



Executive Committee Meeting, Friday, September 19, 2025, 08:30 – 10:30 am
Children's Services Council of Martin County, 101 SE Central Pkwy, Stuart, FL 34994
Board of Directors Meeting, Wednesday, September 24, 2025, 08:30 – 10:30 am
Children's Services Council of Martin County, 101 SE Central Pkwy, Stuart, FL 34994

1. 8:30 am **Call to Order and Roll Call**
 - a. Dan Romence – President-Elect, BDBMC
2. 8:35 am **Comments**
 - a. Public
 - b. BDBMC Partners
 - c. Executive Director Report – William Corbin, BDBMC
 - a) *Select Florida/FloridaCommerce Memorandum of Understanding.*
 - b) *Update on Seacoast Bank HQ Redevelopment Application.*
 - c) *Martin Loan Fund.*
 - d) *Provided name of new board member- Giuseppe “Joey” Pistone.*
 - e) *Update on Catch Boatworks relocation to Martin County; Effective October 1st, 2025.*
 - f) *Update on Annual Awards Event.*
3. 8:50 am **Approvals**
 - a. Meeting Minutes
 - I. Executive Committee Meeting Minutes, August 22, 2025: *Executive Meeting Minutes Approved, motioned by Abbott, seconded by Kiehn and motion passed unanimously. PG 3*
 - II. Board of Directors Meeting Minutes August 27, 2025: *Executive Committee recommends approval of minutes, motioned by Romence, seconded by Abbott, and motion passed unanimously. PG 6*
 - b. Financials
 - I. July & August 2025 **PG 10 & PG 14**
Executive Committee recommended accepting July & August Financials. Motioned by Abbott, seconded by Kiehn and motion passed unanimously.
 - c. Board Member Reappointments **PG 18**
Eric Kiehn motioned recommending the reappointment of William “David” Snyder and Lauren Abbott to the Board of Directors. Seconded by Romence and motion passed unanimously.



d. Officer Elections, FY 2026 **PG 4**

4. 9:05 am **Reports & Presentations**
 - a. Employment Report – Christina Coble, CareerSource Research Coast
 - b. Business Attraction Update – William Corbin, BDBMC
 - c. BRE Update – Troy McDonald, BDBMC **PG 22**
 - d. Annual Awards Event – William Corbin, BDBMC
 - e. SFMA Impact Presentation – Matt Rocco, SFMA
5. 10:00 am **Board Member Items & Discussions**
6. 10:20 am **Comments**
 - a. Public
 - b. BDBMC Partners
7. 10:30 am **Adjournment**

Upcoming Meetings & Events

Executive Committee Meeting | Thu, Oct 16, 2025 | 8:30 – 10:30 am
Board of Directors Meeting | Wed, Oct 22, 2025 | 8:30 – 10:30 am
NAIOP South Florida Treasure Coast Bus Tour | Thu, Sep 25 | 8:00 am – 2:30 pm
Stuart/Martin Chamber Annual Installation Gala | Sat, Sep 27, 2025 | 5:00 – 11:00 pm
2025 Martin County Business Awards | Mon, Oct 6, 2025 | 11:30 am – 1:00 pm



Executive Committee Meeting Minutes

Friday, August 22, 2025

Children's Service Council, 101 SE Central Parkway, Stuart, FL 34994

Present: Susan Rabinowitz, Dan Romence, Eric Kiehn, Angela Browning, PhD, Lauren Abbott, Steve Hartz

Excused:

Staff: William Corbin (Executive Director), Troy McDonald (Director, Business Retention & Expansion), George Stokus, Ken Norman (Counsel), Ike Crumpler

1. **Call to Order, Pledge of Allegiance and Roll Call:** Susan Rabinowitz called the meeting to order at 8:30 AM. A quorum was established by roll call.

2. Comments

- a. **Public Comments:** None
- b. **Partner:** None
- c. **Executive Director Report:** William Corbin provided a brief overview of the following items:
 - I. NAIOP South Florida Treasure Coast Bus Tour.
 - II. The launch of our Access to Capital program (Martin County Loan Fund).
 - III. Upcoming groundbreaking ceremony for Village of Indiantown water treatment facility.
 - IV. Seacoast Bank's redevelopment of their Headquarters in Downtown Stuart.

3. Approvals

- a. Minutes
 - I. Executive Committee Meeting Minutes – July 18, 2025: Angela Browning, PhD motioned to approve the minutes as presented and was seconded by Lauren Abbott. The motion passed unanimously.
 - II. Board of Directors Meeting Minutes – July 23, 2025: Motion by Lauren Abbott recommends approval of the July 23, 2025, minutes as presented and seconded by Eric Kiehn. The motion passed unanimously.
- b. Financials

- I. June 2025: William Corbin provided an overview of the financials for June. No action was taken.

4. Reports & Presentations:

- d. William Corbin, provided an update on the Annual Awards Event.
- e. The November meeting date was discussed due to the regular date being the day before Thanksgiving. After discussion it was decided to hold one meeting for both November and December on December 3, 2025. Both the Executive Meeting and the BDBMC Board of Directors meeting will be the same day. The Executive Meeting will be from 8:00 am – 8:45 am and the Board of Directors Meeting will be from 8:45 am 10:30 am.

5. Board Member Items & Discussions:

- I. Susan Rabinowitz brought up succession planning. The Executive Committee discussed the length of term for each of the executive committee positions.
- II. The Executive Committee, sitting as the Nomination Committee, nominated the following Board Members for the Executive Committee, Fiscal Year 2025-26: Dan Romence as President, Lauren Abbott as President Elect, Steve Hartz as Treasurer and Angela Browning, PhD as Secretary. The nomination was motioned by Eric Kiehn and Seconded by Angela Browning, PhD. Motion passed unanimously.
- III. Lauren Abbott brought up Board Member engagement and asked staff to notify the Board of the types of events that Board Member may want to attend. Further discussion ensued discussing the types of events and how the Board would be notified.
- IV. Economic Council Executive Director Ted Astolfi discussed Seacoast Bank and the proposed redevelopment of their headquarters. Astolfi pointed out that this is a business retention project and summarized why the retention of Seacoast in Martin County is so important. The Board discussed various methods of action and how the BDBMC could assist. Ted noted that he was meeting with BDBMC staff later in the day to discuss the BDBMC's role.

6. Comments: None

7. Adjourn: 9:40 AM

Approved by:

Susan Rabinowitz, Chair

Date

Prepared by:

Troy McDonald, Director of BRE

Date

Minutes Approved on _____

DRAFT



Board of Directors Meeting Minutes

Wednesday, August 27, 2025

Headstart Perkins Indiantown, 16868 Palm Beach Street, Indiantown, FL 34956

Present:

Susan Rabinowitz, Dan Romence, Eric Kiehn, Lauren Abbott, Angela Browning, PhD., Brian Bauer, Patrick Gleason, Steven Hartz, David Powers, Ron Rose, William “David” Snyder, Ed Weinberg, Commissioner Blake Capps, Mayor Carmine Dipaolo

Excused: Ransom “Reed” Hartman, Commissioner Laura Giobbi, Tyson Waters

Staff: William Corbin (Executive Director), Troy McDonald (Director, Business Retention and Expansion), Ken Norman (Counsel), George Stokus, Ike Crumpler

1. **Call to Order, Pledge of Allegiance and Roll Call:** Susan Rabinowitz called the meeting to order at 8:30 AM. A quorum was established by roll call.

2. Comments

- I. **Public Comments:** None
- II. **Partner Comments:**

Taryn Kryzda, Manager of the Village of Indiantown reported on the Board on both Non-Residential and Residential developments that have been approved or are going through the approval process. She also updated the board on the Villages efforts to upgrade their Water Plant and Waist Water Plant. She invited the Board and those in attendance to a Groundbreaking for the new waist water plant that was immediately following the board meeting.

Ted Astolfi gave a brief update on the Charlene Hoag award. He said the committee met on Monday to select his years winner (The winner’s name will be announce at the annual awards event). He told the board the committee had a lively discussion and decided to request the Board create an additional award and be ready to present it at this years event. The new award would be a legacy award. After a brief discussion by the Board Steve Hartz made a motion to approve the new award. Dan Romance seconded the motion. The motion passed unanimously.



Executive Director Report: William Corbin went over the Executive Director Report.

Aviation Luncheon

The BDB was one of the main sponsors and partners of the Stuart/Martin County Chamber's August 13 aviation-focused lunch event, "*Little Airport, Big Impact: Aviation in Martin County*".

C&W Technologies, which is led by BDB Past President Eric Kiehn, was a co-sponsor of the event. Kiehn delivered sponsor remarks on behalf of both the BDB as well as C&W Technologies. He highlighted the importance of the BDB's vision/mission as it relates to the overall local economy, especially the aviation industry.

Assistant County Administrator George Stokus moderated a panel discussion that featured Airport Director Andrew McBean and EJ Ghobar, FloridaCommerce Manager of BRE & MRO Recruitment.

NAIOP South Florida Treasure Coast Bus Tour

The BDB is participating as a sponsor for the upcoming September 25 Treasure Coast Bus Tour, led by NAIOP's South Florida Chapter (National Association of Industrial & Office Professionals).

The event will feature stops at several Martin County industrial parks, with the tour lasting from 8am to noon, followed by a real commercial real estate market update from 12:30-2:30pm.

The pickup/dropoff location will be at IRSC's Martin County campus. Additional information can be found at www.naiopsfl.org/events.

Small Biz Loan Fund

BDB staff is meeting regularly with its respective partners for the Martin County Small Business Loan Fund. A tentative launch date is set for Thursday, November 6.

The fund is intended to provide an alternative financing option for local small businesses and entrepreneurs that is easier to access than options at many of the bigger, more traditional banking institutions.



InclusiFI is the local CDFI, or Community Development Financial Institution, that will be helping with execution of the fund.

The program will include additional support for participants, including 1-on-1 counseling via local “on-the-ground” staff that can help applicants and walk them through the loan process.

Loan amounts will likely be from as low as \$5,000 up to \$500,000.

Seacoast Bank HQ

Seacoast Bank has a proposal before the City of Stuart to redevelop and build a new 50,000-square foot new headquarters facility on its property at the corner of US-1/Federal Highway and Colorado Avenue in downtown Stuart.

The proposal will be on the September 15 Community Redevelopment Board agenda as well as the September 22 City of Stuart commission meeting.

BDB board members and stakeholders are asked to please attend and support the proposal at the September 22 commission meeting.

3. Approvals

I. Minutes

- I. Board of Directors Meeting—July 23, 2025:** Eric Kiehn moved to approve the Board of Directors Meeting minutes for July 23, 2025, which was seconded by Steve Hartz. The motion passed unanimously.
- II. Financials:** William Corbin, Executive Director, presented and summarized the financials. Treasure Lauren Abbott had a question about the financials. Executive Director Corbin will get back to the Board regarding the question. No action was taken on the financials.

4. Reports & Presentations

- a. Employment Report** – CareerSource Research Coast (Report provided in package)
- b. BRE Update** – Troy McDonald, Director of Business Retention and Expansion, provided an update. (Report Provided in Package)



- c. **Business Attraction Update** – William Corbin, Executive Director (Report Provided in Package)
- d. **Annual Awards Event Update** – William Corbin, Executive Director provided a report on the status of the Annual Awards Event.
- e. **November BOD Meeting Date** – William Corbin, Executive Director

5. Board Member Items & Discussions

I. None

6. Comments

- a. **Public:** None
- b. **BDBMC Partners:** None

7. Adjourn: 9:00 am

Approved by:

Susan Rabinowitz, President

Date

Prepared by:

Troy McDonald, Director of BRE

Date

Minutes Approved on _____



To: Board of Directors
From: William Corbin, Executive Director
Subject: Financial Reports for Month Ended July 31, 2025
Date: Executive Committee Meeting – August 22, 2025
Board of Directors Meeting – August 27, 2025

SUMMARY: This memo presents and reviews the monthly financial reports.

RECOMMENDATIONS:

1. Motion to receive the reports.

Discussion & Review

1. **Balance Sheet**

- a. No comments.

2. **Statement of Activities (Quarterly)**

- a. *Notable Income –*

- i. The \$3,250 of recorded *Event-Sponsorship* income represents private sector sponsorships in support of the July 17 Commercial Real Estate Forum event (\$2,250) as well as private sector sponsorships in support of the October 6 annual awards event (\$1,000).

- b. *Notable Expenses –*

- i. The \$9,937 of expenditures in the *Business Development Marketing* row is for our annual subscription to the commercial real estate site selector software platform that the BDB uses.

[Reports follow]

Business Development Board of Martin County

Balance Sheet

As of July 31, 2025

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BDB CHECKING ACCOUNT *0501 (0501)	38,401
SEACOAST BUSINESS MONEY MARKET *8461 (8461)	139,573
Total Bank Accounts	\$177,974
Total Current Assets	\$177,974
Fixed Assets	
Accumulated Depreciation	(25,731)
Equipment	16,055
Furniture & Fixtures	9,675
Total Fixed Assets	\$0
TOTAL ASSETS	\$177,974
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	3,025
Total Other Current Liabilities	\$3,025
Total Current Liabilities	\$3,025
Total Liabilities	\$3,025
Equity	
Contract Reserve	166,713
Net Assets	138,187
Net Income	(129,951)
Total Equity	\$174,949
TOTAL LIABILITIES AND EQUITY	\$177,974

Business Development Board of Martin County

Quarterly Statement of Activities (P&L)

October 2024 - July 2025

	OCT - DEC, 2024	JAN - MAR, 2025	APR - JUN, 2025	JUL 2025	TOTAL
Income					
County Income	112,500	116,250	116,250		\$345,000
Event - Sponsorship Income	20,500	5,500	6,000	3,250	\$35,250
Interest Earned	1,395	1,166	948	293	\$3,802
Investor Income	15,310	7,250	20,750	13,750	\$57,060
Miscellaneous			5,000		\$5,000
Total Income	\$149,705	\$130,166	\$148,948	\$17,293	\$446,112
GROSS PROFIT	\$149,705	\$130,166	\$148,948	\$17,293	\$446,112
Expenses					
Bank Charges & Fees	186	232	215	60	\$693
Business Development Marketing	18,939	897	5,817	9,937	\$35,590
Computer Equipment - Software	634	1,164	571	185	\$2,553
Economic Development Programs/Services	232	950	861	1,714	\$3,756
Manufacturing		699			\$699
Pulse		885	2,502	618	\$4,004
Workforce		1,180	85	1,000	\$2,265
Total Economic Development Programs/Services	232	3,713	3,447	3,331	\$10,724
Events/Forums	1,474	182	50		\$1,706
Awards Luncheon	27,578	7,540	3,472	740	\$39,330
Board	110	326	349	21	\$807
Total Events/Forums	29,162	8,048	3,871	762	\$41,843
Insurance	427	3,841		41	\$4,310
Memberships	3,245	1,269	750		\$5,264
Member Events		876	2,065	100	\$3,041
Total Memberships	3,245	2,145	2,815	100	\$8,305
Occupancy	8,975	8,523	9,021	3,008	\$29,527
Office Equipment		309	123		\$432
Office/General Expenses	2,511	1,993	3,380	754	\$8,639
Outside Services	45,673	38,810	29,460	3,465	\$117,407
Payroll Expenses					\$0
Employee Benefits	9,079	9,617	16,928	676	\$36,301
Payroll Taxes	5,135	5,643	6,992	1,759	\$19,530
Payroll Wages	63,285	68,431	87,769	22,077	\$241,563
Total Payroll Expenses	77,499	83,691	111,690	24,513	\$297,393
Postage and Postal Services	73	75		50	\$198
Professional Development-Training	215	1,657			\$1,872
QuickBooks Payments Fees	251	73	75	27	\$426
Subscriptions	578	561	1,197	730	\$3,067
Technology Communications	2,931	7,955	3,430	3,024	\$17,340
Travel & Entertainment	150	1,211	1,414	12	\$2,787
Unapplied Cash Bill Payment Expense	(7,000)	0	0	0	\$ (7,000)
Total Expenses	\$184,681	\$164,899	\$176,527	\$49,998	\$576,105
NET OPERATING INCOME	\$ (34,976)	\$ (34,734)	\$ (27,579)	\$ (32,705)	\$ (129,994)

	OCT - DEC, 2024	JAN - MAR, 2025	APR - JUN, 2025	JUL 2025	TOTAL
Other Income					
Other Income			43		\$43
Total Other Income	\$0	\$0	\$43	\$0	\$43
NET OTHER INCOME	\$0	\$0	\$43	\$0	\$43
NET INCOME	\$ (34,976)	\$ (34,734)	\$ (27,536)	\$ (32,705)	\$ (129,951)



To: Board of Directors
From: William Corbin, Executive Director
Subject: Financial Reports for Month Ended August 31, 2025
Date: Executive Committee Meeting – September 19, 2025
Board of Directors Meeting – September 24, 2025

SUMMARY: This memo presents and reviews the monthly financial reports.

RECOMMENDATIONS:

1. Motion to receive the reports.

Discussion & Review

1. **Balance Sheet**

- a. No comments.

2. **Statement of Activities (Quarterly)**

- a. *Notable Income –*

- i. The \$22,250 of recorded *Event-Sponsorship* income represents private sector sponsorships in support of the October 6 annual awards event.

- b. *Notable Expenses –*

- i. A majority of the \$1,714 of expenditures in Economic Development Programs/Services comes from a \$1,564 payment for catering related to the July 17 CRE Forum.
 - ii. The \$1,000 of *Workforce* expenditures under the *Economic Development Programs/Services* category represents a sponsor partnership with the Stuart/Martin Chamber of Commerce for the August 13 Aviation Luncheon event.
 - iii. The \$8,016 of *Awards Luncheon* expenditures under *Events/Forums* includes a variety of payments relating to the October 6 awards event, including design and production of the physical awards, event materials and supplies, security deposit for room rental, and payment to the contractor who is leading coordination and logistics for the event.

[Reports follow]

Business Development Board of Martin County

Balance Sheet

As of August 31, 2025

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BDB CHECKING ACCOUNT *0501 (0501)	129,729
SEACOAST BUSINESS MONEY MARKET *8461 (8461)	138,182
Total Bank Accounts	\$267,911
Total Current Assets	\$267,911
Fixed Assets	
Accumulated Depreciation	(25,731)
Equipment	16,055
Furniture & Fixtures	9,675
Total Fixed Assets	\$0
TOTAL ASSETS	\$267,911
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	3,025
Total Other Current Liabilities	\$3,025
Total Current Liabilities	\$3,025
Total Liabilities	\$3,025
Equity	
Contract Reserve	166,713
Net Assets	138,187
Net Income	(40,014)
Total Equity	\$264,886
TOTAL LIABILITIES AND EQUITY	\$267,911

Business Development Board of Martin County

Quarterly Statement of Activities (P&L)

October 2024 - August 2025

	OCT - DEC, 2024	JAN - MAR, 2025	APR - JUN, 2025	JUL - AUG, 2025	TOTAL
Income					
County Income	112,500	116,250	116,250	116,250	\$461,250
Event - Sponsorship Income	20,500	5,500	6,000	22,250	\$54,250
Interest Earned	1,395	1,166	948	572	\$4,081
Investor Income	15,310	7,250	20,750	14,750	\$58,060
Miscellaneous			5,000		\$5,000
Total Income	\$149,705	\$130,166	\$148,948	\$153,822	\$582,641
GROSS PROFIT	\$149,705	\$130,166	\$148,948	\$153,822	\$582,641
Expenses					
Bank Charges & Fees	186	232	215	120	\$753
Business Development Marketing	18,939	897	5,817	9,937	\$35,590
Computer Equipment - Software	634	1,164	601	410	\$2,808
Economic Development Programs/Services	232	950	861	1,714	\$3,756
Manufacturing		699			\$699
Pulse		885	2,502	618	\$4,004
Workforce		1,180	85	1,000	\$2,265
Total Economic Development Programs/Services	232	3,713	3,447	3,331	\$10,724
Events/Forums	1,474	182	50		\$1,706
Awards Luncheon	27,578	7,540	3,472	8,016	\$46,606
Board	110	326	349	247	\$1,033
Total Events/Forums	29,162	8,048	3,871	8,264	\$49,345
Insurance	427	3,841		1,914	\$6,183
Memberships	3,245	1,269	750		\$5,264
Member Events		876	2,065	100	\$3,041
Total Memberships	3,245	2,145	2,815	100	\$8,305
Occupancy	8,975	8,523	9,021	6,069	\$32,588
Office Equipment		309	123		\$432
Office/General Expenses	2,511	1,993	3,380	1,302	\$9,186
Outside Services	45,673	38,810	29,460	7,099	\$121,042
Payroll Expenses					\$0
Employee Benefits	9,079	9,617	16,928	7,308	\$42,932
Payroll Taxes	5,135	5,643	6,992	3,381	\$21,151
Payroll Wages	63,285	68,431	87,769	42,463	\$261,949
Total Payroll Expenses	77,499	83,691	111,690	53,152	\$326,033
Postage and Postal Services	73	75		124	\$272
Professional Development-Training	215	1,657			\$1,872
QuickBooks Payments Fees	251	73	75	72	\$471
Subscriptions	578	561	1,167	1,262	\$3,569
Technology Communications	2,931	7,955	3,430	3,404	\$17,720
Travel & Entertainment	150	1,211	1,414	30	\$2,805
Unapplied Cash Bill Payment Expense	(7,000)	0	0	0	\$ (7,000)
Total Expenses	\$184,681	\$164,899	\$176,527	\$96,591	\$622,698
NET OPERATING INCOME	\$ (34,976)	\$ (34,734)	\$ (27,579)	\$57,232	\$ (40,057)

	OCT - DEC, 2024	JAN - MAR, 2025	APR - JUN, 2025	JUL - AUG, 2025	TOTAL
Other Income					
Other Income			43		\$43
Total Other Income	\$0	\$0	\$43	\$0	\$43
NET OTHER INCOME	\$0	\$0	\$43	\$0	\$43
NET INCOME	\$ (34,976)	\$ (34,734)	\$ (27,536)	\$57,232	\$ (40,014)



FY 2024 – 2025
Board of Directors,
Legal Counsel &
Staff Directory

Susan Rabinowitz, President of the Board* Bank of America Market President Mailing Address: 900 SE Federal Hwy Stuart, FL 34994 Business: (561) 838-2228 Cell: (561) 385-3243 Email: susan.rabinowitz@bofa.com Term: 2 Years Expires 09/30/2026 BDB Board, At-Large	Eric Kiehn, Past President* C&W Technologies President/CEO Mailing Address: 2522 SE Federal Hwy Stuart, FL 34994 Business: (772) 287-5215 Cell: (772) 678-0599 Email: Eric@bdbmc.org Term: 2 Years Expires 09/30/2026 Appointed by: Economic Council of Martin County
Dan Romence, President Elect* Indiantown Marine Center President Mailing Address: 21043 SW Citrus Blvd Indiantown, FL 34956 Business: (772) 597-0800 Cell: (772) 772-8188 Email: dan@indiantownmarinecenter.com Term: 2 Years Expires: 09/30/2027 Appointed by: Marine Industries Association of the Treasure Coast	Lauren Abbott, Treasurer* Oceanwide Electronics Owner Mailing Address: 204 SW Winnachee Dr Stuart, FL 34994 Business: (772) 266-9300 Cell: (772) 209-1268 Email: lauren@oefla.com Term: 2 Years Expires 09-30-2025 BDB Board, At-Large
Brian Bauer CareerSource Research Coast President/CEO Mailing Address: 4100 Okeechobee Road Suite 90A Fort Pierce, FL 34947 Business: (866) 482-4473 x418 Email: bbauer@careersourcerc.com Term: 2 Years Expires 09/30/2026 Appointed by: CareerSource Research Coast	Angela Browning, Ph.D. Indian River State College Vice President of Research Government Relations, and Institutional Effectiveness Mailing Address: 3209 Virginia Ave Fort Pierce, FL 34981 Business: (772)462-4703 Mobile: (904) 238-2239 Email: abrowning@irsc.edu Term: 2 Years Expires: 09/30/2027 Appointed by: IRSC

Marshall Critchfield Florida Power & Light Co. External Affairs Advisor Mailing Address: 800 Universe Blvd Juno Beach, FL 33408 Business: (561) 304-5913 Cell: (772) 251-9868 Email: marshall.critchfield@fpl.com Term: 2 Years Expires: 09/30/2026 BDB Board, At-Large	Patrick Gleason State Insurance Agency Inc. State Insurance Group Managing Partner/Owner Mailing Address: 1010 SW Martin Downs Blvd Palm City, FL 34990 Business: (772) 247-2427 Cell: (321) 759-1606 Email: patrick@stateinsuranceagent.com Term: 2 Years Expires: 09/30/2026 BDB Board, At-Large
Ransom “Reed” Hartman Hartman Real Estate Owner/CEO Mailing Address: 3500 SW Corporate Pkwy Palm City, FL 34990 Business: (772) 287-4690 Cell: (772) 408-7341 Email: ransomhartman@gmail.com Term: 2 Years Expires: 09/30/2026 Appointed by: Martin County REALTORS® of the Treasure Coast	Steven Hartz Value Tool & Engineering, Inc Owner/CEO Mailing Address: 4521 SW Port Way Palm City, FL 34990 Business: (574) 246-1913 Cell: (574) 514-1929 Email: steve@valuetookeng.com Term: 2 Years Expires: 02/26/2027 BDB Board, At-Large
David Powers Indiantown Realty Corporation Associate/Principal Mailing Address: 15328 W Warfield Blvd Indiantown, FL 34956 Business: (772) 597-3355 Email: david@indiantownrealty.com Term: 2 Years Expires: 02/26/2027 Appointed by: Village of Indiantown, Village Council	Ron Rose Jensen Beach Chamber of Commerce President/CEO Mailing Address: 1960 NE Jensen Beach Blvd Jensen Beach, FL 34957 Business: (772) 334-3444 Cell: (772) 341-6772 Email: ron@jensenchamber.com Term: 2 Years Expires: 09/30/2027 Appointed by: Council of Chambers
William “David” Snyder Evergreen Private Care Owner/COO Mailing Address: 7801 SE Gaines Ave Stuart, FL 34997 Business: (772) 291-2990 Cell: (772) 801-8181 Email: wsnyder@evergreenprivatecare.com Term: 2 Years Expires: 09/30/2025 BDB Board, At-Large	Tyson Waters Fox McCluskey Bush Robison, PLLC Partner Mailing Address: 2300 SE Monterey Blvd Suite 201 Stuart, FL 34996 Business: (772) 287-4444 Cell: (770) 214-2858 Email: twaters@foxmccluskey.com Term: 2 Years Expires: 09/30/2026 BDB Board, At-Large

Ed Weinberg EW Consultants, Inc. President Mailing Address: 1000 SE Monterey Blvd Suite 208 Stuart, FL 34996 Business: (772) 287-8771 Cell: (772) 485-1700 Email: eweinberg@ewconsultants.com Term: 2 Years Expires: 09/30/2025 Appointed by: Martin County, Board of County Commissioners	Wyatt Knight North Star Consulting FL Founder Mailing Address: 514 SW California Avenue Stuart, FL 34996 Business: (954) 275-5701 Email: wyattcknight@gmail.com Term: 2 Years Expires: 06/30/2027 Appointed by: City of Stuart, City Commission
Blake Capps Martin County BOCC Commissioner Liaison Mailing Address: 2401 SE Monterey Rd Stuart, FL 34996 General: (772) 221-2357 Email: ComAide3@martin.fl.us Email: bcapps@martin.fl.us	Carmine Dipaolo Village of Indiantown Mayor Liaison Mailing Address: PO BOX 398 Indiantown, FL 34956 Business (772) 485-5199 Email: cdipaolo@indiantownfl.gov
Laura Giobbi City of Stuart Commissioner Liaison Mailing Address: 121 SW Flagler Ave Stuart, FL 34994 Email: lgiobbi@stuartfl.gov	Kenneth A. Norman, Esq McCarthy, Summers, Wood, Norman, Melby & Schultz, P.A. BDBMC Legal Counsel Mailing Address: 2400 SE Federal Hwy 4th Floor Stuart, FL 34994 Business: (772) 286-1700 x239 Cell: (772) 486-3156 Email: kan@mccarthysummers.com
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*Strategic Areas = Communications, Social Media, Earned Media Content



To: President & Members, Executive Committee, Board of Directors
From: Troy McDonald – Director of Business Retention & Expansion
Subject: Business Retention and Expansion (BRE)
Date: Executive Committee – September 19, 2025
Board of Directors – September 24, 2025

Executive Summary

This report provides an update on the Business Retention and Expansion (BRE) activities undertaken by the Business Development Board of Martin County (BDBMC). The BRE program continues to focus on strengthening relationships with existing businesses, identifying opportunities for expansion, and resolving challenges that may impact local industry.

During the past month, I conducted Pulse Visits and completed follow-up actions that resulted in referrals to the Stuart Martin Chamber of Commerce, CareerSource, Career Connect, SBDC, and Select Florida for international trade assistance. I continued supporting Executive Director William Corbin with several business attraction projects and provided business assistance to Project One, as well as to multiple local individuals looking to start or grow their businesses.

Additionally, I participated in the SBDC/TCMA CEO Exchange Roundtable, attended various Chamber of Commerce events, and provided support on administrative tasks including board meeting preparation and contributions to Martinomic. I am also currently working on a business retention issue involving a local manufacturer.

Purpose of Business Retention and Expansion (BRE)

The BRE program is designed to:

- Strengthen relationships with existing businesses and industries.
- Identify challenges and opportunities for local businesses.
- Provide resources and solutions to support business stability and growth.
- Enhance economic sustainability through strategic partnerships and community engagement.
- Foster an environment where businesses can thrive and expand within Martin County.

The purpose of this report is to update the BDBMC Board of Directors on recent BRE activities and progress.

Business Retention & Expansion (BRE) Update

Recent Activities:

- Conducted several Pulse Visits.
- Completed follow-up actions from Pulse Visits.
- Referrals made to the Stuart Martin Chamber of Commerce, CareerSource, Career Connect, SBDC, and Select Florida.
- Assisted William Corbin with business attraction efforts.
- Participated in the SBDC/TCMA CEO Exchange Roundtable.
- Provided business assistance to Project One.
- Provided business assistance to local individuals seeking to start or grow their businesses.
- Working on a business retention issue with a local manufacturer.
- Attended Chamber of Commerce events.
- Supported William Corbin with administrative duties, including Board Meeting preparation and Martinomics content.

Moving Forward

The BRE program remains a critical component of economic development in Martin County. Through direct engagement, resource facilitation, and strategic partnerships, we continue to support local businesses in their growth and retention efforts. Moving forward, the focus will be on expanding outreach, strengthening collaborations, and proactively addressing the needs of businesses to foster long-term economic sustainability in the region.