



## Board of Directors Meeting Summary

Wednesday, October 12, 2022

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

**Present:** Eric Kiehn, Tommy Bueno, David Snyder, Susan Rabinowitz, Alex Anzalone, Marshall Critchfield, Patrick Gleason, Reed Hartman, Jeff Leslie, Mayor Troy McDonald, Councilman Carmine Dipaolo, Thomas Weber, Tom Whittington

**Absent:** Ron Rose, Ed Weinberg

**BoCC Liaison** Commissioner Harold Jenkins

**Counsel:** Ken Norman, Esq.

**Staff:** Joan K. Goodrich, Ike Crumpler, Lynn Smith, Pierre Taschereau

1. **Call to Order and Welcome:** Jeff Leslie, Outgoing President of the Board, called the meeting to order at 8:35 am. Following Board roll call, it was determined an in-person quorum was established.
2. **Public Comments:** None.
3. **Partner Comments:** None.
4. **Welcome to New Directors and Outgoing President Remarks:** Jeff Leslie, outgoing President of the Board addressed the new members by welcoming and thanking all for their commitment to championing Martin County's Economy through their involvement with the BDB and community partners. Mr. Leslie went on to thank the board members, staff and tout last year's accomplishments. He also highlighted the ongoing initiatives which set a strong foundation for continued growth in the new fiscal year and beyond.
5. **Recognition and Thank You to Outgoing President Jeff Leslie and Secretary Patrick Gleason:** Incoming President of the Board, Eric Kiehn and Joan K. Goodrich thanked outgoing President of the Board, Jeff Leslie for his extraordinary leadership and outgoing Secretary of the Board, Patrick Gleason for his service and dedication to the Executive Committee. Both will continue to serve on the Board during FY 2023.
6. **Recognition of New and Upgrading Investors:** Joan K. Goodrich recognized two new and upgrading investors with the BDB – Boys and Girls Clubs of Martin County and Bank of America – and thanked them for engaging with Martin County's Economic Team.
7. **Approval of September 14, 2022, Minutes and FY 23 Corporate Calendars:** Mayor Troy McDonald moved for approval of the September 14, 2022, meeting minutes as presented. Seconded by David Snyder. Approved 13-0. Reed Hartman moved for approval of the FY 2023 Corporate Calendars as presented. Seconded by Mayor Troy McDonald. Approved 13-0.
8. **Approval of August 2022 Financials:** David Snyder presented the August 2022, financials and noted BDB cash balances totaled \$420,083.73 including the Board's Reserve Account of \$59,542.81. The BDB's 4Q invoice has been issued to the Board of County Commissioners and the 4Q report will be submitted on October 15, 2022. Joan K. Goodrich announced the addition of the Gelinias Group to the BDB team as bookkeepers and shared they will be completing a special "clean-up" project in preparation of our FY 2022 audit. BDB's upcoming 2022 audit. David Snyder moved to accept the August 2022 financials as presented. Seconded by Troy McDonald. Approved 13-0.



9. **Presentation: Boys and Girls Clubs of Martin County:** Keith “Fletch” Fletcher, CEO, Boys and Girls Clubs of Martin County (BGCMC) briefed the Board on how and what the BGCMC is doing to support economic development. He distributed their 2022 Community Impact Report and highlighted their capital infrastructure plan, investment in workforce development (drones, culinary, supply chain automation, homebuilding, electrical, plumbing, HVAC, welding) and the extraordinary growth they have achieved thanks to generous donors and strategic partners.
10. **Team Updates:**
- a. **Pulse Report and Talent-Workforce Resource Guide:** Joan K. Goodrich announced the completion of two key deliverables: the BDB’s 2022 Talent-Workforce Resource Guide and the inaugural Martin County Pulse Report. Findings from the Pulse Report were discussed and a key takeaway - 93% of the businesses polled would recommend Martin County as a place to do business to their friends or family – was highlighted. Both reports are available online at [www.bdbmc.org](http://www.bdbmc.org).
  - b. **Business Development Updates:** Pierre Taschereau, Business Development Executive announced that the competitive headquarters projects known as Project Green Ink has chosen to relocate to Jensen Beach – Martin County. He also briefed the Board on active prospects and reported that the prospect pipeline stands at 56 prospects with a potential job impact of 3,838, potential square feet impact of 4.5 million and with a possible capital investment impact topping \$2.1 billion. Lastly, he announced he would be attending the NBAA – Business Aviation Conference Exhibit event in Orlando and the Greater Fort Lauderdale International Boat Show.
  - c. **2022 Martin County Business Awards:** Lynn Smith, Business & Partner Relations provided the Board the latest dashboard for the 2022 Business Awards including event sponsorship revenue of \$19,000 and 27 sponsors (includes BDB annual contributors with event sponsorship benefits). Expected guests to date, total 278 attendees with a sell-out capacity of 304. If seats are available following sponsorship sales, they will go sale at a future date (mid-November). Lynn asked all Board members to connect with her directly so they can be added to the seat count as space is limited.
11. **Director Updates | Announcements | Requests:** Tom Whittington representing the Marine Industry Association of the Treasure Coast announced a celebration of the marine industry on October 19th hosted by Willis Custom Yachts. Mary Murphy of CareerSource Treasure Coast reported the August job numbers which continue to show Martin County at the lowest unemployment rate across region (2.6%) with job gains in leisure-hospitality, education and health sectors. Alex Anzalone, IRSC announced the progress on the Martin County REACH center in partnership with the County and CareerSource and that enrollment is up 7.6% from Fall of last year. Marshall Critchfield, FPL External Affairs introduced himself as a new Director and relayed the impacts of Hurricane Ian as he has just returned from the area. Tom Weber, CEO of the Hobe Sound Early Learning Center introduced himself to the Board and spoke of the importance of education and early learning to the work of economic development.
- Lastly Eric Kiehn reminded the Board to use the new FY 2023 Business Plan-at-a-Glance to answer questions about the BDB within the community.
12. **Adjournment:** There being no further business, the meeting was adjourned at 9:40 am.