



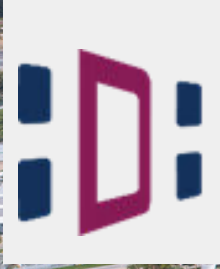
**BUSINESS
DEVELOPMENT BOARD**
MARTIN COUNTY | FLORIDA

FY 2022 Martin County Pulse Report

A Stronger Economy
is Everyone's Business.



Pace Machine and Tool



Introduction

Great economic development efforts include a feedback loop with existing businesses and companies. **Martin County's 'listening and responding' program** is called "**Pulse**." We execute this crucial business retention and expansion (BR+E) initiative in cooperation with our economic and community partners, investors and executive leaders.

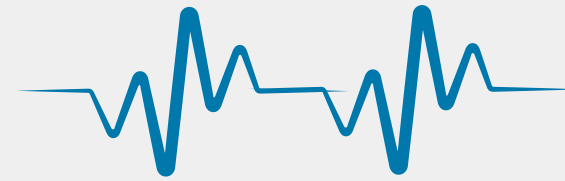
During FY 2022, **79 Martin County business owners, executives and entrepreneurs received a "Pulse" visit** and shared their sentiments, perspectives, needs and dreams. Here's what they had to say.

Business Development Board of Martin County (BDB)



Why Pulse?

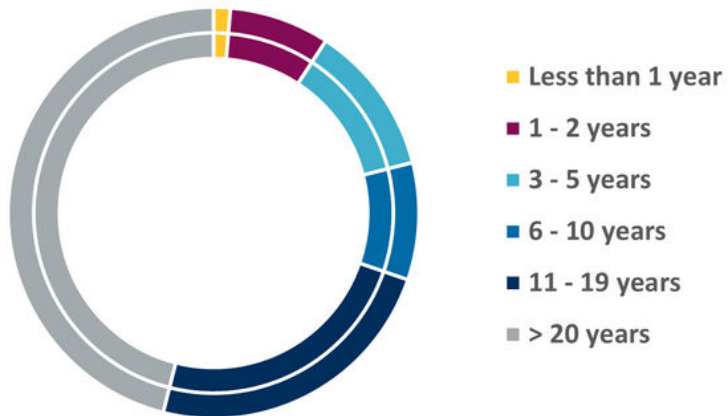
- **"Take a pulse"** on **local business conditions** and their **perceptions** of Martin County as a place for business.
- **Track** Martin County's **business friendliness and readiness**.
- Provide **business assistance** to companies "at risk" or who have plans for expansion.
- **Thank local businesses** for providing jobs and making contributions which improve our distinctive quality of life.



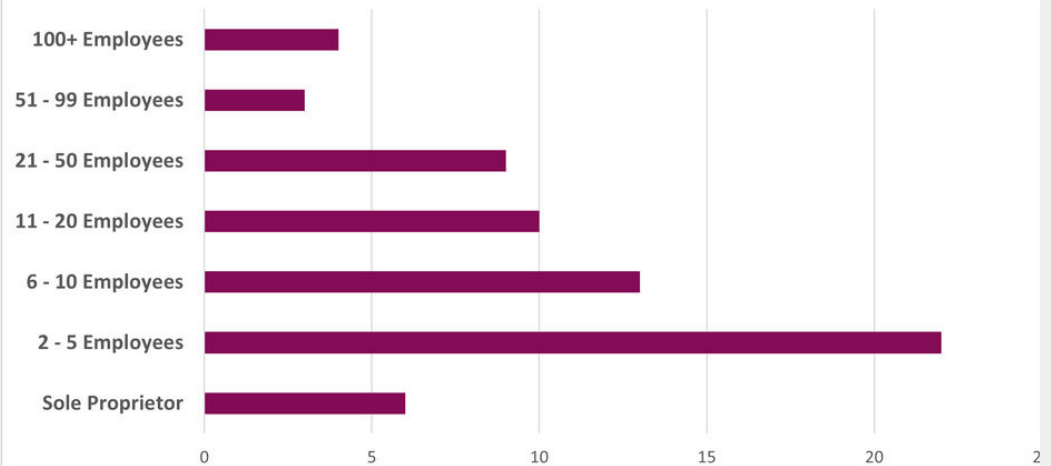
Longevity

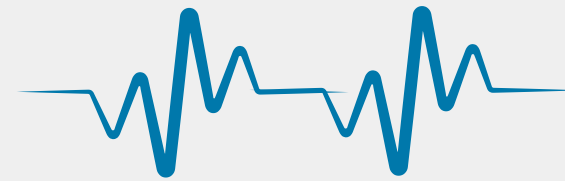
Employee Size

Longevity

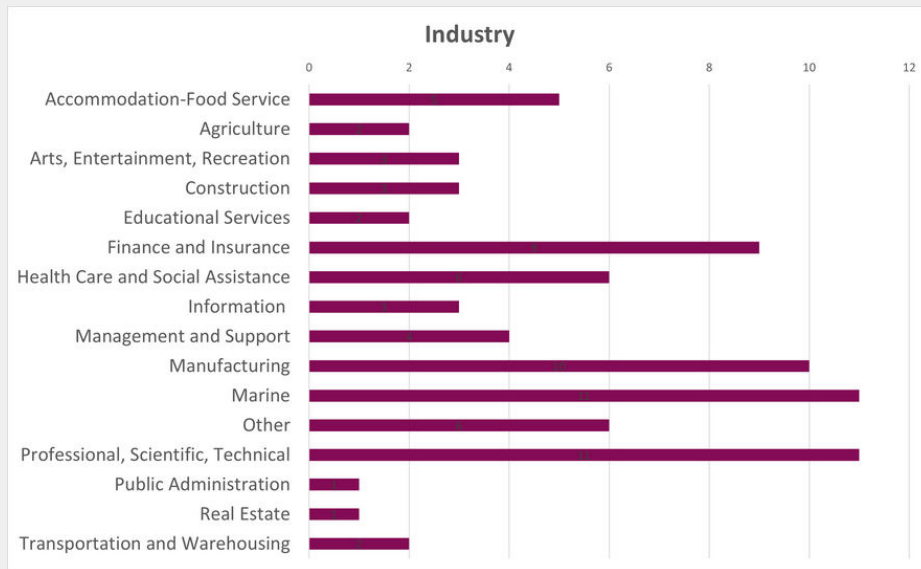


Employee Size

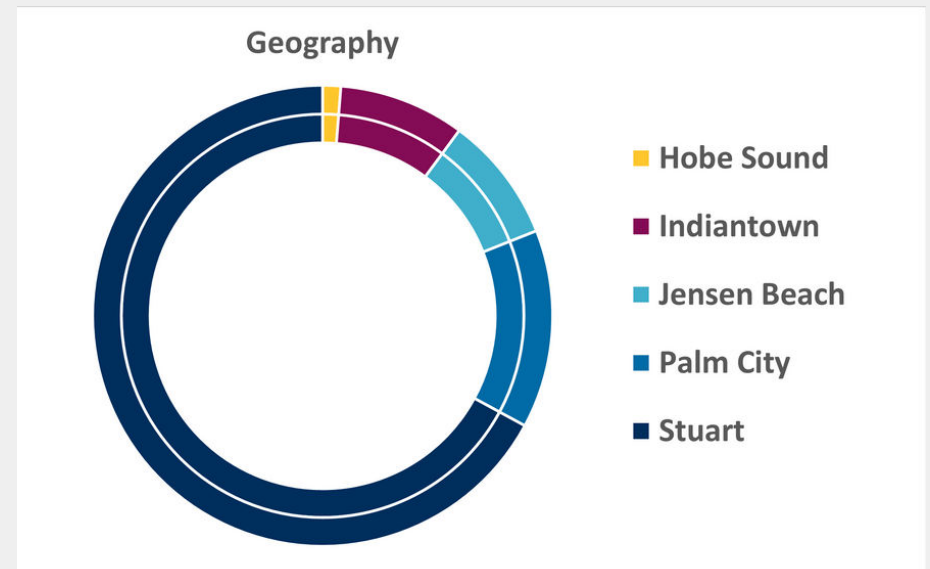




Industry



Geography

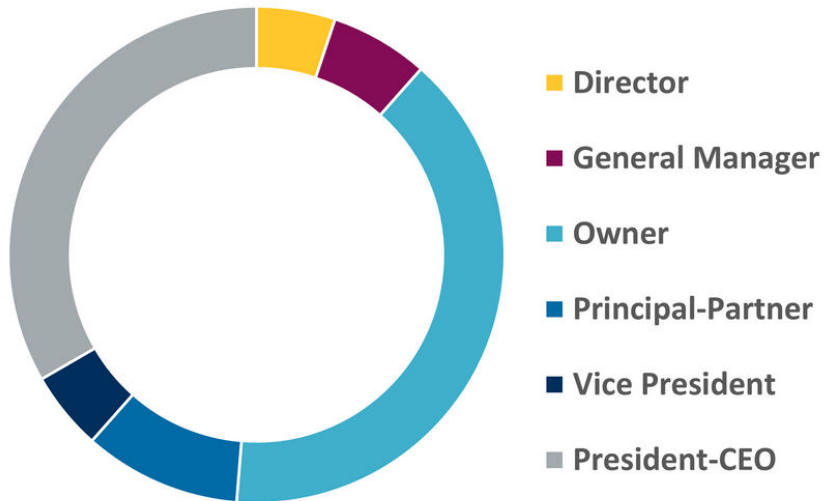




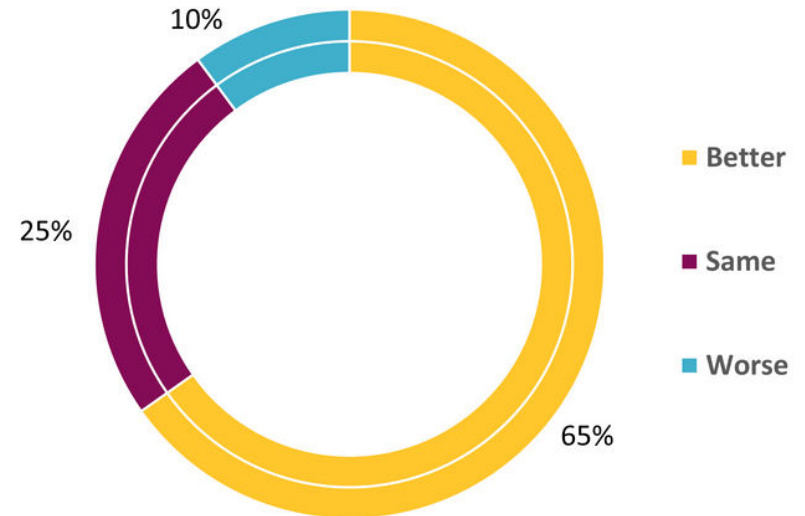
Leadership Roles

Business Conditions

Leadership Roles



Year-Over-Year Business Conditions





WMR & Nihilio Concepts

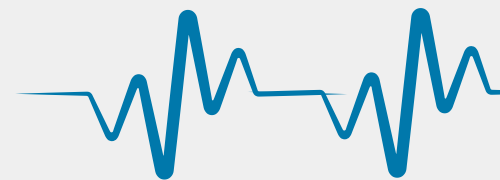


*to Family or a Friend



**Would You
Recommend
Martin
County as a
Place for
Business?***

Yes: 93%



Top Opportunities

Business Opportunities Mentioned Most Frequently



Sales & Exports



Industry Outlook



M & A



Expansion



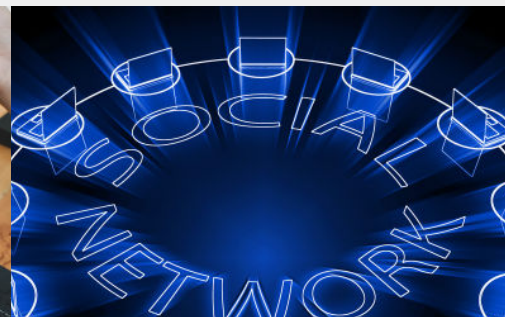
Growing Local Industries



Government Contracting



Operational Efficiencies



**Local Connections
Philanthropy**



Top Challenges



Talent Recruitment & Retention

Quality Talent Pool - Bilingual

Customer Acquisition

Low Inventory & Supply Chain

**Knowledge - Strictness of
Local Regulations**

Pandemic Aftermath

Rising Business Costs

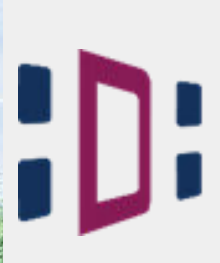
Access to Capital

**Availability of
Commerce Real Estate**

Limited Insurance Market

Business Challenges by Frequency of Mention





Rethinking Business Footprints

9 local companies are planning expansions
and **1 firm is at-risk** of leaving Martin County.

Expanding businesses are looking for space ranging from **2,000 to 130,000 square feet**.

The BDB, and its investors and partners, are assisting them with site selection, permitting, talent recruitment and development services.





Open Positions

Accountants
Administrative Assistants
Assemblers
Banking Tellers and Managers
Bookkeepers
Business Brokers
Business Consultants
Construction Superintendents
Customer Service Representatives
Delivery Drivers
Engineers
Estimators
Financial Consultants
HR Managers and Directors

Marine Diesel Mechanics
Marine Electricians and Carpenters
Marine Fiberglass Technicians
Marine Painters
Marketing Coordinators
Mechanics
Paralegals
Pilots
Range Safety Officers
Recreation Coordinators
Roofers
Technicians
Warehouse Operators
Welders

***"60% of Pulse
Participants
Are Hiring"***





Product Needs

- Countywide Events Calendar
- Fencing Materials
- Maker Spaces and Shared Machine Shops
- Marine Parts
- Meeting Spaces
- Online Business Directory (Shop Local)
- Restaurant Supplies
- Road Capacity



Service Needs

- Affordable Accounting
- Business Advocacy
- Catering Services (Lunch)
- Electronics Recycling
- ESOL Training
- Healthier Commercial Insurance Marketplace
- Reliable Broadband / Internet
- Reliable Electricity
- Small Business Training





Missing from Local Economy

- Affordable Housing
- Apprenticeships
- Attractions for Families and Young Professionals
- Available Land for Affordable Housing
- Bilingual Community Materials
- Business Expansion Opportunities at Airport
- CEO Roundtable
- Green Businesses
- Large Meeting-Conference Spaces (>350)
- Marketing Talent
- Meeting Spaces for Home-Based Businesses | Remote Workers
- Machining Programs
- New Office Space
- Nightlife
- Property Appraisers
- Public Parking Areas
- Recital-Performance Spaces
- Relationship-based Networking
- Rooftop Restaurants
- Small Business Health Insurance
- Specialty Retail
- Surveyors
- Train Stop
- University Presence
- Workforce Training
- Young Professionals
- Western Hotels and Food Services



Martin County Advantages

Lifestyle

Strategic Location

Community Connections-Resources

Ease of Networking

Available Land

Access to Supportive Elected Officials

Upscale Clientele

Natural Environment

Access to Waterways

Sense of Community

Caring, Philanthropic Giving

Ranked by Frequency of Mention



Chapman School of Seamanship



Areas for Improvement



Variety and Cost of Housing

Lower Wages

Talent Availability

"Closed for Business" Reputation

Cost of Living

Closed Network of Influence

Working Waterfronts

No Growth Mentality

Federal Highway Congestion

Talent Recruitment Strategy

Ranked by Frequency of Mention





Special Thank You

Pulse Visit Survey Participants

Advanced Metal Roofing dba
Brilliant Roofing
AGeekToGo!
AGTI - Advanced Technology Group
Air Burners
Alltel Network
Alzheimer's Community Care
ARC of Martin County
Big Five Tours & Expeditions
Bonnie C Landry & Associates, P.A.
Chapman School of Seamanship
Clark & Associates
Clean Sweep Pest Management
Comfort Suites
Connect Credit Union
Daniels Fence Corp.
Designer Services of the Treasure
Coast dba Coastal DKI
Ebersold Boatworks LLC

Family Promise of MC
Four Fish Inn
Four Fish Marina
Garlington Landeweer Yachts
Gary Owens Insurance Group
Gilbert's Coffee Bar
Growth Squad
Hampton Inn and Suites Stuart
Hinckley Yacht Services
HJA Design Studio
Hobe Sound Farmers Market
Hurricane Boat Lifts
Importico's Bakery LLC
Indiantown Airport X58, Inc.
Indiantown Marina
Indiantown Marine Center
International Training
Kai Kai Farms
Kath & Nicks Baber Shop

Keiser University
Kinane Printing
Lotus Gun Works of SFL
Loving Chiropractic of Stuart
Madison's Miracles
Manatee Pocket Yacht Sales
Mark Brechbill PLLC CPAs
Masterpiece Builders
Mate Series
McCarthy, Summers, Wood,
Norman, Melby + Schultz . PA.
Meltio
Michael Dale Attorney
Mingace Custom Sound
Ocean Republic Brewing
Pace Machine & Tool
PNC
Project Lift
PuroClean



Special Thank You

Pulse Visit Survey Participants

Red Properties Realty
Rehmann CPAs & Consultants
Sea Shell Digital
Seacoast Bank
Seatorque Control Systems
Seminole Inn
Shear Water Fl
Sky Blue Jet Aviation
Southwest Greens
Sunset Bay Marina
Sunshine Land Design
Tami Karol Insurance
TC Business Brokers & Commercial
TeamLogic IT
The Barn Theater
The Terrio Group
Thrivent Financial
Town of Ocean Breeze
Triple L Insurance Agency

Truist Bank
United Way
Willis Custom Yachts
WKFK Law
WMR & Nihilo Concepts
Y of the Treasure Coast

*Pulse Visits and Surveys
conducted 10/1/2022 -
9/30/2022.*



Sunshine Land Design

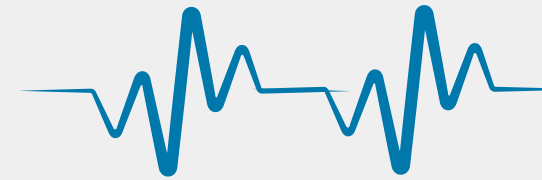


Special Thank You

Pulse Team Executive Leaders

- William “David” Snyder, Evergreen Private Care, Pulse Team Lead
- Alex Anzalone, IRSC-Chastain
- Ted Astolfi, Economic Council
- Sarah Baker, First Citizen’s Bank
- Kate Cotner, FPL
- Patrick Gleason, State Insurance Agency
- Joan K. Goodrich, Business Development Board MC
- Trisha Hawthorne, TD Bank
- Eric Kiehn, C & W Technologies
- Jeff Leslie, Leslie Ventures
- Jill Marasa, Ashley Capital
- Ron Rose, Jensen Beach Chamber of Commerce
- Troy McDonald, Mayor, City of Stuart
- Jamil Mikati, American Stairparts
- Jaymie Sardo
- Lynn Smith, Business Development Board MC
- Pierre Taschereau, Business Development Board MC
- Rich Vaaler, NAI Southcoast
- Bill West, West Advisory Services





www.bdbmc.org



info@bdbmc.org



772.221.1380

Get in Touch

The **Business Development Board of Martin County** wants to connect. **Call today to schedule a Pulse Visit** or **provide a referral** to other Martin County owners, executives and entrepreneurs we should visit too.

v. 10/9/2022

