



Board of Directors Meeting Summary

Wednesday, December 13, 2023

Indian River State College – Chastain Campus – 2400 SE Salerno Rd, Stuart, FL 34997

Present: Eric Kiehn, Patrick Gleason, Reed Hartman, Mayor Troy McDonald, Susan Rabinowitz, Dan Romence, Ron Rose, , David Snyder, Ed Weinberg
Absent: Marshall Critchfield, Councilman Carmine Dipaolo, David Rosendahl, Thomas Weber
BoCC Liaison: Commissioner Harold Jenkins
Counsel: Ken Norman, Esq.
Staff: Joan K. Goodrich, Ike Crumpler, Lynn Smith, Pierre Taschereau, Inez van Ravenzwaaij

1. **Call to Order Pledge of Allegiance:** Susan Rabinowitz, President of the Board, called the meeting to order at 8:34 am, followed by the Pledge of Allegiance and Board Director self-introductions. A quorum was established.
2. **Public Comments:** None.
3. **Partner Comments:** Mary Murphy, CareerSource Research Coast updated the board of the October 2023 unemployment rate in Martin County was 3.0% the lowest of the tri county area but exceeding the state of 2.8%. The fastest employment growth was in the education and health services.
4. **Introduction of New BDB Investor Colliers:** Johnathan Temple spoke to the Board regarding current projects and voiced Colliers' excitement to join and be a part of the BDBMC and assist in championing Martin County's economy.
5. **Approval of November 8, 2023, Minutes:** Commissioner Troy McDonald moved approval of the November 8, 2023, meeting minutes as presented. Seconded by Eric Kiehn. Approved 8-0.
6. **Approval of October 2023 Financials & Consideration FY 2024 Budget Amendments for Outside Services and Occupancy:** David Snyder presented the October 2023 statements as attached in Director packets with a reminder that October is the first month of the FY 2024. From a revenue perspective, there is income which is coming in for the 2023 Martin County Business Awards. On the expense side, while there are a few expenses tied to the event, all other categories of expense are typical for this time of year. Cash on hand in all accounts as of 12/12/2023 is 371,106.32; Money Market \$131,107.43; Operating Checking \$180,360.41 and the Board's own restricted account \$59,638.48. The BDB will file its 1Q report for FY 2024 by January 15, 2024. David Snyder moved to accept the financials as presented, seconded by Commissioner Troy McDonald. Approved 9-0.
7. **Approval of Interim Executive Director Proposal and Next Steps:** Commissioner Troy McDonald and President of the Board, Susan Rabinowitz made recommendations to the Board for approval of Dan Hudson to be named as Interim Executive Director of the BDBMC effective December 15, 2023. Commissioner Troy McDonald moved to accept Dan Hudson as Interim Executive Director as presented. Seconded by Ed Weinberg. Approved 9-0.
8. **The BIG 5 and Pulse Case Study:** Pierre Taschereau, Business Development Executive highlighted the BDB most active prospects ranging from 100,000 square feet up to 55+ acres for new construction.



Additionally, Mr. Taschereau discussed the **Pulse Case Study: Daher**. Daher is the oldest aircraft manufacture in the world and founded in 1863 in Marseille, France. Locally, Daher has operations at Witham Field in Stuart employing 400 + and is currently seeking to renew their lease and expand operations. They plan to establish an assembly line for its TBM aircraft in Stuart. Additionally, they are looking to transition from corporate culture to a family style business fully dedicated to the well-being and happiness of their employees. The BDB made introductions and connections including orchestrating special meeting for Daher's VP of Communications and HR team to meet with local recruiting agencies, CareerSource and IRSC President to discuss talent/workforce needs; met with executive to discuss Whitham Field RFP process; provided social media exposure and introduction to local elected officials and secured Sr. VP of Communications as a speaker during the next CRE Forum event.

9. **2023 Martin County Business Awards Thank You's and Recap:** Inez van Ravenzwaaij, Programs and Partnerships thanked the 2023 Presenting Sponsor, Bank of America along with all the generous event sponsors including Gold, Silver, Bronze, Patron and Annual Investors who contributed to an amazing event. New this year, Ms. van Ravenzwaaij thanked and congratulated the Host Committee members which provided all award winners with personalized concierge service making their experience exceptional. The 2023 Martin County Business Awards metrics were highlighted as 64 nominations with 9 winners, 29 sponsors and 310+ in attendance. A huge thank you to all who help to make this year a great success.
9. **Director Comments | General Announcements | Requests:** It was noted that all remaining Executive Committee and Board of Directors meetings will have a new cadence moving forward due to a conflict with the President of the Board's schedule. Commissioner Troy McDonald noted that the City of Stuart and the County are working together in response to the RFP Brightline application to be submitted soon. It was also noted by George Stokus, Assistant County Administrator that once the application is submitted to Brightline by 12/19/23 that it is anticipated to hear back by end of January or early to mid-February 2024 on selection site, a site selection short list or further questions.
10. **Executive Director Remarks: Joan K. Goodrich, Executive Director:** John K. Goodrich thanked the Board, staff and community leaders for their support and efforts throughout the last 4 and half years through her dedicated service as Executive Director of the BDB and Champion for Martin County.
11. **Adjournment:** There being no further business, the meeting was adjourned at 9:25 am.