



BDBMC EXECUTIVE COMMITTEE MEETING MINUTES

Wednesday, October 5, 2022

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

Present: Jeff Leslie, Eric Kiehn, Tommy Bueno, Patrick Gleason, Susan Rabinowitz, David Snyder, Ken Norman, Esq.
Staff: Joan K. Goodrich, Ike Crumpler, Lynn Smith, Pierre Taschereau

1. **Call to Order & Welcome:** The meeting was called to order at 9:05 am by Jeff Leslie, President of the Board. A quorum was established by roll call.
2. **Public Comments:** None
3. **Partner Comments:** None
4. **Approval of September 7, 2022, Executive Committee Minutes:** Eric Kiehn moved to accept minutes as presented. Seconded by Patrick Gleason. Approved 4 – 0.
5. **Selection of 2022 Youth Entrepreneur of the Year:** The team reviewed the four youth entrepreneur nominees and agreed to name Keegan Nunes and her company K Soap the 2022 Youth Entrepreneur award winner. Tommy Bueno moved to accept Keegan Nunes as 2022 Youth Entrepreneur of the Year. Seconded by Eric Kiehn. Approved 4 – 0.

Additionally, it was discussed and decided by the Executive Committee to invite all Youth Entrepreneur nominees to the 2022 Martin County Business Awards Luncheon to recognize and highlight their outstanding efforts and achievements in local entrepreneurship.

6. **Discussion: FY 2023 Business Plan and Priorities:** Joan K. Goodrich presented to the Executive Committee the fiscal year priorities including: 1) Tout Martin County is open for business; 2) Foster leading industries and good jobs (Hubs of Excellence); 3) Grow our own (businesses, entrepreneurs, and talent) and; 4) Promote strategic economic development areas in Martin County. Key metrics feature:
 - a. 10 economic/development announcements with a job impact of 350 jobs;
 - b. 150K square feet of commercial real estate
 - c. \$10M capital investment
 - d. 50 Pulse visits
 - e. 100 referrals
 - f. 900 businesses assisted

Quarterly activities, initiatives and programs were also reviewed for the new fiscal year and which councils and teams – Corporate Council, Talent Advancement Team, Partner Council) would be assisting staff to help with the business plan activities.

7. Team Updates:

- a. **Business Development:** Pierre Taschereau, Business Development Executive updated the Executive Committee on the development of a Community Profile to better pitch site selectors, investors and companies interested in expanding in Martin County. Additionally new projects in the works include a German boat refurbishing company as well as an aviation company seeking to site a testing facility. An Italian company took possession of their new headquarters facility in Jensen Beach along with a smaller business looking for a location in Hobe Sound which came from a referral from the BDB of Palm Beach County.
- b. **2022 Martin County Business Awards:** Lynn Smith, Business & Partner Relations provided the Executive Committee the latest dashboard for the 2022 Business Awards including event sponsorship revenue of \$19,000 and 27 sponsors (includes BDB annual contributors with event sponsorship benefits). Expected guests to date, total 257 attendees with a preliminary sell-out capacity of 276. If seats are available following sponsorship sales, they will go sale at a future date.

8. Officer Comments and Updates: None.**9. Adjournment:** There being no further business, the meeting was adjourned at 10:12 am.