



Executive Committee Meeting, Wednesday, December 4, 2024 - 8:30 – 9:00 am
Children's Services Council of Martin County, 101 SE Central Pkwy, Stuart, FL 34994

Board of Directors Meeting, Wednesday, December 4, 2024 - 9:00 - 10:30 am
Children's Services Council of Martin County, 101 SE Central Pkwy, Stuart, FL 34994

1. 9:00 am **Call to Order and Roll Call**
 - a. Susan Rabinowitz – President of the Board, BDBMC
2. 9:05 am **Comments**
 - a. Public
 - b. BDBMC Partners
 - a. Jill Marasa – Director of Development, Ashley Capital
3. 9:10 am **Approvals**
 - a. Meeting Minutes
 - i. November 13, 2024, Board of Directors Meeting
 - b. Financials
 - i. None
4. 9:15 am **Reports & Presentations**
 - a. Business Update – Kevin Crowder, BusinessFlare
 - b. Annual Awards Update – Inez van Ravenzwaaij, BDBMC
5. 9:20 am **Board Member Items & Discussions**
6. 9:30 am **BDB Philosophy Workshop (Vision, Mission, Priorities & Goals)**
 - a. All
7. 10:20 am **Executive Director Comments**
 - a. William Corbin – Executive Director, BDBMC
8. 10:30 am **Adjournment**

Upcoming Meetings & Events

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

Executive Committee Meeting | Friday, January 17, 2025, 8:30 – 10:30 am

Board of Directors Meeting | Wednesday, January 22, 2025, 8:30 – 10:30 am

A Stronger Economy Is Everyone's Business.



Board of Directors Meeting Minutes

Wednesday, November 13, 2024

Jensen Beach Community Center – 1912 NE Jensen Beach Blvd, Jensen Beach, FL 34957

- Present:** Susan Rabinowitz, Eric Kiehn, Dan Romence, Lauren Abbott, Brian Bauer, Angela Browning, Mayor Carmine Dipaolo, Patrick Gleason, Ron Rose, William 'David' Snyder, Ed Weinberg, Ken Norman (Counsel), George Stokus
- Absent:** David Rosendahl, Marshall Critchfield, Ransom “Reed” Hartman, Commissioner Sean Reed, Tyson Waters
- Staff:** William Corbin (Executive Director), Inez van Ravenzwaaij (Director, Programs & Partnerships), Brittany Truong (Office Administrator)

1. **Call to Order, Pledge of Allegiance and Roll Call:** Susan Rabinowitz called the meeting to order at 8:34 AM. A quorum was established by roll call.
 - a. Introduction of BDBMC Office Administrator Brittany Truong
2. **Comments**
 - a. **Public Comments:** Jill Marrasa, Ashley Capital, thanked the Board for support at the Board of County Commissioners on November 12, 2024.
 - b. **Partner –** Raul “Mo” Molina, CareerSource Research Coast, helps veterans find employment through a federally funded program, provided details on a job fair aimed towards vetrans.
3. **Round Robin** - Each member of the Board introduced themselves and provided
4. **Approvals**
 - a. **Minutes – Board of Director’s Meeting – October 23, 2024:** Eric Kiehn moved approval of the October 23, 2024, meeting minutes as presented. Seconded by Mayor Carmine Dipaolo. The motion passed unanimously.
 - b. **Financials Reports:** William Corbin, Executive Director, presented and summarized the financials. Eric Kiehn moved approval of the Financials Reports. Seconded by Mayor Carmine Dipaolo. The motion passed unanimously.
5. **Reports & Presentations**
 - a. **Employment Report –** Mary Murphy, CareerSource, briefed the BDB Board on employment covering Martin, St. Lucie, and Indian River Counties.



- As if 2023 the region's population increased by 9.9% since 2018, growing by 63,412. Population is expected to increase by 8.1% between 2023 and 2028, adding 56,918.
 - Jobs grew by 21,382 over the last 5 years and projected to grow by 15,847 over the next 5 years.
 - Regional average earnings per job are \$19.9K below the national average earnings of \$82.5K per job.
 - From 2018 to 2023, jobs increased by 9.4% in 3 Florida Counties from 228,044 to 249,426. This change outpaced the national growth rate of 3.6% by 5.8%. As the number of jobs increased, the labor force participation rate increased from 51.9% to 52.8% between 2018 and 2023
 - Concerning educational attainment, 19.1% of the selected regions' residents possess a Bachelor's Degree (2.0% below the national average), and 10.2% hold an Associate's Degree (1.3% above the national average).
 - The top three industries in 2023 are Restaurants and Other Eating Places, Education and Hospitals (Local Government), and General Medical and Surgical Hospitals.
- b. Business Update** – Kevin Crowder, BusinessFlare, provided an update on attraction projects and leads for Martin County. Kevin stated there are two additional projects that are not on this list because they do not have project names yet.
- c. Pulse Program Update** – Inez van Ravenswaaij, Director of Programs and Partnerships, provided an update. The goal was eighty visits, but only fifty visits were completed. Six of the visits were nominated for awards, and two of those were on a state level.
- d. Talent Advancement Team Report** – Inez van Ravenswaaij, Director of Programs and Partnerships, provided the report. Grind Hard Ammo hosted the event and provided a tour of their facility. About twenty people were invited and the event allowed good conversations to happen about hard topics.
- e. Annual Awards Update** - Inez van Ravenswaaij, Director of Programs and Partnerships, provided the update. The sponsorship goal has been exceeded and as of November 12, 2024, the amount is \$43,000. Companies have been upgrading their tables and there have been new sponsors.



- 6. Board Member Items & Discussions** – William ‘David’ Synder stated that there has been better engagement within the last two meetings. Ron Rose thanked everyone for coming to the Jensen Beach Community Center for the meeting.
- 7. BDB Philosophy (Vision, Mission, Priorities & Goals)** – William Corbin, Executive Director, presented the About the BDBMC. He also stated that currently the BDBMC is brainstorming one and two year goals. At the next meeting there will be discussion about these goals.
- 8. Director Comments** – William Corbin, Executive Director, summarized his most recent activities. Corbin showed the letter and press release supporting the Brightline that the Board had passed a motion for at the previous meeting. He stated that he attended the November Board of County Commissioners meeting the day prior. At the meeting, during public comments, he spoke in support of Brightline and Ashley Capital. He stated that he received the opportunity to attend the Newfield groundbreaking ceremony. Hinkley Yachts requested assistance from the Business Development Board to help engage the public. Corbin also stated that currently the open position has been posted on several different websites and several individuals have submitted their resumes.
- 9. Adjourn:** 9:52 AM



To: President & Members, Executive Committee, Board of Directors
From: Inez van Ravenzwaaij, Director, Programs & Partnerships
Subject: 2024 Business Awards Event
Date: Executive Committee Meeting – December 4
Board of Directors Meeting – December 4

SUMMARY: Final approach 2024 Martin County Business Awards, Friday, December 13, 2024, at Hutchinson Shores Resort & Spa.

REVENUE & EXPENSES:

- 2024 Sponsor & ticket sales \$46,900 (2023 \$37,000)
 - 102% to sponsor goal (sponsor sales closed)
 - 33% to ticket goal (limited number of tickets remain)
 - 14 new sponsors (2 in-kind)
- Estimated event expenses \$41,000 (based on 350 attendees)
- “Profit” will go towards 2025 workshop and event programming

PROGRAM:

11:00 am – winner, presenter and committee photos

11:30 am – registration and networking

12:00 pm – program starts

Welcome – Emcee, Tania Rogers, WPTV

Bank of America, Susan Rabinowitz

BDBMC, William T. Corbin

Award presenters – 2023 award winners and sponsors

Award Presentations –

- Company to Watch – Grind Hard Ammo
- Newcomer of the Year – TrenchBadger
- Youth Entrepreneur of the Year – Parker Smith, Smith Marine Services
- Entrepreneur of the Year – Peter Morello Sr. CIS Security Solutions

Lunch service

Award presentations cont. -

- Manufacturer of the Year – Value Tool & Engineering
- Headquarters of the Year – Paradise Air Fresh
- Business Excellence – Pursuit Aerospace

Charlene Hoag Leadership Award

Closing remarks – William T. Corbin

RECOMMENDATION: Update only; no recommendation is currently required.