



Board of Directors Meeting Summary

Wednesday, September 14, 2022

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

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

1. **FY 2022 Official Board Photo:** Stuart Photography took the official Board photo prior to the meeting.
2. **Call to Order and Welcome:** Jeff Leslie, President of the Board called the meeting to order at 8:40 am. Following Board roll call, it was determined an in-person quorum was established.
3. **Public Comments:** Mary Murphy from CareerSource Resource Coast provided an Employment Report while announcing Martin County's unemployment rate for June continues to be the lowest of the three counties at 2.6% while reporting 8,000 new jobs across the region. Bill West of West Advisory announced he is working collaboratively with the County and the BDB Pulse Visitation team within the Innovation Hub and has completed 16 visits to date.
4. **Partner Comments:** None.
5. **Approval of August 10, 2022, Minutes:** Mayor Troy McDonald moved for approval of the August 10, 2022, meeting minutes as presented. Seconded by Eric Kiehn. Approved 10-0.
6. **Approval of July 2022 Financials:** Joan K. Goodrich presented the July 2022, financials and noted BDB cash balances totaled \$437,819.21 which includes the Board Reserve Account of \$59,540.28. Eric Kiehn moved to accept the July 2022 financials as presented. Seconded by Jamil Mikati. Approved 10-0.
7. **Approval of FY 2023 AT-Large Board Members and Officers:** Jeff Leslie, President of the Board, announced the Nominating Committee's recommendations for five open At-Large Board seats for new 2-year terms beginning October 1, 2022. Mayor Troy McDonald moved 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. Seconded by Kate Cotner. Approved 10-0.

Mr. Leslie then reviewed the Nominating Committee's recommendations for FY 2023 Officers to service for a term of one year or until their respective successor assumes the duties of the office.

Mayor Troy McDonald moved to approve the appointment of Eric Kiehn, C&W Technologies as President of the Board for FY 2023. Seconded by Kate Cotner. Approved 9 – 0, 1 Abstention (Kiehn).

Mayor Troy McDonald moved to approve Susan Rabinowitz, Bank of America as President-Elect for FY 2023. Seconded by Ed Weinberg. Approved 10-0.



Mayor Troy McDonald moved to approve Tomas “Tommy” Bueno, SkyBlue Aviation as Secretary for FY 2023. Seconded by Jamil Mikati. Approved 10-0.

Mayor Troy McDonald moved to approve David Snyder, Evergreen Private Care as Treasurer for FY 2023. Seconded by Kate Cotner. Approved 9-0, 1 Abstention (Snyder).

Joan K. Goodrich also announced the appointments of Reed Hartman by the Martin County REALTORS of the Treasure Coast and Tom Whittington by the Marine Industry Association of the Treasure Coast to the FY 2023 BDB Board of Directors. The Village of Indiantown will be making Board appointment decisions at the end of the month.

8. **Recognition of Retiring Directors:** Jeff Leslie, President of the Board, thanked retiring directors - Kate Cotner and Jamil Mikati - for their service by presenting each with an appreciation plaque. Other retiring directors (not in attendance) Marty Carmody and John Yudin were also thanked with their plaques being delivered to them following the meeting.
9. **Year-in-Review:** Joan K. Goodrich thanked the Board for their leadership and recapped a productive year of results and activities touting:
 - 4 economic development announcements generating a job impact of 290, 979,000 square feet and more than \$125.2 million in direct capital investment.
 - 756 businesses assisted
 - 79 Partner referrals made – received
 - 2 x 2 x 2.5 Board Initiative
 - Now’s the Time Campaign: MC Open for Business
 - Hubs of Excellence Strategy and Business Development Capacity Upgrade
 - Grow Our Own: Pulse (Business Retention + Expansion) – 79 visits
 - Grow Our Own: Side Hustle to Main Gig
 - Grow Our Own: Talent Advancement Team and Inaugural Talent-Workforce Resource Guide
 - United Economic Leadership – 5.6x YOY Investor Income, Increased # of Champions (55 to 130) and active Partner Council
10. **Team Updates:**
 - a. **Business Development Updates:** Pierre Taschereau, Business Development Executive, updated the Board on the recent FAM tours with Enterprise Florida Germany, Enterprise Florida Orlando and FPL’s Economic Development teams which included a tour of Martin County. Mr. Taschereau also announced the interest of an Italian company (a referral by Enterprise Florida) who is looking at Jensen Beach for the relocation of their US headquarters, and in the coming years, potentially move their manufacturing facility too. Mr. Taschereau also highlighted a few other companies interested in calling Martin County home.
 - b. **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 \$13,500 and more than 22 sponsors (includes BDB annual contributors with event sponsorship benefits). Expected guests to date, total 206 attendees with a sell-out capacity of 276. If seats are available following sponsorship sales, they will go on sale accordingly.



- 11. Director Updates | Announcements | Requests:** Mayor Troy McDonald updated the Board on his new role on the City Council along with the fact that the city is welcoming two new elected commissioners too. Additionally, Joan K. Goodrich announced she has appointed Katherine Culhane, Associate Director of the Florida Small Business Development Center as the BDB's Partner Council Chair and Trisha Hawthorne, Vice President Relationship Manager TD Bank will become the new Chair for the BDB's Corporate Council which will be launched in late October. The Board of County Commissioners has also named three new representatives (Charles David Marshall Dees, John Moffit, Pam Ouellette) to serve on the Martin County Industrial Development Authority. Finally, Jeff Leslie thanked all Board members for an extraordinary year of work, support, and challenged each Director to continue helping the BDB bring results and build value to the community in the coming year.
- 12. Adjournment:** There being no further business, the meeting was adjourned at 9:50 am.