



## Board of Directors Meeting Summary

Wednesday, June 14, 2023

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

**Present:** Eric Kiehn, Alex Anzalone, Tommy Bueno, Marshall Critchfield, Councilman Carmine Dipaolo, Mayor Troy McDonald, Susan Rabinowitz, Ron Rose, David Snyder, Thomas Weber, Ed Weinberg, Tom Whittington

**Absent:** Patrick Gleason, Reed Hartman, Jeff Leslie

**Counsel:** Ken Norman

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

1. **Call to Order and Welcome:** Eric Kiehn, President of the Board, called the meeting to order at 8:34 am. Following Board roll call, it was determined an in-person quorum was established. Joan K. Goodrich welcomed new BDB team member Inez van Ravenzwaaij. Mrs. van Ravenzwaaij will lead BDB programs and partnerships including the Corporate Council, Pulse visitation program, “Hubs of Excellence” industry development, the Talent Advancement Team and investor partnerships and activities.

2. **Public Comments:** None.

3. **Partner Comments:** Mary Murphy from CareerSource Resource Coast reported the latest data for the region encompassing Indian River, Martin and St. Lucie counties. Regional unemployment rate was 2.6% matching that of the state and 0.3% lower than a year ago. As of May 2023, Florida has the lowest unemployment rate among the top 10 largest states in the nation holding steady at 2.6% for the fourth consecutive month in a row.

BDB Director Tom Whittington announced the upcoming Treasure Coast Waterway Cleanup on July 22, 2023, from 8 am – 12 noon. Additionally, Mr. Whittington promoted the Marine Industry Association of the Treasure Coast’s website ([miatc.com](http://miatc.com)) featuring the registration link to the MIATC’s upcoming annual meeting and the real-time video streams of the St. Lucie River Railroad Bridge that has been put in place to monitor boat traffic.

4. **Approval of May 10, 2023, Minutes:** Mayor Troy McDonald moved for approval of the May 10, 2023, meeting minutes as presented. Seconded by Councilman Carmine Dipaolo. Approved 12-0.
5. **Approval of April 2023 Financials:** David Snyder presented the April 2023, financials and noted BDB cash balances totaled \$420,034.23 including the Board’s Reserve Account of \$59,593.40. Susan Rabinowitz moved to accept the April 2023 financials as presented. Seconded by Mayor Troy McDonald. Approved 12-0.
6. **Video Premiere: Western Martin County Industrial Land Opportunities:** Joan K. Goodrich thanked Pierre Taschereau, Business Development Executive who led the team in creating the video which was underwritten by the BDB’s economic partners at FPL. Special thanks were also given to BDB Director Marshall Critchfield and FPL’s Office of Economic Development led by Cathy Chambers for their continued collaboration. The BDB will promote the “Western Martin County – Indiantown” Industrial Land Opportunities video through BDB’s Now’s the Time digital marketing and social media campaign.



7. **Economic Incentives and Business Assistance Toolkit:** Joan K. Goodrich announced that the first draft of the Toolkit paper is at each Director's seat and a July 12, 2023, Board meeting has been added to the Board's Corporate Calendar to accommodate the expected discussion that will be needed following the initial one today. Pierre Taschereau, Business Development Executive then began the team's presentation which covered the history of Martin County's incentives and programs; key economic data from then and now; why incentives continue to matter to the work of economic development in Martin County; the national use of incentives to encourage manufacturing projects; Martin County's economic plans moving forward and what competitor communities are currently doing. After reviewing an initial draft of recommendations, the Board was asked:
- What is supported?
  - What should be changed?
  - What's missing?
  - Other remarks and feedback?

Following remarks from the Directors and members of the public regarding a variety of items ranging from the layout of the initial draft Toolkit paper (including what should not be included) to what businesses really need in today's economic environment, Ed Weinberg moved that the BDB send a letter to the County requesting an additional 45 days to complete the Toolkit Project (mid-September versus August 1) so that the Board could spend more time in finalizing its recommendations after speaking to key economic and community partners. Seconded by Ron Rose. Approved 12-0.

Additionally, it was stressed that a collateral piece (clear, concise and focused) is needed to better explain what Martin County has to offer local and relocating companies to stay, expand or come to our area.

8. **Director Updates | General Announcements | Requests:** It was announced a new collaboration with the South Florida District Export Council and US Commercial Service is in the works and the BDB will host their **Export University 101** course for the first time on Thursday, September 28, 2023 at IRSC Chastain campus in Stuart. This is a full day training and certificate course culminating with an on-site reception. The BDB also plans to organize a familiarization tour the next day for special guests attending the training.
9. **Adjournment:** There being no further business, the meeting was adjourned at 9:55 am.