

Mr. George Stokus, Assistant County Administrator
Martin County Board of County Commissioners
2401 SE Monterey Road
Stuart, FL 34996

RE: 1st Quarter FY 2023 Report – October 1 – December 31, 2022

Dear George,

Attached please find our **1st Quarter Report for FY 2023** and an invoice for economic development services rendered as per our contract. Key quarterly highlights include:

- **Announced the expansion project of Willis Custom Yachts** following the 5-0 approval vote by the BoCC for their master and phasing plan and Phase 1 final site plan. The expansion features 130,000 square feet of new construction with additional job creation – current employee base: 140+. Expediting the process and talent-workforce assistance are key to this project.
- **Continued to foster the economic development prospects-leads pipeline with 52** businesses and developers seeking to invest, start-up, grow, remain, or come to Martin County and a **potential direct business investment of \$2.33 billion**.
- **Attended the 2022 National Business Aviation Association Convention & Exhibition and Greater Fort Lauderdale Boat Show** to connect with industry influencers, identify new leads and tout Martin County is “open for business.”
- **Premiered the “Now’s the Time” video** to be used on a new campaign landing page and in social media.
- Answered inquiries and **assisted more than 82 local businesses and residents**.
- **Conducted 7 Pulse Visits-Surveys** with local business owners, executives and entrepreneurs.
- **Launched the BDB’s new Corporate Council** with Trisha Hawthorne, TD Bank as Chair to help lead the BDB’s Pulse Program and “Hubs of Excellence” Industry Development activities.
- Continued work on the **Martin County Toolkit Project** designed to increase economic competitiveness and business friendliness.
- **Produced and hosted the 2022 Martin County Business Awards** on Friday, December 9 recognizing **9 Martin County companies, organizations and leaders** for their contributions to our local economy.
- **Issued the BDB’s FY 2022 Annual Report** highlighting our community impact and key activities from the past fiscal year (see attached).



Please let me know of any questions and thank you for your continued partnership.









Sincerely,


Joan K. Goodrich, Executive Director

1Q FY 2023

Key Metrics and YTD Results



Goals		Latest
10 Economic Development Project Announcements		1 Economic Development Project Announcements Prospect Pipeline: 52
350 Jobs Created or Retained		150 Jobs Created or Retained Potential Job Impact: 2,966
150k Square Feet Office-Industrial-Flex Space Impacted		130k Square Feet Office-Industrial-Flex Space Impacted Potential SF Impact: 4.3 million
\$10m \$ Direct Business Capital Investment Generated		\$12.3m \$ Direct Business Capital Investment Generated Potential \$ Impact: \$2.33 billion
100 Referrals Received Made		40 Referrals Received Made
900 Businesses Assisted		82 Businesses Assisted
50 Pulse Visits Conducted		7 Pulse Visits Conducted
125,000 PR-Marketing Impressions, Reach, Engagement		29,386 PR-Marketing Impressions, Reach, Engagement

A Stronger Economy is Everyone's Business.

December 2022 Prospect Dashboard and Key Business Development Activities



52 Economic Dev. Prospects Pipeline Target: 60 Annual Goal: 10 YTD: 1	2,966 Potential Job Impact Pipeline Target: 2,100 Annual Goal: 350 YTD: 150	4.3M SF Potential Square Footage Impact Pipeline Target: 900,000 SF Goal: 150,000 SF YTD: 130,000 SF	\$2.33B Possible Capital Investment Impact Pipeline Target: \$60 million Goal: \$10 million YTD: \$12.3 million
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Announcements:



150 New-Retained Jobs | 130,000 sf expansion | \$12.3M+ CapX



Prospects by Industry (Top 5): Manufacturing, Clean Tech, Marine, Transportation, Aviation

Referral Types (Top 6): EFI (23%), Direct (21%), ED Partners (21%), Public Partners (15%), FPL (12%), Property Owners – Commercial Real Estate Representatives (8%)

Notable Active Prospects: Project Sugar, Project Kale, Project Rosefinch, Project Springboard, Project Biotech, Matt's Custom Golf Carts

Relevant Trends: Additive Manufacturing, Biomass manipulation, Clean Energy production, Pharmaceuticals & Food CDMOs

Conference, Trade Shows, BD Events and Familiarization Tours: Stuart Boat Show Strategy, CRE Forum January 26, Aviation-Aerospace Industry Luncheon with Stuart Air Show and Stuart-Martin Chamber of Commerce May 3.

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1Q FY 2023

Business Plan Status



#	Strategy	Timing	Notes	Status
1	Provide on-demand services to leads, prospects and clients.	Continuous	With final approvals from the BoCC, the BDB announced 1 expansion project in December – Willis Custom Yachts. Additionally, the team is working with 52 prospects with potential impacts of 2,966 new-retained jobs, 4.36 million square feet and \$2.33 billion in capital investment.	Partially Completed
2	Execute Hubs of Excellence Business Development Strategy focused on Aviation-Aerospace and Marine.	Continuous	Attended the 2022 NBAA Business Aviation Convention & Exhibition (Orlando) and the Fort Lauderdale International Boat Show (Fort Lauderdale) to connect with industry influencers, identify new targets and message Martin County is open and interested in these “hubs of excellence.”	Partially Completed
3	Evolve business storytelling strategy with CEO-Entrepreneur Profiles.	Bi-monthly	Eddie Kolos, Founder of H2Ocean identified as next Entrepreneur profile.	Partially Completed
4	Now’s The Time Digital and Social Media Marketing Campaign.	Continuous	Completed 1 st “Now’s the Time” General Video. Working with FPL to develop spatial mapping video showcasing industrial tracks of land and industrial parks.	Partially Completed
5	Host one Commercial Real Estate (CRE) and two Industry Roundtables and issue industry reports.	2Q, 3Q, 4Q	CRE Roundtable scheduled for January 26, 2023, 8:30 am, IRSC. Aviation-Aerospace Industry Luncheon, in partnership with Stuart Air Show and Stuart-Martin Chamber of Commerce, being planned for 3Q FY 2023.	Partially Completed
6	Continue the PULSE Program and visit at least 50 local businesses.	Monthly	7 Pulse visits conducted to date.	Partially Completed
7	Launch the Corporate Council.	Quarterly	New BDB Corporate Council launched in October 2022 with PULSE training conducted in November 2022. Next meeting is January 19, 2023, 8:30 am.	Partially Completed
8	Poll and survey Martin County business owners, managers, executives and entrepreneurs.	Annual		Not Started
9	Produce two (2) Side Hustle to Main Gig cohorts.	2Q, 3Q		Not Started
10	Update and distribute the annual Business Resource Guide and maintain MC Biz Hub.	3Q		Not Started

Key: Green Completed Blue Partially Completed Yellow Placed on Hold Red No Action Taken White Not Started

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1Q FY 2023 Business Plan Status



#	Strategy	Timing	Notes	Status
11	Host two Future of Work + Learning Talent and Workforce Roundtables.	2Q, 3Q		
12	Recruit new in-area training and higher education facilities.	Ongoing		
13	Advocate for and support new activities and investments in the Innovation Hub.	Continuous	Met with IRSC's Innovation – Business Development Office to provide an Innovation Hub briefing and discuss synergies and services which may needed to grow more technology and innovation companies in the Hub and throughout Martin County.	Blue
14	Develop the BDB Economic Development Toolkit, Policy and Legislative Action Plan.	1Q Toolkit 2Q Legislative Action Plan	Research and meetings continue to shape the first draft of the 2023 Martin County Economic Development and Business Assistance Toolkit project.	Blue
15	Produce the 2022 Martin County Business Awards.	1Q	Successfully produced event on Friday, December 9 recognizing 9 leaders, entrepreneurs and companies including BlueStream Fiber, Willis Custom Yachts, Team IP, WMR, Daher, Boys & Girls Clubs of Martin County, John Justak - ATGI, Keegan Nunes - KSoap and Kelly Johnson.	Green
16	Continue the Partner's Council (Martin County Biz Team).	Quarterly	Next meeting scheduled for January 6, 2023, 8:30 am at the Flagler Center in Stuart.	Blue
17	Advance the BDB's Leadership Engagement Model resulting in an increase in non-County funding \$185,000 to support the Business Plan. Host up to 3 United Economic Leadership events.	Continuous Quarterly	\$27,250 in non-County annual contributions generated in 1Q FY 2023.	Blue
18	Enhance PR-Communications to explain the value of economic development and the services of the BDB.	Continuous	FY 2022 BDB Annual Report released with initial distribution at 2022 Martin County Business Awards. Y-T-D impressions, reach and engagement: 29,386	Blue

Key: Green Completed Blue Partially Completed Yellow Placed on Hold Red No Action Taken White: Not Started

A Stronger Economy is Everyone's Business.

2022 MARTIN COUNTY BUSINESS AWARD WINNERS

**BUSINESS
OF THE YEAR**

Blue Stream
fiber

COMPANY TO WATCH



**MANUFACTURER
OF THE YEAR**



**NEWCOMER
OF THE YEAR**

DAHER

**NONPROFIT
OF THE YEAR**



**HEADQUARTERS
OF THE YEAR**



**ENTREPRENEUR
OF THE YEAR**

John Justak
of Advanced Technologies Group



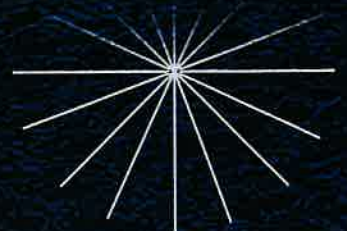
**YOUTH ENTREPRENEUR
OF THE YEAR**

Keegan Nunes
of K Soap



**BUSINESS
DEVELOPMENT BOARD**
MARTIN COUNTY | FLORIDA

www.bdbmc.org





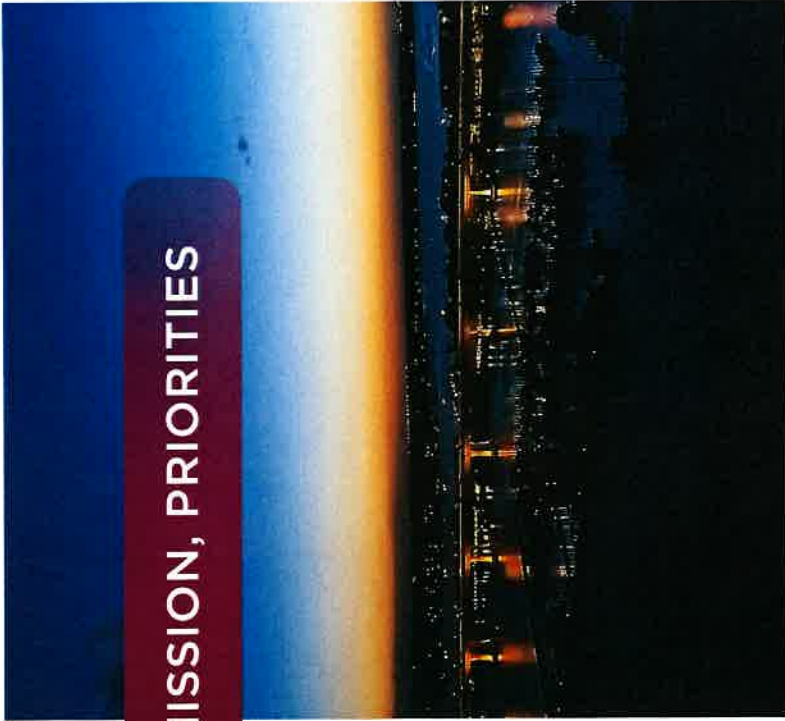
Kelly Johnson, Vice President, RV Johnson Insurance
Named 2022 Charlene Hoag Leadership Award Recipient.



Annual Report 2021 - 2022



A Stronger Economy is Everyone's Business



VISION, MISSION, PRIORITIES

VISION

Martin County is recognized as a distinct, prosperous, entrepreneurial community.

MISSION

To champion and strengthen Martin County's economy.

PRIORITIES

- Join Martin County is Open for Business
- Foster Leading Industries and Good Jobs
- Grow Our Own Businesses, Entrepreneurs and Talent
- Promote Strategic Economic Development Areas

Letter from the President and Executive Director

"It is better to aim high and miss than to aim low and hit" - Lisa Brown

We appreciate this quote because it reminds us to go for greatness in both personal and organizational endeavors.

When we started fiscal year 2022 it was with some grand goals. Thanks to the efforts of the Board, professional team, our investors, and partners, we made major strides in reaching them.

Certainly, more remains to be done. But our shared achievements positioned the Business Development Board (BDB) to continue generating community excitement and engagement in the vital work of economic development.

Supporting existing businesses: We accelerated our Pulse Visits initiative—where we spend time at local businesses learning about their operations, obstacles and accomplishments. The insights give us a better “pulse” of the economy and allow us to tell business owners how our services can help them—through recruiting, training, promotions, problem-solving, site selection, connections to capital and more. After meeting our debuting-year goal of 50 visits in 2021-2022, we strived for 75 Pulse Visits and exceeded the total by four.

Attracting new jobs and business investments: We strengthened our ability to grow local companies and attract foreign direct investment by hiring a business development expert, Pierre Laschereau. With his leadership, the BDB played a key role in helping French company Dahur get integrated into Martin County following its acquisition of Framah at William Field and guided an Italian company—to be named early next year—in moving its U.S. headquarters from New Jersey to Jensen Beach. With a brand-new strategy in place designed to advance our “Hubs of Excellence” and our “Now’s the Time” campaign to tout Martin County as “open for business,” we anticipate more announcements to come.

Creating greater buy-in and involvement: We continued our booster ship structures of the Partner Council and Talent Advancement Team and

will soon launch the BDB’s new Corporate Council. The Partner Council enjoyed by our friends and colleagues across the chambers industry associations, Martin County, City of Stuart, Village of Indiantown, State of Florida (and beyond), allows us to impart issues in the ever-changing marketplace. The Talent Advancement Team helps us connect with employers and their future hires. The Corporate Council will soon share and gain invaluable insights from industry leaders, job creators and experts who want to see our Hubs of Excellence grow.

Like last year, team ADY is excited to see the BDB has been blessed with the efforts of many who choose to serve. It will undoubtedly help improve the economy for Martin County unless us all. In working together, all the economic improvements, opportunities and possibilities associated with our pursuits enhances the distinctive life we share here with our families, friends and associates.

Your help is welcome, our door is always open.



Jeff Leslie
CEO, Lella Ventures
FY 2022 BDB President
of the Board



Jean K. Goodrich
Executive Director



"My service on the BDB Board has provided me an opportunity to contribute to my community. Continuity of businesses, families, and influx of new ideas makes Martin County's economy stronger."

Ed Weinberg, President,
EW Consultants, Inc.

BDB Leadership Team

Officers

Bill Leslie, President
Eric Kohn, President-Elect
Patrick Gibson, Secretary
Tomás "Tommy" Bueno, Treasurer

Directors

Alessandro "Alex" Anzalone
Marty Carmody
Kate Colner
Commissioner Troy McDonald, City of Stuart
Jamil Mikati
Ron Rose
Doug Sherman
William "David" Snyder
Councilman Guyton Stone, Village of Indiantown
Ed Weinberg
John Yudin, Esq.

BDB Counsel

Kenneth A. Norman, Esq.

Martin County Board of County Commissioners Liaison

Commissioner Harold Jenkins

Professional Team

Joan K. Goodrich, Executive Director
Jaymie Sardo, Economic Development Coordinator
Lynn Smith, Business-Partner Relations
Pierre Paschoreau, Business Development Executive

Founders and Past Presidents of the Board

The success of today's BDB is possible because of the foundation established by yesterday's leaders. The following individuals helped incorporate the BDB and served as Presidents of the Board. Thanks to their guidance, wisdom and stewardship, along with their fellow directors, Martin County is a better place for business.



- 1981 Joseph Calrabbone, James McGuffey, Kenneth Norman (Initial Directors)
- 1982 Robert DeSantis
- 1983 Peter Marovich
- 1984 John McKey
- 1985 Tim Kinane
- 1986 Stephen Powers
- 1987 Kenneth Norman
- 1988 Kenneth Norman
- 1989 Barbara Essenswine
- 2000 Ed Weinberg
- 2001 Jeffrey Chamberlin
- 2002 Jeffrey Chamberlin
- 2003 Ralph Davino
- 2004 Donald Cuzzo
- 2005 Phil Wintercorn
- 2006 John S. Leighton, III
- 2007 John S. Leighton, III
- 2008 Peter Kemp
- 2009 John Yudin
- 2010 Bill West
- 2011 Kathryn Spencer
- 2012 Ed Weinberg
- 2013 Ed Weinberg
- 2014 Jeff Sabin
- 2015 Dan Garmody
- 2016 Dan Garmody
- 2017 Ron Rose
- 2018 Troy McDonald
- 2019 David Powers
- 2020 Angela Hoffman
- 2021 Charlie Page
- 2021 Kate Colner
- 2022 Jeff Leslie

Our Impact

The BDB works collaboratively with its investors, partners, elected officials and community leaders to encourage owners, entrepreneurs and executives to launch, expand and remain, as well as relocate to Martin County, Florida. The community impacts of these job creators, innovators and investors are far-reaching. Our annual business plan aligns leadership and resources intentionally to grow our impact. The team achieved the following results in fiscal year 2022.

981,500
Commercial Real Estate
(Square Feet) Impacted



5

Economic Development
Announcements



Ashley/Capital
Acquisition
Palm City

Liberator
Retention
Martin County

**US HQ,
Relocation**
Jensen Beach

New Investment
Palm City

**Acquisition,
New Investment**
Hobe Sound



294
Jobs Created /
Retained

\$125.7 million
Total Direct Capital Investment (\$) Made



781

Number of Businesses Assisted



\$1 : \$251
Return on
Investment

(Total Direct Capital Investment +
BDB Operating Expenses)



114,946
Social Media
Impressions,
Reach and
Engagement



Prospect Dashboard

Number of Prospects: 56
Potential Prospect Job Impact: 2,839
Potential Prospect Square Footage Impact: 4.5 million square feet
Potential Prospect Capital Investment Impact (\$): \$2.1 billion



79

Pulse (Business Retention
Expansion) Visits

1



Innovation in Marketing

Jobs On the
Ballot Campaign
Awarded by:



88

Partner Referrals Made-Received



“Locals know what a great place Martin County is to live. But more and more people are finding out what a great place it is to do business—and the timing couldn't be better. Indeed, now's the time to invest in Martin County.”

Patrick Gleason, Co-Owner and Managing
Partner, State Insurance Agency

Investors are Leading the Way

This year, the BOB opened its doors to more executives, entrepreneurs and community leaders could help power the work of economic development in Martin County. A new investor framework was introduced, and these companies and entities stepped forward to join the Martin County Board of County Commissioners, City of Stuart and Village of Indiantown in funding and driving the mission forward.

United economic leadership is the way we strengthen Martin County's economy, and we thank these organizations and companies for leading the way.



Economic Visionary / \$450,000



Martin County Board of County Commissioners
 Doug Smith, District 1
 Stacey Hetherington, District 2
 Harold Jenkins, District 3
 Sarah Heard, District 4
 Edward V. Clampl, District 5
 Don Donaldson, County Administrator
 George Stokus, Assistant County Administrator

Leadership Council / \$10,000



Corporate Council / \$5,000

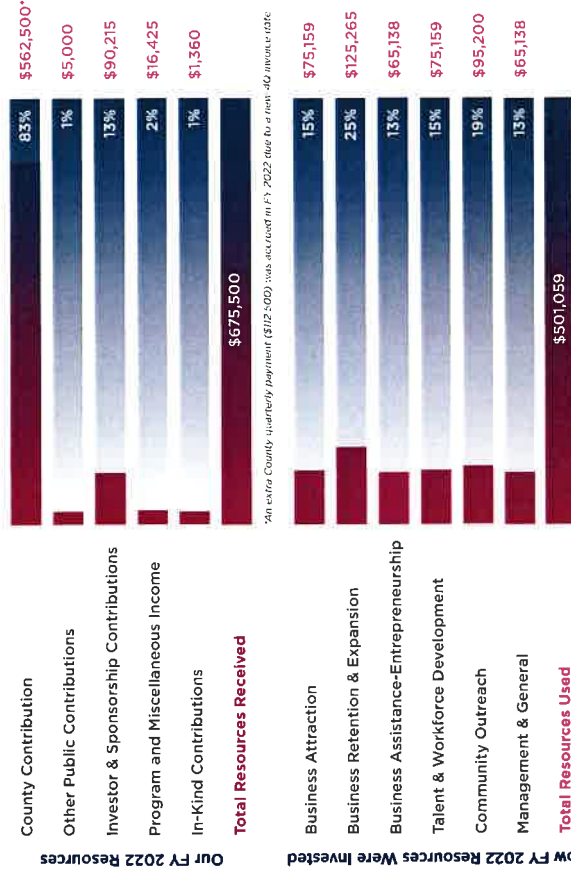


Champions Corps / \$1,000

First Citizens Bank, Growth Squad, Hobe Sound Early Learning Center, Manpower, SkyBlue Jet Aviation

Interested in joining Martin County's Economic Team?
 Call us at 772.221.1380 to schedule a prospective investor briefing.

Revenues and Expenses (as of September 30, 2022 un-audited)



Economic Development Headlines

Here's a list of the companies generating top headlines during fiscal year 2022 when they announced acquisitions, relocations, expansions and/or new buildings and facilities in Martin County. The BDB thanks each of them for choosing Martin County for business.



Foundry Communities



Knight Asplinger



AshleyCapital

DAHER

**DIVISIONS
LABB INC.**

**FLF
INDUSTRIES**

FLYNN

**G
GREEN
CASSON
SOLUTIONS**

IRSC

matamoras

MELTIO

SAMS

**INTEGRATED
INDUSTRIAL
RECYCLING**

Completes Purchase of 1,700-acre Sunrise Grove Commercial Center and 250-acre Martin Commerce Park to Develop Large and Multi-Tenant Buildings for Job Creators, Innovators and Fortune 500 Companies

World's Oldest Aircraft Manufacturer Acquires Stuart's Triumph Facility at Witham Field

Begins Construction on Its First 22,750-sq-ft Building in the New Indiantown Biomedical Park

Completes South Martin Industrial Park, a New Building, 96,000-sq-ft Industrial Warehouse Re-development, all part of a new industrial park

Wins Approvals for the 1.5-million-sq-ft, Master-Planned, Next-Gen South Florida Gateway Distribution Center with Franchise on former highway

Industries Initiates Project to Upgrade Lineation for Manufacturing Facility

Announces and Begins Construction on the new Indiantown High School, a New Career and Workforce-Driven Charter School in Partnership with the Martin County School District and on Land Donated by the Martin County Board of County Commissioners

Knight Asplinger Selects Orlando, Fla.-based, Master Developer of Hybrid, Featuring a New Employment District for Job Creators and Innovators

Multi-Metal 3D Printing Innovator Relocates U.S. Headquarters and Showroom to Palm City to Better Access New Opportunities Along the Space Corridor

Completes Phase 5 Expansion and Announces Phase 4 (466,000-sq-ft) is in Planning Stage

After acquiring American Custom Yachts, Wins Custom Yachts Begins Construction on Learning and Analytics Center at 5000 Waterfront at Palm Beach County's Legacy for Custom Boat Building

Martin County Open for Business

During the second quarter FY 2022, the BDB created its "Now's the Time" campaign designed to proactively court Martin County is open for business. Six key attributes are being highlighted including Martin County's

1. Strategic location midway between Miami and Orlando
2. Positive business climate supported by local business and elected leadership
3. New business spaces, shovel-ready sites and wide-ranging land opportunities
4. Redundant fiber-optic infrastructure and high-speed internet connections in rural settings
5. Innovative community investments in talent development
6. High quality of life featuring a water-based award-winning schools, world-class healthcare and a philanthropic collaborative community

Through the lens of our "Hubs of Excellence" strategy, messaging and digital marketing are being deployed in South Florida along the Treasure Coast, in the Greater Orlando, Space Coast and Tallahassee regions.

Additionally, the team hosted several key industry groups from Enterprise Florida, Enterprise Florida Germany and FPL to promote new real estate and partnership opportunities in Martin County.

"Martin County offers A-rated public schools, a first-rate health care system, an active lifestyle, and energy prices below the national average. Now's the time to make Martin County your forever home."

Kate Cotner, Principal Attorney, FPL

Strategic Location: Midway between Miami and Orlando

Availability: Shovel-ready sites and wide-ranging land opportunities

Technology: Redundant fiber-optic infrastructure and high-speed internet connections in rural settings

High Quality of Life: Award-winning schools, world-class healthcare and a philanthropic collaborative community

Community: Innovative investments in talent development

Accommodating: Supportive business climate and elected leadership

Business Climate: Positive business climate supported by local business and elected leadership

Community: Innovative investments in talent development

Accommodating: Supportive business climate and elected leadership

Business Climate: Positive business climate supported by local business and elected leadership

Community: Innovative investments in talent development

Accommodating: Supportive business climate and elected leadership

Business Climate: Positive business climate supported by local business and elected leadership

Community: Innovative investments in talent development

Fostering Leading Industries

The BDB's new "Hubs of Excellence" business development strategy is designed to broaden job creation and increase non-incident tax revenues from legacy and emerging industries that best suit Martin County. The six key industry focus areas are



AVIATION
AEROSPACE



MARINE



CLEAN
GREEN TECH



AGRI-BUSINESS
EQUESTRIAN



HEALTHCARE
MEDICAL TECH



INFORMATION
TECHNOLOGY

In April 2022, the BDB recruited a top-notch business development executive to lead the team's "Hubs of Excellence" efforts and build relationships with key industry owners, executives, and process owners that's essential to organizing and expanding our overall economic strength.

The BDB also hosted a commercial real estate forum and joined regional and national trade associations to lay the groundwork for a stronger referral network of future leads and prospects for Martin County.

"The business community is about more than just business; it is about people. Being a part of the BDB that helps existing and new business thrive strengthens our community. And to be able to contribute in even the smallest way is why I am involved and serve."

Eric Klein, President/CEO, C&W Technologies



BDB Industry Association Memberships

- American Building Association
- American Institute of Aeronautics and Astronautics
- Association for Unmanned Vehicle Systems International
- Marine Industries Association of the Treasure Coast
- NAIOP Commercial Real Estate Association
- National Business Aviation Association
- National Builders Manufacturers Association
- Treasure Coast Manufacturers Association

Grow (and Keep) Our Own Businesses: Pulse

Thanks to the BDB Board of Directors, investors and partners, the organization's listening and responding system for local business retention and expansion known as Pulse received an extraordinary injection of energy and leadership in Fiscal Year 2022, resulting in the completion of 79 one-on-one visits.

During each visit, the team:

- Takes a "pulse" on how business is going
- Problem solves and provides resources as needed
- Thanks each owner, entrepreneur and executive for choosing Martin County for their business

Zoom Pulse Visits and online Pulse surveys are also used when leaders are unable to meet in person

Following review and assessment of data and information collected, the BDB published the

inaugural **FY 2022 Martin County Pulse Report** to the community

A quick read the Pulse Report aggregates the perspectives, aspirations, concerns and recommendations by local business owners on how to build a stronger economy in Martin County.

To view the full report, visit bdtbmc.org/about/plans-and-reports/

The BDB wants to connect with local businesses. Call today to schedule a Pulse visit or provide a referral to other companies we should get to know. Call us 772.221.1380.



FY 2022 Martin County Pulse Report



"Martin County is amazing with its restaurants, schools and easy access to Orlando and Miami. It's the next and newest best place to be."

Tommy Bueno, CEO and Owner, SkyBlue Jet Aviation

Grow Our Own: Entrepreneurs

Martin County's small-business-centric economy is perfectly sized to realize our vision to become a magnet for entrepreneurs who seek to solve problems and deliver new products and services to the marketplace.

According to Dun and Bradstreet, there are more than 11,300+ businesses in Martin County. Eighty-seven percent of those businesses employ 20 people or less and our average firm size is 11.3 people.

Two years ago, the BDB completed asset mapping of Martin County's small business and entrepreneurial ecosystem and developed an action plan (MC Propel) to help close gaps and build upon past successful entrepreneurship efforts in concert with its economic partners and the Florida Small Business Development Center at IRSC.



The team also began to study best practices for incubators and accelerators and is currently in discussion from the local Small Business Innovation Association (SBIA) in preparation of forming its Entrepreneur Council in 2023.

"The secret is out: Martin County is an outstanding place for business and the BDB can help you get here."

Jefi Leslie, CEO, Leslie Ventures

And do what you love by learning and applying proven lessons from local business experts and leaders, transforming your **Side Hustle** into your **Main Gig**. Don't delay your business dreams another day. Register today!

Six Week Course: • Open to All • Large Marketing • Local Marketing • Local Business Owners • Local Business Owners • Local Business Owners

Only \$25!

REGISTER TODAY!

Love What You Do...

Thank You 2022 Side Hustle to Main Gig Business Advisors

Just Brown, Sueda, Boardwalk Group
 Anthony Cullum, Sueda @ IRSC
 Alan Parks, IRSC
 Frank Ponder
 Josh Wilford, IRSC @ IRSC
 First Midwest, Stuart Podgorsky Company
 Jenney Harris, Growth Band
 Jodie Stambor, US Bank
 Jeremy Marlow, Bank of America
 Kenneth A. Raimon, Bg
 Gregory Natali, HBS 270s & Consultants
 William "Drew" Snyder, Extrusion Proforma Corp

Grow (and Connect) Our Own: Talent

A strong talent pool with 21st century skills is now the top location criteria for businesses, companies, and their representatives as they consider locations for new sites, and facilities generating highly sought-after jobs and capital investment.

In response to an extraordinary community-level effort to build a workforce development capacity at the grassroots level, the BDSB launched its Talent Advancement team in H-Y 2022. Partners, employers, educators and other interested leaders stayed connected with the latest talent data and trends and helped implement collaborative activities.

Led by Tammy Matthew, Bank of America, the Talent Advancement team grew to 52 members during the year. The team's activities and deliverables featured:

- 2022 Future of Work and Learning Conversation in April 2022 with its partners at the Stuart-Martin County Chamber of Commerce
- Release of the 2022 Martin County Talent-Workforce Resources Guide for Local Employers
- Publishing semi-annual Martin County talent indicators

Additionally, the BDSB launched the TC Makers website, digital and television campaigns, with its regional partners



3Q 2022 MARTIN COUNTY TALENT INDICATORS	
Number of Open Jobs	3,245
Number of Job Seekers	7,003
Unemployment Rate	2.6%
Median Job Offer	\$74,278
Median Job Offer by Industry	\$74,278
Median Job Offer by Education	\$74,278
Median Job Offer by Experience	\$74,278
Median Job Offer by Location	\$74,278
Median Job Offer by Gender	\$74,278
Median Job Offer by Race	\$74,278
Median Job Offer by Age	\$74,278
Median Job Offer by Marital Status	\$74,278
Median Job Offer by Disability	\$74,278
Median Job Offer by Citizenship	\$74,278
Median Job Offer by Language	\$74,278
Median Job Offer by Industry	\$74,278
Median Job Offer by Education	\$74,278
Median Job Offer by Experience	\$74,278
Median Job Offer by Location	\$74,278
Median Job Offer by Gender	\$74,278
Median Job Offer by Race	\$74,278
Median Job Offer by Age	\$74,278
Median Job Offer by Marital Status	\$74,278
Median Job Offer by Disability	\$74,278
Median Job Offer by Citizenship	\$74,278
Median Job Offer by Language	\$74,278

- CareerSource Research Coast, Economic Development Council of St. Lucie County, Indian River County Chamber of Commerce, Indian River State College, Okeechobee County Economic Development Corporation) to build awareness and create interest in the exciting careers in manufacturing and skilled trades along Florida's Treasure Coast



Promote Strategic Economic Development Areas

The BDSB is focused on attracting and retaining jobs and capital investments in a variety of places where private and/or public investments are being made. Our efforts are geared toward attracting new companies to Martin County.

More ready-to-go space will be needed to meet the business needs of Martin County's growing "Hubs of Excellence" especially as the vacancy rates in office, industrial and retail are over at least 3.2%, 1% and 3.3% respectively.

Martin County Strategic Economic Development Areas

- **MC East (East of the Florida Turnpike)**
 - **Wilham Field:** General Aviation Airport (2,100 acres)
 - **Martin County's Innovation District** (76 acres)
 - **IRSC - Cleveland Clinic South Area** (76 acres)
 - **Martin County Community Redevelopment Areas:** Jensen Beach (67 acres), Rio (342 acres), Golden Gate (279 acres), Hobo Sound (1,024 acres), Port Salerno (880 acres) and Old Palm City (609 acres)
 - **City of Stuart Redevelopment Area:** 1,168 acres both north and south of the Roosevelt Bridge



- **MC West (West of the Florida Turnpike)**
 - **Sunrise Grove Commerce Center:** 177 acres, to be developed by a consortium of Palm Bay and West Palm Beach energy related companies and research and development firms
 - **Martin Commerce Park, Palm City:** 250 acres along I-95 and Martin Highway
 - **Seven J's Industrial Park:** 1,300 acres
 - **Newfield, Palm City:** 300 acres for 43 light industrial office uses
 - **South Florida Gateway Distribution Center, Palm City:** Master planned mixed-use development with freight on water Highway - 500,000 to 1,500,000 sq. available for lease
 - **Sands Commerce Center, Palm City:** Light industrial and distribution uses, seeking long-term lease (2,000 sf to 2,500,000 sf)
 - **Florida Commerce Park, Indiantown:** 100 acres permit-ready Opportunity Zone HUB Zone #12
 - **Florida Venture Park, Indiantown:** Parcels available ranging in 1.7 acres sites
 - **Indiantown Marine Center, Indiantown:** 33 acres, site ready for large boat builders > than 160
 - **Indiantown Airport:** 1,000+ acres

BDB Councils and Ways to Engage

The BDB revealed a new leadership engagement model in fiscal year 2022. Designed to build economic leadership capacity and increase the number of economic champions around its table. In fact, we grew our leadership corps by more than 125% over last year.

Leaders are engaging with the BDB because they want to:

- Raise their voice with others and solve key economic issues
- Gain valuable industry and policy insights
- Grow networks and partnerships
- Receive recognition as an economic champion
- Build a stronger, more vibrant economy for today's and tomorrow's families.

Additionally, the BDB conducted a United Economic Leadership breakfast and produced the 2021 Martin County Business Awards event honoring eight local companies, entrepreneurs and leaders who are making significant contributions and impacts on Martin County.

You are invited to support the cause of economic development and help spread the word Martin County is open and good for business. After all, as we often say "a stronger economy is everyone's business."



2021 Martin County Business Award Recipients

- Comfort Suites Stuart / Hutchinson Island - New Business of the Year
- DreamWorks Companies - Business Expansion of the Year
- Ocean Republic Brewing Company - Small Business of the Year
- Seasonal Bank - Headquarters of the Year
- Stuart Air Show - Non-Profit Business of the Year
- Sunshine Land Design - Business of the Year
- Brian O'Connor, Air Burners - Entrepreneur of the Year
- Janice Norman, Waterpointe Realty Group - Charlene Hoag Leadership Award



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BDB Partner Council (Martin County Biz Team)

Partnerships and collaborations are the way to ensuring long-term economic success. United economic leadership is the BDB's mantra.

Started in 2019, the BDB Partner Council represents local, regional and statewide organizations interested in working together to build a highly responsive service delivery system to help job creators, innovators and investors make business investments in Martin County.

It's a privilege to be their economic partner and we thank them for all they do to better our community and economy.

FY 2022 BDB Partner Council Members

(BDB Investors Indicated in Bold)

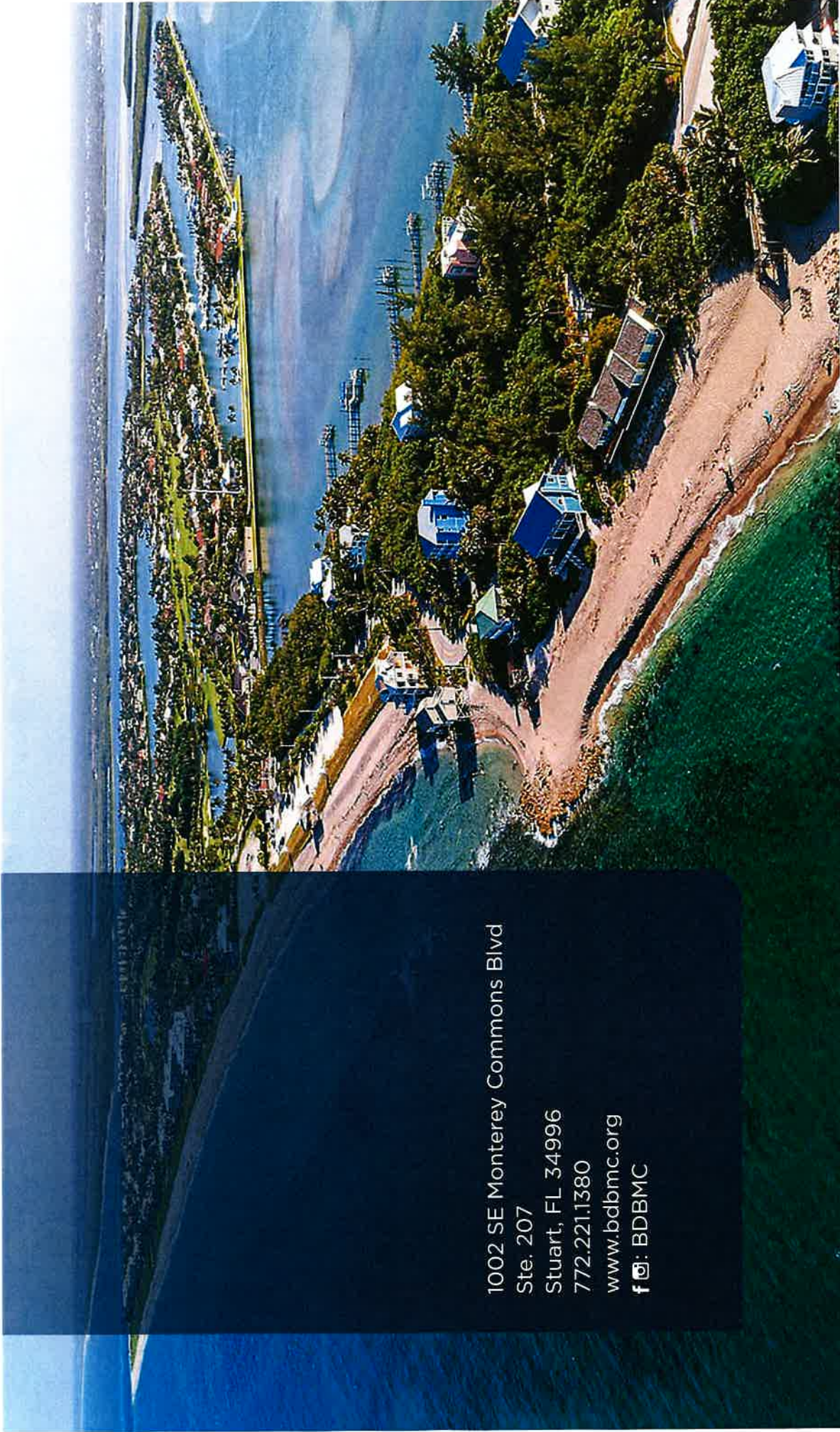
- Boys and Girls Club of Martin County
- CareSource Research Coast
- Children's Services Council of Martin County
- City of Stuart
- Economic Council of Martin County
- Enterprise Florida
- FAU
- Florida Small Business Development Center of IRSC
- Hobe Sound Chamber of Commerce
- House of Hope
- Indian River State College (IRSC)
- Indiantown Chamber of Commerce

- Jensen Beach Chamber of Commerce
- Marine Industries Association of the Treasure Coast
- Martin County - Administration
- Martin County - Airport
- Martin County - Community Development
- Martin County - Growth Management
- Martin County - Office of Tourism & Marketing
- Martin County REALTORS of the Treasure Coast
- Martin County School District
- One Martin
- Palm City Chamber of Commerce
- Project UH-1

- SBA
- Stuart Main Street
- Stuart/Martin County Chamber of Commerce
- The Arts Council of Martin County
- Treasure Coast Builders Association
- Treasure Coast Regional Planning Council
- Treasure Coast, SLOHE
- Village of Indiantown
- YMCA of the Treasure Coast
- Young Professionals of Martin County

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