



Martin County | Florida Economic Development Partnership

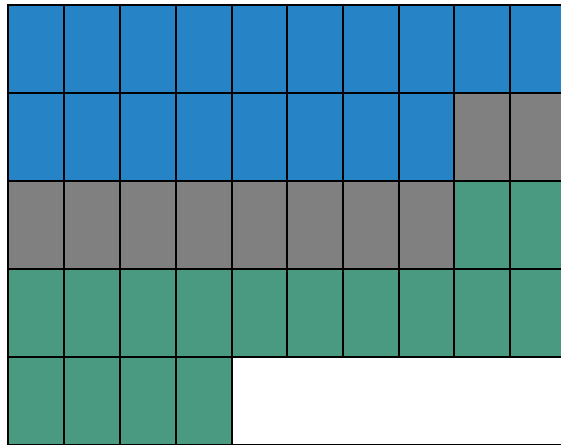
FY 2020 Performance Report – October - December 2019

ANNOUNCEMENTS

Economic Development (ED) Project Statistics

	Y-T-D Totals	Goals
Square Feet	0	15
New Jobs Announced	0	450
Retained Jobs	0	100,000
Capital Investment	0	\$5 M

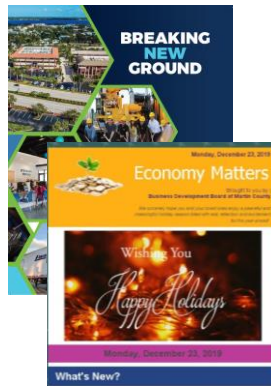
PROSPECT-CLIENT ACTIVITY



■ Prospects
 ■ Leads
 ■ General Assistance

The BDBMC staff team is working with 18 prospects with the potential to create and retain 780 jobs, impact 465,900 sq. feet of commercial/industrial/office/flex space and obtain \$121 million in capital investment for Martin County.

BUSINESS DEVELOPMENT-MARKETING

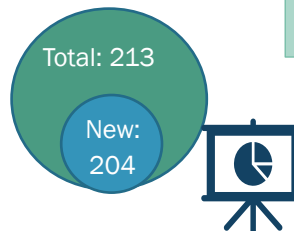


New market brochure created, new website launched, *Economy Matters* monthly e-newsletters published and Public Relations Coordinator hired – Ike Crumpler.



PR - COMMUNICATIONS

Website Visits



Quarterly Facebook Posts: 29
Followers to Date: 2,182

of Presentations - Events: 2
 2019 Martin County Business Awards + State of Economy;
 Briefing to Stuart-Martin County Chamber of Commerce

BUSINESS ASSISTANCE - ENTREPRENEURSHIP



Next BAP Program: February-March 2020
 Fall 2019 Cohort: 6
 Since Program Inception: 115
 FY 2020 Grants Awarded/Paid: \$4,500
 Total Grants Awarded/Paid: \$60,475

Small Business Resource Guides
 Mailed to Business Tax Receipt Holders
 to Date: 161
 Annual Goal: 1,000



Martin County | Florida Economic Development Partnership

FY 2020 Performance Report – October - December 2019

INDUSTRY RETENTION-EXPANSION

Local Business Visits



Industry Roundtables



Goal: 2 To Date: 0
Real Estate – Banking - Finance
Roundtable Scheduled on
January 30, 2020

TALENT – WORKFORCE DEVELOPMENT

Workforce Roundtables



Goal: 2
To Date: 0

Local Workforce Readiness Quarterly Activities



Treasure Coast
Skills Gap
Study 2.0



BDBMC also planning 2020 Industry-Guidance Counselors Facility Tours on Thursday, January 17, 2020 in conjunction with the Martin County School District.

BUSINESS CLIMATE + COMPETITIVENESS



Job Creation Toolkit under review.
Reauthorization of the Economic
Development Ad Valorem Tax Exemption
Program to be considered in early 2020.

OTHER KEY ACTIVITIES

Martin County Industrial Development Authority (MCIDA) approved first amendment to financing agreement for One HC-Jensen Beach LLC Health Care Facility Revenue Bonds, Series 2014 valued at \$16.34M on 9/20/19.

Annual Meeting for the MCIDA was conducted on 11/12/2019 featuring presentation by Michael Wiener, Holland & Knight. Jacob Bynum appointed to the MCIDA by the Board of County Commissioners to replace retiring IDA Director Bill West effective 11/23/2019.

Next IDA Mtg. 2/19/2020



Total Number of Quarterly Users: 87
In County Users: 60
Treasure Coast Users: 2
Other Florida Users: 16
Outside Florida Users: 9



Martin County | Florida Economic Development Partnership

FY 2020 Business Plan Status – October - December 2019

#	Strategy	Timing	Notes	Status
1	Conduct strategic communications and publish <i>Economy Matters</i> , general business stories, social media	On-Going	Published <i>Economy Matters</i> on October 18, November 26 and December 23, 2019.	On Track
2	Launch and maintain new website	1Q	New website launched in November 2019.	Completed
3	Provide on-demand services to leads, prospects, clients	On-Going	Conducted 12 business consultations plus on-demand services as requested by prospects, leads and general assistance inquiries.	On Track
4	Conduct Economic Impact analysis for new incentive applications	On-Going	Tool is being updated by FPL and new version expected by early 2020. No incentive applications received-generated in 1Q FY 2020.	On Track
5	Create and launch new Investor engagement model	2Q	BDBMC Board approved new model at 11/13/19 Board meeting.	On Track
6	Attend 2 Outbound Sales Missions with Florida Research Coast Coalition	1Q, 3Q	Attended Chicago Sales Mission, October 6 - 9, 2019.	On Track
7	Attend EFI Stakeholder-Board Meetings and Participate in EFI Calls	1Q, 2Q, 3Q	Participated on 11/20/19 conference call. Next EFI Meeting, January 21 - 23, 2020 in Tallahassee.	On Track
8	Assist CRA Team to attract-expand business investments	1Q	"Breaking New Ground" Brochure touts CRAs and teams are jointly planning an Industry Roundtable in 2Q.	On Track
9	Promote Opportunity Zones	On-Going	Opportunity Zones included in "Breaking New Ground" Brochure.	On Track
10	Create a Martin County Talent-Workforce-Education Brochure	2Q	Collecting content and conducting meetings with key education partners.	On Track
11	Create a new Martin County (Re)Development Brochure	1Q	Published "Breaking New Ground Brochure for Chicago Sales Trip.	Completed
12	Host 2 Industry Roundtables	1Q, 3Q	Commercial Real Estate-Banking-Finance Roundtable scheduled in late Jan. 2020.	On Track
13	Visit 50 local business and companies to gauge outlooks	On-Going	5 company visits in 1Q FY 2020 - HOG Technologies, Cleveland Clinic, Precision Jet, TD Bank, Waste Management.	On Track
14	Attend industry association meetings	On-Going	No meetings attended in 1Q FY 2020 - last meetings attended in 4Q FY 2019.	On Track
15	Produce annual Business Awards + State of the Economy Event	1Q	Event conducted with 260 in attendance; Net revenue: approximately \$7,000.	Completed



Martin County | Florida Economic Development Partnership

FY 2020 Business Plan Status – October - December 2019

#	Strategy	Timing	Notes	Status
16	Produce 3 BAP programs with IRSC and SBDC	1Q, 2Q, 3Q	\$4,000 awarded to Jesse Salvant of Carpe Diem International Market (Jensen Beach) from Fall 2019 BAP Cohort.	In Process
17	Conduct annual online business survey	2Q		In Process
18	Distribute Small Business Resource Guide to more than 1,000 businesses	Monthly	To date, 161 guides have been mailed to new BTR holders. New guide expected before 3Q.	In Process
19	Produce an entrepreneurial ecosystem paper	3Q	Visited mHUB and 1871 in Chicago and attended Building Vibrant Communities Bootcamp (11/15/19) in Pensacola to benchmark entrepreneurial communities.	In Process
20	Participate in regional workforce readiness activities	On-going	Served on Regional State of Jobs Event Committee and planning Guidance Counselor Site Tours and Summer Bootcamp.	Completed
21	Sponsor the Treasure Coast Skills Gap 2.0 Study	1Q	BDBMC is a \$2,500 sponsor with report to be released in early 2020.	Completed
22	Enact new MOUs with IRSC and CareerSource Research Coast	2Q		In Process
23	Conduct 2 workforce development roundtables	2Q, 4Q	Roundtables to be scheduled following release of Skills Gap 2.0 study.	In Process
24	Participate in local activities to promote workforce development	On-Going	Co-Chaired Youth Leadership Martin County Economics Day on 11/19/19 and supported proposed new BGCMC Career Center.	In Process
25	Support and assist County with state-federal grants, as needed	On-Going	Working with County team to advocate for \$2M infrastructure grant for Seven Js Industrial Park.	In Process
26	With partners, develop a business case for reenacting of Property Tax Abatement Tool	4Q	BDBMC recommending Board of County Commissioners ask voters to reauthorize tool as it will sunset in August 2020.	In Process
27	Review and make recommendations for Martin County Toolkit	2Q	BDBMC has begun research and discussions with County about potential updates.	In Process
28	With partners, create a business case for a new in-area industry training center	2Q	BDBMC working with County team and partners to gather local company needs.	In Process
29	Publish Martin County's Key Indicators to Watch	2Q, 4Q	Initial Key Indicators to Watch published in FY 2020 BDBMC Business Plan.	In Process
30	Form a new Partner's Council	Quarterly	1 st meeting held 12/6/2019. Next meeting on 3/6/2020.	In Process

Key: **Green:** Completed **Blue:** In Process **Yellow:** On Hold **Red:** Behind Initial Schedule **White:** Not Started