



## Board of Directors Meeting Summary

Wednesday, February 8, 2023

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

**Present:** Eric Kiehn, Alex Anzalone, Marshall Critchfield, Patrick Gleason, Jeff Leslie, Mayor Troy McDonald, Susan Rabinowitz, David Snyder, Thomas Weber, Ed Weinberg, Tom Whittington  
**Absent:** Tommy Bueno, Councilman Carmine Dipaolo, Reed Hartman, Ron Rose  
**Liaison:** Commissioner Harold Jenkins  
**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 8:37 am. Following Board roll call, it was determined an in-person quorum was established.
2. **Public Comments:** None
3. **Partner Comments:** Mary Murphy from CareerSource Resource Coast provided the latest Employment Report stating the Florida current unemployment rate of 2.5% matches the tri-county region.
4. **Welcome New BDB Investor:** Bill West, CEO of West Advisory Services was welcomed as a recent Economic Champion Council investor with the BDB and provided a brief overview of his company to the Board and guests.
5. **Approval of January 11, 2023, Minutes:** Jeff Leslie moved for approval of the January 11, 2023, meeting minutes as presented. Seconded by Susan Rabinowitz. Approved 11-0.
6. **Approval of November 2022 Financials:** David Snyder presented the November 2022, financials and noted BDB cash balances totaled \$480,580.63 including the Board's Reserve Account of \$59,564.02. Mr. Snyder noted the FY 2023 Q1 Board of County Commissioners' payment has been received as well as the BDB's annual audit performed by HBK Consultants and CPAs is progressing set to be completed early next month. Mayor Troy McDonald moved to accept the December 2022 financials as presented. Seconded by Ed Weinberg. Approved 11-0.
7. **Consideration of ED Performance Review Committee Recommendations:** Jeff Leslie, Performance Review Committee Chairman presented its recommendations to the Board including finding that the Executive Director is meeting and/or exceeding all expectations. He noted the Executive Director has not received a formal review in two years and that the PRC's review covered that time period. In addition to recommending a salary increase of 8% - from \$104,030 to \$112,342.40 - effective October 1, 2022, the PRC recommends the following Executive Director performance goals for 2023 to the Board of Directors:
  - a. Review existing job descriptions and fill the open position and ensure responsibilities adequately align with the BDB's business model present and as envisioned.
  - b. Improve communications and presence with our partners organizations.
  - c. Better publicize the BDB's accomplishment and provide a consistent flow of information which helps improve the BDB's public perception and increases leads and inquiries for business assistance.
  - d. Increase efforts and success in BDB investor involvement and adjust strategy to reach annual income goals.



- e. Fully implement the rebranding and marketing campaigns developed in FY 2022.
- f. Complete the formation of and fill leadership roles in the new Councils identified for FY 2023 and utilize them to accomplish the goals of the BDB.
- g. Develop new and existing staff and build a more dynamic, effective team to help achieve the organization's lofty initiatives.

Mayor Troy McDonald moved to approve the recommendations of the committee as presented. Seconded by David Snyder. Approved 11 – 0. Mayor Troy McDonald moved a second motion to approve an 8% salary increase for the BDB Executive Director effective October 1, 2022. Seconded by Patrick Gleason. Approved 11-0.

8. **MC CRE Forum Briefing:** Alex Anzalone highlighted key points from the BDB's recent CRE Forum which included more than 100 guests with a mix of commercial and residential realtors, CPAs, real estate attorneys, bankers, architects, and developers from Miami up through the Orlando area. The CRE's Forum panel speakers featured Enterprise Florida, FPL, Colliers and Willis Custom Yachts along with floor speakers from Mattamy Homes and Ashley Capital. Mr. Anzalone noted it was exciting to see this level of interest for the inaugural Forum and recommends more cultivation of CRE relationships to ensure greater CRE attendance at future Martin County CRE Forums. Additionally, he recommended the BDB uses this framework to promote and highlight "Hubs of Excellence" industry sectors.

Pierre Taschereau, Business Development Executive gave the Board top-level highlights from the CRE Forum and stressed the importance of commercial real estate as an integral part of economic development success and tax base growth. He noted the CRE Forum is a multiplier event, and the team expects additional benefits and new lead flow will result from it.

9. **Marine Industries Association of the Treasure Coast Briefing:** Tom Whittington presented the Board an update of the activities of the MIATC highlighting:
- a. A successful 2023 Stuart Boat Show with record attendance, however the MIATC is currently in the process of securing a new location to celebrate the 50<sup>th</sup> Anniversary in 2024.
  - b. MIATC has partnered with T. Samuels Insurance to bring members competitive health insurance and human resource solutions.
  - c. The MIATC provided a grant to the Charles F. Chapman School of Seamanship for their new Yamaha Marine Technician Training Center. The grand opening was held on January 26, 2023.
  - d. In the coming weeks, MIATC will announce a new full-time Executive Director.
  - e. Discussions are ongoing with the U.S. Coast Guard relating to the Brightline railroad bridge rehabilitation, closure schedule and pending permanent train-marine schedule.
10. **Director Updates | General Announcements | Requests:** Marshall Critchfield announced FPL's 35 Mules Innovation Hub - providing access to subject experts across multiple industries, leadership coaching, tailored business curriculum to propel entrepreneurs to the next level – is now accepting applications. To learn more about 35 Mules, visit [www.35mules.com](http://www.35mules.com).
11. **Adjournment:** There being no further business, the meeting was adjourned at 9:47 am.