

EXECUTIVE COMMITTEE MEETING MINUTES

Friday, January 5, 2024

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

Present: Susan Rabinowitz, Commissioner Troy McDonald, David Rosendahl, David Snyder
Absent: Ken Norman, Esq.,
Staff: Dan Hudson, Ike Crumpler, Lynn Smith, Pierre Taschereau, Inez van Ravenzwaaij

1. **Call to Order & Welcome:** The meeting was called to order at 8:33 am by Susan Rabinowitz, President of the Board. A quorum was established by roll call.
2. **Public Comments:** None
3. **Partner Comments:** None
4. **Approvals/Discussions:**
 - **December 6, 2023, Meeting Minutes:** Commissioner Troy McDonald moved to approve the meeting minutes as presented. Second by David Rosendahl. Approved 3-0.
 - **Board and Executive Committee Calendars:** Committee members moved the start time for Executive Committee meetings to an 8:30 am start time. Discussions to switch Board of Director meetings to Stuart City Chambers and appointed Dan Hudson to reach out to Mike Mortell for availability for 4th Wednesdays of the month.
5. **Discussions - Interim Executive Director Project Priorities:** Interim Executive Director, Dan Hudson spoke to the committee regarding updates to the Budget Amendment Policy and contract compliance continuation efforts. Also highlighted were current financial practices and the approach for case reserve policy updates. Regarding the Pulse program, announced were changes in the upcoming Pulse Report that is due to the County in February 2024 to include more targeted direction from the BDB which will be discussed in a mini-Pulse workshop to be scheduled in the coming weeks. The BoCC believes the BDB's focus points to be Business Attraction equaling 20% of core business while Business Retention and Expansion should make up the balance of core business and provide 'leading' measures to produce lagging results. The focus should be a 'boots on the ground' initiative and would be the biggest metric to Pulse success.
6. **Pulse Report – Approach and Update:** Inez van Ravenzwaaij, Programs and Partnerships, reiterated to the Committee how the Pulse Program should be considered a foundational component of the BDB's efforts in Business Retention Expansion. The Martin County targeted industries include Aviation/Aerospace, Marine, Clean/Green Tech, Healthcare/MedTech, Agribusiness/Equestrian, and Information Technology. Geographic areas highlighted are Technology and Innovation District, Sands Commerce Center, Seven J's Industrial Park, Martin Commerce Park, Sunrise Grove Commerce Center, Village of Indiantown, South Florida Gateway and Newfield. Ms. van Ravenzwaaij presented a suggested approach moving forward for 2024 with identified tasks and coordinating timelines to ensure optimal results for a Pulse analysis. There will be monthly updates on progress, bi-monthly case studies and quarterly mini-reports presented to the Board. The BDB is laser focused on local businesses, understanding their top opportunities, challenges, plans, and needs to monitor trends and identify potential programs and services that will help the business community in Martin County to thrive. Resources = Energy and Dollars.
7. **Officer Remarks, Requests, Announcements:** Pierre Taschereau, Business Development Executive announced the Commercial Real Estate Forum has moved to February with a specific date TBD.
8. **Adjournment:** There being no further business, the meeting was adjourned at 9:55 am.