
EB Airfoils LLC -  
ESI Works  
Evergreen Private Care  
Express Employment Professionals  
Fastenal  
GL Staffing  
Hammer Roofing  
Helping Hands, Inc.  
Hog Technologies  
House of Hope  
Indian River State College (IRSC)  
Jenoptik North America, Inc.  
Marriott Vacations Worldwide  
Martin Correctional Institution  
Martin County Board of County Commissioners  
Martin County School District  
Martin County Sheriff's Office  
Martin County Supervisor of Elections  
Mystic Valley Dunkin'  
Panera Bread  
Pinder's Nursery, Inc.  
SafeSpace, Inc.  
Stuart Lodge  
The Collaborative Behavior Group  
The Miles Grant Country Club  
Thrivent  
Treasure Coast ABA Services  
Treasure Coast Hospice  
Trey Yelton State Farm  
Water's Edge Dermatology  
Willis Custom Yachts  
YMCA