

Mr. George Stokus, Assistant County Administrator
Martin County Board of County Commissioners
2401 SE Monterey Road
Stuart, FL 34996

RE: 2nd Quarter FY 2023 Report – January 1 – March 31, 2023

Dear George,

Attached please find our **2nd Quarter Report for FY 2023** and an invoice for economic development services rendered as per our contract. Key quarterly highlights include:

- **Supported** BDB Client **Grind Hard Ammo** as they sought development plan approvals from the **Village of Indiantown** for their second facility in Martin County. The new 26,000 sq. ft. manufacturing facility has a job impact of 90+ and will generate more than \$50 million in business capital investment.
- **Continued to foster the economic development prospects-leads pipeline with 26** businesses and developers seeking to invest, start-up, grow, remain, or come to Martin County with a **potential direct business capital investment of \$2.06 billion.**
- **Produced the 2023 Martin County Commercial Real Estate (CRE) Forum** which attracted more than 100+ state, regional and local real estate-banking-economic development professionals and investors (from Orlando to South Florida) who were reminded why Martin County is good for business.
- Answered inquiries and **assisted more than 188 local businesses and residents** seeking resources, advice, and local connections.
- **Conducted 21 Pulse Visits-Surveys** with local business owners, executives and entrepreneurs.
- **Supported the inaugural “Women Who Rock” event** by weVENTURE and the SBDC@IRSC in celebration of Women’s History Month and **celebrated two Martin County women entrepreneurs – Keren Wheeler**, Evergreen Private Care and **Amy Stapleton**, Chatables.
- **Initiated planning for the 2023 BDB Leaders Summit** featuring Peter Kageyama, Author (*For the Love of Cities Revisited*) and Thought Leader in Economic and Community Development.
- Continued work on the **Martin County Toolkit Project** designed to increase economic competitiveness and business friendliness.
- **Completed and distributed the BDB’s FY 2022 Audited Financial Statements and IRS 990 Form** and posted them on the BDB website at www.bdbmc.org.



Please let me know of any questions and thank you for your continued partnership.

Sincerely,

Joan K. Goodrich, Executive Director

cc: Carolyn Schmidt

1002 SE Monterey Commons Blvd. | Ste. 207, Stuart, FL 34996









772.221.1380 | bdbmc.org

**A STRONGER ECONOMY IS
EVERYONE’S BUSINESS**

2Q FY 2023

Key Metrics and YTD Results



Goals		Latest
10 Economic Development Project Announcements		2 Economic Development Project Announcements Prospect Pipeline: 26
350 Jobs Created or Retained		240 Jobs Created or Retained Potential Job Impact: 2,228
150k Square Feet Office-Industrial-Flex Space Impacted		156k Square Feet Office-Industrial-Flex Space Impacted Potential SF Impact: 2.63 million
\$10m \$ Direct Business Capital Investment Generated		\$62.3m \$ Direct Business Capital Investment Generated Potential \$ Impact: \$2.06 billion
100 Referrals Received Made		93 Referrals Received Made
900 Businesses Assisted		270 Businesses Assisted
50 Pulse Visits Conducted		28 Pulse Visits Conducted
125,000 PR-Marketing Impressions, Reach, Engagement		87,951 PR-Marketing Impressions, Reach, Engagement

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2Q FY 2023

Prospect Dashboard and Key Business Development Activities



26 Economic Dev. Prospects Pipeline Target: 60 Annual Goal: 10 YTD: 2	2,228 Potential Job Impact Pipeline Target: 2,100 Annual Goal: 350 YTD: 240	2.63M SF Potential Square Footage Impact Pipeline Target: 900,000 SF Goal: 150,000 SF YTD: 156,000 SF	\$2.06B Possible Capital Investment Impact Pipeline Target: \$60 million Goal: \$10 million YTD: \$62.3 million
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Announcements:

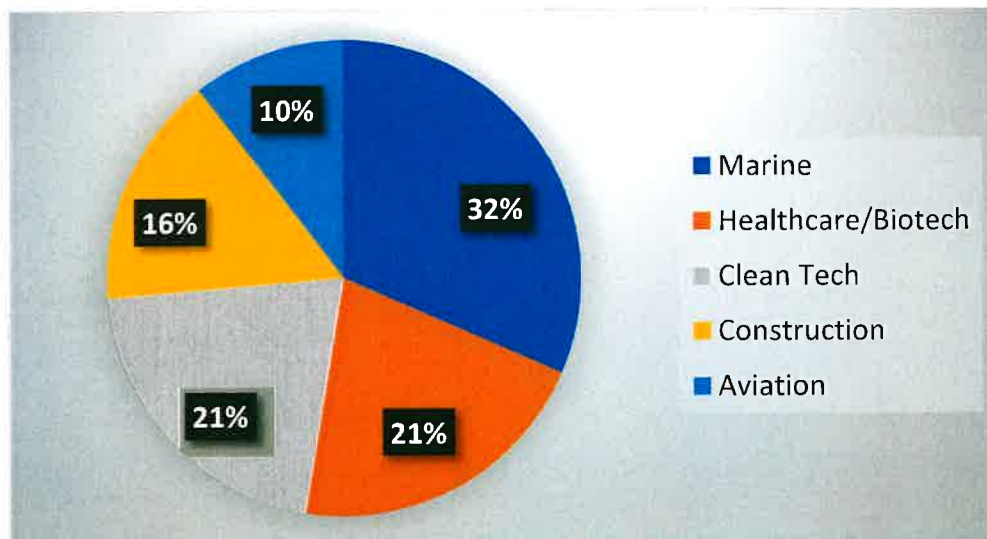
AUVSI - Association for Uncrewed Vehicle Systems International



XPONENTIAL™

AUVSI is the world's largest nonprofit organization dedicated to the advancement of uncrewed systems and robotics. It represents corporations and professionals from more than 60 countries involved in industry, government, and academia.

Prospects by Industry (Top 5):

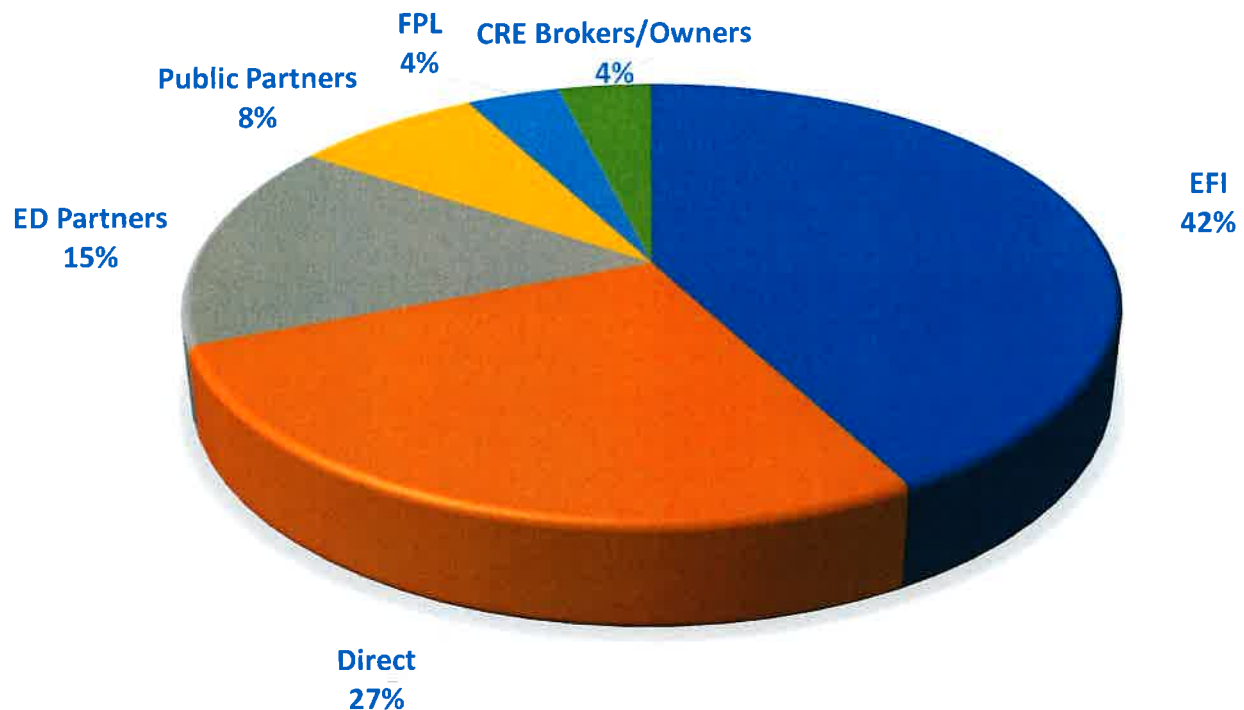


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2Q FY 2023 Prospect Dashboard and Key Business Development Activities



Referral Types (Top 6):



Notable Active Prospects: Project Vaccaro, East Coast Metals Structures, Project Interior, Project Springboard, Project Biotech.

Relevant Trends: Robotic Systems, Unmanned Aerial Vehicles, Additive Manufacturing, Biomass manipulation, Clean Energy Fuels, Pharmaceuticals & Food CDMOs, Agribusiness.

Conference, Trade Shows, BD Events and Familiarization Tours: Martin County CRE Forum January 26, 2023, Martin County Aviation-Aerospace Industry Luncheon May 3rd, Xponential UAV/Robots Tradeshow May 8th – 11th, Export University 101 September 14th, Manufacturing FAM Tour September 15th 2023.

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2Q FY 2023 Business Plan Status



#	Strategy	Timing	Notes	Status
1	Provide on-demand services to leads, prospects and clients.	Continuous	The team is working with 26 prospects with potential impacts of 2,228 new-retained jobs, 2.63 million square feet and \$2.06 billion in capital investment.	Partially Completed
2	Execute Hubs of Excellence Business Development Strategy focused on Aviation-Aerospace and Marine.	Continuous	Planning for an Aviation Industry Event in cooperation with the Stuart-MC Chamber of Commerce and Stuart Air Show continued. The event will be held on May 3, 2023. Additionally, the team is preparing to attend the Xponential UAV/Robots Tradeshow, May 8 – 11, 2023.	Partially Completed
3	Evolve business storytelling strategy with CEO-Entrepreneur Profiles.	Bi-monthly	1 CEO Profile completed in March 2023 – publish date on hold until CEO sign-off.	Partially Completed
4	Now’s The Time Digital and Social Media Marketing Campaign.	Continuous	“Now’s the Time” to Make Business Moves in Martin County landing page is in production.	Partially Completed
5	Host one Commercial Real Estate (CRE) and two Industry Roundtables and issue industry reports.	2Q, 3Q, 4Q	The Aviation Industry Event will also feature the BDB’s Aviation-Aerospace Report.	Partially Completed
6	Continue the PULSE Program and visit at least 50 local businesses.	Monthly	21 Pulse Visits were conducted in the 2Q FY 2023 with 28 Pulse visits conducted to date.	Partially Completed
7	Launch the Corporate Council.	Quarterly	Next meeting of the BDB Corporate Council is planned for April 20, 2023.	Partially Completed
8	Poll and survey Martin County business owners, managers, executives and entrepreneurs.	Annual		Not Started
9	Produce two (2) Side Hustle to Main Gig cohorts.	2Q, 3Q	The BDB supported the 2023 “Women Who Rock” event, produced by weVENTURE and SBDC @ IRSC on March 28, 2023.	Partially Completed
10	Update and distribute the annual Business Resource Guide and maintain MC Biz Hub.	3Q		Not Started
11	Host two Future of Work + Learning Talent and Workforce Roundtables.	2Q, 3Q		Not Started
12	Recruit new in-area training and higher education facilities.	Ongoing		Not Started

Key: Green Completed Blue Partially Completed Yellow Placed on Hold Red No Action Taken White: Not Started

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2Q FY 2023 Business Plan Status



#	Strategy	Timing	Notes	Status
13	Advocate for and support new activities and investments in the Innovation Hub.	Continuous	Continued to promote the Martin County Innovation Hub in each meeting the BDB conducts. The Innovation Hub will be featured at the 2023 BDB Leaders' Summit on April 12, 2023.	Partially Completed
14	Develop the BDB Economic Development Toolkit, Policy and Legislative Action Plan.	4Q Toolkit 2Q Legislative Action Plan	After several meetings with the County in February 2023, it has been decided that the new Economic Development Toolkit will be unveiled in the 4Q 2023. The BDB's 2023 Legislative Action Plan was approved in the 2Q and promoted during the Treasure Coast Legislative Conference, March 14-16, 2023 in Tallahassee.	Partially Completed
15	Produce the 2022 Martin County Business Awards.	1Q	Successfully produced event on Friday, December 9 recognizing 9 leaders, entrepreneurs and companies.	Completed
16	Continue the Partner's Council (Martin County Biz Team).	Quarterly	The next BDB Partner's Council meeting will be held on Friday, April 14, 2023.	Partially Completed
17	Advance the BDB's Leadership Engagement Model resulting in an increase in non-County funding \$185,000 to support the Business Plan. Host up to 3 United Economic Leadership events.	Continuous Quarterly	The BDB conducted 8 prospective investor briefings during the 2Q and welcomed 4 new investors. The next UEL event – now known as the Economic Champions Breakfast – is planned for Tuesday, May 23, 2023, 8:30 am. at The Flagler	Partially Completed
18	Enhance PR-Communications to explain the value of economic development and the services of the BDB.	Continuous	2Q impressions, reach and engagement: 55,023. Y-T-D: 87,951.	Partially Completed

Key: Green Completed Blue Partially Completed Yellow Placed on Hold Red No Action Taken White: Not Started

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TIMING IS EVERYTHING

NOW'S THE TIME TO MAKE BUSINESS MOVES IN

MARTIN COUNTY, FLORIDA

📍 MIDWAY BETWEEN MIAMI AND ORLANDO

📍 LEASE, BUY, BUILD-TO-SUIT, PERMIT READY SITES

📍 INTERSTATE, RAIL, BUSINESS AVIATION, THE GREAT LOOP ONLY CROSS-STATE INLAND WATERWAY ACCESS

📍 REDUNDANT FIBER OPTIC COMMUNICATIONS

📍 DISTINCTIVE FAMILY-FOCUSED LIVE-WORK ENVIRONMENT

BDB PROFESSIONAL TEAM

JOAN K. GOODRICH Executive Director joan@bdbmc.org
LYNN SMITH Business Partner Relations lynn@bdbmc.org
PIERRE TASCHEREAU Business Development Executive pierre@bdbmc.org



Business Development Board of Martin County
1002 SE Monterey Commons Blvd. | Ste. 207 | Stuart, FL 34996
772.221.1360 | www.bdbmc.org

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2023 Martin County Commercial Real Estate Forum

FEATURED SPEAKERS



CATHY CHAMBERS
DIRECTOR ECONOMIC DEVELOPMENT
FPL



KENNETH KRASNOW
VICE CHAIRMAN
INSTITUTIONAL INVESTORS SERVICES FL
COLLIERS



Z. JOE KULENOVIC
VP INTERNATIONAL OPERATIONS
ENTERPRISE FLORIDA



DOUG WEST
PRESIDENT-GENERAL MANAGER
WILLIS CUSTOM YACHTS

PRESENTED BY



THURSDAY, JANUARY 26, 2023
IRSC - CHASTAIN CAMPUS

- 8:30 am **Continental Breakfast & Networking**
- 9:00 am **Pledge of Allegiance & Welcome Remarks**
Alex Anzalone, IRSC Chastain Campus President
- 9:05 am **Forum Overview** Joan K. Goodrich, BDB
- 9:10 am **Promoting Foreign Direct Investment into Florida**
Z. Joe Kulenovic, Enterprise Florida
- 9:30 am **FPL's Role in 'Powering Florida'** Cathy Chambers, FPL
- 9:45 am **Break**
- 9:55 am **2023 CRE Outlook & Trends** Kenneth Krasnow, Colliers
- 10:25 am **Willis Custom Yachts Investments in Martin County**
Doug West, Willis Custom Yachts
- 10:40 am **Panel Q & A** Moderated by: Pierre Taschereau, BDB
- 10:55 am **Snapshot of Local Opportunities**
Ashley Capital - Jill Marasa, Director of Development Treasure Coast
Newfield - James Fitzgerald, Sr. Mgr. Community Dev. & Planning
Indiantown Realty Corporation - David Powers, Associate, Principal
- 11:20 am **Why Martin County? and Available Tools** Joan K. Goodrich, BDB
- 11:30 am **Thank You Drawing and Adjournment**

Special Thanks to Economic Champion Emcee
Sarah Baker, VP and Financial Sales Manager II, First Citizen's Bank



CATHY CHAMBERS Director Economic Development, FPL
Leading the company's economic development strategy statewide and building nationwide partnerships, Chambers and her team generate economic activity with incentive rates for growing businesses, capacity-building community programs and key resources to local and regional partners in economic development. She was named among North America's Top Economic Developers in 2020 by Consultant Connect and awarded Florida Economic Development Professional of the Year in 2018 by the Florida Economic Development Council.



KENNETH KRASNOW Vice Chairman Institutional Investor Services FL
Colliers
Tasked with leading major projects and transactions, maintaining senior real estate industry and political relationships and recruiting new talent, Krasnow has more than 30 years' expertise in the commercial real estate industry. He's overseen tremendous growth of the company, which expanded from fewer than 25 employees to 150 in four years' time, acquired three high-profile companies and quadrupled overall revenues.



Z. JOE KULENOVIC VP International Operations, Enterprise Florida
An award-winning economist with nearly three decades of professional experience in international trade and economic development, Kulenovic's areas of specialty also include public-private partnerships, stakeholder engagement, entrepreneurship, industry value chains and cluster development, infrastructure and transportation, urban and regional development, economic impact analysis and competitive benchmarking.



DOUG WEST President-General Manager, Willis Custom Yachts
West handles strategic direction, brand development and day-to-day operations. He's also immediate past chairman of the Marine Industries Association of South Florida board of directors. Prior to joining Willis Custom Yachts, Doug was president of the Lauderdale Marine Center—the largest recreational vessel service-and-repair facility in the nation at 85 acres. He was also president of Rybovich Boat Company in West Palm Beach and treasurer of the Marine Industries Association of Palm Beach County.

2023 BDB LEADERS SUMMIT

A STRONGER ECONOMY IS EVERYONE'S BUSINESS

The BDB Leaders Summit unites Martin County's executives, entrepreneurs, economic champions, and civic leaders to propel plans and strategies that advance job creation, tax base and economic vibrancy while preserving our distinctive community character.



SUMMIT HIGHLIGHTS

Where We're Headed
Who's Making Business Moves
What Businesses Are Saying
The BIG Idea and more . . .



FEATURED SPEAKER PETER KAGEYAMA

Community Advocate, Author
For the Love of Cities Revisited



\$1,000 - \$7,500 Sponsorships
Now Available

772.221.1380



First Come, First Serve Seating
Register Online:

www.bdbmc.org

**WEDNESDAY
APRIL 12, 2023
8:00 AM - NOON**



IRSC Chastain Campus
2400 SE Salerno Road
Stuart, FL 34997