

EXECUTIVE COMMITTEE MEETING MINUTES

Wednesday, August 2, 2023

Indian River State College Chastain Campus – Wolf Technology, Building C
2400 SE Salerno Road, Stuart, FL 34997

Present: Eric Kiehn, Susan Rabinowitz, Tommy Bueno
Absent: David Snyder
Staff: Joan K. Goodrich, Ike Crumpler, Lynn Smith, Pierre Taschereau, Inez van Ravenzwaaij

1. Call to Order & Welcome: The meeting was called to order at 8:30 am by Eric Kiehn, President of the Board. A quorum was established by roll call.

2. Public Comments: None

3. Partner Comments: None

4. Approval of June 7, 2023, Executive Committee Minutes: Tommy Bueno moved to accept minutes as presented. Seconded by Susan Rabinowitz. Approved 3-0.

5. BDB Initiative Discussions:

a. 2023 Business Awards Celebration: Joan K. Goodrich updated the Executive Committee of the recent discussions with various individual board members regarding the staff recommendation for an event name change for the Business Awards to ECON Awards. While there is general support of the proposal, the Executive Committee determined it best to keep the current name of Martin County Business Awards while adding the new tag line 'Celebrating Economic Excellence' for the 2023 event.

b. Investor-Leadership Engagement Status and Strategy: Joan K. Goodrich reviewed the status of the BDB's Annual Contributor Recruitment Strategy and noted that the team is now also engaged in the first-time renewal activity with existing investors-contributors. She reviewed the team's top 25 prospects and indicated the current campaign uses a call to action to join by September 30, 2023, to receive the ticket-sponsorship benefits for the BDB's top signature event (2023 MC Business Awards). Since investor revenues are lower-than-budget, discretionary year-end spending will be adjusted downward.

c. Toolkit Project Status: Pierre Taschereau, Business Development Executive updated the Executive Committee on the toolkit recommendations that will be presented to the full the Board at the August 9, 2023, meeting including:

1. Sunset the **Martin County Job Creation Grant** tool.
2. Revise the **Martin County Opportunity Program** to accommodate new triggering factors of capital investment and tangible personal property and update guidelines and procedures.

3. Update program guidelines and procedures for the **Martin County Impact Fee and Building Permit Relief Program** to reflect new capital investment thresholds for eligibility and value of incentive benefits.
 4. Continue the **Expedited Review and Permitting Program** and recommend updates to eligibility criteria relating to Targeted Industry Business and Life, Science, Technology and Research businesses and track usage annually. Additionally, to support expedited permitting review standards for eligible TIB and LSTAR businesses, it is recommended the County add staff to meet fifteen working days review time.
 5. While the **Economic Development Ad Valorem Tax Exemption** tool is ready for use, its program guidelines (version 2021) may need final approvals. Additionally, annual orientations with all supporting entities (County Administration, County Attorney, Office of Management and Budget, Property Tax Appraiser and BDB) is recommended to ensure team readiness for future applications.
 6. Replenish the **Economic Development Fund** (EDF) annually and at a minimum of \$1 million.
 7. Maintain the **Economic Business Opportunity Fund** (EBOF) annually at \$750,000.
 8. Create a **new Martin County Incentive Application** to replace the State QTI and QTI attachment applications used previously with the 2010/2011 Martin County Job Creation Toolkit.
- d. **FY 2024 Leadership and Nominating Committee:** Joan K. Goodrich noted there will be a call to the community for At-Large Board applications with a deadline of August 23, 2023. Eric Kiehn announced the 2023 BDB Nominating Committee will include the following Directors: Tommy Bueno, Susan Rabinowitz, Patrick Gleason, Mayor Troy McDonald and himself. The BDB Nominating Committee will meet on Monday, August 28, 2023, 9:00 am at IRSC – Bldg. C, Room C125 to consider all applications and FY 2024 Officer nominations.

6. Officer Comments and Updates:

Susan Rabinowitz stated that Tyler Meyer and Brandon Haus from Bank of America's international banking team will be reaching out to Pierre Taschereau directly to discuss Export University 101.

Joan K. Goodrich updated the committee of her recent meeting with IRSC's new Chastain Campus President, Dr. Terri A. Graham. Mrs. Goodrich noted priorities of IRSC are changing which might negatively impact the BDB's proposed lease agreement so she will begin to investigate other options for the BDB's growing office needs in FY 2024.

Additionally, Mrs. Goodrich announced the BDB team would be seeking new proposals for auditing and tax return services due to consecutive year increases which seem unreasonable for services being provided.

7. Adjournment: There being no further business, the meeting adjourned at 10:00 am.