



## Board of Directors Meeting Summary

Wednesday, December 14, 2022

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

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**Present:** Eric Kiehn, Tommy Bueno, Marshall Critchfield, Councilman Carmine Dipaolo, Patrick Gleason, Reed Hartman, Jeff Leslie, Mayor Troy McDonald, Susan Rabinowitz, Ron Rose, Thomas Weber, Ed Weinberg

**Absent:** Alex Anzalone, David Snyder, Tom Whittington

**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:** Eric Kiehn, President of the Board, called the meeting to order at 8:38 am. Following Board roll call, it was determined an in-person quorum was established.
2. **Public Comments:** Mary Murphy from CareerSource Resource Coast provided the latest Employment Report while announcing Martin County's unemployment rate is at 2.4% with the addition of 10,100 new jobs across the region encompassing Martin, St. Lucie and Indian River counties.
3. **Partner Comments:** None.
4. **Approval of October 12, 2022, Minutes:** Tom Weber moved for approval of the October 12, 2022 meeting minutes as presented. Seconded by Ed Weinberg. Approved 11-0.
5. **Approval of September and October 2022 Financials:** Joan K. Goodrich presented the September 2022, financials and noted BDB cash balances totaled \$514,147.38 including the Board's Reserve Account of \$59,545.26. Business development and marketing investments were made prior to the end of FY 2022 regarding the BDB website. Mayor Troy McDonald moved to accept the September 2022 financials as presented. Seconded by Tom Weber. Approved 11-0.  
  
Joan K. Goodrich presented the October 2022, financials and noted BDB cash balances totaled \$464,607.99 including the Board's Reserve Account of \$59,556.43. An expense regarding the BDB Crime Policy was noted. Marshall Critchfield moved to accept the October 2022 financials as presented. Seconded by Mayor Troy McDonald. Approved 11-0.
6. **Now's the Time Updates:** Joan K. Goodrich updated the Board on the BDB's Now's the Time Campaign designed to tout Martin County is open for business. The campaign's first video was premiered, and the Mrs. Goodrich demonstrated the new real estate and community data website plug-in now available to the community through [www.bdbmc.org](http://www.bdbmc.org).
7. **Team Updates:**
  - a. **Business Development Updates:** Pierre Taschereau, Business Development Executive explained the Incentive Toolkit is moving forward with additional meetings scheduled with the County and looking ahead to the final product in the coming months. Several recent visits from prospects were highlighted including a maintenance repair company that refit seats for commercial aircraft and business jets, a manufacturer of plastic springs for RV mattresses, yachts and boats and a



manufacturer of golf carts. Regarding the growth of the prospect pipeline, it was suggested that it could be helpful to add probabilities to the team's calculations as to the chances of closing the opportunities. Mr. Taschereau also announced the BDB would hold its next Martin County Real Estate Forum on January 26<sup>th</sup> at IRSC Chastain Campus discussing trends, insights and outlooks in the commercial market and is working with the Stuart Airshow to produce its next industry event for the aviation-aerospace "hub of excellence."

- b. 2022 Martin County Business Awards:** Lynn Smith, Business & Partner Relations provided the Board the final dashboard for the 2022 Business Awards including event sponsorship revenue of \$33,190 with 32 total sponsors breaking down to \$29,500 from event sponsors/investors and \$3,690 in individual ticket sales. Total attendees were 293 with a sell-out capacity of 304. Highlights included the addition of Tonia Rogers from WPTV as Master of Ceremonies and new award categories of Company to Watch, Manufacturer, Newcomer and Youth Entrepreneur of the Year. Ms. Smith thanked everyone for their sponsorship, support and attendance. The Board complimented Ms. Smith and the BDB team for a well-produced event.
  - c. Launch of BDB Corporate Council:** Joan K. Goodrich announced that the BDB's new Corporate Council launched in October 2022 under the leadership of Trisha Hawthorne from TD Bank. The BDB's Corporate Council, which advises and supports the BDB staff team, will help lead the coordination of the Pulse Program and the BDB's efforts around industry development through the "Hubs of Excellence" strategy.
- 8. Director Updates | Announcements | Requests:** A local business owner in attendance was introduced to the Board who stressed the importance of the BDB's Pulse program and the need for local business assistance.
  - 9. Adjournment:** There being no further business, the meeting was adjourned at 9:40 am.