



October 14, 2022

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

RE: 4<sup>th</sup> Quarter FY 2022 Report – July 1 – September 30, 2022

Dear George,

Attached please find our **4<sup>th</sup> Quarter Report for FY 2022**. Key quarterly highlights include:

- **Announced an international project - Project Green Ink** – who is relocating their **U.S. headquarters from New Jersey to Jensen Beach** with an initial job impact of 5 and a capital investment of \$500,000. Phase II may feature manufacturing facilities in 2-3 years. We won this competitive project (North Carolina, South Carolina, South Florida) thanks to our deepening partnership with Enterprise Florida and our local commercial real estate community.
- Grew the **economic development prospects-leads pipeline to 56** businesses and developers seeking to invest, start-up, grow, remain, or come to Martin County with a **potential direct business investment of \$2.1 billion**.
- Answered inquiries and **assisted more than 100 local businesses and residents**.
- **Conducted 12 Pulse Visits-Surveys** with local business owners, executives and entrepreneurs, exceeded our goal of 75 visits by **completing 79** and **issued the inaugural Martin County Pulse Report**.
- Hosted **Enterprise Florida's Domestic and FPL's Economic Development** teams for a familiarization (FAM) tour in Martin County.
- Published the **2022 Martin County Talent-Workforce Resource Guide** for local employers thanks to the efforts of the **BDB's Talent Advancement Team** led by Tammy Matthew, Bank of America.
- Continued work on the **Martin County Toolkit Project** designed to increase our economic competitiveness.
- **Grew the number of economic champions and leaders** around the BDB table from 55 to 130.
- Began preparations for the **2022 Martin County Business Awards with 3 new award categories** (Company to Watch, Manufacturer of the Year and Youth Entrepreneur of the Year) scheduled for **Friday, December 9, 11:30 am at Hutchinson Shores Resort & Spa**.
- **Transitioned our Board of Directors** under the exceptional leadership of Jeff Leslie, Leslie Ventures, FY 2022 Board President and elected Eric Kiehn, C & W Technologies as FY 2023 Board President.

It has been a very good year for the BDB and the momentum we have moving into the next fiscal year will help our community well into 2023 and beyond. Thank you for your collaborative partnership and for all you do to strategically support and strengthen Martin County's economy. It's making a world of difference!

Sincerely,

Joan K. Goodrich, Executive Director

cc: Carolyn Schmidt

1002 SE Monterey Commons Blvd. | Ste. 207, Stuart, FL 34996

772.221.1380 | bdbmc.org

**A STRONGER ECONOMY IS  
EVERYONE'S BUSINESS**

5

Economic  
Development Project  
Announcements

Annual Target: 10  
Pipeline: 56

294

Jobs Created -  
Retained to  
Date

Annual Target: 450  
Pipeline: 2,839

981,500

Square Footage  
Impacted to  
Date

Annual Target: 100,000 SF  
Pipeline: 4.5 million SF

\$125.7M

Capital  
Investment to  
Date

Annual Target: \$5 million  
Pipeline: \$2.1 billion

702

Biz Hotline,  
Outbound Calls,  
Online Searches and  
General Assistance<sup>1</sup>

Beginning 10/1/2021

79

Growing Our Own –  
Pulse Visits and  
Surveys  
*(Business Retention +  
Expansion)*

Annual Target: 75

16,401

Martinomics-PR-  
Marketing  
Impressions and  
Engagement<sup>2</sup>

Beginning 10/1/2021

234

Social Media Posts<sup>3</sup>  
with a Reach of  
92,065 and an  
Engagement of 6,480

10/1/2021 – 9 30/2022

88

Referrals Received  
From | Made to  
Partners

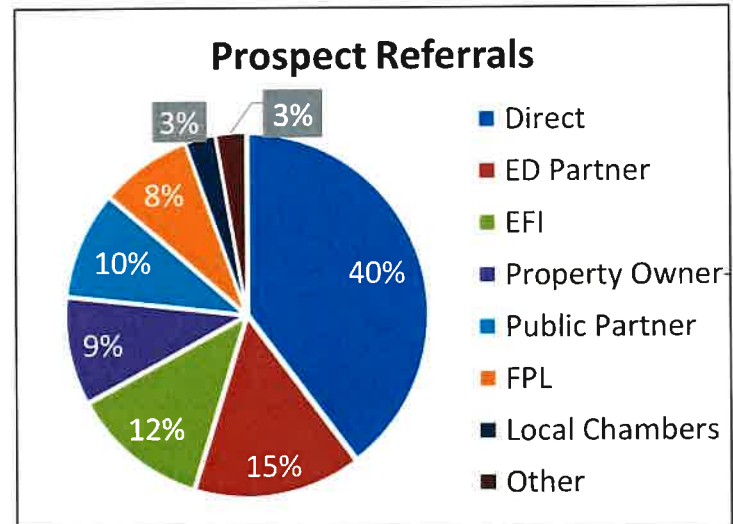
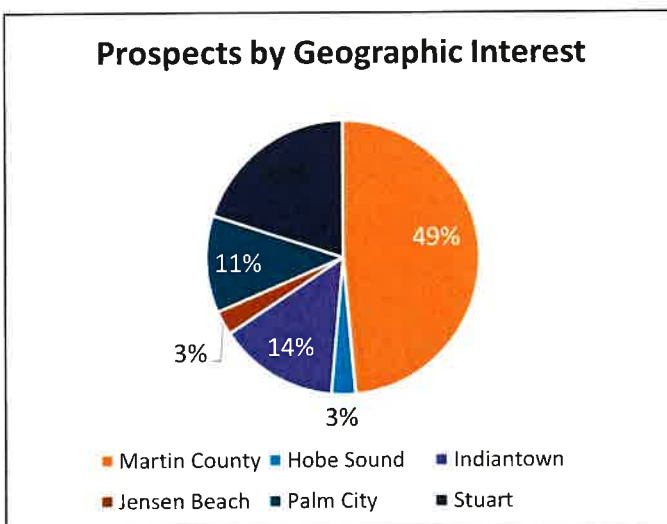
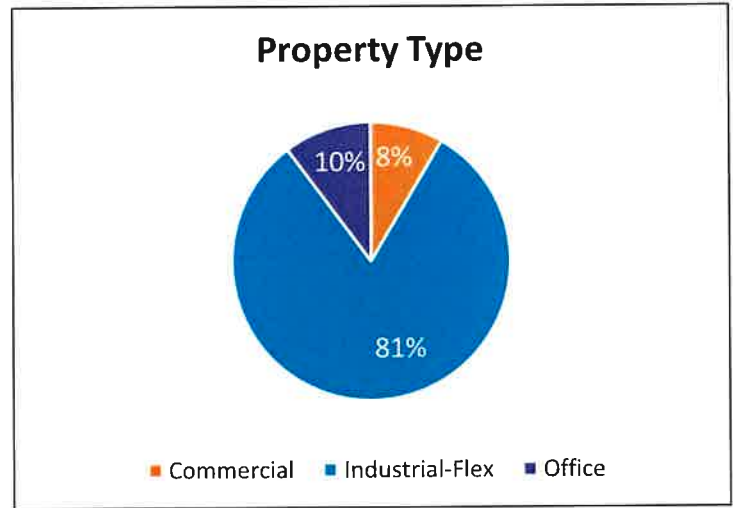
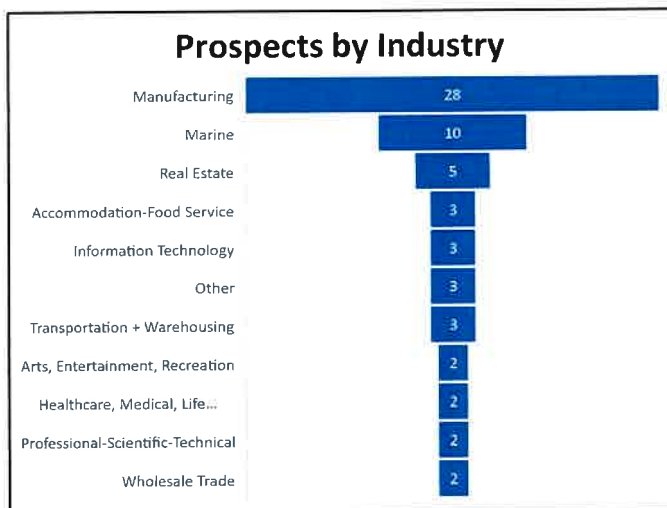
Beginning 10/1/2021

<sup>1</sup> Includes Zoom Prospector visits

<sup>2</sup> Highlights number of Constant Contact messages, opens and BDBMC.org users

<sup>3</sup> Facebook and LinkedIn Social Media posts

<h2>56</h2> <p><b>Economic Development Prospects</b></p> <p>Pipeline Target: 40 Annual Goal: 10</p>	<h2>2,839</h2> <p><b>Potential Job Impact</b></p> <p>Pipeline Target: 1,800 Annual Goal: 450</p>	<h2>4.5M SF</h2> <p><b>Potential Square Footage Impact</b></p> <p>Pipeline Target: 400,000 SF Annual Goal: 100,000 SF</p>	<h2>\$2.1B</h2> <p><b>Possible Capital Investment Impact</b></p> <p>Pipeline Target: \$20 million Annual Goal: \$5 million</p>
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A Stronger Economy is Everyone's Business

#	Strategy	Timing	Notes	Status
1	Provide on-demand services to leads, prospects and clients.	On-Going	The team made an economic development announcement – the relocation of an US headquarters by an Italian firm to Jensen Beach with an impact of 4 new jobs, 2,500 sf and \$500,000 in capital investment.. Additionally, continues to work with 56 prospects with potential impacts of 2,839 new-retained jobs, 4.5 million square feet and \$1.2 billion in capital investment.	Completed
2	Produce the 2021 Martin County Business Awards.	1Q	Conducted the sold-out event on Friday, November 5, 2021 and recognized 8 local businesses and leaders  Planning for the 2022 MC Business Awards Luncheon has begun and is scheduled for Friday, December 9, 2022.	Completed
3	Poll and survey Martin County business owners, managers, entrepreneurs, and executives.	2Q, 4Q	Pulse Survey and Visits continue with Board, Investors and Partners. 2022 Pulse Report completed.	Completed
4	Host one Commercial Real Estate Roundtable and two Industry Roundtables to keep a pulse on needs and trends.	2Q, 3Q, 4Q		Partially Completed
5	Expand the Business Expansion-Retention 1:1 Visitation Strategy.	On-Going with Final Report in 4Q	Annual goal: 75; 79 Pulse Visits conducted, and Inaugural FY 2022 MC Pulse Report issued.	Completed
6	Conduct Thank You for Creating Jobs and Investing Sessions with Key BDB and Partner Leaders.	Quarterly		Placed on Hold
7	Propel MC: Produce 2 Business Accelerator Programs (BAP) and 2 Side Hustle to Main Gig (SHTMG) Cohorts.	2Q, 4Q		Partially Completed
8	Propel MC: Pilot a Micro-loan Program with Partners including possible seed funding from the County's ARPA funding.	3Q	Following notice by the County that ARPA funding is not possible due to strict guidelines, the BDB will cease this activity at this time.	Placed on Hold
9	Update and distribute Business Resource Guide, maintain MC Biz Hub, and produce 3 Small Talks.	2Q, 3Q, 4Q	702 business assistance service requests completed in FY 2022.	Partially Completed
10	Execute the Hubs of Excellence Marketing and Business Development Strategy and launch a new advertising campaign.	On-Going	Now's the Time "to Make Business Moves in Martin County" advertisement completed. Now's the Time video and landing page in production.	Completed

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

**A Stronger Economy is Everyone's Business**

#	Strategy	Timing	Notes	Status
11	Evolve business storytelling strategy featuring CEO-Entrepreneur Profiles and increase imagery for "Distinctive. By Design." brand.	Bi-Monthly		Partially Completed
12	Attract and/or host one new regional-state-corporate meeting with room nights and develop a new collateral piece to use with business visitors in partnership with the Office of Tourism and Marketing.	2Q	Florida Career Pathways Network returning to Martin County in 2023 and BDB is assisting with Pre-Conference Industry Tours.	Completed
13	Host two Future of Work + Learning Events with partners and provide semi-annual Talent Indicators to partners and policymakers.	1Q, 2Q, 3Q, 4Q	BDB Talent Advancement Team meeting conducted on 9/19/2022. Martin County Talent-Workforce Guide released in September 2022.	Completed
14	Advance activities from the County's 2021 COVID-19 Economic Study.	1Q	BDB team continues to partner with County consultant Bill West to support 1:1 visits in the Innovation Hub. 13 visits conducted to date.	Completed
15	Advocate for and recruit new in-area training and higher education facilities and resources to grow the Hubs of Excellence, as needed.	On-Going	The BDB continues to participate as a community partner of the new FAU Health Network.	Completed
16	Develop the BDB's Economic Development Policy and Legislative Action Plan and make recommendations for updates to MC's incentives toolbox and use of the Economic Development Trust Fund.	1Q, 3Q	The BDB's research, best practices and benchmarking is underway on Martin County's Incentives Toolbox and in preparation of strategic discussions with the BDB Board, County, Economic Partners and area land development, planning, CRE and banking-finance professionals. Formal white paper with recommendations will be completed in the 1Q FY 2023.	Completed
17	Continue the Partner's Council (MC Biz Team) designed to work on common initiatives, leverage resources and share market-business intelligence to improve MC's economy and market reputation.	Quarterly	Partner Council met on 9/9/2022 and Katherine Culhane, Associate Director of the FSBDC named as Chair.	Completed
18	Advance the BDB's Leadership Engagement Model resulting in an increase in funding (\$156,590) and the number of economic development champions involved.	On-Going	To date, \$81,000 of non-public sector annual investments have been made to support the BDB Business Plan and economic development strategy. The number of economic champions has increased to 130 in FY 2022 from 55 in FY 2021.	Partially Completed

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

**A Stronger Economy is Everyone's Business**



# FY 2022 Martin County Pulse Report

A Stronger Economy  
is Everyone's Business.



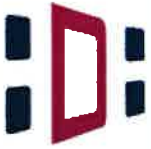


# Introduction

Great economic development efforts include a feedback loop with existing businesses and companies. **Martin County's 'listening and responding' program** is called "**Pulse**." We execute this crucial business retention and expansion (BR+E) initiative in cooperation with our economic and community partners, investors and executive leaders.

During FY 2022, **79 Martin County business owners, executives and entrepreneurs received a "Pulse" visit** and shared their sentiments, perspectives, needs and dreams. Here's what they had to say.

*Business Development Board of Martin County (BDB)*



# Why Pulse?

- **"Take a pulse"** on **local business conditions** and their **perceptions** of Martin County as a place for business.
- **Track** Martin County's **business friendliness and readiness**.
- Provide **business assistance** to companies "at risk" or who have plans for expansion.
- **Thank local businesses** for providing jobs and making contributions which improve our distinctive quality of life.





# Longevity

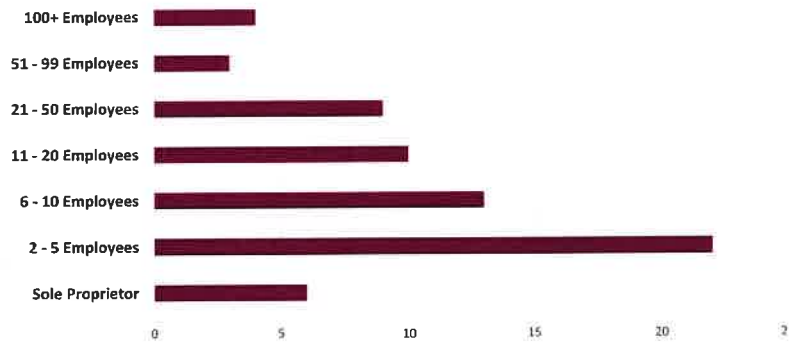
# Employee Size

Longevity



- Less than 1 year
- 1 - 2 years
- 3 - 5 years
- 6 - 10 years
- 11 - 19 years
- > 20 years

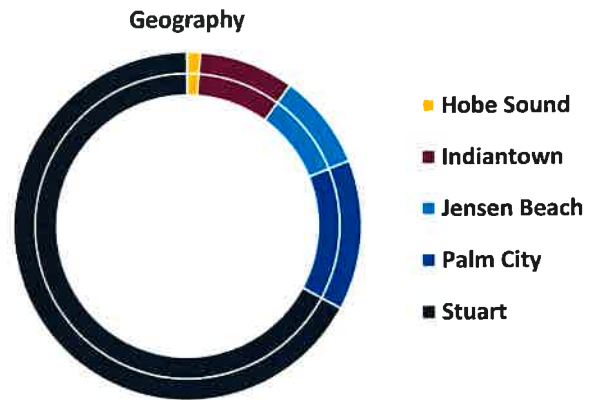
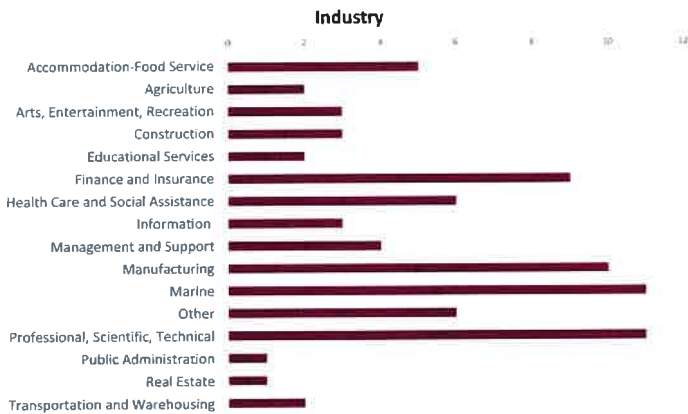
Employee Size





# Industry

# Geography

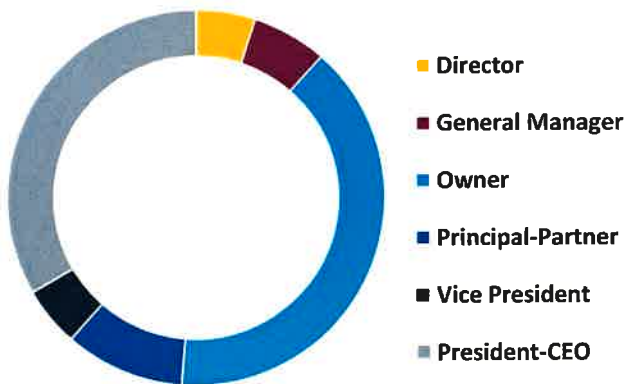




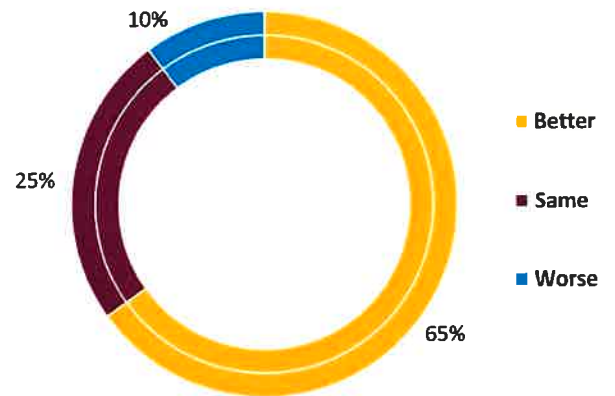
# Leadership Roles

# Business Conditions

Leadership Roles



Year-Over-Year Business Conditions





WMR & Nihilio Concepts

\*to Family or a Friend



**Would You  
Recommend  
Martin  
County as a  
Place for  
Business?\***

**Yes: 93%**

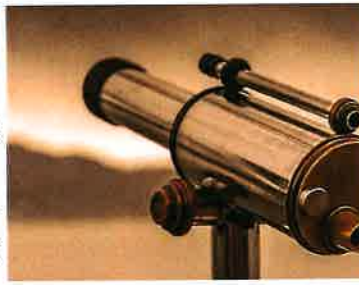


# Top Opportunities

*Business Opportunities Mentioned Most Frequently*



**Sales & Exports**



**Industry Outlook**



**M & A**



**Expansion**



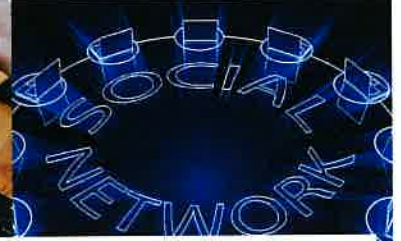
**Growing Local Industries**



**Government Contracting**



**Operational Efficiencies**



**Local Connections  
Philanthropy**



# Top Challenges



**Talent Recruitment & Retention**

**Quality Talent Pool - Bilingual**

**Customer Acquisition**

**Low Inventory & Supply Chain**

**Knowledge - Strictness of  
Local Regulations**

**Pandemic Aftermath**

**Rising Business Costs**

**Access to Capital**

**Availability of  
Commerce Real Estate**

**Limited Insurance Market**

*Business Challenges by Frequency of Mention*





# Rethinking Business Footprints

**9 local companies are planning expansions and 1 firm is at-risk** of leaving Martin County.

Expanding businesses are looking for space ranging from **2,000 to 130,000 square feet**.

The BDB, and its investors and partners, are assisting them with site selection, permitting, talent recruitment and development services.





# Open Positions

Accountants  
Administrative Assistants  
Assemblers  
Banking Tellers and Managers  
Bookkeepers  
Business Brokers  
Business Consultants  
Construction Superintendents  
Customer Service Representatives  
Delivery Drivers  
Engineers  
Estimators  
Financial Consultants  
HR Managers and Directors

Marine Diesel Mechanics  
Marine Electricians and Carpenters  
Marine Fiberglass Technicians  
Marine Painters  
Marketing Coordinators  
Mechanics  
Paralegals  
Pilots  
Range Safety Officers  
Recreation Coordinators  
Roofers  
Technicians  
Warehouse Operators  
Welders

**"60% of Pulse  
Participants  
Are Hiring"**







## Product Needs

- Countywide Events Calendar
- Fencing Materials
- Maker Spaces and Shared Machine Shops
- Marine Parts
- Meeting Spaces
- Online Business Directory (Shop Local)
- Restaurant Supplies
- Road Capacity



## Service Needs

- Affordable Accounting
- Business Advocacy
- Catering Services (Lunch)
- Electronics Recycling
- ESOL Training
- Healthier Commercial Insurance Marketplace
- Reliable Broadband / Internet
- Reliable Electricity
- Small Business Training





# Missing from Local Economy

- Affordable Housing
- Apprenticeships
- Attractions for Families and Young Professionals
- Available Land for Affordable Housing
- Bilingual Community Materials
- Business Expansion Opportunities at Airport
- CEO Roundtable
- Green Businesses
- Large Meeting-Conference Spaces (>350)
- Marketing Talent
- Meeting Spaces for Home-Based Businesses | Remote Workers
- Machining Programs
- New Office Space
- Nightlife
- Property Appraisers
- Public Parking Areas
- Recital-Performance Spaces
- Relationship-based Networking
- Rooftop Restaurants
- Small Business Health Insurance
- Specialty Retail
- Surveyors
- Train Stop
- University Presence
- Workforce Training
- Young Professionals
- Western Hotels and Food Services

# Martin County Advantages

**Lifestyle**

**Strategic Location**

**Community Connections-Resources**

**Ease of Networking**

**Available Land**

**Access to Supportive Elected Officials**

**Upscale Clientele**

**Natural Environment**

**Access to Waterways**

**Sense of Community**

**Caring, Philanthropic Giving**

*Ranked by Frequency of Mention*





# Areas for Improvement



**Variety and Cost of Housing**

**Lower Wages**

**Talent Availability**

**"Closed for Business" Reputation**

**Cost of Living**

**Closed Network of Influence**

**Working Waterfronts**

**No Growth Mentality**

**Federal Highway Congestion**

**Talent Recruitment Strategy**

*Ranked by Frequency of Mention*





# Recommendations

Forthcoming by  
BDB Investors, Partners and Executive Leaders





# Special Thank You

*Pulse Visit Survey Participants*

Advanced Metal Roofing dba  
Brilliant Roofing  
AGeekToGo!  
AGTI - Advanced Technology Group  
Air Burners  
Alltel Network  
Alzheimer's Community Care  
ARC of Martin County  
Big Five Tours & Expeditions  
Bonnie C Landry & Associates, P.A.  
Chapman School of Seamanship  
Clark & Associates  
Clean Sweep Pest Management  
Comfort Suites  
Connect Credit Union  
Daniels Fence Corp.  
Designer Services of the Treasure  
Coast dba Coastal DKI  
Ebersold Boatworks LLC

Family Promise of MC  
Four Fish Inn  
Four Fish Marina  
Garlington Landweeer Yachts  
Gary Owens Insurance Group  
Gilbert's Coffee Bar  
Growth Squad  
Hampton Inn and Suites Stuart  
Hinckley Yacht Services  
HJA Design Studio  
Hobe Sound Farmers Market  
Hurricane Boat Lifts  
Importico's Bakery LLC  
Indiantown Airport X58, Inc.  
Indiantown Marina  
Indiantown Marine Center  
International Training  
Kai Kai Farms  
Kath & Nicks Baber Shop

Keiser University  
Kinane Printing  
Lotus Gun Works of SFL  
Loving Chiropractic of Stuart  
Madison's Miracles  
Manatee Pocket Yacht Sales  
Mark Brechbill PLLC CPAs  
Masterpiece Builders  
Mate Series  
McCarthy, Summers, Wood,  
Norman, Melby + Schultz . PA.  
Meltio  
Michael Dale Attorney  
Mingace Custom Sound  
Ocean Republic Brewing  
Pace Machine & Tool  
PNC  
Project Lift  
PuroClean



# Special Thank You

*Pulse Visit Survey Participants*

Red Properties Realty  
Rehmann CPAs & Consultants  
Sea Shell Digital  
Seacoast Bank  
Seatorque Control Systems  
Seminole Inn  
Shear Water FI  
Sky Blue Jet Aviation  
Southwest Greens  
Sunset Bay Marina  
Sunshine Land Design  
Tami Karol Insurance  
TC Business Brokers & Commercial  
TeamLogic IT  
The Barn Theater  
The Terrio Group  
Thrivent Financial  
Town of Ocean Breeze  
Triple L Insurance Agency

Truist Bank  
United Way  
Willis Custom Yachts  
WKFK Law  
WMR & Nihilo Concepts  
Y of the Treasure Coast

*Pulse Visits and Surveys  
conducted 10/1/2022 -  
9/30/2022.*





# Special Thank You

*Pulse Team Executive Leaders*

- William "David" Snyder, Evergreen Private Care, Pulse Team Lead
- Alex Anzalone, IRSC-Chastain
- Ted Astolfi, Economic Council
- Sarah Baker, First Citizen's Bank
- Kate Cotner, FPL
- Patrick Gleason, State Insurance Agency
- Joan K. Goodrich, Business Development Board MC
- Trisha Hawthorne, TD Bank
- Eric Kiehn, C & W Technologies
- Jeff Leslie, Leslie Ventures
- Jill Marasa, Ashley Capital
- Ron Rose, Jensen Beach Chamber of Commerce
- Troy McDonald, Mayor, City of Stuart
- Jamil Mikati, American Stairparts
- Jaymie Sardo
- Lynn Smith, Business Development Board MC
- Pierre Taschereau, Business Development Board MC
- Rich Vaaler, NAI Southcoast
- Bill West, West Advisory Services







[www.bdbmc.org](http://www.bdbmc.org)



[info@bdbmc.org](mailto:info@bdbmc.org)



772.221.1380

# Get in Touch

The **Business Development Board of Martin County** wants to connect. **Call today to schedule a Pulse Visit** or **provide a referral** to other Martin County owners, executives and entrepreneurs we should visit too.

*v. 10/9/2022*





# Martin County Talent & Workforce Guide



GUIDE FOR  
LOCAL EMPLOYERS

ABOUT

# Martin County Talent & Workforce Guide



Increasing the talent pool, aligning the talent pipeline and improving labor market conditions is the goal of our collective efforts to build a strong, adaptable workforce for today's (and tomorrow's) Martin County economy.

Highlighted in this inaugural guide are resource providers and community partners who are helping businesses fill jobs quickly, lower training costs, use labor market data, be an 'employer of choice' and connect with talent pipelines.

Nearly \$40 million of new Martin County talent-workforce facilities, programs services are in the works (or newly launched) for local employers to connect with and create new partnerships.

As this resource guide is meant to be a living document, let us know of new and changing information by emailing us at [info@bdbmc.org](mailto:info@bdbmc.org), attention Talent Team.

Yours in partnership,

Tammy Matthew, Chair  
Bank of America

*BDB Talent Advancement Team*

# Talent Solutions



04

APPRENTICESHIPS & INTERNSHIPS

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05

CAREER CENTERS & STAFFING SERVICES

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07

JOB POSTING SITES

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09

TALENT PIPELINE PARTNERS

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11

TRAINING & EDUCATION PARTNERS

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14

WORKFORCE GRANTS

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15

LABOR MARKET TRENDS & MARTIN COUNTY METRICS

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# Apprenticeships & Internships



## CAREERSOURCE RESEARCH COAST - APPRENTICESHIPS

Mary Murphy  
866.482.4473 x560  
apprenticeships@careersourcerc.com

**CareerSource Research Coast** is helping to sponsor new registered apprenticeship programs that allow job seekers to earn wages while learning workplace skills, working toward a career and avoiding student loan debt.

With financial support from Florida Department of Education, Division of Adult Education, CareerSource Research Coast currently offers apprenticeship programs in Information Technology (Tech Support Specialist, Network Support Specialist and Cybersecurity Support Technician) and Marine (Marine Services Technician) industries.



## CAREERSOURCE RESEARCH COAST - SUMMER OF SUCCESS

Rachel Pamer  
866.482.4473 x 513  
summerofsuccess@careersourcerc.com

During **Summer of Success**, eligible youth ages 16-19 can attend Youth Employment Success Solutions (YESS) training where they will learn valuable skills to help them succeed in the workplace. Those who complete the classroom portion of the program will then participate in an internship at a local business where they will earn while they learn. Youth are compensated through the program (June-August) and at no cost to local businesses.



THE  
EDUCATION  
FOUNDATION  
OF MARTIN COUNTY



## MARTIN COUNTY HIGH SCHOOL INTERNSHIP PLATFORM

Lana Barros  
710 SE Central Pkwy  
Stuart, FL 34994  
772.219.1200 x 30412  
barros@matinschools.org

**Martin County School District** and the **Education Foundation of Martin County's High School Internship** platform is a one-stop solution for local employers seeking to promote their work-based learning experiences to local Martin County high schoolers.

Visit [educationfoundationmc.org](http://educationfoundationmc.org) and click **High School Internships** to list all your paid or unpaid internships. Full, semester and summer periods are suggested.



# Career Centers & Staffing Services

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## **CAREERSOURCE RESEARCH COAST - MARTIN COUNTY**

Joe Azevedo  
710 SE Central Pkwy  
Stuart, FL 34994  
866.482.4473 x 104  
jazevedo@careersourcerc.com

**CareerSource Research Coast's** network of professionals connect employers with job seekers by analyzing an employer's workforce needs while customizing services and programs according to their goals.

Key services include: grants and incentives, federal bonding services, recruiting services, apprenticeships, rapid response services, local area profiles, regional labor market data, economic profile reports and more.



## **ESI WORKS**

Talena Addison Howard  
4229 SW High Meadow Avenue, # 201  
Palm City, FL 34990  
888.246.6066  
talena@esiworks.com

Founded in 2015, **ESI Works** is committed to providing simplified employment solutions through superior work ethic and industry experience.

It's their mission to treat every person with wholehearted integrity and dedication. ESI Works proudly holds the distinction of being a service disabled, veteran owned small business.

ESI Works specializes in the education and healthcare industries and direct hire staffing.



## **EXPRESS EMPLOYMENT PROFESSIONALS**

Mike England  
900 E Prima Vista Blvd., Ste. 100  
Port St. Lucie, FL 34952  
772.212.7479  
mike.england@expresspros.com  
Serves Martin County

**Express Employment Professionals** is one of the area's key staffing companies. Every day, they help people find jobs and provide workforce solutions to local businesses.

Express provides a full range of employment solutions that include full-time, temporary, and part-time employment in a wide range of positions, including Professional, Light Industrial, and Office Services.

# Career Centers & Staffing Services

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INDIAN RIVER  
STATE COLLEGE

## INDIAN RIVER STATE COLLEGE - CHASTAIN CAMPUS

Suzanne Prior, Career and Transfer  
Specialist  
2400 SE Salerno Road, Stuart, FL 34997  
772.419.5604  
sprior@irsc.edu

**IRSC's Career and Transfer Services Center** team prepares students and graduates to connect with employers by providing career assessment, career advising, resume writing, mock interviews, internships, job shadowing, career fairs, transfer services, along with co-advising from partnering universities, graduate school events, and job search strategies.



## Manpower\*

### MANPOWER

Alberto Delgado  
1650 S. Kanner Highway  
Stuart, FL 34994  
772.287.5359  
alberto.delgado@manpower.com

**Manpower** provides quality employment opportunities, training and workforce solutions.

They opened their doors on the Treasure Coast in 1980 and offers local companies innovative workforce solutions in staffing including temporary, temporary-to-permanent, permanent placement, payroll and HR consulting services.



## SPHERION

STAFFING & RECRUITING

### SPHERION

Rich Kolleda  
240 NW Peacock Blvd., Suite 104  
Port Saint Lucie, FL 34986  
772.336.9545  
richkolleda@spherion.com  
Serves Martin County

**Spherion** is a national recruiting and staffing enterprise that blends the resources of a global HR company with the local insights of their independent franchise owners like Rich Kolleda.

A pioneer in the staffing industry, Spherion has been providing companies with the workforce solutions they need for over 75 years, while helping people find jobs and build careers where they can thrive.

# Job Posting Sites

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## **EMPLOY FLORIDA**

Florida Department of Economic Opportunity  
Local Liaison: CareerSource  
Research Coast  
Joe Azevedo  
710 SE Central Pkwy  
Stuart, FL 34994  
866.482.4473 x 104  
jazevedo@careersourcerc.com

**Employ Florida** is the State of Florida's comprehensive online portal for employers and job seekers. Employers are able to post job openings, find candidates, stay current on job market trends and view labor market information for all areas in Florida. Visit [employflorida.com](http://employflorida.com)



## **HOBE SOUND CHAMBER OF COMMERCE**

Lainey Muenich  
560 S. US Highway 1  
8958 SE Bridge Road - 2nd Floor  
Hobe Sound, FL 33455  
772.546.4724  
lainey@hobesound.org

**The Hobe Sound Chamber of Commerce** seeks to advance the general welfare and prosperity of the Hobe Sound area so that its citizens and all areas of business prosper. The Hobe Sound Chamber organizes a number of networking functions, produces several signature community events, publishes a bi-weekly e-newsletter touting business related events and news and provides an online job bank for area employers. Visit [hobesound.org](http://hobesound.org).



**INDIAN RIVER STATE COLLEGE**

## **INDIAN RIVER STATE COLLEGE - COLLEGE CENTRAL NETWORK**

Suzanne Prior, Career and Transfer Specialist  
2400 SE Salerno Road, Stuart, FL 34997  
772.419.5604  
sprior@irsc.edu

**IRSC's Career and Transfer Services Office** is the entry point to College Central's job postings service that provides leading-edge technology for connecting employers with qualified emerging talent, quickly and easily. Employers can post job opportunities FREE of charge on **College Central Network** and reach skilled, registered job seekers who are enrolled at or have graduated from Indian River State College and other Network institutions.



# Job Posting Sites

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## **PALM CITY CHAMBER OF COMMERCE**

Missi Campbell  
2701 SW Cornell Avenue  
Palm City, FL 34990  
772.286.8121  
missi@palmbcitychamber.com

The **Palm City Chamber of Commerce** serves as the principal advocate of the community and its businesses, acting as the catalyst in promoting the economic development of the Palm City area, stimulating jobs and improving the quality of life.

To learn more about its Job Posting service call the Chamber or visit [palmbcitychamber.com](http://palmbcitychamber.com).

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STUART/MARTIN COUNTY



## **STUART MARTIN COUNTY CHAMBER OF COMMERCE**

Angela Hoffman  
1650 S. Kanner Highway  
Stuart, FL 34994  
772.287.1088  
ahoffman@stuartmartinchamber.org

The largest Chamber of Commerce on the Treasure Coast, the **Stuart-Martin County Chamber of Commerce** plays a key role in strengthening Martin County's economy through initiatives and activities that problem solve, showcase and support area businesses and its members. The Chamber's online job posting service helps connects job seekers to employers of choice. Visit [stuartmartinchamber.org](http://stuartmartinchamber.org) to learn more.



## **TREASURE COAST BUILDERS ASSOCIATION**

Maddie Williams  
6560 S. US Highway 1  
Port St. Lucie, FL 34952  
772.336.8222  
maddie@treasurecoastba.com  
Serves Martin County

**Treasure Coast Builders Association** provides trade members in residential, commercial or industrial construction and other associates the chance to post job openings online. Mentoring, Future Builders of America, career days and boot camps are also held year round to ensure the industry has skilled talent. Visit [treasurecoastba.com](http://treasurecoastba.com).

# Talent Pipeline Partners

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**BOYS & GIRLS CLUBS  
OF MARTIN COUNTY**

## **BOYS & GIRLS CLUBS OF MARTIN COUNTY**

Keith “Fletch” Fletcher  
11954 SE Dixie Highway  
Hobe Sound, FL 33455  
772.545.1255  
kfletcher@bgcmartin.org

For more than 30 years, **Boys & Girls Clubs of Martin County** has provided award-winning programs designed to guide and inspire young people ages 6-18 to learn, grow and mature in route to becoming successful adults. Each of the BDCMC clubs offer opportunities for fun, fitness, and S.T.E.A.M. activities, and certified teachers collaborate with club members on everything from tutoring and homework help to specialized courses that prepare them for careers in a variety of trades.

A fifth club, to be built soon near Stuart Middle School in east Stuart, will house the new flagship Workforce Development Collaboratory and provide innovative experiences to equip teens and high school students with career and trade skills.



**Helping  
People  
Succeed**

## **HELPING PEOPLE SUCCEED**

Jennifer Ripperger | Shannon Wilson  
1601 NE Braille Place  
Jensen Beach, FL 34957  
772.320.0770  
jripperger@hpsfl.org  
swilson@hpsfl.org

**Helping People Succeed** is a comprehensive organization that has recognized that many populations within our society need strength-based services that lead to self-sufficiency, personal responsibility, and the ability to lead an everyday life. Helping People Succeed’s goal is to help each person to reach their potential so they may have a successful future, enjoying their life fully and participating as productive taxpaying citizens. Helping People Succeed also helps improve the community’s economic viability and diversity through programs that assist children to become ready for school and adults to find and maintain employment.



## **HOUSE OF HOPE**

Rob Ranieri  
Megan McKeever, Workforce-Career  
2484 SE Bonita Street  
Stuart, FL 34997-5004  
772.286.4673 x 1001  
772.286.4673 x 1030  
rob@hohmartin.org  
megan@hohmartin.org

**House of Hope** is a nonprofit agency that provides food, clothing, furniture, financial assistance, information & referral, and life-changing case management services to Martin County residents in need.

The organization has service centers and thrift stores in Stuart, Hobe Sound, Indiantown, and Jensen Beach. House of Hope’s Golden Gate Center for Enrichment in Stuart offers free programs, technology, and workshops designed to enhance life skills, earning potential, health, and overall well-being. House of Hope also operates the Growing Hope Farm in Palm City and several nutrition gardens.

House of Hope recently expanded its workforce-career services and seeks new local employer partnerships.

# Talent Pipeline Partners



## PROJECT LIFT

Bob Zaccheo  
1330 SW 34th Street  
Palm City, FL 34990  
772.221.2244  
bob@projectliftmc.com

**Project LIFT's** innovative delivery of mental health services provides therapy through the unique platform of vocational training.

At no cost, at risk 14-21 year old young men & women engage in hands- on training in: welding, HVAC, solar installation, metal forging, barbering & cosmetology, construction, auto repair, screen printing and more, while licensed therapists work with them to address issues including depression, anxiety, addiction, trauma, abuse and anger management.

**Regular, on-site boot camps** with area industry groups and concluding with 'signing days' is providing emerging talent to growing businesses.

IRSC Tuition Free Workforce Recovery Training also available at Project Life for adults seeking certification as **Construction** or **Solar Energy Technicians**. Weekly entry points for training.



## REVERSE THE DOOR

Lisa Dames | James Haslom  
4001 SE Commerce Avenue  
Stuart, FL 34997  
772.485.1279  
lisadames@att.net

The mission of **Reverse the Door** is to assist non-violent offenders and their families build valuable life skills through education, mental therapy, mentorship and employment opportunities to become productive members of society.

Many second chancers - those coming out of jail and prison - have received classes, workshops, skills training and certificates of completion in a variety of programs while they were serving.

STUART/MARTIN COUNTY



## STUART-MARTIN COUNTY CHAMBER OF COMMERCE CAREER CONNECT MARTIN

Angela Hoffman | Gina Masters  
1650 S. Kanner Highway  
Stuart, FL 34994  
772.287.1088 x 103  
ahoffman@stuartmartinchamber.org  
ginam@stuartmartinchamber.org

In 2022, the **Stuart-Martin County Chamber of Commerce** launched a new workforce development program called **Career Connect Martin**.

Funded in part by the Martin County Board of County Commissioners, the program is designed to help individuals get on a path to higher earnings.

It also focuses on the needs of local employers as they strive to recruit, train and retain talent. **Trial Employment Opportunities**, Neighborhood Hiring Events, Industry Tours and employer focused workshops are the hallmarks of this new initiative.

# Training & Education

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## **CLARK ADVANCED LEARNING CENTER**

Dr. Leslie Judd, Executive Director  
2400 SE Salerno Road, Stuart, FL 34997  
772.419.5750  
ljudd@irsc.edu

**Clark Advanced Learning Center** (Clark) offers high-school students (sophomores, juniors, seniors) the opportunity to earn college credits at no cost for tuition or books. In a partnership between Indian River State College (IRSC) and Martin County School District, Clark is located on IRSC's Chastain Campus in Stuart, FL. Technology-related "majors" combined with an interdisciplinary project-based curriculum, extensive exposure to career-based and contextual learning opportunities, job shadowing, internships, dual enrollment, and articulated credit engages students in academically challenging courses in preparation for lifelong learning and career success.

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## **FLORIDA ATLANTIC UNIVERSITY NORTH**

Cara Perry  
5600 N. US Highway 1  
Fort Pierce, FL 34946  
772.332.0515  
perryc@fau.edu  
Serves Martin County

Located 25 minutes north of FAU's main campus, **FAU's John D. MacArthur Campus** in Jupiter is where groundbreaking programs in research and education are occurring. FAU Jupiter is also home to the nationally-ranked Harriet L. Wilkes Honors College, faculty labs from the Charles E. Schmidt College of Science, and The Osher Lifelong Learning Institute, the largest of its kind in the country. delivering personal enrichment courses covering a broad range of stimulating topics.

And just to the north of Martin County, **FAU's Harbor Branch Oceanographic Institute** (Fort Pierce) is one of the nation's premier, innovative oceanographic centers.

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**INDIAN RIVER STATE COLLEGE**

## **INDIAN RIVER STATE COLLEGE - CHASTAIN CAMPUS**

Dr. Alessandro (Alex) Anzalone, Ph.D.  
2400 SE Salerno Road, Stuart, FL 34997  
772.419.5604  
aanzalone@irsc.edu

As a leader in education and innovation, **Indian River State College** is a comprehensive college accredited to award Baccalaureate Degrees, Associate Degrees, and Career and Technical Certificates. The College offers more than 100 programs and courses along with providing Adult Education GED prep and ESL programs. Additionally, IRSC is the only college anywhere to provide the entire Adobe Creative Cloud, Microsoft 365 and Wolfram Technologies suite of tools to all students at no cost.

Financial aid is available to all who qualify, and 91% of IRSC students graduate without debt.

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# Training & Education

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INDIAN RIVER  
STATE COLLEGE

## INDIAN RIVER STATE COLLEGE FLORIDA WORKFORCE RECOVERY TRAINING

### Various Locations

Shannon Wood  
772-267-8149  
swood@irsc.edu

Treasure Coast residents can now apply to train for one of three highly sought-after **industry certifications, tuition-free, at Indian River State College**. In addition to tuition-free instruction, eligible students may also receive financial assistance to defray costs associated with the training.

The certification programs in Construction, Heating-Ventilation-Air Conditioning (HVAC) and Solar Energy is a collaborative effort between IRSC, CareerSource Research Coast and Project LIFT.

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INDIAN RIVER  
STATE COLLEGE



## INDIANTOWN HIGH SCHOOL

Anthony Boyer, Principal  
Southwest Citrus Boulevard  
Indiantown, FL  
772.419.5603  
aboyer@irsc.edu

**Indiantown High School (IHS)** is a new public charter high school in Martin County, Florida, focusing on career and workforce education. Operated by Indian River State College (IRSC) in partnership with the Martin County School District, IHS integrates traditional high school curriculum with workforce and college courses, producing graduates that can directly pursue career opportunities or higher education upon graduation.

Indiantown High School opened its doors on August 10, 2022, for incoming Grade 9 students, offering programs that meet Florida's public high school graduation requirements, career and technical certifications, and college-level Dual Enrollment opportunities.

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**KEISER  
UNIVERSITY**

## KEISER UNIVERSITY

9400 SW Discovery Way  
Port St. Lucie, FL 34987  
772.398.9990  
admissionsinfopsl@keiseruniversity.edu  
Serves Martin County

**Keiser University** offers a career-focused education in growing fields, such as Biotechnology, Business, Computer Graphics and Design, Criminal Justice, Nursing, Radiologic Technology, or Video Game Design,

Keiser University, a private, independent, non-profit university, currently offers more than 100 degrees from associates to the doctoral level. Keiser University is a designated Hispanic-Serving Institution, a member of the Hispanic Association of Colleges and Universities, and was ranked No. 5 in the U.S. in Social Mobility by U.S. News And World Report in 2022.

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# Training & Education

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## MARTIN COUNTY REACH CENTER

George Stokus, Assistant County  
Administrator  
1921 SE Airport Road  
Stuart, FL 34996  
772.221.2352  
gstokus@martin.fl.us

An emerging collaboration between **IRSC**, the **Martin County School District** and **CareerSource Research Coast**, the **Martin County Board of County Commissioners' REACH Center** will serve as a new workforce training center in a non-traditional setting. Initially envisioned to target the training needs of the aviation-aerospace and marine industries, the REACH Center will provide hands-on training for local residents seeking to upskill their talents as they search for better jobs. The County also anticipates offering high demand general education classes - GED and ESL (English as a Second Language) to the community at the new learning center.



## MARTIN COUNTY SCHOOL DISTRICT

Lana Barros  
710 SE Central Pkwy  
Stuart, FL 34994  
772.219.1200 x 30412  
barros@matinschools.org

**Martin County School District** offers a robust offering of career and technical education program to provide high school students with the competencies necessary for effective entry into the world of work and entrepreneurship.

Accelerated career and technical programs are also available allow students to earn elective credit toward graduation and postsecondary credit toward an A.S. degree or a technical certificate.

For a full list of offerings visit [martinschools.org](http://martinschools.org) and search career and technical education.



## THE PINE SCHOOL

Binney Caffrey  
12340 SE Federal Highway  
Hobe Sound, FL 33455  
772.675.7005  
bcaffrey@thepineschool.org

**The Pine School** was created in 1969 for the purpose of bringing academic rigor to K-12 students of the Treasure Coast. In pursuing this mission to its fullest, it has become a school of academic innovation, and a point of lasting pride for an entire community of students. With celebrated educators, beautiful facilities and multiple accreditations, area families are preparing teens with pre-college education.

The Pine School makerspaces have age-appropriate technology, including iPad apps, OSMOs, Makey Makeys, LEGO Robots and 3D printers. STEM, Coding, Virtual Reality and Augmented Reality are also a key component in preparing students for 21st century learning and working.

# Workforce Grants

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## **CAREERSOURCE RESEARCH COAST - TRAINING GRANTS**

Mary Murphy  
710 SE Central Parkway  
Stuart, FL 34994  
866.482.4473 x560  
mmurphy@careersourcerc.com

### **ON THE JOB TRAINING GRANTS**

On The Job Training offers participants an opportunity to earn as they learn, while the employer benefits by receiving a partial wage reimbursement during their training period.

- Receive 50% reimbursement of a new employee's wages, while they are training on the job.
- No cost access to a carefully screened pool of available talent.
- Assessment testing for potential hires and current employees.
- You set the qualifications, interview, and select the individual.
- Customized training your way, at your workplace.
- Simple process with minimal paperwork.

### **INCUMBENT WORKER TRAINING**

This program provides grant funding for customized training for existing for-profit businesses with a maximum award of \$50,000. The grants may reimburse companies up to 75% for pre-approved training costs. Funding priority is given to businesses providing employees with opportunities to acquire new or improved skills by earning a credential on the Master Credentials List (CAPE Funding List). The application process is generally handled online with assistance from CareerSource Research Coast and must be submitted at least 90 days prior to the desired start of business training.

### **QUICK RESPONSE TRAINING PROGRAM**

The Quick Response Training program provides grant funding for customized, skills-based curriculum development and training, through partial reimbursement, to new or expanding businesses in Florida's targeted industries (qualified targeted industries). These are high-skill industries with exportable goods or services and wages of 125 percent above state or Martin County average annual wage of \$46,492 or \$22.35/hour.

The application process is designed as a collaborative effort between the business, a community college-area technical center-state university, CareerSource Research Coast and the Business Development Board of Martin County.

# Labor Market Trends

162,981

Population (2021)

Population grew by 4,556 over the last 5 years and is projected to grow by 3,501 over the next 5 years

80,295

Total Regional Employment

Jobs grew by 5,389 over the last 5 years and are projected to grow by 7,556 over the next 5 years

\$65.8K

Median Household Income (2020)

Median household income is \$827 above the national median household income of \$65.0K

## Takeaways

- As of 2021 the region's population increased by 2.9% since 2016, growing by 4,556. Population is expected to increase by 2.1% between 2021 and 2026, adding 3,501.
- From 2016 to 2021, jobs increased by 7.2% in Martin County, FL from 74,906 to 80,295. This change outpaced the national growth rate of 1.8% by 5.4%. As the number of jobs increased, the labor force participation rate increased from 53.1% to 55.3% between 2016 and 2021.
- Concerning educational attainment, 22.8% of Martin County, FL residents possess a Bachelor's Degree (2.5% above the national average), and 9.3% hold an Associate's Degree (0.6% above the national average).
- The top three industries in 2021 are Restaurants and Other Eating Places, General Medical and Surgical Hospitals, and Private Households.

## 16,703 Companies Employ Your Workers

Online profiles for your workers mention 16,703 companies as employers, with the top 10 appearing below. In the last 12 months, 2,355 companies in Martin County, FL posted job postings, with the top 10 appearing below.

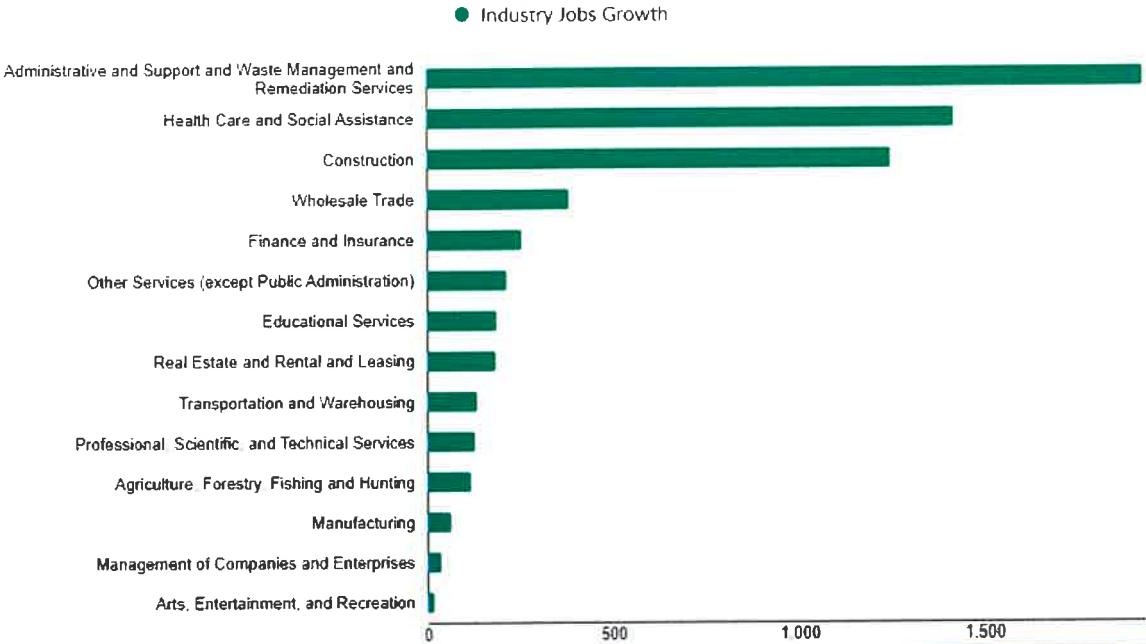
Top Companies	Profiles	Top Companies Posting	Unique Postings
Martin County School District	586	Cleveland Clinic	953
Martin Memorial Health Systems	444	Lowe's	193
Florida Power & Light	382	Marriott International	184
Seacoast Bank	180	State of Florida	173
Keller Williams Realty	169	Wellpath	145
Nextera Energy Resources	169	Seacoast Bank	126
Publix	167	Martin County	113
Cleveland Clinic Martin Health	163	The Home Depot	104
Cleveland Clinic	136	Encompass Health	102
Indian River State College	135	Seacoast National Bank	100

Source: EMSI (9/18/2022)



# Labor Market Trends

## Top Growing Industries



## Top Occupation Earnings



Source: EMSI (9/18/2022)

# Martin County Metrics



Source: The Florida Scorecard.org (9/18/2022)

# The BDB

## **BUSINESS DEVELOPMENT BOARD OF MARTIN COUNTY**

Joan K. Goodrich  
1002 SE Monterey Commons  
Blvd., Ste. 207  
Stuart, FL 34996  
772.221.1380  
joan@bdbmc.org

**The Business Development Board**, a 501(c)6 public-private economic development corporation, champions and strengthens Martin County's economy by starting, growing, keeping and welcoming job creators to the community.

Funded in part by the Board of County Commissioners, private, public and non-profit entities and leaders, the BDB is also the key partner with Enterprise Florida, the State of Florida's economic development entity. To learn more, visit [bdbmc.org](http://bdbmc.org).

## **LET THE BDBMC ASSIST YOU WITH:**

- Site selection
- Resources
- Tailored market research
- Key introductions
- Connections to capital
- Talent recruitment and retention
- Problem solving and more



**BUSINESS  
DEVELOPMENT BOARD**  
MARTIN COUNTY | FLORIDA

**DISTINCTIVE.  
BY DESIGN.**  
MARTIN COUNTY | FL

**772.221.1380**

nowsthetime@bdbmc.org | [bdbmc.org](http://bdbmc.org)

We're here  
to help



1002 SE Monterey Commons Blvd., Ste. 207  
Stuart, FL 34996  
772.221.1380  
[www.bdbmc.org](http://www.bdbmc.org)

**A Stronger Economy is Everyone's Business.**

# 2022

# MARTIN COUNTY BUSINESS AWARDS



2021 Business Award Recipients

**JOIN US**  
**FRIDAY, DECEMBER 9, 2022**  
**11:30 AM - 1:30 PM**

Hutchinson Shores Resort & Spa

**CELEBRATE THE BEST**  
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Charlene Hoag Leadership Award

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Questions? Call Lynn Smith at 772-221-1380.

