



Executive Committee Meeting, Friday, November 8, 2024 - 8:30 - 10:00 am
Children's Services Council of Martin County, 101 SE Central Pkwy, Stuart, FL 34994

Board of Directors Meeting, Wednesday, November 13, 2024 - 8:30 - 10:00 am
Jensen Beach Community Center, 1912 NE Jensen Beach Blvd, Second Floor, Jensen Beach, FL 34957

1. 8:30 am **Call to Order and Roll Call**
 - a. Susan Rabinowitz – President of the Board, BDBMC
2. 8:35 am **Comments**
 - a. Public
 - b. BDBMC Partners
3. 8:45 am **Round Robin**
 - a. Introductions & Goals - All
4. 9:10 am **Approvals**
 - a. Meeting Minutes
 - i. October 23 Board of Director's Meeting
 - b. Financials
 - i. October 2024
5. 9:15 am **Reports & Presentations**
 - a. Employment Report – Mary Murphy, CareerSource Research Coast
 - b. Business Update – Kevin Crowder, BusinessFlare
 - c. Pulse Program Update – Inez van Ravenzwaaij, BDBMC
 - d. Talent Advancement Team Report – Inez van Ravenzwaaij, BDBMC
 - e. Annual Awards Update – Inez van Ravenzwaaij, BDBMC
6. 9:40 am **Board Member Items & Discussions**
7. 9:50 am **BDB Philosophy (Vision, Mission, Priorities & Goals)**
 - a. William Corbin – Executive Director, BDBMC
8. 9:55 am **Executive Director Comments**
 - a. William Corbin – Executive Director, BDBMC
9. 10:00 am **Adjournment**

Upcoming Meetings & Events

Executive Committee Meeting | Friday, November 8, 2024 – 8:30 – 10:00 am
Board of Directors Meeting | Wednesday, November 13, 2024 – 8:30 – 10:00 am

Executive Committee Meeting | Wednesday, December 4, 2024 – 8:30 – 9:00 am
Board of Directors Meeting | Wednesday, December 4, 2024 – 9:00 – 10:30 am

Martin County Business Awards | Friday, December 13, 2024 – 11:30 – 1:00 pm

A Stronger Economy Is Everyone's Business.



Board of Directors Meeting Minutes

Wednesday, October 23, 2024

Children's Services Council of Martin County
101 SE Central Parkway, Stuart, FL 34994

Present: Eric Kiehn, Lauren Abbott, Brian Bauer, Angela Browning, Marshall Critchfield, Mayor Carmine Dipaolo, Patrick Gleason, Ransom "Reed" Hartman, Ron Rose, William "David" Snyder, Tyson Waters, Ed Weinberg, Ken Norman (Legal Counsel)

Absent: Susan Rabinowitz, Dan Romence, David Rosendahl, Commissioner Sean Reed, Commissioner Harold Jenkins

Staff: William Corbin (Executive Director), Inez van Ravenzwaaij (Director, Programs & Partnerships), Brittany Truong (Office Administrator), Ike Crumpler (Public Relations Advisor)

1. **Call to Order, Pledge of Allegiance, and Roll Call:** Eric Kiehn called the meeting to order at 8:33 AM. A quorum was established by roll call.
 - a. Welcome to new BDBMC Office Administrator Brittany Truong
 - b. Welcome to new board member Dr. Angela Browning (Indian River State College)
 1. Dr. Browning gave a brief introduction and background

2. Comments

a. **Public Comments:** None

b. **Partner – Maygan Johnson, Indian River State College Foundation:**

- Currently, over 3,600 Promise students are enrolled at Indian River State College.
- First cohort is nearing completion this December, and 717 credentials have already been awarded.
- The 2024 cohort, which marks the third intake, includes 2,415 students, with 18% coming from Martin County.
- Martin County High School leads in student enrollment, followed by South Fork and Jensen Beach High School. (Top three)
- Approximately 23% of 2024 Promise Students are enrolled in an A.S. track, with top programs including Automotive, HVAC, Electrical Power Technology, and Digital Media.

- Popular A.A. tracks include Pre-Nursing, Pre-Radiology, Pre-Dental Hygiene, and Computer Information Technology.
- Across all cohorts, the data reflects a 54% first-generation college enrollment rate.
- 45% of students are male, exceeding the national average of 41%, and 67% identify as Hispanic.
- 76% of IRSC graduates remain in the four-county area, contributing to local economic growth.
- IRSC's capture rate of high school graduates has increased from 20% to 40%, meaning 1 in 3 high school graduates are now enrolling at IRSC.

3. Approvals

- Minutes – Board of Directors Meeting – September 25, 2024:** Lauren Abbott moved approval of the September 25, 2024, meeting minutes as presented. Seconded by Carmine Dipaolo. The motion passed unanimously.
- Financials Reports:** William Corbin, Executive Director, presented and summarized the financials. Marshall Critchfield moved to approve the Financials Reports, which were seconded by Mayor Carmine Dipaolo. The motion passed unanimously.
- November Executive Committee Meeting Date Changed**
 1. Currently, Friday, November 15, 2024. Changed to Friday, November 8, 2024.

4. Discussions

- a. Discussion ensued regarding Brightline. The Board asked to see the numbers for the economic impact on other cities when a Brightline station opened. Marshall Critchfield moved for approval of a letter to the Commissioners and a press release of the Board's support of Brightline. Seconded by Ransom Hartman. The motion passed unanimously.

5. Reports & Presentations

- Employment Report**—Mary Murphy, CareerSource, briefed the BDB Board on employment in Martin, St. Lucie, and Indian River Counties.
 - The unemployment rate in the CareerSource Research Coast region (Indian River, Martin, and St. Lucie counties) was 4.0 percent in September 2024.
 - Two-tenths of a percentage point greater than the region's year-ago rate of 3.8 percent. Martin County remains consistent with the lowest



unemployment number of 3.6 Percent, followed by St. Lucie County at 4.1, and Indian River County reporting a 4.3 Percent unemployment rate.

- The region's unemployment rate was six-tenths of a percentage point above the state rate of 3.4 percent. And the labor force was added 254 people to its rolls over the year – with just under 12,433 residents looking for work in the Tri-County region.
- The September 2024 nonagricultural employment number in the Port St. Lucie Metro area (which includes Martin County) reached 175,800 employed workers, reflecting an increase of 4,300 jobs or (+2.5% growth) over the year.
- Industries growing faster than the statewide average including Construction (+7.6%), Professional and Business Services (+5.8%), and Education and Health Services (+3.2%).
- The Professional and Business Services sector saw the fastest annual job growth rate among all metro areas in the state (+5.8%), adding 1,400 jobs.
- 1,100 jobs were added to the construction industry, and they are expected to remain strong due to hurricane restoration projects.
- The two sectors showing some contraction in both August and September were Manufacturing and Financial Services, with losses of 400 jobs in both sectors year over year.

b. Business Update – Kevin Crowder, BusinessFlare, provided an update on attraction projects and leads for Martin County

c. Annual Awards Update—Inez van Ravenzwaaij, Director of Programs and Partnerships, provided an update. Seven award winners have been chosen, and the Host Committee is in the process of notifying each winner. The Host committee was activated the week before. A press release announcing the winners will be issued at the beginning of November. There is currently \$6,000 remaining to meet this year's goal. Any available tickets will go on sale on December 1, 2024.

6. Director Comments – William Corbin, Executive Director, summarized his first six weeks on the job. Corbin explained that he has been meeting with individuals and companies personally to become acquainted with everyone. He stated that he received the opportunity to attend and speak at the Hinckley groundbreaking event.



Staff is reviewing proposals for a possible new IT Managed Service Provider.

Inez van Ravenzwaaij summarized the BDB's response efforts after Hurricane Milton. The Business Development Board is a component of the county's emergency response services. The hurricane and tornadoes impacted twenty businesses. Four businesses were significantly affected, sustaining more than \$1 million in property damage. The BDB can use its network to help them and anyone else who has asked.

7. Adjourn: 9:49 AM



To: President & Members, Executive Committee, Board of Directors
From: Inez van Ravenzwaaij – Director, Programs & Partnerships
Subject: Pulse Program – Quarterly Update
Date: Executive Committee – November 8
Board of Directors – November 13

SUMMARY: Updates for the Pulse Program, FY 2024 (Oct. 1, 2023 - Sep. 30, 2024).

PROGRAM STATUS UPDATE:

- Pulse committee evaluation and program update: January – April 2024
- Kevin Farrell, Pulse contractor: May through August
- BDB staff or a volunteer, documenting the visit and coordinating follow-up efforts
- 50 visits completed
 - 2.7 hours, average visit length
 - 199 follow-up or business assistance tasks resulting from visits
 - 130 follow-up items completed; remaining are in progress or still active
 - 5 have been elevated to official BRE projects
 - 21 for award considerations or nominations

Examples of follow-up items:

- Permit or GMD assistance
- Assistance with local government, appraisers, tax collector’s office etc.
- Workforce development assistance or referral to a partner: CareerSource, IRSC, Career Connect, Veterans Florida, etc.
- Connecting to capital partners
- Introduction/referrals to partners: Chambers and other associations
- Introduction/collaboration with partners: SBDC, FPL SelectFlorida, SFMA, Florida Makes, etc.
- Award nominations (other than BDB), marketing resources, etc
- Business recovery support
- Aligning content, programs, resources to the needs identified, etc.

WHAT'S NEXT:

- 2024 Annual Pulse Report: publish January 2025
- Reconvene the Pulse committee to evaluate the 2024 program
- Set 2025 goals

RECOMMENDATION: No recommendation currently.



To: President & Members, Executive Committee, Board of Directors
From: Inez van Ravenzwaaij – Director, Programs & Partnerships
Subject: Talent Advancement Team
Date: Executive Committee Meeting – November 8
Board of Directors Meeting – November 13

SUMMARY: The third and final Talent Advancement Team of 2024 meeting was hosted on Wednesday, October 30, at Grind Hard Ammo, a Stuart-based manufacturer.

The new format for these meetings has improved attendance and critically important engagement among workforce partners, invited manufacturers (by industry), and workforce pipeline developers. Rather than inviting or promoting these meetings to a broad list of providers, the team now curates the guest list to include industry-related employers, active workforce pipeline providers, and other essential education or community partners relevant to the industry or specific concern.

Each quarter, a different industry is the focus. Depending on the outcomes, additional meetings or events may result.

The **GOALS** for these meetings have been simple:

- Bring together industry employers to engage in fervent discussions about pain points and potential short—and long-term solutions.
- Bring awareness to and support active industry-specific pipeline providers.
- Generate connections and foster collaborations between the organizations at the table.
- Identify one or two action items for the BDB or partners to follow through on.

OCTOBER MEETING HIGHLIGHTS:

- **When:** Wednesday, October 30, 8:30 – 10 am
- **Where:** Grind Hard Ammo, including site tour
- **Industry Focus:** Manufacturing
- **Results:**
 - 20+ participants (including three staff)
 - Power Systems Manufacturing, Pace Machine & Tool, IM-Group, South Florida Manufacturing Association, Indian River State College/Advanced Manufacturing Center, Express Employment Professionals, Manpower South Florida, Martin County School District, Career Source, Career Connect, Project Lift, Economic Council of Martin County /REACH Center, and Bank of America.
 - Key areas of discussion included:
 - Partner updates

- TAT project update: resource guide, events, etc.
- Employment update and, in particular, the manufacturing sector
- Compensation: wages, soft benefits, etc.
- Training: work-related skills, value of benefits, financial/insurance literacy
- Tapping into partner resources for benefits (wealth managers)
- Workforce housing

WHAT'S NEXT:

- Follow up on action items, connections, and further collaboration
- Veterans Service Office event, November 8, 2024
- Passport to Careers event, February 10, 2025 (partnership with Stuart/Martin Chamber)
- Next TAT meeting Q1, date and location being determined

RECOMMENDATION: No recommendation currently.



To: President & Members, Executive Committee, Board of Directors
From: Inez van Ravenzwaaij, Director, Programs & Partnerships
Subject: 2024 Business Awards Event
Date: Executive Committee Meeting – November 8
Board of Directors Meeting – November 13

SUMMARY: Planning the final approach for the 2024 Martin County Business Awards are scheduled for Friday, December 13, 2024

2024 winners are: (All nominees and winners have been notified.)

1. Business Excellence Award: Pursuit Aerospace
2. Headquarters of the Year: Paradise Air Fresh
3. Manufacturer of the Year: Value Tool & Engineering
4. Company to Watch: Grind Hard Ammo
5. Newcomer of the Year: Trench Badger
6. Entrepreneur of the Year: Peter Morello Sr. CIS Security Solutions
7. Youth Entrepreneur of the Year: Parker Smith
8. Charlene Hoag Leadership Award – selected, to be revealed at the event

2024 host committee:

1. Robert Tweeddale, Bank of America/Merril Lynch
2. Sarah Lynch, Seacoast Bank
3. Tera Krueger, C&W Technologies
4. Lauren Abbott, Marine Industries Association of the Treasure Coast
5. Maygan Johnson, Indian River State College
6. Shrita Walker, MidFlorida Credit Union
7. Alberto Delgado, Manpower South Florida
8. Corey Waleski, Colliers

Revenue/Expenses:

- Sponsor goal: \$46,000
 - 92% to goal
 - 7 new sponsors
 - Several sponsors still pending
- Ticket goal: \$2,700 (Ticket sales open December 1)
- Estimated event expenses \$41,000 (based on 350 attendees)
- “Profit” will go towards 2025 workshop and event programming

RECOMMENDATION: Update only; no recommendation is currently required.